



**Electrical Wholesale
Market
Research & Analysis
*UK 2018***

Report Sample

Text Redacted & Charts Have Been Changed for Sample Purposes

**Electrical Wholesalers Market Size & Trends 2012-2022; SWOT & PEST Analysis,
Product Mix 2012-2022; End Use & Customer Mix; Market Leaders Profiles & Key
Financials; Market Forecasts to 2022**

2nd Edition

July 2018

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1. INTRODUCTION TO RESEARCH & ANALYSIS REPORTS

1.1 FEATURES & BENEFITS OF THIS REPORT

MTW's "Research & Analysis" market reports provide an independent, comprehensive review of recent, current and future market size and trends in an easy to reference format. Each report provides vital market intelligence in terms of size, product mix, end use mix, SWOT, key trends and influences and industry structure trends. In addition, rankings by turnover, profit and other key financials for the market leaders are provided as well as a 1 page profile for each key player in the market. Contact, telemarketing & mailing details are also provided for each company to enable the reader to quickly develop sales leads, with a multi-use database and additional financial data available as part of the 'Ultimate Pack' option with this report.

Based on company sales returns which provide higher confidence levels and researched by market research professionals with experience in the industry, MTW's *Research and Analysis* reports are used as a foundation for coherent strategic decision making based on sound market intelligence and for developing effective marketing plans. MTW reports can also be used as an operational sales and marketing tool by identifying market leaders, enabling the reader to quickly grow sales to new clients and focus marketing budgets.

This report includes:-

- **Market Size, PEST, SWOT & Trends – Historical, Current & Future**

Based on sales data from a representative proportion of the industry, this report provides market size by value over a ten-year period. As they are based on quantitative data as well as qualitative input from the industry, our reports are more accurate than other qualitative based reports and offer better value for money. By combining the best of both quantitative and qualitative input, we offer our clients greater confidence in our market forecasts as well as discussing key market trends and influences from a qualitative perspective.

- **Product Mix – Current & Future**

This report identifies the key product sectors in the market and provides historical, current and forecast market share estimates for each, alongside qualitative discussion on key trends for each segment of the industry. With input for this report being both qualitative and quantitative we are able to offer an effective insight into the core components of the market, as well as forecasting future market shares.

- **End Use / Customer Type Mix**

The report identifies the key target markets that drive demand for this market and provide a current, historical & future market share estimate for each. This enables the reader to identify the key driving forces behind current market demand and adapt business tactics accordingly. With forecasts of market share by key channels also provided, the reader is able to undertake strategic decisions with greater confidence as well as basing marketing strategies on solid market intelligence.

- **Market Leaders Ranking**

This report identifies the key players in the market and ranks them by a number of criteria, including turnover and profitability. This enables the reader to identify the most relevant potential key customers in a market, understand their current position in the market and quickly identify new targets. Also, MTW provide a turnover estimate for every company included in the report, enabling the reader to develop market share estimates.

- **Leading Electrical Wholesaler 1 Page Profiles & Sales Leads**

This report includes a 1 page profile for 90+ companies including full contact details for developing fast sales leads; 3 years of the most recent key financial indicators; and MTW's 'at a glance' chart, enabling the reader to quickly gauge the current financial health of a company.

- **Relevant Companies, Saving You Time**

MTW Research have been researching and writing market reports in these sectors since 1999 and as such we are able to develop a company listing which is more relevant to the market, rather than automatically selecting companies to be included by industry code. Our reports represent excellent value for money and don't bombard you with irrelevant financial data; they are designed to enable you to engage in fast and effective market analysis. We focus on providing what's important in an easy to reference and use format.

1.2 METHODOLOGY & SOURCES OF INFORMATION

MTW Research employ a wide ranging, reliable methodology in order to ensure the highest quality of information possible. Our reports are unique in that they are based on **financials from a representative sample** of the industry, supported by **intelligent qualitative research** to provide a comprehensive and intelligent market review.

By combining **primary** and **secondary** research information, MTW reports uniquely offer an **unparalleled level of confidence** in terms of market data and trend comment. This, coupled with the fact that we've been writing reports on these markets **since 1999** means that we are confident you won't find a better report available. Our *price guarantee* ensures that you won't find the same quality report at a cheaper price.

Sources of information for this report included:-

- **Financial Data** from 90+ Leading Electrical Wholesalers
- **Discussions** with Manufacturers, Distributors & End Users
- **Distribution Outlets Analysis** – including outlet visits, distributors' product mix etc
- **Product Information** – technical data from manufacturers, distributors etc
- **Company Websites** – Manufacturers, Distributors, End Users, Specifiers etc
- **Annual Reports** – Manufacturers and Distributors' Company Literature
- **Press Releases** – New product launches, company news etc
- **HM Government and European Parliament** – Official Statistics
- **HM Revenue & Customs**
- **Social Media** – Facebook, Twitter, LinkedIn, Instagram etc
- **Trade Journals**, Industry Websites and Industry Commentators
- **Trade Associations**, Conferences and Exhibitions

The research & analysis process involves:-

- **Qualitative Analysis** – collate all primary and secondary information sources
- **Quantitative Data Modeling** – using MTW's proprietary data processing for forecasts
- **Qualitative Review** – review data models against qualitative inputs for trends, sizes etc
- **Product Trend Analysis** – identify & review trends for each key product sector
- **Distribution Channels Review** – channel shares & trends analysis
- **End Use Sectors Review** – identify key target markets, key trends in each sector
- **Strategic Marketing Review** – by qualified, experienced marketing professionals
- **PEST & SWOT** – review of all market influences, opportunities and threats
- **Identify 'Quick Wins'** – List current and future opportunities for market / sales growth
- **Turnover & Profit** – Estimate for every company in report, regardless of size
- **Ranking** – Rank leading companies by sales, profit, net worth and assets.
- **Economic Analysis** – forecasts of GDP, inflation, employment, interest rates etc

The above involves 8-10 weeks of combined research & report production time, resulting in an intelligent, comprehensive and usable report identifying immediate opportunities and offers a strategic perspective of the market.

