

**Panel Builders Market
Research & Analysis
*UK 2016***

Report Sample

**Panel Builders Market Size & Trends 2010-2020; SWOT & PEST Analysis,
Product Mix 2010-2020; End Use Mix 2010-2020; Market Leaders Profiles & Key
Financials; Market Forecasts to 2020**

January 2016

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In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small, medium sized and other companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

1. Introduction to *Research & Analysis* Reports

1.1 Key Features & Benefits of this Research & Analysis 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 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, Ansoff Matrix & 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 Sector Mix**

The report identifies the key channels 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.

- **Company Profiles & Sales Leads**

This report includes a 1 page profile for each company 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.

2. UK PANEL BUILDERS MARKET

2.1 EXECUTIVE SUMMARY & MARKET OVERVIEW

The UK Panel Builders Market comprises of prefabricated and custom designed and made panels for measurement, monitoring, distribution and control in a wide range of non-domestic applications such as industrial and commercial motion & process control, power distribution, building management (HVAC, Lighting, Access etc) and a multitude of other control applications.

Specifically, this report reviews the UK panel builders market between 2010 and 2016 with forecasts to 2020 for:-

- **Drives, Control & Switch Gear** – switches for power or for electric motor control etc; AC & DC fixed (FSD), adjustable (ASD) or variable speed drives (VSD) etc; I/O, linear & proportional control gear etc.
- **Circuit Protection** – circuit protection switchgear including fuses, breakers, earth continuity monitors, thermal cutouts, alarms, trips, RCDs, MCBs, RCBOs etc
- **PLCs, Sensors, Inverters, CPUs** - programmable logic controllers; light, motion, tactile, acoustic, current, thermal, pressure, proximity, flow & environment sensors, DC to AC inverters, central processing units & microchips.
- **Power Supply / UPS / PFC** – e.g. PSUs (power supply units) transformers, switched mode power supply, programmable power supply, voltage multipliers, linear regulators, uninterruptible power supply systems, power factor correction etc.
- **Busbars, Cables & Cable Management** – used for current distribution - typically copper or aluminium strips; insulated copper/tin/gold/silver wire; ribbon cable, shielded/multicore etc cable; optical fibre; trunking, trays, ties, racks etc.
- **Enclosures** – wall, floor, panel or desk mounted pre-manufactured or custom made enclosures typically of aluminium, ABS, noryl, GRP, polyester and polycarbonate rated up to IP67.
- **HMI** – Human-machine interface products providing input/output communication between the operator & the panel. Including alphanumeric, remote/web, dedicated terminal, semi graphic displays, touchscreens, displays, text & voice input panels etc.
- **Other** – labour, fans, heat exchangers, lighting, security, fixings, labeling, etc.

The market is valued at 'Panel Builder Selling Prices' (PBSP) and we have sought to exclude any import / distribution costs, VAT and other applicable taxes, rebates, grants or other income not relating specifically to the sale of panels. As illustrated above, there are a large number of products and components within the panel builders market and inevitably there is a degree of overlap between the sectors. As such, the figures contained within this report should be regarded as estimates.

The report excludes any domestic applications and provides market size by value as well as illustrating key trends & panel builder market share for:-

- **Infrastructure**
- **Factories**
- **Warehouses**
- **Oil, Steel & Coal,**
- **Education,**
- **Health,**
- **Offices,**
- **Entertainment / Leisure**
- **Garages / Shops**
- **Agriculture**

This second edition report represents a comprehensive overview of the panel builders market in 2016 and is the only 'off the shelf' report available for less than £600 which specifically reviews the UK panel builders market incorporating both qualitative and quantitative research input.

The methodology for this report included analysis of sales, profit and financial data from more than 120 key players in the industry coupled with primary research information from Government sources, manufacturers, panel builders, contractors and other trade sources through telephone and other media. This was supported by secondary research from trade journals, company reports, Companies House, Government statistics, trade associations, company websites and existing knowledge in this sector.

The UK panel builders market is currently estimated to be worth some