



December 2017

Medical Equipment - UK

“Medical equipment manufacturers have traditionally sought to expand their range of products and services by acquiring and collaborating with companies that can offer complimentary products and services to their platform. Such collaborations are now occurring not only through traditional acquisitions and formal partnerships, but also through asset swaps, carve outs ...

Small Business Overview - UK

“SMEs are not only a highly important aspect of the UK economy, representing more than 49% of all economic activity, but have also outperformed the enterprise sector over the past five years, recording growth of 21% while enterprise growth has been restricted to just 8%.

– Terry Leggett, Senior Industrial ...

Estate Agents - UK

“Given its sensitivity to economic processes, the estate agents market has been at the forefront of Brexit uncertainties over the past year. The market was able to maintain growth as it continued its trajectory of year-on-year increases, but market conditions and evolving consumer behaviour have forced structural changes, elevating online ...

November 2017

Shopfitting - UK

This report will help you to uncover opportunities and understand the key issues affecting your market. How? By giving you instant access to analysis and critical recommendations. It will also challenge routine thinking by providing fresh, new perspectives that energizes your thought processes.

House Building - UK

“The housebuilding industry maintained stability over the past year despite wider Brexit volatility; with buoyancy driven by ongoing disparities between

Contract Catering - UK

“The contract catering industry has maintained growth over the past year despite reduced margins. Margins were reduced as input costs grew significantly; a result of high inflation disproportionately driving food prices and heightened expenditure on labour forces tied to ongoing increases in the National Living Wage. Due to economic pressure ...

Utility Capital Expenditure - UK

“The business environment is in transition across the utility sectors, with the industry challenged by a changing regulatory environment, climate change, security of supply and uncertainties regarding future network requirements. These factors also influence the industry's approach to capital expenditure.

Infrastructure investment will continue to be a key focus across ...

Commercial Borrowing - UK

“Growth is essential for firms that want to respond to a changing marketplace and maintain their competitive edge, with external funding helping enable this expansion of operations. However, lenders can find it difficult to prove affordability for credit without a significant trading history, driving a trend for new businesses to ...

Defence Industry - UK

“Despite possible changes to the level of defence spending set out in the 2015 SDSR, the recent decline in the value of sterling is likely to affect industry trading. The fall has made foreign equipment relatively more expensive to purchase, but has also made domestically-made defence products cheaper to foreign ...

Electricity Industry - UK

“Suppliers have sought to differentiate tariffs in a number of ways, including by offering discounts for online account management and rewards such as gift cards. Recently, there has been an increase in tariffs that



demand and supply, record low interest rates and the ongoing importance of Help to Buy initiatives.”

Recruitment - UK

“One year on from Brexit and the recruitment market has sustained growth to refute the declines widely expected in line with mounting uncertainty. However, while immediate uncertainties have not translated into a slowdown in hiring intentions, fears remain around widening skills shortages and the slow-burning manifestation of uncertainty, with hesitancy ...

track wholesale price changes, and tariffs that allow energy to be purchased in bundles.

Suppliers are ...

Facilities Management - UK

“Integrated facilities management companies are looking to leverage data gathering and analysis to add value to their services, retain greater loyalty, and move beyond the intensely competitive and margin-squeezed single service supply, with the cloud and mobile data revolutionising access to management information.”

– **Terry Leggett, Senior B2B Analyst**

October 2017

Logistical Services - UK

“Businesses in the sector need to embrace new and innovative technological solutions to traditional challenges in order to reinforce business efficiency and remain competitive in an increasingly time-pressurised environment. Adopting new technologies can help move goods as efficiently as possible and companies could suffer if they fail to integrate new ...

Manned Security - UK

“The manned security market showed resilience in maintaining growth over the past year despite the wider climate of uncertainty. The custodial services sector remained the strongest performing area as it continued to benefit from public outsourcing, though it came under great scrutiny amid a number of front-page scandals about private ...

Cloud Computing - UK

“Cloud computing continues to grow strongly as more companies look to migrate IT activities, and early adopters increase the number of applications and processes using the cloud. Market penetration has considerable further potential, with both enterprises and SMEs increasingly adopting cloud computing solutions, which will be furthered as companies move ...

