



January 2022

B2B Economic Outlook - UK

“2021 has demonstrated a rapid recovery from the record fall in GDP in 2020 – in sharp contrast to the elongated flat recovery following the last recession. However, the huge uncertainties surrounding the outbreak of Omicron now dominate expectations for the economy. While the government clearly remains resistant to another ...

December 2021

Lighting - UK

“LED lighting has fundamentally changed the lighting sector from a range of energy inefficient products such as incandescent lamps to modern, energy efficient lighting. Global demand, and international manufacturing subsidies have transformed prices. While the focus of world attention moves increasingly to climate change, that conversion will continue, but the ...

September 2021

House Building - UK

The house building industry recovered strongly from the disruption caused by COVID-19, benefitting from the impact of the stamp duty holiday that has driven demand through H2 2020. This, alongside delays to completions and a preference for larger homes, has put pressure on prices as home buyers take advantage of ...

Ceramic Tiles - UK

“The ceramic tiles sector was severely disrupted by COVID-19 in Q2 2020. Against this some of the measures imposed to stimulate the wider economy created very strong conditions and H2 2020 and H1 2021 witnessed a major upturn in demand in the important residential RMI sector. Those conditions will be ...

August 2021

Plumbing - UK

“2020 saw an unprecedented decline in activity as restrictions were initially imposed. However, the government-introduced Stamp Duty holiday, combined with the low interest rates associated with COVID-19, caused hugely favourable conditions for plumbing products in the important replacement market in the second half of the year and the first half ...

Thermal Insulation - UK

“The UK market for thermal insulation is set for a strong recovery, driven by pent-up demand and a buoyant housebuilding sector. The move to higher energy efficiency standards and low carbon heating in the Future Homes Standard will also exert a positive influence on thermal insulation demand.

In the retro-fit ...



June 2021

Residential Windows & Doors - UK

“COVID-19 caused a temporary decline in demand in the new build sector, disrupting the buoyant conditions which continue to offer long-term potential. In the home improvement sector, there is proving to be a boost to demand as remote working stimulates demand for workspace. In the direct sell market, the disruption ...

B2B Economic Outlook - UK

“Latest economic data indicates a rebound in the UK economy, bolstered by the easing of COVID-19 restrictions and the rapid vaccine roll-out. Businesses are also becoming more confident with a number of surveys suggesting improved expectations for economic conditions and investment intentions.

May 2021

Construction - UK

“Construction has a reputation for being highly cyclical and changes in activity tend to exaggerate the wider economic changes in the country. With the unprecedented magnitude of the COVID-19-induced recession, the construction sector has been strongly impacted. However, the recovery from the downturn will be very unusual as a result ...

March 2021

Electrical Wholesalers - UK

“Online trading and click-and-collect services have become more important than ever during the COVID-19 pandemic and the crisis has further highlighted the need for robust and futureproof e-commerce strategies.

B2B Economic Outlook - UK

“The tentative dates set by the government to reopen the economy over the coming months provide hope that businesses are over the worst that the pandemic has brought them financially. However, it will still take time for things to return to pre-pandemic levels with businesses likely to still need support ...

February 2021

Schools, Universities and Hospitals - UK

“Severe disruption brought on by COVID-19 has meant a 13% reduction in the market’s value to £6.9 billion in 2020. This comes despite efforts in recent years to increase capital funding to address the condition of the public school and healthcare estates.