



## January 2023

### Logistical Services - UK

“2022 has been a challenging year for both freight forwarders and handlers alike, the continuation of issues which affected productivity in 2021 are still relevant such as the HGV driver shortage and the economic turbulence certain sectors have faced. Inflation, partly as a result of the conflict in Ukraine, has ...

### Small Business Overview - UK

“Small businesses are highly diverse and collectively account for around a third of the UK economy and are active across virtually every industry. Some have ambitions to grow, while others are lifestyle businesses, but for most businesses their ability to reach a wider geographic area has been revolutionised by the ...

## December 2022

### Food and Drink Packaging - UK

“The focus on sustainability, plastic packaging waste reduction and circularity drives market and product development. This reflects shifts in consumer sentiment towards a greater awareness of sustainability and efforts by food and drink manufacturers and retailers to improve their sustainability credentials. Legislative changes, such as the Plastic Packaging Tax and ...

### Children's Social Care - UK

“With the number of children in care expected to reach 100,000 by 2025 in England alone, the systemic problems causing this rise need to be tackled otherwise the care burden for councils, government, and society will just continue to increase. Recommendations laid out in the recent Independent Review and ...

## November 2022

### Facilities Management - UK

“The facilities management sector offers a wide range of services, including energy efficiency, to a very broad audience, offering some resilience in the face of potential wider economic disruption. Under such circumstances, its long established raison d'être of offering cost benefits becomes even more important. At the same time, the ...

### Mechanical and Electrical Engineering - UK

“The mechanical and electrical engineering sector suffered strongly at the outset of the pandemic, but then recovered strongly. While 2021 still reflected pent-up demand from the COVID-19 interruption, 2022 has also witnessed strong demand. The strength of that demand has weakened as the year has progressed with the worsening economic ...

### Commercial Mortgages - UK

“2021 provided favourable economic conditions for the commercial mortgages market. As investment was deliberately postponed over the peak of the pandemic in 2020, investors took advantage of low interest rates, low unemployment, a spike in consumer real wage growth and most importantly of all the re-opening of the UK economy ...

### Serviced Offices - UK

“Hybrid working policies are the primary driver for increased flexible workspace demand. Economic uncertainty and inflationary pressure also generate demand for serviced offices as companies prioritise cost-effectiveness and agility.

Serviced office providers need to focus on providing quality and amenity-rich spaces as businesses increasingly want a high-quality space where they ...

## October 2022



## Bridging Loans - UK

“With a recession likely, it is expected that more borrowers, developers and businesses alike, will turn to bridging to provide them with the means to still be able to complete projects and to maintain cash flow levels. Bridging lenders must ensure that borrowers have sufficient exit routes if they do ...

## Security Equipment, Access Control and CCTV - UK

“Technological innovation promoting simplicity through providing interoperable products strategically catered to act as solutions to the COVID-19 pandemic has shielded and, in some cases, fostered growth within the industry. Refining and controlling interoperability will further safeguard demand, despite future threats from inflation and a potential recession, as businesses look to ...

## Cloud Computing - UK

“Cloud computing remains in its developing stages of adoption, but has proved a highly attractive architecture during the disruption of the pandemic and is ideally placed to address the current economic disruptions mainly caused by the fuel-based inflation resulting from the Ukraine conflict. As the technology evolves, it is moving ...

## Renewable Energy - UK

“More ambitious government targets for renewables deployment and proposals to simplify the planning process for many kinds of renewables are boosting investor confidence.

## Ceramic Tiles - UK

“The ceramic tile market entered a period of very strong demand following the initial highly disruptive impact of COVID-19. Even after the initial pent-up demand, conditions remained favourable and demand was very strong. However, conditions in 2022 are changing strongly as the year progresses, and the prospects for 2023 and ...

## Solar Panels - UK

“The outlook for the UK solar panels market is bright, fuelled by the decarbonisation agenda across the public, commercial and residential sectors and the accelerated shift to renewables generation. All main market segments (ground-mount, residential and non-residential rooftop) are in high growth mode, with sustained strong deployment of solar PV ...

