



## March 2019

### Sports Sponsorship - UK

“The sports arena continues to serve one of the main channels of sponsorship domestically and worldwide. Sports sponsorship thrived in 2018, underpinned largely by the booming profile of football’s Premier League, drawing huge interest as one of the world’s largest sports markets.

This is set to remain the story going ...

### Electrical Wholesalers - UK

“Rapid technological developments mean that electrical wholesalers face increased pressure to offer the right and increasingly flexible product portfolios containing the latest innovations. Wholesalers need to become more knowledgeable about these innovations and be able to provide advice and educate customers on trending technologies, such as smart home products. There ...

### B2B E-Commerce - UK

“While media attention is drawn to the disruption caused by the dynamic growth of the B2C market, the B2B e-commerce market is almost two and a half times the size of the B2C sector. Despite strong market growth it remains under-developed, though the propensity to use the route to market ...

### B2B Economic Outlook - UK

“With time running out for the government and the EU to agree to a deal, the uncertain environment has led to many companies holding back on risky investments to ensure that their short-term objectives are able to be achieved alongside any adverse market impacts that follow Brexit.”

– Lewis ...

## February 2019

### Security Equipment, Access Control and CCTV - UK

“Growth accelerated in the security equipment market in 2018 as operators overcame Brexit headwinds for a third consecutive year. The combination of policing pressures and the rising cost of crime have seen the burden of security increasingly taken on by the individual. Stifled confidence in the state also continues to ...

### 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 ...

### Commercial Banking and Finance - UK

“With regulation and new entrants disrupting the commercial banking sector, mainstream banks must decide the role they want to play heading forward. Banking players that succeed will put the retention of their client interface and providing higher levels of client value through customised and tailored services at the top of ...

### Accounting and Financial Management - UK

“Ongoing uncertainties surrounding Brexit will continue to impact business and investor confidence, with many companies delaying decisions while they wait for greater economic clarity. These factors are a cause for concern in the accounting and financial management industry as a potential slowdown in business investment and UK economic growth would ...

## January 2019



## B2B Insurance - UK

“The insurance supply landscape has started to change, with insurers needing to operate in a way that serves both their distributors and reinsurers and capital providers. Larger insurance groups need to be proactive in tackling rising costs and continue to innovate to create new platforms and products that meet demand ...

## Computer Security - UK

“The UK computer security market is now valued at more than £5 billion. As more and more businesses, public services and consumers are becoming dependent on their technology platforms, digital activity is growing exponentially, which, in turn, is attractive to miscreants. This ranges from issues of national security to personal ...

## Fleet Services - UK

“The fleet services market maintained growth in 2018 as it again overcame Brexit headwinds and wider turmoil in the automotive industry. However, uncertainty continues to suppress potential fleet demand given the drop in business confidence and the subsequent delay on investments.

Fleet providers remain dynamic in the face of this ...

## Civil Engineering - UK

“The major projects set to drive output over the next five years include HS2, Hinkley Point C, Thames Tideway Tunnel, major road schemes, Network Rail’s modernisation programme and projects associated with the decarbonisation of the energy system. However, shortages in skilled labour and construction materials capacity will pose challenges to ...