

Facilities Management Outsourcing Market Report – UK 2008-2012

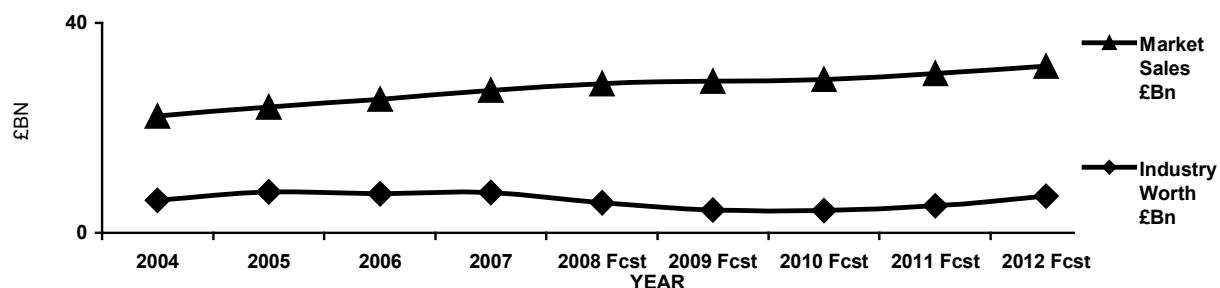
MTW Research have published a brand new “Facilities Management Outsourcing Market *Rank & Profile*” Report for 2008, providing a strategic **market overview & trends**, Facilities Management Providers **rankings & sales** and **company profiles** in a unique, easy to use and cost effective publication. The report is now available to companies supplying to, and operating in the FM industry.

Based on company sales returns, this new report reviews market performance from 2004 to 2008 providing a review of key market trends in recent years, coupled with forecasts to 2012. The report also provides sales estimates for each company, alongside rankings and key performance indicators, providing an insightful review of the industry. Contact, telephone and mailing details are also provided, resulting in a comprehensive & effective sales and marketing tool which also offers excellent value for money.

This 190+ Page Report Features:-

- Facilities Management Outsourcing Market **Sales & Trends** 2004-2008, Credit Crunch Impact
- Market Sales **Forecasts & Key Issues** 2008-2012, Economic & Business Recovery
- FM Services 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 FM Providers Ranked** by Turnover, Profit, Assets, Net Worth etc.
- **Financial Profile** for each FM Company, with an ‘*at a glance*’ financial health chart.
- **Full Mailing Details & Senior Decision Maker Sales Leads** Provided for Each Company.

UK Facilities Management Outsourcing Market 2004-2012



Key Benefits Of This Brand New Report Include:-

- **Current, Historical & Future Market Performance 2004-2012**
- **Identify and Target** New / More Lucrative Clients & Develop Sales Strategies
- Quickly & Efficiently Develop **Sales Leads** & Focus Your Marketing
- Develop Individual **Sales & Market Shares** for the Facilities Management Providers
- Identify The **Ranking, Performance & Financial Health** of the FM Companies
- 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 Facilities Management Outsourcing market. Based on sales & primary research of the industry, written specifically for companies active in the FM 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 Facilities Management Outsourcing Industry.

Key Features Of This 190+ Page Report Include:-

MARKET & INDUSTRY TRENDS 2004-2012

- **Trends in FM Outsourcing Market 2004-2012, including**
 - Total **Market Sales** 2004 – 2007, Forecasts to 2012, 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 – 2012 for Companies, Material & Energy Inflation Impact
 - Total **Assets, Liabilities & Net Worth** of Wholesalers Market 2004-2012
 - **“Average” FM Provider Profile** 2004-2012 – Turnover & Profit
 - Industry Averages 2004-12 - Assets, Debts, Net Worth & Employees

RANKINGS

- **The FM Providers...**
 - Ranked by **Sales Turnover** in 2007 – 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 FM Providers, 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
 - 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, Hard Copy & Email.

Report Snapshot:-

The UK Facilities Management companies have continued to benefit from a growth in outsourcing and have experienced reasonably positive performance in recent years. Annual growth for the industry is recorded at between 6-8% since 2004, reflecting a generally buoyant sector with demand derived from a broad spectrum of key end use sectors within public and private markets.

The current contraction in the UK economy and the ongoing impact on business confidence is now indicated to be impacting the facilities management sector in late 2008, as commercial construction and RMI (repair, maintenance and refurbishment) projects in particular are postponed. Whilst there remains some optimism in the market derived from public sector spending, particularly health and education, our forecasts are for market growth to slow in 2008, reflecting a markedly slower rate of growth than has been experienced in recent years.

