



December 2018

Contract Catering - UK

“The contract catering market successfully navigated Brexit headwinds for a second year in 2018. Growth was underpinned by robust consumer expenditure and strong demand in business and industry and education, tied in part to record employment and pupil numbers.

However, margins remain pressured by mounting price competition, while the industry ...

Medical Equipment - UK

“The rising costs associated with healthcare, the pressure on hospital in-patient services, and potential improvements to quality of life are driving a move towards treating patients in their own home. As a result, equipment and devices traditionally associated with hospital use are making their way into the community alongside moves ...

Shopfitting - UK

“The retail sector constantly evolves, and improved asset utilisation is of increasing importance as the continued inroads of e-commerce and disproportionate cost effects of business rates, living wage and workplace pension legislation impacts the bricks and mortar sector. Store closures in some sectors are giving opportunities for new owners, while ...

November 2018

Estate Agents - UK

“The market continued to record growth in 2018 amid challenging conditions, namely uncertainty related to Brexit, ongoing undersupply and flat residential sales. Looking forward, the market is set to face continued uncertainty as the UK looks to formalise its exit from the EU. Future prosperity remains subject to the manner ...

Defence Industry - UK

“As the cost of weapons escalates - with each new military-jet engine costing over \$1 billion to develop - even the biggest defence firms are looking at forming

Utility Capital Expenditure - UK

“The approach to infrastructure investment is in transition across the utility industry. Whereas spending in the past was mainly output-driven, investment is now more centred on innovation, higher efficiencies and long-term outcomes. The rising pressure from industry regulators to reduce costs for consumers is another challenge utility operators face.

Network ...

Manned Security - UK

“The manned security market maintained value growth in 2018, rising 2.2% despite some difficult trading conditions, central to which remain Brexit-tied uncertainty, the decline in cash use and falling prisoner numbers. Growth was underpinned by continued outsourcing in custodial services, a buoyant manned guarding market and stubborn economic growth ...

Commercial Borrowing - UK

“All businesses look to financial institutions for lending in order to make vital growth developments and other operational processes possible. Whilst the structure of commercial borrowing continues to change with the emergence of new alternative lenders, mainstream lenders must continue to offer the most suitable products for companies so that ...

Electricity Industry - UK

“A key focus for distribution network operators is the development and roll-out of innovative smart grid technologies to support the growing clean energy



alliances. Many will be determined case-by-case depending on the systems involved. Such deals allow companies to gain scale by combining resources with other firms ...

capacity coming onto the grid and to help the transition to a more flexible energy system. According to government estimates, smart grids could also reduce the cost ...

Small Business Overview - UK

“Over 99% of companies in the UK are small businesses. There are more than 5.7 million and they account for 34.5% of the overall economy, at £1,428.4 billion. They also account for 39% of all employment in the UK. In the last five years, their overall ...

October 2018

House Building - UK

“The UK house building market maintained strong growth in 2018, rising 7.7% in value despite Brexit headwinds, inflation and continued pressure on the public sector. Growth remains underpinned by the private sector, which further benefitted from the Help to Buy scheme in the past year. The extension of this ...

Renewable Energy - UK

“Renewables are set to continue to play an increasingly important role in UK electricity supply, although the deployment of more mature technologies, such as onshore wind and solar PV, has slowed considerably amid reduced government support. However, with the costs of these technologies rapidly falling, together with the development of ...

Facilities Management - UK

“The facilities management sector is strongly established in the UK, and growth should continue independent of economic fluctuations. However, the demise of Carillion and the difficulties of other companies are concentrating attention on selective bidding and advancing added value through technology.”

– Terry Leggett, Senior Analyst

Logistical Services - UK

“The logistical services sector is currently going through a period of digitalisation, with supply chain strategies undergoing changes or being completely overhauled to meet the challenges of new demands. The effective and efficient use of logistics space will be vital in making the most of the growing customer trend for ...

Serviced Offices - UK

“As the flexible workspace sector continues to evolve, the hybrid model, where providers offer a mix of co-working spaces and private offices, is set to become more prevalent among serviced office providers.

