



March 2020

Fleet Services - UK

“The fleet services sector continues to develop innovative mobility solutions to meet market demand for reduced costs in a regulatory environment that penalises emissions. With recent taxation changes, transitioning to electric vehicles has become a cost-cutting opportunity that the sector’s expertise and intermediary position is primed to deliver. On the ...

B2B E-Commerce - UK

“E-commerce is a strongly established market in the UK compared with other European countries. The B2B market has long been much larger than the B2C sector largely as a result of the inclusion of EDI as well as websites. The experience of Millennials in the B2C market is now impacting ...

Security Equipment, Access Control and CCTV - UK

“Despite intense international competition and persistent headwinds in the form of Brexit and slowing global growth, the UK security equipment sector grew for a second consecutive year. The sector has benefited from a focus on reimagining existing products in line with a society that values connectivity.

In combination with software ...

February 2020

IT Services - UK

“The IT services market is growing irrespective of economic uncertainties, driven by the continued digitisation of business and public services; the migration of data and computer functions to the cloud; the Internet of Things; and mobile data volumes and speed - all underpinned by security and compliance issues.”

- Terry Leggett ...

Commercial Banking and Finance - UK

Electrical Wholesalers - UK

“The next few years are likely to remain challenging for the electrical wholesalers market with sector-specific demand opportunities combining with continued price pressures. These challenges are being further compounded by the rapid increase in online competition. Wholesalers are responding by adopting customer-centric, multi-channel business models and looking at opportunities to ...

B2B Economic Outlook - UK

“Although the UK leaving the EU has created uncertain times, albeit one with opportunities, a longer running issue has been that of productivity levels. Relatively low levels of investment and R&D spending have driven this stagnation and future economic policies must focus around these and ‘upskilling’ the UK workforce.” ...

Accounting and Financial Management - UK

“The UK accounting and financial management market is expected to demonstrate consistent growth over the next five years, with annual growth levels expected to fluctuate between 3% and 4% in real terms. While the uncertain economic environment is set to continue to present challenges, it will also provide opportunities for ...

Schools, Universities and Hospitals - UK



“Despite the banking and lending landscape undergoing a period of change, the emergence of new challenger banks and lenders is unlikely to lead to the disappearance of big banks. Instead, more acquisitions and partnerships between larger banks and new entrants are likely to provide the best range of banking and ...

"A near-decade long squeeze on public spending has significantly affected the condition of the education- and health-related estates, placing them under increasing public scrutiny. With the new government committed to increasing public expenditure to address this, activity in the sector is bound to increase the number of

sustainable profit opportunities ...

B2B Insurance - UK

“The profit margins of UK B2B insurers remain under pressure due to intense competition and unfavourable claims trends. The rate increases achieved in some lines of business have been offset by higher claims and the IPT remaining at its current, relatively high rate. Furthermore, investments continue to provide only marginal ...

January 2020

Computer Security - UK

“The potentially serious consequences of cyber-attacks in an increasingly digital and connected society is exacerbated by the extreme PR damage from security breaches that gain major media coverage. For these reasons, and regulatory intervention, there has to be a continued focus on computer security at all levels, which is driving ...

Civil Engineering - UK

“Ahead of the 2019 general election, the Conservative party pledged to spend £100 billion on public infrastructure over the next five years, taking government investment to levels not seen for almost 50 years. This suggests a potentially significant boost to the civil engineering sector, although some economists have expressed doubt ...