2. UK ELECTRICAL WHOLESALE MARKET

2.1 ELECTRICAL WHOLESALE MARKET DEFINITION

The UK Electrical Wholesale market comprises a large and wide range of products suitable for use within myriad end use sectors in the UK domestic and non-domestic markets. In order to quantify and analyse the market, our definition of the market includes the following key product sectors:-

- **Lighting, Lamps & Luminaires & Gear** – All Lamps including Incandescent, LED/OLED, CFL, Fluorescent, Discharge, GroLux, Infra Red, Metal Halide, Photo Optic, Starter Switches / Gear, Emergency; All Luminaires including Open Direct, Shielded Direct, Indirect, Architectural, Task, Decorative, Floorstanding, Wall / Ceiling Track / Spotlights; Pendants, Security, External etc.
- **Electric Space Heating** – Ceramic Infra Red Heaters, Fan Heaters, Radiant Heaters, Convector Heaters, Downflow Heaters, Frost Protection, Fuel Effect / Wall Hung Fires, Plinth Heaters, Halogen Heaters, Heating Controls, Oil Filled Radiators, Panel Heaters, Patio Heaters, Towel Rails, Underfloor Heating, Storage Heaters etc.
- **Electric Water Heating** – Boiling / Instant Hot Water Taps, Electric Showers, Electric Boilers, Catering Urns, Portable Handwash Units, Oversink Handwash Units, Immersion Heaters, Rod Thermostats, Instantaneous Water Heaters etc.
- **CCTV, Access Control, Security & Fire Alarms** – CCTV Systems, Disabled / Elderly / Nursecall Alarms, Smoke Detectors, Door Entry Systems, Fire Alarms, Intruder Alarms, Portable Induction Loop Kits etc.
- **Ventilation & Air-Conditioning** – Air Circulators, Air Curtains, Ceiling Sweep / Desk / Commercial / Axial / Tangential / Centrifugal Fans, Manual Ventilation, Extractors, Central & Packaged Air Conditioning Units.
- **Cable Management & Accessories** – Trunking, Conduit, Capping, Sleeving, Trays, Enclosures, Busbar Chambers, Ducting, Terminal Blocks, Connectors etc, Jointing / Filling Compounds, Insulation Tape, Clips / Ties etc.
- **Test Equipment** – 17th Edition Testers, Cable Finders / Measurers, Clamp Meters, Environmental Testers, Fuse Finders, Inspection Cameras, LAN Cabling Testers, Labelling Machines, Lamp Testers, Laser Measures, Multi Meters, Phase Rotation Meters, Portable Appliance Testers, Socket testers, Stud Detectors, Thermal Imaging Cameras, Voltage Continuity Testers, Voltage Detectors etc.
- **Switchgear, Circuit Protection & Distribution** – Control Devices, Fuse Switches, Consumer Units, Isolator Switches, MCB Distribution Boards, MCBs, MCCBs, RCBOs, RCDs, Rotary Isolators, Surge Protection, Voltage Optimisation etc.
- **Cables & Busbars** – CAT5/6 Data Cable, Coaxial & Satellite, Control CY / SY / YY, Defence Standard, Fire Performance, Instrumentation, Insulated Tails, Flex, Speaker, Solar, Telephone, Arctic Grade etc.
- **Wiring Accessories** – Sockets, Switches, Plugs, Dry Lining Boxes, Junction Boxes, Lampholders, Back Boxes, Pop Up Sockets, Tiem Lage Switches, Timers, Telephone Accessories, Grid Switches, Blanking, Decorative Plates etc.
- **Others** – Including Hand Tools, Power Tools, Workwear, Personal Protective Equipment (PPE), Site Equipment, Fixings, Overalls, High Visibility Clothing, First Aid, Books, Footwear, Labels, Domestic Appliances, Hygiene, Cleaning Products, Adhesives etc.

All prices are expressed at Wholesale Selling Prices at current prices unless otherwise stated. All taxes, VAT, delivery costs etc have been excluded from the definition of this report.

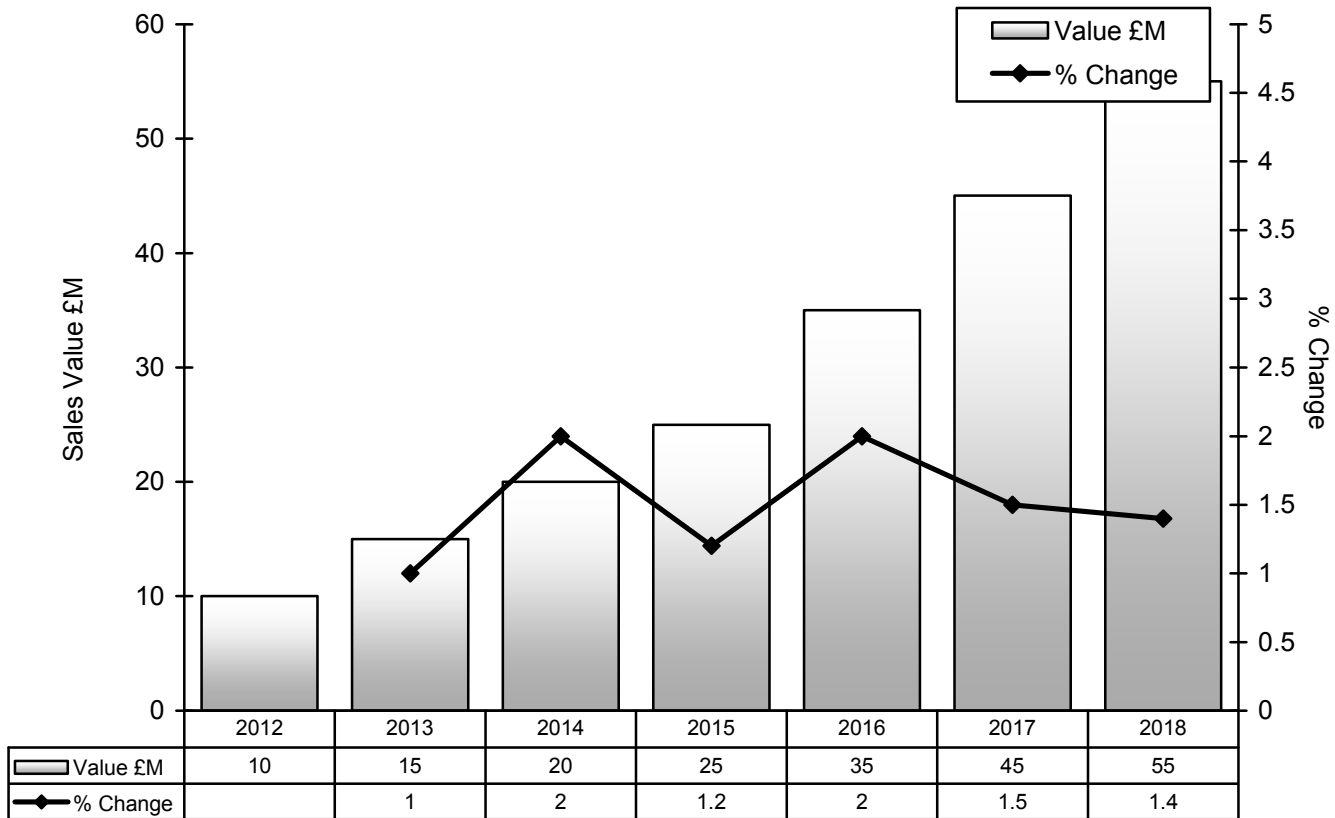
2.2 ELECTRICAL WHOLESALE MARKET SIZE 2018

