

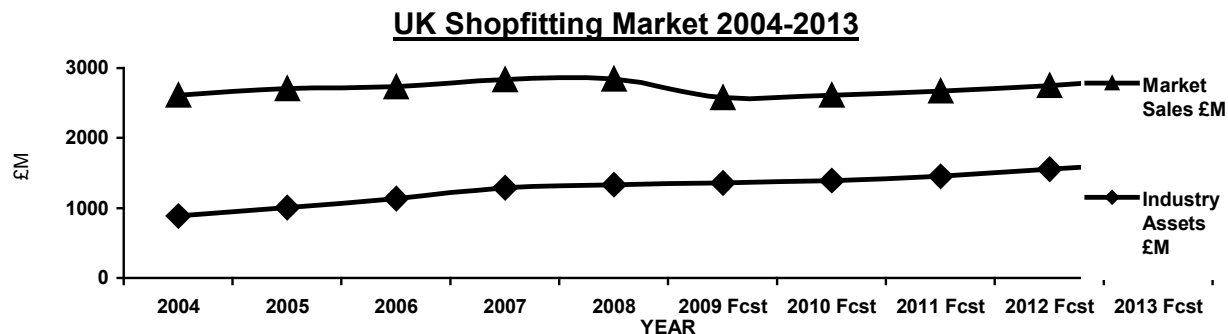
# Shopfitting Market Report – UK 2009-2013

MTW Research have published a brand new “Shopfitting Market Rank & Profile” Report for 2009, providing a strategic **market overview & trend analysis**, Shopfitters **rankings & sales** and **company profiles** in a unique, easy to use and cost effective publication. The report is now available to companies supplying to, and operating in the UK Shopfitting industry.

Based on company sales from over 90% of the market by value, this new report reviews market performance from 2004 to 2008 providing a review of key market trends in recent years, with forecasts to 2013. The report also provides sales estimates for each shopfitter with rankings and key performance indicators, providing an insightful review of the industry. Contact, telephone and mailing details are also provided for 95% of the market, resulting in a comprehensive & effective sales and marketing tool which also offers excellent value for money.

## This 440+ Page Report Features:-

- Shopfitting Market **Sales & Trends** 2004-2008, Credit Crunch & Recession Impact Discussion
- Market Sales **Forecasts & Key Issues** 2008-2013, Economic & Business Recovery
- Shopfitters Market **Total Profit, Worth, Assets & Borrowing** 2004-2012
- **Sales Estimates** for Every Company, enabling market share assessment.
- **Industry Averages** – Turnover, Net Worth, Profitability, Liabilities, Assets etc.
- **UK Shopfitters Ranked** by Turnover, Profit, Assets, Net Worth & Employees.
- **Financial Profile** for each Shopfitting Contractor, with an ‘at a glance’ financial health chart.
- Full **Mailing Details & Senior Decision Maker Sales Leads** Provided for Each Shopfitter.



During the last 12 months, 75% of UK shopfitting contractors reported growth in revenue, though the majority of this growth emanated from demand derived in the first half of the year. The market is becoming increasingly polarised into larger contractors who are able to offer a wider range of services at competitive prices, and smaller, more specialist shopfitters operating in specific niche sectors of the UK commercial refurbishment market.

## Key Benefits Of This Brand New Report Include:-

- **Current, Historical & Future Market Performance 2004-2013**
- **Identify and Target** New / More Lucrative Clients, Sectors & Develop Sales Strategies
- Quickly & Efficiently Develop **Sales Leads** & Focus Your Marketing
- Develop Individual **Sales & Market Shares** for the Shopfitting Contractors
- Identify The **Ranking, Performance & Financial Health** of the Shopfitters
- Understand Recent, Current & Future **Sales & Profitability Trends**

This unique report represents a **comprehensive yet cost effective** tool for understanding the current and future performance of the UK Shopfitting market. Based on sales & primary research of the industry, written specifically for companies active in the Shopfitting sector, this easy to use, independent market research report represents an invaluable yet cost effective tool for any company active in selling to, or operating in the UK Shopfitting Industry.

