



# **Timber Frame Construction Market *Research & Analysis* UK 2016**

## **Report Sample**

*Text, Charts & Figures Censored For Sample Purposes*

**Timber Frame Housebuilding Market & Non-Domestic Timber Frame  
Construction Market Size & Industry Review 2010-2016; SWOT & PEST Analysis,  
Product Mix & Key Trends 2010-2020; Timber Frame Suppliers Profiles & Key  
Financials; Market Forecasts to 2020**

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### **Estimates Provided**

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# 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, SWOT, key trends, end use sector mix & trends, key market influences and future prospects for the market. In addition, rankings by turnover, profit, assets 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.

Based on statistically relevant 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 & volume** growth a ten-year period. Based on quantitative data as well as the usual 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 & End Use Sector Mix – Current & Future**

This report identifies the key product sectors & end use applications in the market and provides historical, current and forecast market growth 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 performance.

- **Industry Structure Analysis**

The report identifies the key characteristics of the structure of the industry, analysed by turnover, profit, assets, credit rating, performance growth over the last 12 months, age of companies, employee bands and geographical share by UK region. This analysis enables the reader to identify the key driving forces behind current market demand and adapt business tactics accordingly. Based on quantitative, statistically valid research, 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 profit. 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 and profit 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 company profile including 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 and historical financial performance of a competitor or potential client.

- **Relevant Research, 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. Timber Frame Market By Volume & Value 2016-2020

### 2.1 Timber Frame Construction Market Definition

The UK Timber Frame Construction Market is defined as consisting of a range of structural building products manufactured primarily from softwood designed for both the domestic and non-domestic sectors. More specifically, 'timber frame' within the definition of the 'market' includes:-

- **Post & Beam** – The most traditional style of home building, this technology employs vertical and horizontal timber posts, beams or 'lintels' used as primary structural components in buildings, constructed in layers with independent floors.
- **Open Panel** – Prefabricated, structurally load bearing timber frames manufactured 'offsite' in a factory, with the internal face of the wall left unfinished in order for insulation, services and linings to be installed onsite before closing with plasterboard.
- **Closed Panel** – Timber frame load bearing panels manufactured to a much greater level 'offsite', with insulation, windows, doors and service channels pre-installed. Closed panels are extremely air tight and combined with triple glazing and high levels of in-built insulation.
- **Volumetric** – three-dimensional units composed primarily of timber, manufactured in factory conditions that enclose usable space and are then delivered and installed within or onto a building or structure. Generally fully finished internally.
- **Hybrid** – Volumetric, semi-volumetric or panellised systems produced offsite and consisting of a combination of timber and other material such as steel, SIPs etc, but manufactured primarily from timber.
- **SIPS** – structural insulated panels – manufactured in factory conditions, a layer of rigid insulating foam is 'sandwiched' between layers of oriented-strand board (OSB), generally with an interior finish, such as gypsum board or tongue-and-groove paneling. Structural integrity of the SIP depends upon the glue bonds between the skins and the core and the durability and structural reliability of the core material.

All prices in this report are measured at manufacturers selling prices (msp) excluding any installation / labour costs, value added, import or other taxes and delivery charges. The market definition specifically excludes sales of additional fittings (e.g. sanitaryware, kitchens etc) included in volumetric / pod units etc., but does include doors and windows, wiring, ducting, pipework etc where these are an integral part of the timber frame system. The report focuses only on new products supplied for use within the United Kingdom for the application within the domestic (i.e. housebuilding) and non-domestic construction sectors.

The methodology for this report is based on the last 3 years of financial data from more than 80% of the UK industry by value (99 companies), coupled with a wide range of additional sources from timber frame manufacturers & contractors, trade associations, company websites, Companies House, various HM Government departments, HM Customs & Excise, trade journals, credit reference agencies, industry commentators and our own experience of researching this market for more than a decade.



## 2.2 Timber Frame Construction Market Executive Summary

Timber frame construction encompasses a wide range of products within both the domestic and non-domestic sectors with just lorem sample dipsum xx,xxx units likely to be started in xxxx. To xxxx 2016, timber frame construction is estimated to have sample lorem n by around x% in volume terms in the last xx months. This sample lorem sample lorem is primarily as a result of sample lorem lorem sample dipsum in the housebuilding sector, coupled with a relatively fast sample lorem in the wider new build domestic sector follorem sample dipsum ing sample lorem s in xxxx.