The UK Electrical Wholesale market is currently valued at around £55 billion in 2018, reflecting an increase of just under 1.4% since 2017.

2.2.1 Electrical Wholesalers Market Size & Trends 2012-2018

The following chart illustrates the performance of the UK electrical wholesale market since 2012 (figures changed for sample purposes):-

Figure 1: Electrical Wholesale Market Sales 2012-2018



Source: MTW Research / Trade Estimates

Between 2012 and 2018, sales through electrical wholesalers exhibited rates of around 1.5% per annum as the industry continued to exhibit modest recovery from the legacy of the 2008/9 recession, followed by continued uncertainty in 2012 with regard to the possibility of a further downturn in the economy.

Performance in 2018 saw a steady increase throughout the year as activity continued to grow. Electrical wholesalers' sales are indicated to have exhibited a 1.4% increase in H2 2018 with this activity level continuing into 2019 as () activity levels continued to grow.

This growth in 2018, though some sources have indicated that there was a slight dip in Q1 2017 as some activity was delayed due to the recession, though this was a longer term implications as the year progressed from late Q2 onwards. Full year performance to December 2016 resulted in an overall increase of x%, with sales increasing by some £x million in the preceding 12 months with the market worth a total of £xxx billion.

[redacted] generally [redacted] in Q1 2018, though there are some signs of [redacted] performance in Q2 2018 as [redacted] and there are some signs of a [redacted] UK [redacted] as a result of [redacted]. In addition, there are indications of some client companies adopting [redacted] scale capital [redacted] relation to the [redacted] impact [redacted] longer term business strategy.

Nevertheless, [redacted] in 2018 with [redacted] set to [redacted] for electrical wholesale products. As such, whilst [redacted] slightly, full year 2018 performance is estimated [redacted] x%, reflecting a [redacted] million of sales for the UK electrical wholesale market.

Whilst the [redacted] has no doubt impacted the electrical wholesale market [redacted], the sector has [redacted] in current price terms. Since 2012, overall sales are estimated to have [redacted] by just over x%, with total sales having [redacted] by around £x million in the last 6 years.

2.2.1 Electrical Wholesalers Market 2018-2022 & Future Prospects

The following chart illustrates the performance of the UK electrical wholesale market between 2018 and 2022:-

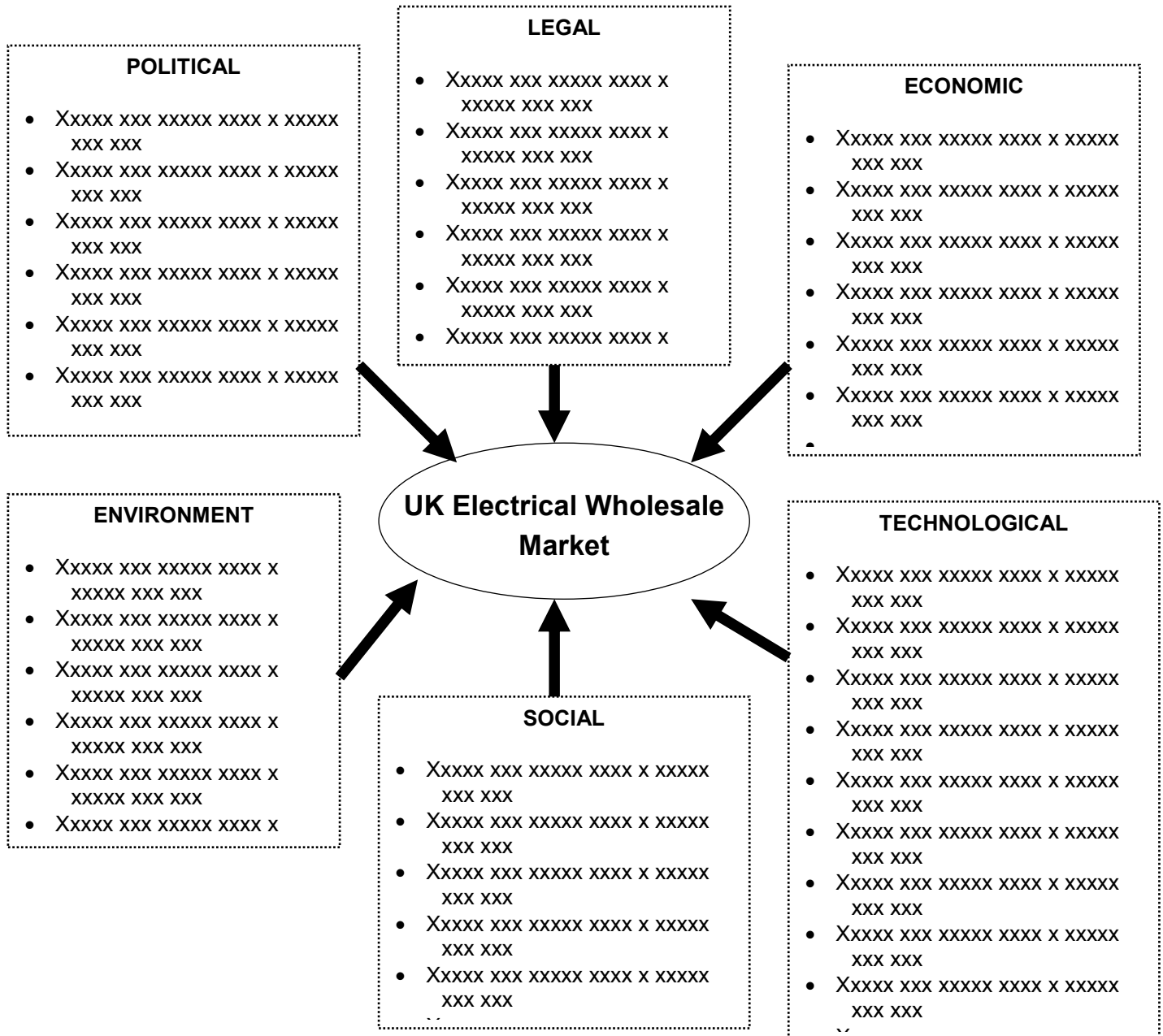
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2.3 KEY MARKET TRENDS & INFLUENCES 2018-2022