The shift towards hybrid space reflects the eagerness of serviced office providers to target a wide range of ...

September 2018

Plumbing - UK

Recruitment - UK



“Plumbing products are highly reliant on the R&M market, though new construction growth is also boosting demand and legislation is a determinant in the heating sectors. Against these positive influences, increases to interest rates and the potential for house price inflation/moving activity to dampen following Brexit will reduce the ...

Mechanical and Electrical Engineering - UK

“M&E contracting is a significant element of the wider construction sector. Technology and legislation surrounding climate change and building regulations are driving market growth and opportunities, while the trend to regular maintenance has extended beyond the commerce and industrial sectors to the residential market.”

Solar Panels - UK

“The UK solar PV sector faces significant challenges as a result of government policy changes. However, the sector is expected to return to growth in a post-subsidy world as the cost of solar PV continues to fall, and more efficient and affordable battery storage solutions and more innovative finance and ...

“The recruitment market continued to defy expectations in the past year, overcoming fears of a potential drawback in hiring to further its period of growth. This ongoing air of uncertainty, and the hesitancy introduced, continues to shape activity in the market, primarily through the surging popularity of temporary recruitment. The ...

Peer-to-peer Business Finance - UK

“P2P lending platforms must continue to attract new funding sources and new borrowers. However, achieving both at the same time is not a formality – platforms may have a strong supply of funding available but lack ‘high-quality’ or suitable borrowers, or vice-versa. A slowdown in either of these will affect ...

Conferencing and Events - UK

“The conferencing and events market maintained growth in 2017 despite difficult trading conditions. Whilst the value of the industry is expected to continue along a positive trajectory, the market is likely to face increased pressure over the coming years as operators await the outcome of Brexit negotiations.”

– Marco ...

August 2018

Residential Care for the Elderly - UK

“Alongside restrictive operating margins, care homes face an ongoing challenge to recruit and retain staff, with many operators reporting that they are increasingly competing with other low-pay sectors, such as supermarkets, who are actively recruiting and offering attractive pay rates.”

– Lewis Cone, B2B Analyst

Energy Industry - UK

“As competition in the energy retail market continues to heat up, suppliers are branching out into other utility services, such as broadband and mobile phone contracts, and bundling their multi-utility offering to gain a competitive edge. This trend is set to continue,

Cloud Computing - UK

“Digital technologies are disrupting entire industries and customer expectations, and cloud computing has become a key ingredient in enabling companies to cope with this change. Market growth is dynamic, offering constant cost-effective and scalable access to the latest technology for clients and recurring revenues for suppliers. The battle for worldwide ...

Public Expenditure - UK

“The UK government’s strategy remains focused on reducing the national deficit, with a desire to maintain public expenditure while reducing borrowing and boosting economic growth. The government further reduced borrowing in 2018, with this trend set to



with more suppliers offering diversified services to broaden ...

continue in the coming years, assuming no political change. However, the UK is ...

B2B E-Commerce - UK

“Statistics demonstrate that the larger the company, the more likely it is to use e-commerce as a route to market. Yet cloud computing and software-as-a-service are making important facilities increasingly cost-effective for SMEs. Companies of all sizes remain three times more likely to use e-commerce as a purchasing route than ...

Thermal Insulation - UK

“UK demand for thermal insulation has demonstrated an erratic development over recent years. This has been exacerbated by changes to government programmes promoting home energy efficiency measures, which has resulted in stop-start activity in the retro-fit building insulation market. The recovery in UK construction activity has, however, provided more stable ...

July 2018

Domiciliary Care - UK

“Independent care providers are already well-established in the market and are expected to offer services to those with ‘substantial’ care needs, as well as all other care clients. However, the ever-widening gap between the fees paid by LAs and the actual cost of service provision means some providers could refuse ...

Commercial Mortgages - UK

“Commercial borrowing levels recovered in 2017, bolstered by a strong second half of the year, as the market displayed resilience a year on from the lull that followed the EU referendum. This growth came as a surprise to many in the industry given the climate of uncertainty, with fears that ...