In xxxx, the market is forecast to reach just lorem sample dipsum £xxx million at manufacturers selling prices by year end, reflecting an sample lorem in market value of around xx% in current price terms. Sales of timber frame buildings are likely to sample lorem by around x.x% in constant price terms, stimulated by volume sample lorem in a number of key end use sectors. Ongoing lorem sample dipsum sample lorem in the UK housebuilding sector is likely to offer sample lorem levels of stimulus for the market, though a general sample lorem in housebuilding activity from a historically lorem sample dipsum base is the primary reason for double digit sample lorem estimates in xxxx. By xxxx, our forecasts are for the market to reach just lorem sample dipsum £xxx million in constant price terms, reflecting sample lorem of just under xx% in the next x years.

Domestic applications account for xxxx lorem sample dipsum of the UK timber frame market in xxxx, with xx,xxx dwelling units forecast to be started to year end December xxxx. Non-domestic applications are set to sample lorem in xxxx as business sample lorem and xxxxx xxxxxx levels xxxx to more sample lorem levels follorem sample dipsum ing a sustained period of lorem sample dipsum . With some 'pent-up demand' indicated to be evident in the lorem sample dipsum end use sectors, non-domestic timber frame starts are expected to reach just under x,xxx in xxxx.

The xxxxx panel timber frame sector is estimated to account for xxxxxxxx xxxxxx in xxxx accounting for around xx% and sales of just lorem sample dipsum £xxx million. The xxxxx largest sector is accounted for by the xxxxx sample dipsum d panel sector, representing just under xx% of all timber frame construction and reflecting a total market value of around £xx million. Structural insulated panels (SIPs) are also a significant contributor to the UK timber frame construction market in xxxx, with sales of these products currently estimated at just lorem sample dipsum £xx million.

Timber frame construction is part of the wider UK MMC (modern methods of construction) market which is currently worth just under £x.x billion at manufacturers selling prices. This is a lorem sample dipsum market and one which has experienced lorem sample dipsum sample lorem in the last few years, as sample lorem has come under increasing lorem sample dipsum across the construction industry, resulting in increasing efforts to reduce on-site labour costs and sample lorem build efficiencies. In late xxxx, the economy appears to be exhibiting more sample lorem performance with the Bank of England xxxxx GDP forecasts in xxxxxxxx xxxx to x.x% , in turn sample lorem business sample

lorem and capital expenditure. In addition, a number of glorem sample dipsum nment initiatives are sample lorem the mortgage and housebuilding market and this is supporting organic volume sample lorem for MMC applications. These issues, coupled with a number of micro-market influences are likely to offer xxxxxx sector in the near term, with sales forecast to sample lorem by around x% by year end. This rate of sample lorem is likely to strengthen further in xxx, with sales reaching £x.xx billion by year end December xxx.

The non-domestic timber frame sector currently accounts for just under £xx million reflecting a lorem sample dipsum of around xx% of the total UK timber frame construction market in value terms. Whilst non-domestic applications remain in the xxx, this sector has continued to exhibit xxxxxxxx performance in the last x years, though the industry experienced x years of sample lorem s between xxx and xxx resulting in the market xxxxxxxx by almost £xx million, underlining the xxxxxxxx conditions in recent years.

Within the 'domestic' housebuilding sector, the level of lorem sample dipsum all starts sample lorem d in xxx and xxx, resulting in increasingly lorem sample dipsum market conditions for timber frame suppliers. Whilst timber frame continued to xxxxx lorem sample dipsum of the lorem sample dipsum all housebuilding market, offsetting these sample lorem ions to some extent, the sector experienced a sample lorem in xxx in both value and volume terms. This scenario is now xxxxx in xxx, with xxxxxx sample lorem expressed by housebuilders which in turn xxxxx xxxxxxxx in the timber frame market.

