

# Worldwide LFRT Competitive Analysis and Leadership Study 2015, February 2016

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# **Abstracts**

The high performance characteristics of Long Fiber Reinforced Thermoplastics (LFRT), compared to traditional and other competing materials, are likely to boost its demand in different application segments. The LFRT market is shifting from a seller "push" to a buyer "pull" situation. SABIC and Ticona are the market leaders with diversified product portfolio, strong geographical reach and high strategic initiatives. Over the next five years suppliers, focusing on the emerging end-user industries and emerging countries are likely to capture larger market share in global LFRT market.

Leading LFRT suppliers have started focusing on emerging end-use application industries, such as transportation (heavy trucks, buses, and rails), and electrical & electronics. In the last five years, suppliers have increased their production capacity in North America, Europe and Asia Pacific, mainly driven by the combining effects of increasing penetration level of thermoplastic composites and better cost-performance characteristics of LFRTs.

The companies producing LFRT are exploring market opportunities with starkly different strategies. Lucintel, a leading global management consulting and market research firm, has analyzed the global LFRT market and has come up with a comprehensive research report, "Worldwide LFRT Competitive Analysis and Leadership Study 2015." This report offers a full competitive analysis from target markets to product mapping, and from selling strategy to production capabilities. This report have examined and profiled the world's leading LFRT producers in this report.

Lucintel built profiles of each competitor based on the following criteria:

Company overview



Company Description and Business Segments

LFRT business overview

LFRT Business Segments Key Differentiators and Strengths

Products and product positioning

LFRT Product Line Overview Product Positioning in Market Segments

Production

Global Manufacturing Operations

The resulting research report represents the most comprehensive strategic and tactical assessment of the LFRT producers and competitive landscape available. In terms of the total revenue generated by leading LFRT producers, SABIC ranks number one, followed by Ticona (Part of Celanese). The larger companies also include Chisso/JNC, RTP Company, TechnoCompound.

The detailed analysis of each company offers a critical view into key strategic areas, including:

LFRT producer target markets Key differentiators, strengths, competitors, and other insights

Designed for the composites industry professionals, financial services firms, and users of LFRT, Lucintel's "Worldwide LFRT Competitive Analysis and Leadership Study 2015" is the industry's first comprehensive examination of the LFRT producers' competitive landscape.

The dynamics of the LFRT market extends beyond routine macroeconomic elements of supply and demand. It is the relationship between the buyer's needs and the seller's capabilities as well as the macroeconomic forces at work that affect the market. It is how well and how efficiently the sellers meet the needs of the buyers that determine long-term success.

In Lucintel's newest competitive research study on the world's leading LFRT producers,



"Worldwide LFRT Competitive Analysis and Leadership Study 2015", we thoroughly profile the leaders with detailed competitive assessments.

The detailed analysis of each company offers a critical view into key strategic areas, including:

LFRT producer target markets

Key differentiators, strengths, competitors

Product line overview, positioning, and mapping

Market position in global LFRT business

Revenue breakdown by market segments and regions

Global manufacturing operations

Innovation and market leadership

Marketing, sales, and organizational capabilities

Management commitment and track record

Financial strength

Collected from a series of primary vendor interviews and secondary sources, Lucintel also provides its own scorecard for determining which of these companies is better aligned with future market opportunities and which has the ability to gain additional market share. Using its proprietary research methodology, Lucintel developed a comparative analysis named the 'Lucintel Leadership Quadrant' which identifies leaders and challengers in the LFRT market and rated each LFRT producer on two primary criteria as shown below:

- 1. Alignment with market opportunity
- 2. Ability to gain market share

Ability to gain market share was analyzed using following parameters:



Product portfolio

Financial strength
Asset position
Execution skill
Customer experience
Alignment with market opportunity was analyzed using following parameters:
Target growth markets
New product development
Corporate and functional strategy
Presence within the industry
This unique report from Lucintel will provide you with valuable information, insights, and tools needed to identify new growth opportunities and operate your business successfully in this market. This report will save hundreds of hours of your own personal research time and will significantly benefit you in expanding your business in this

The dynamics of the LFRT market extends beyond routine macro-economic elements of supply and demand. It is the relationship between buyer's needs and seller's capabilities as well as the macroeconomic forces at work that affect the market. It is how well and how efficiently the sellers meet the needs of the buyers that determine long-term success.

market. In today's stringent economy, you need every advantage that you can find.

In Lucintel's newest competitive research study on the world's leading LFRT producers-

"Worldwide LFRT Competitive Analysis and Leadership Study 2015" we thoroughly profile the top five companies with detailed competitive assessments.



The detailed analysis of each company offers a critical view into key strategic areas, including:

LFRT producer's target markets Key differentiators and strengths Product line overview, positioning, and mapping Market position in global LFRT business Revenue breakdown by market segment and region Global manufacturing operations Current production capacities Innovation and market leadership Marketing, sales, and organizational capabilities Management commitment and track record Financial strength



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