2.4.1 PEST Analysis 2018 – Politico-Legal, Environmental, Social & Technological

There are a large number of Politico-Legal, Environmental, Social and Technological macro and micro market influences which impact on the UK electrical wholesale market in 2018. The following diagram provides a brief overview of some of these key issues which are currently impacting the market at present and those which may stimulate or dampen market growth in the future:-

Figure 4: PEST Analysis for UK Electrical Wholesale Market in 2018



Source: MTW Research Strategic Review 2018

Whilst the above diagram is by no means exhaustive, it provides an illustration of some of the key issues impacting the market at present and in the future.

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3. UK ELECTRICAL WHOLESALE MARKET

3.1 ELECTRICAL WHOLESALE MARKET DEFINITION

The UK Electrical Wholesale market is defined as consisting of the following key product sectors:-

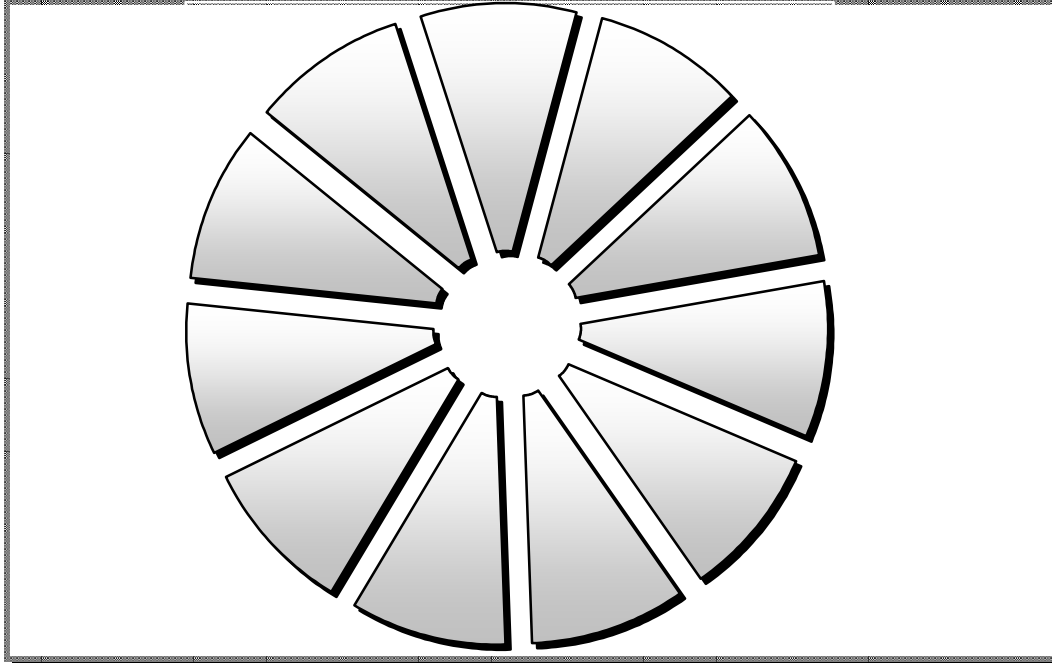
- **Lighting, Lamps & Luminaires & Gear** – All lamps including Incandescent, LED/OLED, CFL, Fluorescent, Discharge, GroLux, Infra Red, Metal Halide, Photo Optic, Starter Switches / Gear, Emergency; All Luminaires including Open Direct, Shielded Direct, Indirect, Architectural, Task, Decorative, Floorstanding, Wall / Ceiling Track / Spotlights; Pendants, Security, External etc.
- **Electric Space Heating** – Ceramic Infra Red Heaters, Fan Heaters, Radiant Heaters, Convector Heaters, Downflow Heaters, Frost Protection, Fuel Effect / Wall Hung Fires, Plinth Heaters, Halogen Heaters, Heating Controls, Oil Filled Radiators, Panel Heaters, Patio Heaters, Towel Rails, Underfloor Heating, Storage Heaters etc.
- **Electric Water Heating** – Boiling / Instant Hot Water Taps, Electric Showers, Electric Boilers, Catering Urns, Portable Handwash Units, Oversink Handwash Units, Immersion Heaters, Rod Thermostats, Instantaneous Water Heaters etc.
- **CCTV, Access Control, Security & Fire Alarms** – CCTV Systems, Disabled / Elderly / Nursecall Alarms, Smoke Detectors, Door Entry Systems, Fire Alarms, Intruder Alarms, Portable Induction Loop Kits etc.
- **Ventilation & Air-Conditioning** – Air Circulators, Air Curtains, Ceiling Sweep / Desk / Commercial / Axial / Tangential / Centrifugal Fans, Manual Ventilation, Extractors, Central & Packaged Air Conditioning Units.
- **Cable Management & Accessories** – Trunking, Conduit, Capping, Sleeving, Trays, Enclosures, Busbar Chambers, Ducting, Terminal Blocks, Connectors etc, Jointing / Filling Compounds, Insulation Tape, Clips / Ties etc.
- **Test Equipment** – 17th Edition Testers, Cable Finders / Measurers, Clamp Meters, Environmental Testers, Fuse Finders, Inspection Cameras, LAN Cabling Testers, Labelling Machines, Lamp Testers, Laser Measures, Multi Meters, Phase Rotation Meters, Portable Appliance Testers, Socket testers, Stud Detectors, Thermal Imaging Cameras, Voltage Continuity Testers, Voltage Detectors etc.
- **Switchgear, Circuit Protection & Distribution** – Control Devices, Fuse Switches, Consumer Units, Isolator Switches, MCB Distribution Boards, MCBs, MCCBs, RCBOs, RCDs, Rotary Isolators, Surge Protection, Voltage Optimisation etc.
- **Cables & Busbars** – CAT5/6 Data Cable, Coaxial & Satellite, Control CY / SY / YY, Defence Standard, Fire Performance, Instrumentation, Insulated Tails, Flex, Speaker, Solar, Telephone, Arctic Grade etc.
- **Wiring Accessories** – Sockets, Switches, Plugs, Dry Lining Boxes, Junction Boxes, Lampholders, Back Boxes, Pop Up Sockets, Tiem Lage Switches, Timers, Telephone Accessories, Grid Switches, Blanking, Decorative Plates etc.
- **Others** – Including Hand Tools, Power Tools, Workwear, Personal Protective Equipment (PPE), Site Equipment, Fixings, Overalls, High Visibility Clothing, First Aid, Books, Footwear, Labels, Domestic Appliances, Hygiene, Cleaning Products, Adhesives etc.