Renewable Energy - UK

“Renewables are set to continue to play an increasingly important role in UK electricity supply, but the deployment of more mature technologies, such as onshore wind and solar PV, is currently slowing significantly amid reduced government support. However, with costs rapidly falling, more mature technologies are expected to experience a ...

September 2017

Serviced Offices - UK

“Companies will need to respond to the needs and aspirations of both younger and older generations to attract and retain the best employees. Neither generation is driven primarily by finances, with quality of life, flexible working, and careers the key elements that will drive future demand for serviced office space ...

Plumbing - UK

“Demand for plumbing products has been buoyed by the en-suite trend, high house price inflation encouraging home improvement activity, and relatively strong new construction activity. Kitchens and bathrooms are seen as lifestyle statements and are very important to consumers and property vendors. The uncertainties introduced by Brexit are expected to ...



Residential Care for the Elderly - UK

Higher quality and cost-effective health and social care could be achieved if the NHS and care home operators communicate and engage in discussions on how to improve both health and social care.”

– Lewis Cone, B2B Analyst

Solar Panels - UK

“Future growth in a subsidy-free solar PV market will largely be driven by the continued fall in installation costs and the increased availability of affordable and efficient solar-plus storage systems. For solar PV to become attractive without subsidies, there is also a need to unlock deployment on buildings in the ...

Public Expenditure - UK

“A year on from the Brexit referendum, the primary determinate of public expenditure in the period beyond exit negotiations remains the speculative impact that renegotiated trade deals will have on national income. This uncertainty was compounded by the 2017 general election, which revealed growing weariness from the public around ongoing ...

August 2017

Commercial Mortgages - UK

“One year on, new commercial property lending activity looks to have remained largely unchanged despite Brexit, though it fell as expected from 2015. However, the structure of the market has changed, with a suppression of major financial commitments, a shift from new acquisitions to refinancing of existing deals, widening regional ...

Domiciliary Care - UK

“Much of the business for commercial operations is likely to continue to be focused on supply contracts for local authorities. However, many commercial operators are expected to increasingly promote private sector services directly to customers amid increasingly tight

Conferencing and Events - UK

“The conferencing and events market has continued to grow over the past year, aided by technological progress, innovation and growth across leisure markets. However, activity has been constrained somewhat by the air of uncertainty, a pressure which, alongside mounting security concerns, will remain a core challenge over the coming years ...

Mechanical and Electrical Engineering - UK

“The M&E sector is now facing very different prospects, depending on the customer focus of the contractor. This is a direct consequence of the Brexit decision and the varied impact it has already demonstrated. There remain some very strong areas of demand, while others are faltering amid economic uncertainty”.

– ...

Thermal Insulation - UK

“The new private owners of the Green Deal Finance Company, which was revived in June 2017, have said they will use the Green Deal to address new legislation-driven demand in the private rented sector. However, with the Green Deal only in soft launch phase as of mid-2017 with just six ...

Energy Industry - UK

“The recent rise in switches reflects the growing number of new suppliers entering the market, increased price competition, a quicker and simpler switching process, as well as increased public awareness about the potential savings offered by switching suppliers. However, despite



margins in the sector, and the commercial implications of high exposure to ...

B2B E-Commerce - UK

“The e-commerce market is reported to account for 17% of all business, with EDI accounting for 9.8% and 7.2% derived from website sales. The website share of all business is growing while the share accounted for by EDI is declining, reflecting the nature of business conducted through the ...

Cars and Commercial Vehicles - UK

“The primary narrative in the automotive industry over the past year has been the UK’s prospective exit from the European; while still speculative, the industry’s position at the forefront of international trade makes it particularly sensitive to negotiations.”

– **Marco Amasanti, B2B Analyst**

July 2017

Bridging Loans - UK

“Despite increased regulation, the industry has had many new entrants over the last two years. However, bridgers must be wary of there being a greater amount of funds available to borrowers than the number who actually need them.”

– **Lewis Cone, B2B Analyst**

Commercial Property - UK

“The overall outlook for the commercial property market is cautiously optimistic considering current economic and political uncertainties. In the short term, the market is set to be supported by continued occupier demand in key sectors, especially the industrial sector, and a relatively robust economic performance despite Brexit concerns. The investment ...

