

Q3 Projector Sales Down in W. Europe

Written by Bob Snyder
20. 11. 2012



The calendar year Q3 projectors market came in at 2032K units, 3.6% up on the previous quarter and showing very slight year-on-year growth on Q3 2011 (2029K units), according to the latest research from Futuresource Consulting.

The flattening and -- in some cases -- decline of the developed markets in Europe and the Americas shows in the Q3 numbers and while growth was achieved across many emerging regions the current suspension of a number of key education projects in territories such as Mexico and Indonesia casts doubt on the prospect of year-on-year worldwide growth for full calendar year 2012 volumes.

In the EMEA region, Western Europe posted a regional total of 304K units, 15% down on Q3 2011, the shortfall in demand coming from the entry level data projector and the home cinema segments (which had achieved good volumes in Q2 2012 prior to the start of the European Football Championships).

However, promotional stock left in the channel after the close of the championships negatively impacted demand with the greatest decline in volumes seen in Germany.

The MEA region posted a strong result this quarter with reportedly good sales across a number of surrounding territories including Iran being serviced by distribution partners based out of the UAE.

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Turkey which had seen a drastic decline in volumes going to the education business in the first half of the year, after the announcement and administration of phase one of the Fatih tender for interactive flat panels, posted a strong quarter at 29.1K units. Increased demand coming from the private school sector where both Smart and Promethean won sizeable deals to supply IWB and some smaller education tenders in the public sector.

Russia once again posted good year-on-year growth of 40 percent with a total volume of 77.5K units after strong demand in the education sector across a number of regions, strong demand from the education business is expected to continue through CYQ3 2012

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