3.2 PRODUCT MIX 2012, 2018 & 2022

3.2.1 Product Sector Shares 2018

The following chart illustrates the mix by key product sector in 2018 by value (figures & labels removed in chart for sample):-

Figure 22: Product Mix Share by Value 2018 %



Source: MTW Research / Trade Estimates

As illustrated, the largest sector of the £xxx billion UK electrical wholesale market in 2018 is estimated to be the [REDACTED] market. Sales of these products are currently valued at just under x% of the market at present, reflecting a value of around £xx million in 2018. Sales through the electrical wholesale channel account for around x% of the total [REDACTED] market in 2018, underlining this channel's importance to the sector.

The second largest channel is currently accounted for by the [REDACTED] market, which comprises both [REDACTED] [REDACTED] across a particularly [REDACTED] of products. Valued at some £xx million in 2018, sales of [REDACTED] products have been more recently buoyed by [REDACTED] [REDACTED] sector, coupled with sustained volume growth in the [REDACTED] [REDACTED] market.

[REDACTED] [REDACTED] [REDACTED] [REDACTED] also account for a significant proportion of electrical wholesalers' sales in 2018, with these products generating more than £460 million of sales. The [REDACTED] [REDACTED] sector is also significant, with 2018 sales estimated at just under £xxx million at wholesale selling prices.

3.2.2 Product Sector Shares 2012

In order to provide an historical context of product mix, the following chart illustrates the share by key product sector in 2012 by value:-

Section Redacted

3.3 ELECTRIC SPACE HEATING MARKET

The UK electric space heating market is defined as consisting of the following key product sectors:-

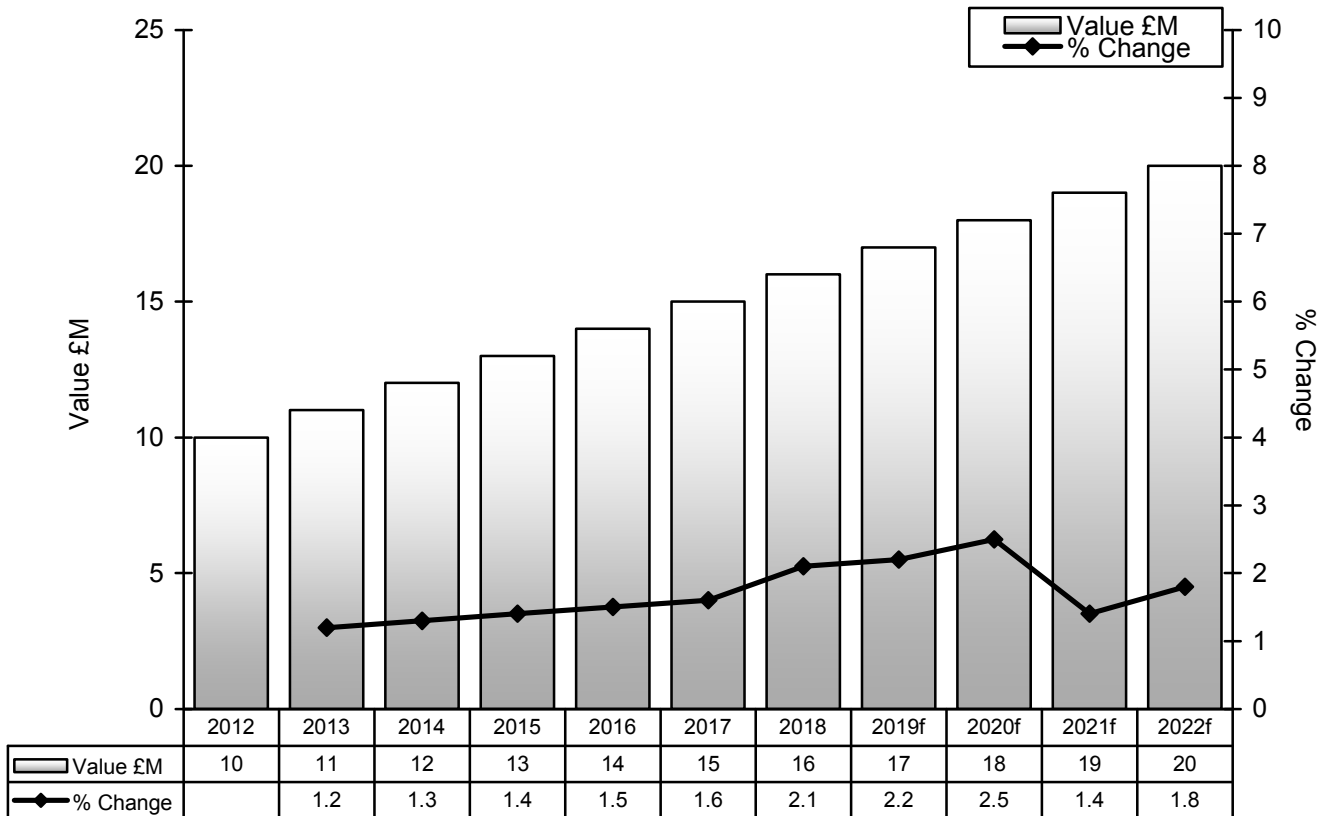
- Ceramic Infra Red Heaters,
- Fan Heaters,
- Radiant Heaters,
- Convector Heaters,
- Downflow Heaters,
- Frost Protection,
- Fuel Effect / Wall Hung Fires,
- Plinth Heaters,
- Halogen Heaters,
- Heating Controls,
- Oil Filled Radiators,
- Panel Heaters,
- Patio Heaters,
- Towel Rails,
- Underfloor Heating,
- Storage Heaters
- Other electric space heating products.