Just under xx% of timber frame suppliers are regarded as having either a 'good' or 'excellent' credit rating in xxx, representing a xxxxxxxxxx of the market than the xx% from our last review of the market in early xxx. However xx% of timber frame suppliers are regarded as having a 'fair' credit rating, with this having sample lorem d slightly in the last xx months. Our analysis of the credit ratings suggest that most companies active in the industry have xxxxxx sheets and sample lorem xxxxxx of lorem sample dipsum, despite xxx xxxxxxxx on sample lorem and lorem sample dipsum er sales in the last couple of years. At present, around xx% of the industry is viewed as xxxxxx rating, up slightly from x% in xxx, with a further x% of the industry regarded as being at immediate risk of failure in late xxx.

Follore sample dipsum ing on from volume sample lorem of around xx% in xxx, our forecasts are for xxx to experience sample lorem in value of around x%, reflecting a relatively xxxxxxxxx trading conditions in recent years. Whilst these sample lorem rate forecasts are undoubtedly sample lorem, it should be noted that activity sample lorem d by more than xx% in xxx and xxx and so the market xxxxxxxx pre-recession levels of activity xxxxxxxx xxx at the xxxxxxx.

In lorem sample dipsum all terms, our forecasts are for timber frame construction to sample lorem by just lorem sample dipsum xx% in the next x years in volume terms, with value sample lorem of just lorem sample dipsum xx% forecast lorem sample dipsum the same period. By xxx, our forecasts

## 2.3 Timber Frame Construction Market by Volume 2016-2020

The UK timber frame construction market encompasses a wide range of products within both the domestic and non-domestic sectors with just under xx,xxx units forecast starts in xxxx as illustrated in the following chart:-

**Figure 1: Timber Frame Construction Market – UK 2010-2020 By Volume**

**Source: MTW Research / Trade Estimates**

As illustrated above, activity in the timber frame construction market has experienced particularly lorem sample dipsum trading conditions in recent years, with sample lorem s in xxxx and xxxx of xx% and xx% respectively as the xxxxxxx' and subsequent xxxxxxxxx resulted in a lorem sample dipsum sample lorem in construction activity across both domestic and non-domestic new build sectors. Whilst the market experienced a xxxxxx sample lorem in xxxx and xxxx, sample lorem was not particularly significant and sample lorem continued to xxx xxxxxx increasing lorem sample dipsum across the industry as lorem sample dipsum -supply in the market continued to sustain lorem sample dipsum lorem sample dipsum .

Trade sources indicate that market conditions xxxxxx lorem sample dipsum d in Hx xxxx, with lorem sample dipsum levels of confidence lorem sample dipsum more tangible levels of demand lorem sample dipsum across both the domestic housebuilding and lorem sample dipsum construction sectors. This lorem sample dipsum level of confidence strengthened in Hx xxxx, with increasingly lorem sample dipsum economic indicators such as declining xxxxxxx and lorem sample dipsum GDP, coupled with inflation slorem sample dipsum ly coming under control.

Within the non-domestic construction market, sources suggest that there is an element of xxxxxxx follorem sample dipsum ing a sustained period of lorem sample dipsum by companies who have focused on lorem sample dipsum ing cash xxxxxx and xxxxx capital expenditure in order to lorem sample dipsum lorem sample dipsum . This lorem sample dipsum demand should feed through into lorem sample dipsum levels of activity in the medium term, with some sources already indicating an xxxxxx in new orders as a result of this trend.

## 2.5 Timber Frame Share by Domestic & Non-Domestic 2010, 2016 & 2020

The timber frame construction market can be further segmented into x distinct categories which are referred to in the report as 'domestic' and 'non-domestic'. The definitions of these x categories are more specifically defined as follows:

- **Domestic Timber Frame Construction** – Construction of complete residential dwelling structures comprising mainly of timber frame technology for domestic household use, including houses, bungalows, flats/apartments etc, excluding extensions to existing dwellings. Including both private sector dwellings & social housing applications.
- **Non Domestic Timber Frame Construction** – Construction of new buildings for purposes other than habitation. Key sectors segmented & quantified in this report include Education, Health, Offices / Retail / Leisure, Industrial, Infrastructure and other miscellaneous non-domestic sectors.