## September 2022

### B2B Economic Outlook - UK

“As the service sector recovers and stabilises from the impact of COVID-19, firms are now facing a new and sustained challenge from rapidly rising prices. This will stifle growth across the economy as inflation hits supply chains from producers through to end-consumers”

– Lewis Cone, Senior B2B Analyst

### Adult Social Care - UK

“With the industry only slowly recovering from the effects of the pandemic over the last two years, the additional strain now arising from staff shortages and rising costs, whether via energy prices or the increase to the National Living Wage, has only placed further pressures on adult social care providers ...

### Plumbing - UK

“COVID-19 strongly disrupted plumbing product markets in the first half of 2020, but there was a strong recovery in the second half of the year that continued into 2021, though with less impact from pent-up demand. The first half of 2022 has held up surprisingly well in the face of ...



## August 2022

### Energy Industry - UK

“Consumer interest in energy bills, as a result of rising prices and business failures and their increased awareness of their energy usage offers opportunities for suppliers to more actively engage with customers to help them lower their energy bills and carbon emissions. This includes the rollout of smart meters, installing ...

### Blockchain - UK

“Blockchain may have its roots in cryptocurrencies, but it is evolving into a technology with widespread applications led by the banking sector but extending to an almost ubiquitous potential. Despite being a decade old, the technology remains at an early development stage of what is seen to be major exponential ...

## July 2022

### Thermal Insulation - UK

“The recent buoyancy in thermal insulation demand in the private housing RMI sector is now strongly challenged by the fuel cost inflation pressure. However, soaring energy costs also provide a positive impetus for thermal insulation demand, especially affordable measures such as loft insulation and draught proofing as homeowners look for ...

### Private Healthcare - UK

“With the government admitting that NHS waiting lists will only start to decline in 2024, private healthcare activity will be boosted by those unwilling to wait to receive treatment or care. The result is that independent hospitals should be braced for higher volumes with opportunities to further expand capacity at ...

## June 2022

### Software - UK

“Software has developed into a major market with digital processes penetrating virtually every role in business and across every industry. The revenue development has been disrupted as costing models have

### Dentistry - UK

“With NHS dental contract reform likely to be ongoing for quite some time yet and additional government funding remaining inadequate, the private dental sector will continue to benefit from its counterparts’ situation. However, the longevity of inflationary pressures may dampen market growth.”

### Residential Windows & Doors - UK

“2020 was a year of contrasting fortunes emanating from the pandemic. Pent-up demand, particularly in the repair, maintenance and improvement (RMI) sector, propelled demand in 2021, and while 2022 started briskly, the mounting issues of rampant inflation, consumer confidence and at the same time cost price increases are repeating the ...

### B2B Economic Outlook - UK

“One of the biggest challenges facing the economy is a surge in inflation. Rising inflation was widely expected to be transitory when global economies reopened in 2021. However, the conflict in Ukraine sent energy



been moved to usage and as lower-cost packaged software has been developed with increased capability and flexibility. The inclusion of ...

prices spiralling, which has raised long-term inflation expectations and increased uncertainty about the post-COVID-19 economic recovery ...

## Occupational Health - UK

“With more people now working remotely and without a traditional full-time work location, OH professionals must ensure that they adapt their services to fit these new working trends. Visits to an office or headquarters are no longer as viable as they used to be since fewer employees may be on-site ...

## Courier & Express Delivery - UK

“Companies who reconfigured their supply chains after experiencing major disruptions and significant delays in deliveries over the pandemic will be best placed to benefit from new purchasing and delivery habits. More providers will reduce their dependency on overseas suppliers, instead relying on local vendors and inventories, which will strengthen local ...

## May 2022

### Legal Services - UK

“Legal services providers will continue to face competitive pressures, driven by new entrants, alternative providers, rapidly evolving technology, new business models, changing client buying patterns and new ways of working.

With alternative legal services providers, most notably the Big Four, gaining in client favourability, traditional firms need to demonstrate their ...

### Data Centres - UK

“The UK has one of the most developed data centre infrastructures in Europe. The growth in the market has been very strong reflecting the migration of workloads to the cloud and the cloud operators using third party suppliers. COVID-19 accelerated both the digital and cloud trend, so the short-term prospects ...