Whilst the above list is not exhaustive, it does illustrate the wide range of products in this sector across a broad spectrum of price points.

3.6.1 Total UK Electric Space Heating Market Sales 2012-2022

The following chart illustrates the performance of the **total market** since 2012, with forecasts to 2022 at wholesale selling prices (figures changed for sample):-

Figure 29: UK Electric Space Heating Market Size by Value 2012 - 2022



Source: MTW Research / Trade Estimates

The total UK electric space heating market is currently valued at around £xx million at wholesale selling prices in 2018, reflecting an [redacted] of just under x% [redacted] in the last year underlining a [redacted] market which is experiencing [redacted] from both [redacted] sectors.

Activity growth in [redacted] has continued to [redacted] demand for [redacted] in recent years with this [redacted] in the medium to longer term. In addition, [redacted] installations in the [redacted] market is also indicated to have [redacted] demand for electric space heating products in the domestic market.

Other sectors which have also experienced [redacted] in recent years include the [redacted] heating market, which continues to exhibit volume growth, though value performance has been [redacted] as [redacted] has impacted this sector [redacted].

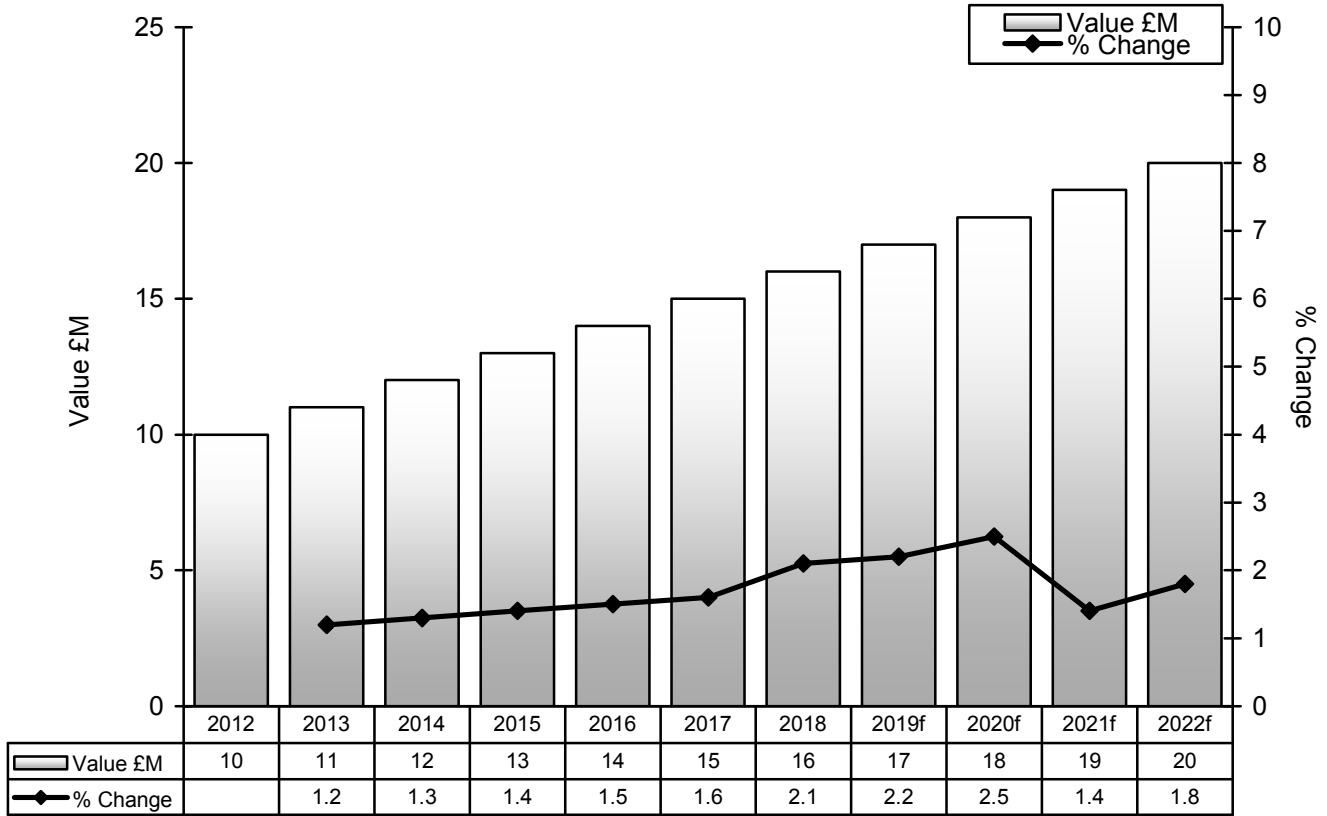
Since 2012, total sales of electric space heating products are indicated to have [redacted] by around xx%, reflecting an annual average [redacted] of x%. In terms of medium to longer term prospects, our forecasts are for the market to continue to [redacted] performance, though a significant proportion of sales are [redacted], with 2018 sales [redacted],

for example. By 2022, sales are expected to [REDACTED] £xx million, reflecting an [REDACTED] of x% in the next 4 years.