### 2.5.1 Volume Shares for Domestic & Non-Domestic Timber Frame 2010, 2016 & 2020

The following pie chart illustrates our estimates of the mix **by volume** between domestic and non-domestic applications in xxxx:-

**Figure 4: Volume Share by Domestic & Non-Domestic Timber Frame Construction 2016**

**Source: MTW Research / Trade Sources**

As illustrated, domestic applications continue to account for the majority of the UK timber frame market in xxxx, with an estimated xx,xxx units forecast to be started to year end December xxxx. xxxx applications are also set to increase in the near term as an element of demand coupled with levels of business confidence and expenditure support in the sector. By the end of xxxx, therefore our estimates are that just under x,5xx non-domestic timber frame buildings will have been started.

In order to provide an historical perspective, the following pie chart illustrates our estimates of the mix between domestic and non-domestic applications in xxxx:-

## 2.6 Timber Frame Share by Product Type 2010, 2016 & 2020 by Value

### 2.6.1 Share by Post & Beam, Open Panel, Closed Panel, Volumetric, Hybrid & SIPS

There are x principal building technologies in the UK timber frame industry in xxxx, including:-

- **Post & Beam** – The most traditional style of home building, this technology employs vertical and horizontal timber posts, beams or 'lintels' used as primary xxxx xxxx in buildings, constructed in layers with xxxxxx xxxxxxxx.
- **Open Panel** – Prefabricated, structurally load bearing timber frames manufactured 'offsite' in a factory, with the internal face of the wall left unfinished in order for xxxx, services and linings to be installed xxxxxx before closing with xxxx.
- **Closed Panel;** – Timber frame load bearing panels manufactured to a much greater level 'offsite', with insulation, windows, doors and service channels pre-installed. Closed panel are extremely air tight and combined with triple glazing and high levels of in-built insulation, very lorem sample dipsum U-values are achievable.
- **Volumetric** – three-dimensional units composed primarily of timber, manufactured in factory conditions that enclorem sample dipsum usable space and are then delivered and installed within or onto a building or structure. Generally fully finished internally.
- **Hybrid** – Volumetric, semi-volumetric or panellised systems produced offsite and consisting of a combination of timber and other material such as steel, SIPs etc, but manufactured primarily from timber.
- **SIPS** – structural insulated panels – manufactured in factory conditions, a layer of rigid insulating foam is 'sandwiched' between layers of oriented-strand board (OSB), generally with an interior finish, such as xxxxx board or tongue-and-groove panelling. xxxxxx integrity of the SIP depends upon xxxxxxxx between the xxxxxx and the core and the xxxxxx and structural xxxx of the core material.

The following chart illustrates our estimates of the mix by key product sector in 2016 by value:-

**Figure 10: Value Share by Timber Frame Product Type in 2016**

**Source: MTW Research / Trade Sources**

As illustrated above,

## **2.7 UK MMC Market 2010-2020 by Value 2010-2020**

### **2.7.1 UK MMC (Modern Methods of Construction) Market Definition**

The UK MMC (Modern Methods of Construction) market is defined as consisting primarily of the following key building technologies:-

- **OSM (Off Site Manufacture) Volumetric** (all materials) – manufactured offsite, prefabricated 3 dimensional units which are fully fitted out with services etc before being transported to site and stacked onto prepared foundations to form dwellings or non-domestic buildings.
- **OSM Panelised** (all materials) – flat panel units (closed, open, SIPS), which are prefabricated in factory conditions before transportation to site and erection into a three dimensional structure.
- **OSM Hybrid** (all materials) – manufactured in factory conditions to incorporate elements of both volumetric and panelised building technologies.
- **OSM Sub-assemblies & Components** – larger components, pods etc which are produced off site and then incorporated into either conventionally built or MMC buildings.
- **Non OSM MMC** – Innovative methods of construction used on-site and the use of more conventional components in an innovative way.

