



INDUSIGHTS
DRIVING INDUSTRIAL INSIGHTS

INDUSIGHTS IN FOCUS

September 2025

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Independent Research and Consultancy for Industrial Sectors

Indusights provides independent research and strategic consultancy for industrial markets.

We specialise in technically complex environments where access to data and insights requires deep domain knowledge.

We combine market research and consultancy through a flexible, hybrid approach, adapting methods and team composition to deliver on each project's complexity, scope, and strategic value.



Indusights Commitments

Our Mission

Our vision is an industrial world where organisations turn disruption into opportunity, thriving through foresight, agility, and resilience.

Our Vision

Our mission is to deliver independent intelligence and hybrid consultancy, combining business specialists, engineers and sector experts, to help decision-makers achieve growth, control and transformation with confidence.

Our Values

We deliver with high integrity
We build win-win relationships
Every engagement strengthens both sides of the table

Value Proposition

Turning complexity into **decision-ready intelligence**



- We deliver **high-integrity outputs**:
Full transparency on methodology, response rates, and share of modelled data
- **Our teams engage directly with decision-makers**:
No call centres; All primary research is led by experienced specialists
- We build **bespoke teams** of curated experts:
We don't rely on a fixed roster of in-house generalists
- We collaborate with **apex stakeholders**
We are equipped to deliver outstanding consultancy from concept to market for sensitive high-stake ventures
- We offer **scenario-planning and stress-testing tools**
We provide outputs that stand up to real-world pressures

Insights and Research

Publications

Off-the-shelf reports: Product and Service Markets, Technology and Investment Trends, Vertical Markets, B2B Ecosystems
Coverage: Regional, National, and Global



Consortia

Co-funded research on shared challenges, Members co-define the scope and share exclusive results



Private Data Clubs

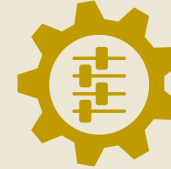
Co-funded quantitative data collection and data analysis in specific sectors; members have exclusive access to results



Private Research

Custom research commissioned by a single organisation, fully tailored with exclusive results

Business / Technical Consultancy



Performance Control

Assess revenue potential and identify growth levers
Review internal business intelligence capacity
Define KPIs and strategic tracking frameworks
Evaluate technical and business monitoring processes



Performance Acceleration

Market attractiveness analysis
Model market entry scenarios, assessing opportunities and risks
Assess portfolio extension opportunities and risks
M&A Target Profiling
Evaluate channel diversification, opportunities and risks



Strategic Concept Validation

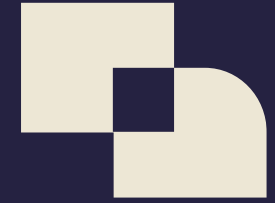
Validate early-stage concepts through review by an apex industry expert
Business-led stress-test
Engineer-led stress-test
Conduct a business plan pre-mortem to anticipate failure points

Research and Insights

We produce targeted insights aligned with your planning stage:

- **Exploratory Research**
For new markets, innovation spaces, or unfamiliar regions
→ Frames opportunities and supports early-stage strategy
- **Descriptive Research**
For decisions requiring solid evidence
→ Provides data on structures, actors, trends, and behaviours
- **Systemic Research**
or uncertain, fast-evolving environments
→ Maps interdependencies and models scenarios to support agile decisions