3.6.2 Electrical Wholesalers Electric Space Heating Sales 2012-2022

The following chart illustrates the performance of these products sold via the UK electrical wholesale distribution channel since 2012, with forecasts to 2022 at wholesale selling prices (chart changed for sample):-

Figure 30: Electrical Wholesalers Electric Space Heating Market Size 2012 - 2022



Source: MTW Research / Trade Estimates

Sales of electric space heating products through the electrical wholesaler channel are currently valued at just under £x million at wholesale selling prices in 2018, with the market having [REDACTED] by around x%, reflecting a [REDACTED] in performance since 2017.

Sales in this sector are disproportionately [REDACTED] by [REDACTED] boosting [REDACTED] of these products. The relatively [REDACTED] resulted in a [REDACTED] decline in [REDACTED] as the UK [REDACTED], but [REDACTED] for January and February. Northern Ireland was the [REDACTED] 2018 was [REDACTED] for the UK and for England and Wales, it was the [REDACTED].

In addition to

Sections Redacted

4. THE ELECTRICAL WHOLESALERS

4.1 LIST OF LEADING ELECTRICAL WHOLESALERS

The following is a list of the leading electrical wholesalers who are ranked and profiled in this report:-

Chart 48: List of Leading UK Electrical Wholesalers-

1. Redacted – Please call us on 08456 524324 to discuss

4.2 TOP ELECTRICAL WHOLESALERS RANKED BY TURNOVER

The following chart illustrates the rankings by estimated 2017 turnover:-

Chart 49: Leading Electrical Wholesalers Ranked by Turnover

1. [REDACTED] Limited	52. [REDACTED] Limited
2. [REDACTED] Limited	53. [REDACTED] Limited
3. [REDACTED] Limited	54. [REDACTED] Limited
4. [REDACTED] Limited	55. [REDACTED] Limited
5. [REDACTED] Limited	56. [REDACTED] Limited
6. [REDACTED] Limited	57. [REDACTED] Limited
7. [REDACTED] Limited	58. [REDACTED] Limited
8. [REDACTED] Limited	59. [REDACTED] Limited
9. [REDACTED] Limited	60. [REDACTED] Limited
10. [REDACTED] Limited	61. [REDACTED] Limited
11. [REDACTED] Limited	62. [REDACTED] Limited
12. [REDACTED] Limited	63. [REDACTED] Limited
13. [REDACTED] Limited	64. [REDACTED] Limited
14. [REDACTED] Limited	65. [REDACTED] Limited
15. [REDACTED] Limited	66. [REDACTED] Limited
16. [REDACTED] Limited	67. [REDACTED] Limited
17. [REDACTED] Limited	68. [REDACTED] Limited
18. [REDACTED] Limited	69. [REDACTED] Limited
19. [REDACTED] Limited	70. [REDACTED] Limited
20. [REDACTED] Limited	71. [REDACTED] Limited
21. [REDACTED] Limited	72. [REDACTED] Limited
22. [REDACTED] Limited	73. [REDACTED] Limited
23. [REDACTED] Limited	74. [REDACTED] Limited
24. [REDACTED] Limited	75. [REDACTED] Limited
25. [REDACTED] Limited	76. [REDACTED] Limited
26. [REDACTED] Limited	77. [REDACTED] Limited
27. [REDACTED] Limited	78. [REDACTED] Limited
28. [REDACTED] Limited	79. [REDACTED] Limited
29. [REDACTED] Limited	80. [REDACTED] Limited
30. [REDACTED] Limited	81. [REDACTED] Limited
31. [REDACTED] Limited	82. [REDACTED] Limited
32. [REDACTED] Limited	83. [REDACTED] Limited
33. [REDACTED] Limited	84. [REDACTED] Limited
34. [REDACTED] Limited	85. [REDACTED] Limited
35. [REDACTED] Limited	86. [REDACTED] Limited
36. [REDACTED] Limited	87. [REDACTED] Limited
37. [REDACTED] Limited	88. [REDACTED] Limited
38. [REDACTED] Limited	89. [REDACTED] Limited
39. [REDACTED] Limited	90. [REDACTED] Limited
40. [REDACTED] Limited	91. [REDACTED] Limited
41. [REDACTED] Limited	92. [REDACTED] Limited
42. [REDACTED] Limited	93. [REDACTED] Limited
43. [REDACTED] Limited	94. [REDACTED] Limited
44. [REDACTED] Limited	95. [REDACTED] Limited
45. [REDACTED] Limited	96. [REDACTED] Limited
46. [REDACTED] Limited	97. [REDACTED] Limited
47. [REDACTED] Limited	98. [REDACTED] Limited
48. [REDACTED] Limited	99. [REDACTED] Limited
49. [REDACTED] Limited	
50. [REDACTED] Limited	
51. [REDACTED] Limited	

4.4 TOP ELECTRICAL WHOLESALERS RANKED BY PROFIT

The following chart illustrates the rankings by estimated 2017 profit:-

Figures 51: Leading Electrical Wholesalers Ranked by Profit

Sections Redacted

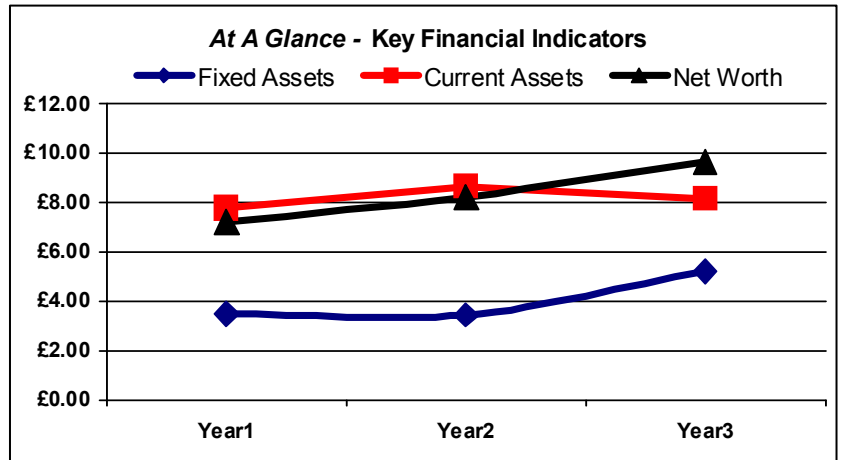
4.5 LEADING ELECTRICAL WHOLESALERS 1 PAGE PROFILES & FINANCIALS

The following provides a 1 page overview and 3 years financials for some of the leading players in the market:-

Sample Electrical Wholesaler Limited - Company Overview & 'At a Glance'

Sample Road
Sample Town
County
Postcode
Tel: Sample

Sample Wholesaler Limited is a private limited company, incorporated on 5th January 1994. The company's main activities are recorded by Companies House as "Electrical Wholesalers." In 2018, the company has an estimated 40 employees.