Bridging Loans - UK

“Despite uncertain progress in Brexit negotiations, several stagnant economic growth indicators, and potential interest rate rises over the next year, the industry has performed well in a difficult environment. Whilst some lenders have left the market, others have entered and continue to adapt and cater to borrowers’ specific funding needs ...

Ceramic Tiles - UK

“The UK is an unusual market by European standards due to the predominance of wall tiles, but attitudes to ceramic tiles for flooring are changing, stimulated by the emergence of wet rooms and some use outside the traditional areas of kitchens and bathrooms. Per capita consumption of tiles is, however ...

June 2018

Cars and Commercial Vehicles - UK

“The cars and commercial vehicle market contracted in 2017 amidst political and economic uncertainty and the decline of diesel. This followed two years of bumper sales and production. Last year’s slump was underpinned by low domestic demand, which fell in line with wavering business and consumer confidence.

Nonetheless, there remain ...

Residential Windows and Doors - UK

“There are now strong signs that the important replacement market, initially promoted on the basis of the superior thermal properties of double glazing, has reached saturation point. The direct sell sector is struggling to keep pace with overall repair, maintenance and improvement expenditure with second-time replacement of products sold 30 ...

Dentistry - UK

Waste Management and Recycling - UK



“With rising fixed costs in the industry, the last decade has seen a period of sustained consolidation through acquisition. Strategic investors and private equity see the market’s underlying growth drivers as an opportunity - offering scope to acquire, consolidate, improve efficiencies, and sell practices at greater multiples.”

– **Lewis Cone ...**

Commercial Property - UK

“The short-term outlook for the UK commercial property market remains cautiously optimistic, with growth of 1% in real terms predicted for 2018. However, there is some disparity between major sectors, with industrial and alternative assets expected to outperform, while sentiment in the retail sector continues to weaken.”

– **Claudia ...**

May 2018

IT Services - UK

“IT developments are relentlessly progressing, and the speed of change continues to gather pace. This is boosting the IT services market, while customer investment hesitancy with the economic uncertainties created by Brexit is further encouraging the adoption of flexible pay as you go costing models for both hardware and ...

Data Centres - UK

“The data centre sector remains highly fragmented in the UK as it is worldwide. Growth in the number of data centres is slowing, but demand for services continues to grow. This is encouraging widespread modernisation of the legacy infrastructure to increase capacity and gain greater cost efficiency. Eventually there will ...

Legal Services - UK

“Competition in the UK legal services market is expected to further intensify over the coming years, driven by new entrants, rapidly evolving technology, innovation in business models, and changing client buying patterns. The more competitive market also means that

“The UK continues to edge towards a more circular economy, marked by huge growth in energy-from-waste and the move away from landfill. However, energy-from-waste capacity remains somewhat off that required to ultimately replace landfill, while the UK continues to rely on EU exports to fulfill this deficit; a relationship that ...

Private Healthcare - UK

“An efficient and cost-effective private healthcare sector would lead to greater benefits for patients, providers, healthcare professionals and insurers, while also easing pressures on the NHS and wider healthcare industry.”

Occupational Health - UK

“Health and wellbeing programmes can play a major part in helping the UK close the productivity gap and provide the B2B market with a great opportunity. If employees in a professional services environment enjoy work, they do better work, which is obviously beneficial to both staff and organisations.”

Courier and Express Delivery - UK

“Courier and express delivery services continue to surge, driven primarily by the burgeoning B2C sector and boom in online retail. However, the industry has been marked by intense pricing competition and slim margins. Mounting expectations among the consumer base grow evermore demanding, with convenience and price apex to this.” ...



technology and innovation will play a key role in ensuring that ...

April 2018

Construction - UK

“The construction market has a reputation for being highly cyclical, and the prospect of a Brexit-induced economic slowdown suggested difficulties ahead. However, the sector covers a wide range of markets and some are very buoyant, highlighting increasingly polarised activity.”

– **Terry Leggett Senior B2B Analyst**

Security Equipment, Access Control and CCTV - UK

“The security equipment market grew in 2017 as it maintained momentum despite the air of uncertainty surrounding Brexit. Ongoing growth has been underpinned by technological advancements, particularly the integration of equipment, and a surge in cheaper and DIY security systems. A significant rise in core areas of criminality, especially burglary ...

