While the demand for industrial robots kept on increasing in the past year, ARC observed a slowdown in the growth of automation sales to this industry, which is mainly the result of currency fluctuations. Unit sales were increasing, but the strengthening of the US dollar caused automation markets in Europe and Asia to weaken when measured in dollars, despite growth in local currencies.

A handful of trends apply across the industrial robot automation market. One is the upcoming trend of human-robot collaboration. Intelligent robots with integrated vision guidance and enhanced sensors that are more adaptable to their environment are able to collaborate with human workers.

Another trend is lightweight robots. Lightweight is necessary to increase the speed of robots as well as to enable the human-robot collaboration trend. Lighter robots will enhance the possibilities of interaction in any environment while reducing risks of injuries and equipment.

ARC derives market size figures from its extensive in-house databases. For this report, we used the data from 10 different automation products that are applied in industrial robots. The data was collected in primary research with questionnaires and in-depth interviews with leading suppliers and OEMs. As this report only concerns sales to industrial robot manufacturers, ARC took the robotics machinery segment sales number of each automation product as the base year market size.

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Several trends have already impacted production machinery automation and are likely to continue to do so over the forecast period. These include both product- and technology-related trends as well as general industry trends. So how can suppliers increase their value proposition?

• Are different strategies required for increasing sales?
• What are the main factors driving the industrial robotic automation market?
• How can automation suppliers differentiate to their competitors?
• How will automation components impact the total market?

This ARC research is available as a comprehensive Market Outlook Study (PDF).