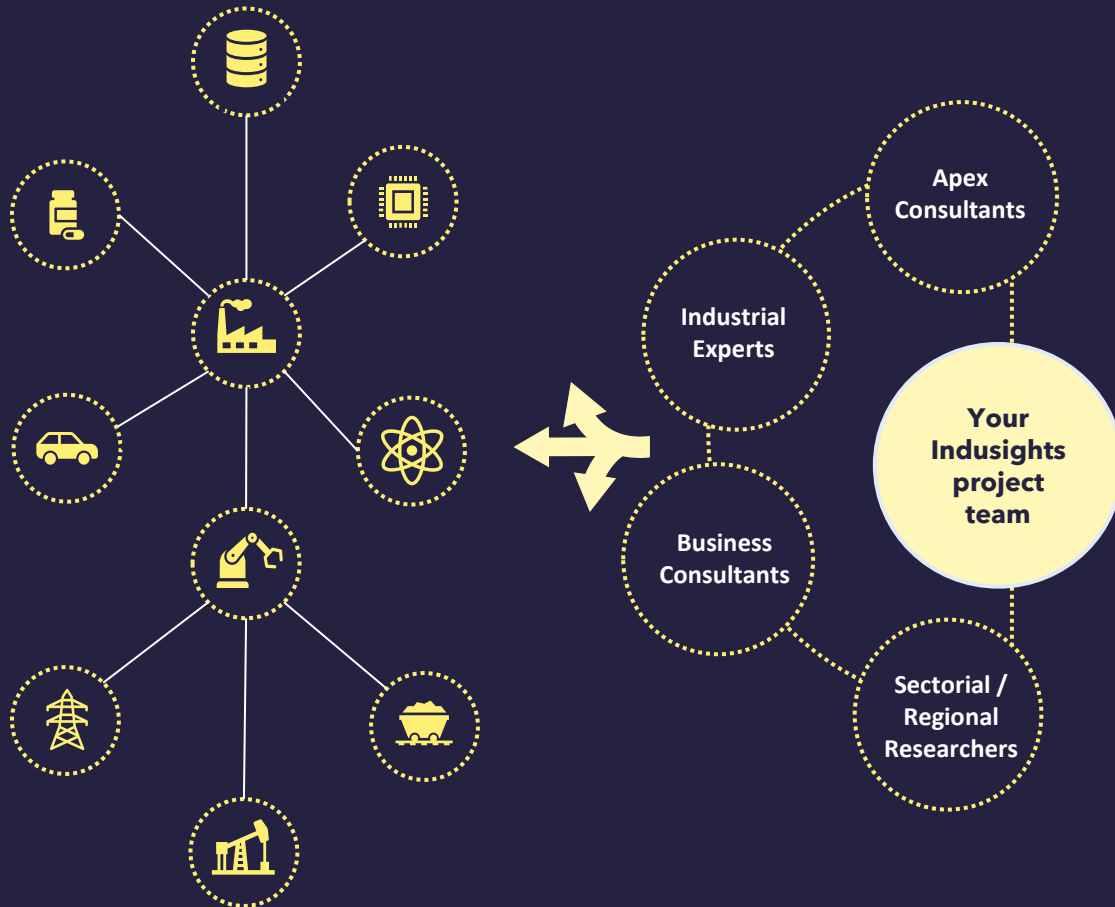
Business / Technical Consultancy



We deliver advisory support across both strategic and technical decision-making.

- **Business Consultancy**
For market strategy, pricing, and commercial growth
→ Designs go-to-market plans, business models, and value propositions
- **Technical Consultancy**
For industrial projects requiring a clear structure and technical oversight
→ Defines specifications, assesses feasibility, and coordinates experts to manage complexity from concept to delivery
- **Apex Consultancy**
For high-stakes strategic decisions and transformation (e.g. acquisition, extension of portfolio to new markets)
→ Leverages top-tier industry leaders to shape direction and align stakeholders

We Build Hybrid Teams from Our Expert Network



Indusights Core Team

The Indusights Core Team combines expertise in industrial and B2B research and consultancy, ensuring each project is strategically aligned with our clients' business questions.

Apex Consultants

Experts from high-performance industries (aerospace, robotics, supercars, and advanced manufacturing), Principal engineers, ex-CEOs, ex-CTOs, and Head of R&D.

Industrial Experts

Independent consultants with long-standing expertise in a specific industrial domain, including recognised academic specialists and experienced practitioners.

Business Consultants

Independent consultants with long-standing expertise in market dynamics, commercial models, and business transformation within industrial sectors.

Sectorial Market Researchers

Researchers with deep familiarity in specific industries and knowledge of local dynamics and regulation and trends in technologies.

Our Network & Experience: Selected References

Indusights unites client experience with apex consultants experience from leading global organisations.



AIRBUS



Deloitte.

HALÉON



KANTAR

Honeywell



SIEMENS

Indusights Core Team



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Mendonça**

Research Director



Julia Roberts Ornaf

Research Director



Abdel Eljidi

Global Sales Manager



Michel Lemagnen

Partner / MCJ Lemagnen Associates
Heavy industry and Medical



Julia Raspopova

Principal Consultant
Business Intelligence / IT tech



Andrei Smolko

Principal Consultant
IT tech and Channels



Sigrid Schilling-Mannack

Senior Consultant
Communication tech

Let's Discuss Market Opportunities

Schedule a Capabilities Presentation

A focused session showcasing relevant case studies, methodologies, introducing team and the network and potential business impact for your organisation.

Book a Business Case Workshop

A tailored session to map your key challenges, identify data gaps, and outline strategic options and Indusights offer.

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