### Waste Management and Recycling - UK

“An ongoing commitment to a more circular economy, underpinned by major waste reforms, will be central to developments in the waste management market over the coming years. This will drive continued investment in UK recycling capacity and capability, including the development of, and investment in, new technologies for sorting and ...

### Commercial Banking and Finance - UK

“The financial effects and business disruption of the pandemic have undoubtedly challenged businesses and will continue to scar some for quite some time. While this will lead to increased due diligence, risk aversion and a slowdown in certain types of banking services, it will also encourage business and lender innovation ...

## April 2022

### Construction - UK

“The construction market, covering a variety of end use markets, has shown major variation in demand firstly with Brexit and then COVID-19. Extreme changes in demand were seen in for example the private housing RMI sector during the pandemic but the buoyancy of demand in 2020 is now strongly challenged ...

### B2B E-Commerce - UK

“B2B ecommerce was in strong growth but this has been tempered by successive wider economic issues. Brexit disruption was swiftly followed by the COVID-19 pandemic, and consequent major deviations in GDP. Inflation and material shortages are now surfacing with worldwide pressures on fuel prices compounded by the Ukraine conflict. Despite ...



## Electrical Wholesalers - UK

“Prospects for the electrical wholesale market are set to remain highly competitive, compounded by increased competition from online and multichannel retailers.

## March 2022

### B2B Economic Outlook - UK

“With economic growth likely to weaken in comparison to 2021 and inflationary pressures affecting businesses, both in terms of costs and staff recruitment, it is vital that strategies are in place in order to be able to ride out yet more market disturbances.”

– **Lewis Cone, Senior B2B Analyst**

### IT Services - UK

“COVID-19 accelerated the implementation of digital programs across all sectors, and so boosted the already rapid development of IT services. While businesses initially concentrated on remaining operative, there are long-term implications, including negative effects on some industry sectors, but also new hybrid working practices with all the security implications of ...

### Accounting and Financial Management - UK

“Advisory services will be an important area for market growth over the coming years. The digital transformation of business, accelerated by the COVID-19 crisis, is set to remain a key driver of the consultancy services sector. Data analytics, strategy, cybersecurity, risk consultancy, supply chain expertise and ESG advice are also ...

### B2B Health and Protection Insurance - UK

“The next few years could see a rise in health insurance claims costs, perhaps substantially, due to a rise in illnesses and diseases that have gone undiagnosed or unchecked during the pandemic. Such delays will increase the need for more invasive and costly treatment further down the line, which will ...

## February 2022

### Schools, Universities and Hospitals - UK

“The prospects for the UK market for new construction of schools, universities and health facilities are strong, driven by a significant increase in public capital expenditure on schools and hospitals as the government starts to tackle the condition of both estates by committing to long-term capital investment.

Key commitments include ...

### B2B Property and Motor Insurance - UK

“The events of the last two years have shown how far the motor insurance industry still needs to go in order to satisfy customer expectations and remain relevant in the

### Computer Security - UK

“Computer security increases in importance as digitisation and the number of connected devices grow at unprecedented speeds. COVID-19 served to propel the speed of transition and the market expanded correspondingly. At the start of 2022, heightening tensions between East and West are now causing further cyberattack concerns, while the continued ...



post-pandemic economy. Opportunities for motor insurers following the pandemic will include underwriting new policies that will be associated with the ...

## January 2022

### Contract Catering - UK

“The reopening of the economy benefited contract caterers, paving the beginning of the market’s recovery in 2021. The year also highlighted the substantial impact of COVID-19 on the sector and its continued susceptibility to the outbreak. This has driven investment into centralised kitchens and digital platforms to adapt services to ...

### Civil Engineering - UK

“The government’s commitment to infrastructure spending as part of the economic recovery from COVID-19, the ‘levelling-up’ agenda and the need to progress towards Net Zero Carbon by 2050 should ensure sustained growth in the civil engineering sector over the coming years.

The government has pledged significant investment in the UK’s ...

## January 1970

### Commercial Property - UK

“In a more uncertain economic and geopolitical environment, investors are turning risk-averse and shifting their focus to the longevity and durability of their income returns.