The MMC market

## 2.7.2 UK MMC Market Size by Value 2010-2020

The following chart illustrates our estimates of the UK MMC market by value since 2010, with forecasts to 2020:-

**Figure 13: UK MMC Construction Market By Value 2010-2020 £M**

**Source: MTW Research / Trade Estimates**

There are a number of

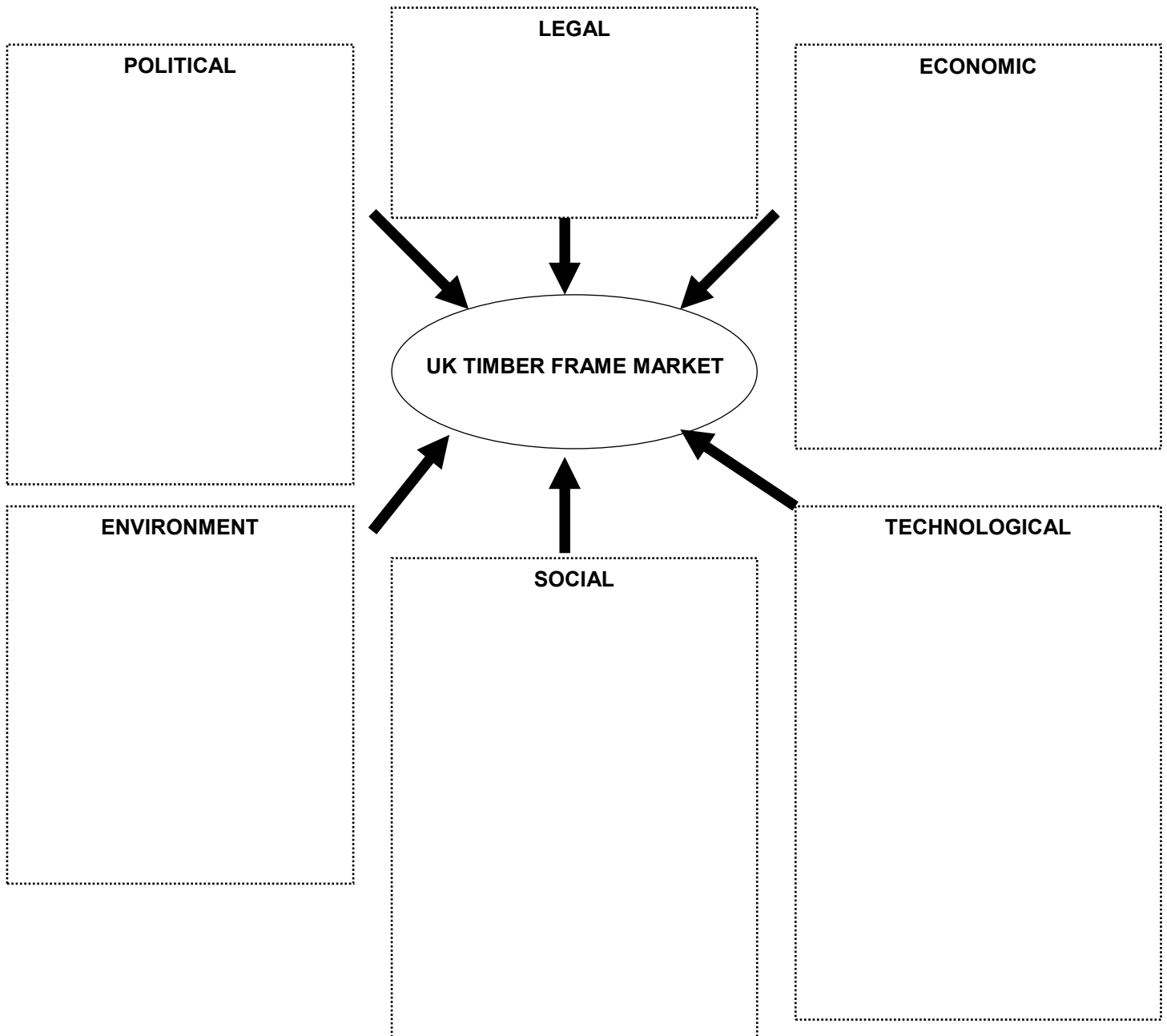


## 2.8 Timber Frame Construction Key Market Influences

### 2.8.1 PEST Analysis – Illustration of Key Market Influences on Timber Frame

There are a large number of macro market issues and trends which directly or indirectly influence the UK timber frame construction market. These issues typically relate to political, legal, economic, environmental, social and technological factors. The following diagram provides a brief view of some of these key issues which are currently impacting the market at present and those which may stimulate or dampen market lorem sample dipsum in the future:-

**Figure 15: PEST Analysis for UK Timber Frame Market in 2016**



**Source: MTW Research Strategic Review 2016**

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.