## Key Features Of This 440+ Page Report Include:-

### MARKET & INDUSTRY TRENDS 2004-2012

- *Trends in Shopfitting Market 2004-2012, including*
  - Total **Market Sales** 2004 – 2007, Forecasts to 2013, Credit Crunch Issues
  - Volume **Share by Growing, Declining & Static** Sales Companies in 2008
  - Market Share **Mix by Employee Numbers & Turnover** Size in 2008
  - Market **Mix for Credit Worthiness** & Ratings in 2008
  - **Total Profit** 2004 – 2013 for Contractors, Material & Energy Inflation Impact
  - Total **Assets, Liabilities & Net Worth** of Wholesalers Market 2004-2013
  - **“Average” Shopfitter Profile** 2004-2013 – Turnover & Profit
  - Industry Averages 2004-13 - Assets, Debts, Net Worth & Employees
  - **99% (+/-5%) Confidence Level**, Industry Trends from **92% of Market** by Value

### RANKINGS

- *The Shopfitting Contractors...*
  - Ranked by **Sales Turnover** in 2008 – Sales for every company to determine market share
  - Each Company **Ranked by Profit**
  - Ranked by Combined **Current & Fixed Assets**
  - Industry Position by **Net Worth Estimates**, Number of **Employees**

### PROFILES

- *1 Page Financial Profile for Shopfitting Contractors, including...*
  - Full, Registered Postal Address & Senior Decision Maker / Director Name
  - Company Type (e.g plc, private etc), Brief Description of Activities
  - 4 Years Balance Sheet of Assets, Borrowing & Net Worth
  - 4 Years of Sales per Employee & Profit per Employee (where reported)
  - Turnover & Profit Estimates Made Where Accounts Not Reported
  - Number of Employees – estimated where not reported.

### Available as Part of the Ultimate Pack:-

- *Comprehensive Data Spreadsheet & Multi-Use Mailing List, including...*
  - Full Company Name & Registered Postal Address for 95% of UK Market
  - Telephone Number for Each Company, Fax Number Where Available
  - Senior Decision Maker / Director Contact
  - Company Type, Incorporation Date, Brief Official Description of Activities
  - 4 Year Turnover & Profit Where Reported
  - 4 Years Balance Sheet, Assets, Liabilities & Net Worth, Sales per Employee
  - Supplied in All Formats, CD-Rom, Market Review in Hard Copy & PDF Email.

### Report Snapshot:-

In 2007, the combined sales of the Shopfitters identified reached just over £2.8 billion, an increase of around 4% since 2006 reflecting improved trading conditions following limited growth during 2006. Sources indicate that whilst there was some degree of positive performance in the market during the first half of 2008, declining consumer confidence and a number of key market influences resulted in a lacklustre second half of the year and a rapid slowdown in activity in Q3 and Q4 2008.

During mid-late 2008, non-food retail sales slowed substantially, leading to a growing trend of postponement or curtailment of Shopfitting projects, particularly within the non-commodity goods retail sector. As such, the market is expected to have remained relatively static during 2008 overall, with the year polarised between reasonable growth in activity in the first quarter and rapid decline in the last quarter.

The Shopfitting market remains highly dependent on the UK food retail sector in 2009, though the impact of the credit crisis in 2008 leading to recession has severely reduced the sector's appetite for store enhancement. With consumer confidence at particularly low ebb at present, sources indicate that large-scale store refurbishment and new openings have reduced dramatically in recent months, with this trend likely to continue for the remainder of 2009.

As such, the shopfitting industry is increasingly looking to other key end use sectors in order to sustain revenue as the retail sector falters in terms of income and therefore expenditure on store enhancement. In recent years, the industry has increasingly seen expenditure rise from the pubs and clubs sector of the market which has historically replaced revenue from the retail sector. However, this is unlikely to be replicated in 2009 / 2010 as new pub opening and refurbishment activity has also slowed rapidly in recent months, following a rapid decline in footfall in the pub industry overall.

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