Dentistry - UK

the uptick in switching rates, around two-thirds of consumers are ...

Consulting Engineers - UK

“Despite ongoing economic and political uncertainty, consulting engineers’ fees income is expected to demonstrate continued growth over the next five years. Global challenges, such as population growth, climate change and urbanisation, together with the potential offered by rapidly evolving technology, will offer growth opportunities. In the UK, transport and energy ...

Ceramic Tiles - UK

“Use of ceramic tiles in the UK remains atypical to the rest of Europe, and is largely restricted to kitchens and bathrooms. Demand has been boosted by the en-suite trend, which originated from the new build market but has extended to the refurbishment market, but there has also been competition ...

Waste Management and Recycling - UK

“The UK waste management industry continues to strive for sustainability in line with the gradual realisation of a circular economy. Impetus around this ambition is expected to remain despite the uncertainty introduced to policy and trade by Brexit.”

– **Marco Amasanti, B2B Analyst**



“‘Skill mix’ has helped free up the time available to general dental practitioners, which can then be used to fulfill more patient appointments and increase the time allocated to private work.”

June 2017

Private Healthcare - UK

“With the UK population becoming more aware of available healthcare options, patients increasingly want to be involved in decisions about their healthcare and the services they are likely to use or not. This is why insurers and hospital providers must offer flexibility to each individual so they feel they are ...

Data Centres - UK

“As was widely expected, the UK data centre sector is evolving. It remains highly fragmented, but there are signs of increasing concentration. The sector’s very strong growth prospects - combined with the attractiveness of continuous revenues, the ‘stickiness’ of customers, and strong profitability - all point to significant further M&A activity, with ...

IT Services - UK

“IT developments are continuing to focus on the mobile and cloud environments, and the market will expand as the evolution of technology continues into software-defined components, leading to an increasingly converged IT infrastructure. Blockchain is also beginning to redefine database architecture, while artificial intelligence is providing a new layer for ...

Residential Windows & Doors - UK

“The wide range of factors affecting demand for windows and doors in the residential sector tend to lead to strong growth when the economy is performing well, and more challenging times when the economy declines or stagnates. The market therefore tends to exaggerate economic fluctuations, and there will be strong ...

Courier and Express Delivery - UK

“The UK courier and express delivery services market is highly competitive, with heavy pressure on pricing and offerings. Competitiveness is highest in the B2C sector, which has seen demand surge in recent years in line with the growth of online channels.”

Security Equipment, Access Control and CCTV - UK

“The UK security equipment market is highly competitive, with large sectors effectively commoditised. This has given rise to competitive pricing structures, and encouraged groups to distinguish themselves from competitors by offering new and innovative security solutions.”

– **Marco Amasanti, B2B Analyst**

May 2017

Construction - UK

“Just when the construction market was demonstrating strong growth following the economic disruption of the recession, the UK decided to negotiate an exit from the EU. This has created an unusual level of economic uncertainty, and construction prospects have consequently become even more sector-specific than normal.”

Legal Services - UK

“While the current market outlook carries a higher degree of uncertainty following the Brexit vote, the UK legal services market will remain intensely competitive and face continued price pressures. The trend towards unbundling legal instructions will also continue, further eroding the margins previously available for traditional legal services providers.” ...



Occupational Health - UK

“The uptake of occupational health services in the workplace will be largely driven by how certain economic factors progress over the coming years. Organisations will benefit from proactively developing policy, training and support programmes that recognise the needs of employees with longterm conditions.”

– **Lewis Cone, B2B Analyst**

Schools, Universities and Hospitals - UK

“Changes in the population bring different challenges to the schools, universities and hospitals sector, but these tend to be far less influential than government policy in determining construction activity. The sectors are so important politically that spending plans have been ring-fenced even in times of severe austerity. Public sector spending ...

April 2017

Potable Water and Sewerage - UK

“In 2015/16, the first year of the new five-year asset management period AMP6, gross capital expenditure across the water and sewerage industry was recorded at £4.45 billion. The figure is not directly comparable to previous years due to changes in reporting categories, but capital expenditure is still believed to ...