Potable Water and Sewerage - UK

“For the current asset management period AMP6, running from 2015 to 2020, Ofwat has introduced a move towards total expenditure (totex), combining capital and operational expenditure. Ofwat believes this will remove a bias toward capital programmes as capital expenditure has often been preferred over operational expenditure in delivery solutions due ...

March 2018

Gas Supply and Distribution - UK

“As competition in the energy retail market continues to heat up, suppliers are branching out into other utility services, such as broadband, and bundling their multi-utility offering to gain a competitive edge. The trend towards multi-utility brands is set to continue, with more suppliers offering diversified services to broaden their ...

Commercial Banking and Finance - UK

“Banks must confront the challenges of digital structural change and redesign their operating models. By strategically connecting their businesses with the vast amount of data available to them, such as through the cloud, they can build intelligence on customers’ evolving needs, which can drive value.”

Schools, Universities and Hospitals - UK

“Universities are undergoing huge changes due to deregulation and the age of much of the estate, leading to a buoyant sector. Meanwhile, the government’s public expenditure strategy is curtailing investment in schools and the health sector, but is coming under increasing demographic and political pressure to relax restrictions.”

Fleet Services - UK

“The fleet services market continued to expand over 2017, but the rate of growth narrowed somewhat as the industry navigated uncertainty in the business climate tied to Brexit. New vehicle registrations fell, though this was more symptomatic of pressure on the automotive industry, with fleet vehicles rising as a proportion ...



– Lewis Cone, B2B ...

Railway Engineering - UK

“Orders for new passenger trains are at a historically high level, with more than 6,000 carriages committed to between April 2014 and March 2021, according to the latest Long Term Passenger Rolling Stock Strategy. With a capital cost of more than £10 billion, around 50% of these new vehicles ...

February 2018

Software - UK

“Total sales of software have been subject to fundamental changes as the previous acquisition/license purchase model has increasingly moved towards software as a service. At the same time, customisation of packaged software is becoming increasingly easy and flexible, assisting a trend to packaged products, which tend to be lower ...

Accounting and Financial Management - UK

“Many recent acquisitions by major accountancy firms have revolved around the technology space, such as big data, analytics and digitisation, which is playing an increasingly important role in consultancy services. This trend is set to continue, with larger firms looking to strengthen their multi-disciplinary skills and advisory practices through medium-sized ...

January 2018

Computer Security - UK

“Computer security is an issue for consumers, SMEs, enterprises, and the public sector. It affects anyone who uses any internet-connected device, or indeed anyone who does any transaction with an organisation that has an internet-connected device. Few people fall outside of this definition, with the issue increasingly ranging from national ...

B2B Insurance - UK

Recycling - UK

“The value of the UK recycling market rose again over 2017, though margins narrowed in line with increasingly difficult market conditions. These conditions are set to be exacerbated in the coming years given the recent Chinese ban on imported plastic waste, government budget constraints, and the finalisation of Brexit negotiations ...

Children's Social Care - UK

“As local authorities restrict their spending, a large number of services could be subject to further cuts - including those listed as ‘priority services’, such as children’s services and social care. This could occur even though the number of children in care has reached a record high.”

– Lewis Cone ...

Electrical Wholesalers - UK

“Brexit has created a challenging environment for electrical wholesalers, with a pincer effect from delays and postponements in industrial and commercial construction projects, and the increasing price of imported products at a time of intensifying competition.”

– Terry Leggett Senior B2B Analyst

Civil Engineering - UK



MBD Industrial -



“With most insurance premiums rising, businesses are seeking alternatives to the traditional products on offer. Insurers need to adapt existing operating models to meet this demand otherwise new entrants to the industry, who could benefit from quickly adapting to policyholders’ needs, will overtake insurers in the same way that technology-led ...

“The way companies procure civil engineering firms to deliver work is changing, particularly in the utilities sector. Recent years have seen an increasing number of civil engineering companies enter into long-term partnerships and alliances with customers as utility companies look to form more collaborative relationships with suppliers. Alliances that last ...