



December 2018

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 ...

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 ...

September 2018

Plumbing - 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 ...

August 2018

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

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



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

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 ...

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**

March 2018

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.”

January 2018



B2B: Construction - UK



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

“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 ...