The implications for companies targeting FM companies are clear, with this trend compounding growing pricing pressure in the market in the short term. The findings also point to the likelihood of a relatively fast paced rise in borrowing in the industry, with debt rising to around 40% of sales by 2009, further exacerbating the issue of price sensitivity in terms of purchasing by the FM companies. These, and other issues suggest a more complex trading environment for manufacturers, contractors and suppliers to the FM industry in the short term and highlight the need for a clear and coherent strategy with which to weather the coming financial difficulties.

MTW go on to develop possible future scenarios for the UK FM outsourcing market, with optimism returning to the market by 2010/11. However, the short term future is not necessarily as bleak as some predict, with revenue continuing to rise in 2008 in some areas of the industry, though variations in individual performance mean that manufacturers must increasingly target and focus on those companies who continue to perform well at present.

Companies Included in the Report:-

Accuro FM	Courier Facilities	Forward Facilities	Interserve (Facilities	Operon	Serco Group Plc
Acme Facilities	Cross Services Engineering	Management Ltd	Management) Ltd	Outshine Facilities	Sideland Facilities
Active Facilities	Dalkia Plc	G & S Facilities	Interserve Plc	Outsource Specialists Ltd	Management
Management Ltd	Derek Smith Electrical Ltd	Management Ltd	Inviron Limited	P S Facilities Management	Skanska Rashleigh
Acuity Management	Dove Services	G S H Group Plc	IPM Facilities Ltd	Parsons Brinckerhoff	Weatherfoil
Solutions Ltd	Dsa Facilities Management	Gardiner & Theobald	ISS Facility Services	Peter Howell Facilities Ltd	Sodexo Holdings
Amec Group Ltd	Eagle Facility Management	Facilities Management	J J & B Projects Ltd	Phosters FS	Spencer Cox & Partners
Amey UK Plc	Services	Global House	J P B Property Holdings Ltd	Pitney Bowes Management	Staveley Industries
Andron Contract Services	Ecover FM	Global Solutions	Jarvis Accommodation	Services	T F M S
Aramark Ltd	EFM Facilities	Globe Facilities	Services	Plan B Solutions Ltd	Taylor Ridgway
Arneil & Johnston	Elite Hygiene	Guardian Consultancy	Johnson Controls	Product Procurement	International
Asm Facilities	Elite Services	Services Ltd	JXB Ltd	Services Ltd	Terwyn Ltd
Awg Group Ltd	Environmental Ltd	Haden Building	Kellogg Brown & Root	Promanex Group Ltd	The Centre For Facilities
Access Solutions Ltd	Emcor Group Uk	Management	Kier Managed Services Ltd	Q F S L Cleaning	Consultancy
B.B.M Contracts Ltd	Engineering Support	Haden Young	Kier Support Services	Quadron Services Ltd	Thomson FM
Babcock Dyncorp	Services (ESS)	Hardy Landscape	Land Securities Trillium	Quality Assured Facility	Turner Estate Solutions Ltd
Babcock International	Enigma FMA	Management Ltd	Level Facilities	Services	Tynnewater Property
Group Plc	Enviro-Waste Limited	Haven Engineering	Management Ltd	Quality Performance	Management
Babcock Support Services	Estate Facilities	Services Ltd	Maclellan International Ltd	Management	Vega Facilities Services
Best Fit Business Solutions	Consultancy Ltd	Haywards L L P	Mailsourc Uk Ltd	Regents	VFM Consultancy Ltd
Capita Group Plc	Exact Corporation Ltd	HBG Facilities	Manchester Jetline	Reliable Maintenance	Victoria House
Carillion (Am) Limited	F M. Support Ltd	Management Ltd	Matthew Watts Associates	Reliance Security Group	Vinci PLC
Carillion Enterprise	Faceo FM Uk Ltd	Henry Boot Management	Mitie Facilities Services Ltd	Rentokil Initial Facilities	Vogue Facilities
Carisway	Facilities & Move	Hexagon Consultants Ltd	Monitor Facilities	Services	Management Ltd
Chartwell Facilities	Management Ltd	Hillyard Associates	Management Ltd	Resource (UK)	Watson Lennard & Payne
Management	Facilities Solutions	Hiro Facilities Management	Morrison PLC	Return Logistics	Williams Facilities
Clarke Chapman	Facility Project	HS Facilities Management	Muller Professional	Risk Facility Management	Management Ltd
Clean Supreme	Management (Uk) Ltd	Ice White Ltd	Services Ltd	Robertson Facilities	Workspace Solutions
CMS Group	FES FM Ltd	Inhouse Corporate	Neocrest Facilities Services	Management	WS Atkins Plc
Cofathec Heatsave	First Services Facilities	Integrated FM Ltd	Network Resource	Rollright Facilities Ltd	WSP Knowledge Solutions
Collsec Facility Services	Management	Interactive Facilities	Management Ltd	Romec	
Compass Group		Management Ltd	OCS Group	Safetynet Solutions Ltd	

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