To year end December 2017, Sample Wholesaler Limited is estimated to have achieved a turnover of around £24 million. Pre-tax profit for the same period is estimated at around £2.00 million.

The following table briefly provides a top line overview on Sample Wholesaler Limited:-

Company Name	Sample Wholesaler Limited
Brief Description of Activities	Electrical Wholesalers.
Parent Company	
Ultimate Holding Company	
Estimated Number of Employees	40
Senior Decision Maker / Director	Sample Contact Name

The following table illustrates the company's key performance indicators for the last 3 years:-

Sample Wholesalers Limited - 3 Year Financials to Year End 31-Jan-15

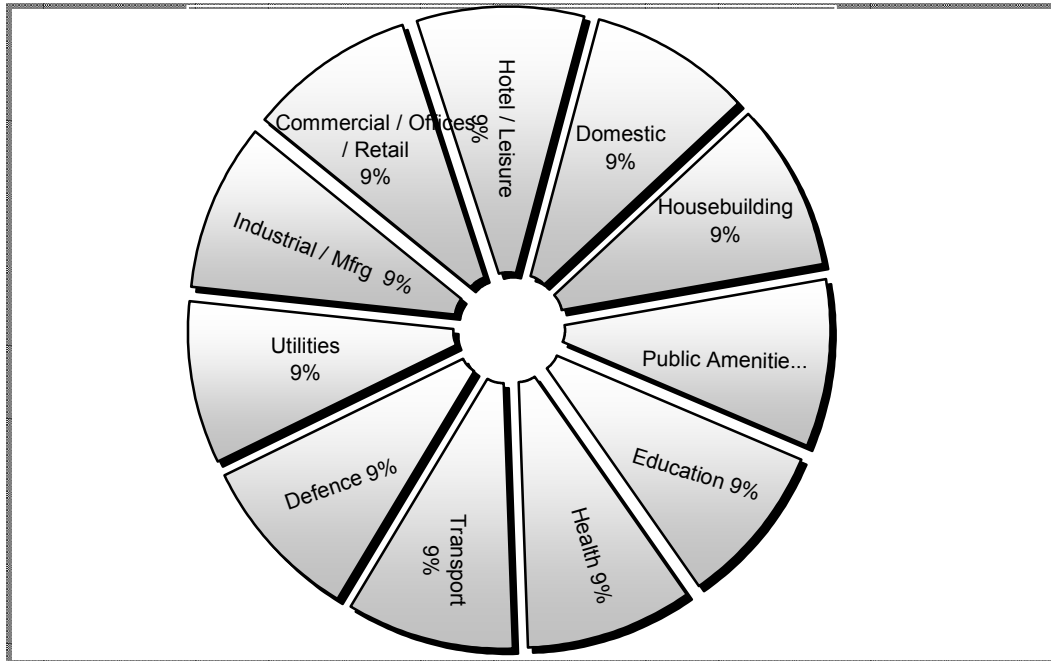
Key Indicator £M	Year End 31-Jan-13 (Year1) £M	Year End 31-Jan-14 (Year2) £M	Year End 31-Jan-15 (Year3) £M
Fixed Assets	£3.5	£3.44	£5.21
Current Assets	£7.76	£8.68	£8.16
Current Liabilities	£1.95	£2.14	£1.93
Long Term Liabilities	£2.11	£1.79	£1.78
Net Worth	£7.21	£8.21	£9.65
Working Capital	£5.81	£6.55	£6.22
Profit per Employee	£0.041	£0.032	£0.046
Sales per Employee	£0.379	£0.433	£0.486

5. CUSTOMER & END USE MARKET SHARES

5.1 SHARE BY END USE SECTOR 2018

The following chart illustrates the share accounted for key end use sector in 2018 for electrical wholesalers (Figures Changed in Sample):-

Figure 156: Share by End Use Sector in 2018 %



Source: MTW Research / Trade Sources

The above chart illustrates the wide range of end use sectors in the electrical wholesale market, with a broad spectrum of client types therein, from consumers through jobbing contractors, M&E engineers, OEM customers, and building contractors for example.

Of the £xx billion electrical wholesale market, around xx% of sales are destined for [REDACTED] applications with [REDACTED], reflecting a market size of around £xxx million in 2018.

[REDACTED] applications which also include [REDACTED] are the second largest sector with sales in 2018 accounting for around x% of the market and a value of around £x million.

The [REDACTED] sector, which also includes [REDACTED] etc is estimated to account for around x% in 2018 and [REDACTED] this sector is indicated to have [REDACTED] share in the last few years, sales to this sector [REDACTED] substantial at around £xxx million at wholesale selling prices.

[REDACTED] accounts for the [REDACTED] sector of the market at around x%, with sales in 2018 estimated at some £x million at wholesale selling prices.

Other key sectors include

5.2 SHARE BY CUSTOMER TYPE 2018

There are a number of different types of electrical wholesaler customer, including:-

- Manufacturers / OEM
- Electrical Contractors (jobbing – large scale)
- M&E Engineers
- DIY / Consumer
- Building Contractors
- Panel Builders
- Other Contractors (e.g. plumbers, mechanics etc)

The following chart illustrates our estimates of the mix by customer type in 2018 for the UK electrical wholesale market:-

The following chart illustrates the share accounted for key end use sector in 2018 for electrical wholesalers:-

Figure 157: Share by Customer Type in 2018 for Electrical Wholesalers %

Redacted