Fleet Services - UK

“The fleet services market continues to grow at an impressive rate, driven by an increasingly attractive economic landscape bolstering demand across business channels, while the market is also increasingly being shaped by environmental pressures and technological progress.”

Recycling - UK

“The UK recycling industry looks set to undergo an uncertain number of years due to recent stagnation in household recycling rates - the first decline since the millennium - compounded by the recent Brexit vote and ongoing climate of austerity.”

– **Marco Amasanti, B2B Analyst**

March 2017

Commercial Banking and Finance - UK

“The UK’s decision to leave the European Union in June 2016 has created an environment of uncertainty for small business owners, which is likely to continue for the foreseeable future while exit negotiations take place. ‘Brexit’, as well as low interest rates and potentially weaker economic growth going forward, is ...

Gas Supply and Distribution - UK

“Ofgem has introduced a new regulatory framework, known as the RIIO model, for the current eight-year price controls for gas transmission and distribution networks, which run from April 2013 to March 2021. Under the new framework, the revenue earned by network operators is strongly linked to incentives, innovation and outputs ...

Railway Engineering - UK

“The largest rail infrastructure project over the next two decades is set to be the development of the national high

Software - UK

“By far the most significant disruption to the growth of the software market has arisen from the migration of



speed rail network HS2. The hybrid bill, effectively the planning permission for the first phase of HS2, received Royal Assent in February 2017. Major enabling works contracts for the project ...

Children's Social Care - UK

“The fragmented allocation of funding for parental and family support services, the majority of which comes via targeted, time-limited central government grants and not core LA budgets, makes strategic planning difficult and raises doubts over the long-term sustainability of running such services. This provides further difficulties for both commissioners and ...

Estate Agents - UK

“The UK estate agents market is highly fragmented, shaped by a wealth of regional and national operators. The marketplace is also highly fluid and dynamic, subject to significant changes in line with factors such as the rise of online, consumer behaviour and the national economy.”

– **Marco Amasanti, B2B ...**

Shopfitting - UK

“There was belief prior to the recession that the increased frequency of store refurbishments in what remains an intensely competitive retail sector had broken the highly cyclical nature of the shopfitting sector. This proved overly optimistic as large retail chains delayed the roll out of refurbishment programmes in uncertain economic ...

February 2017

B2B Insurance - UK

“The rapid introduction of new technologies, such as telematics, and the growing importance of data and analytics, have demonstrated to insurance companies just how quickly the market can be disrupted by new ideas or non-traditional competitors. As insurers seek to build partnerships and alliances in the ‘insurtech’ sector, they must ...

Electrical Wholesale - UK

computing to the cloud and the use of software-as-a-service rather than a capital purchase. Nonetheless, the constant evolution of software capability and availability, combined with long-term trends surrounding mobility, big data ...

Accounting and Financial Management - UK

“Consultancy will continue to represent the strongest growth potential for accountancy firms, with digital technology and data analytics expected to become an even bigger part of the consulting market. While Brexit-induced uncertainty is likely to negatively impact the market, it will also present opportunities for accountants to provide advisory services ...

Computer Security - UK

“Computer security continues to be of paramount importance. National defence is increasingly moving to the potential issue of cyber attacks, while commercial companies face the twin challenges of more connected devices (both owned and customers connecting to their systems) and the greater sophistication of cyber crime. Against such a background ...

Contract Catering - UK

“Austerity measures have meant continued strong pressure on public sector bodies to cut spending. While this has led to some outsourcing in the contract catering sector, it has also led to intense price competition and even reductions in some existing contracts. This is particularly true in sectors that have felt ...

Civil Engineering - UK

“The major projects set to drive civil engineering construction output over the next five years include Crossrail, Hinkley Point C, Thames Tideway Tunnel, major road schemes, Network Rail’s modernisation programme, and, once fully approved, HS2. However, shortages in skilled labour and construction materials capacity will pose challenges to the industry ...



“A buoyant new construction market and continued repair and maintenance demand were facilitating sales growth in the electrical wholesale market after considerable disruption during the recession. However, the commodity nature of many products, intense industry competition, and the fact that installations typically fall at the end of construction contracts all ...