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Timber Frame Construction Market *Research & Analysis* UK 2018

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Timber Frame Housebuilding Market & Non-Domestic Timber Frame Construction Market Size & Industry Review 2012-2018; SWOT & PEST Analysis, Product Mix & Key Trends 2012-2022; Timber Frame Suppliers Profiles & Key Financials; Market Forecasts to 2022

5th Edition

June 2018

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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 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** over 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 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.

- **Industry Structure Analysis**

The report identifies the key characteristics of the structure of the industry, analysed by turnover bands, credit rating, performance 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 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 & 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 health 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.

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2. Timber Frame Market By Volume & Value 2018-2022

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, very low U-values are achievable.
- **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 (100+ 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 these markets for more than a decade.

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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 under xxxx units likely to be started in 2018. By December 2018, timber frame construction is estimated to xxx by just over xx% in volume terms in xx months. This xxx is attributed to xxxxxx xxxxxxxx and xxxxxxxx activity in the xxxxxxxx sector, with the non-domestic xxxxxxxx having experienced xxxxxxxx xxxxxxxx growth in the last couple of years.

In 2018, the market is estimated at just over £xx million at manufacturers selling prices by year end, reflecting xxxxxxxx xxxxxxxx xxxxxxxx value of just under x% in current price terms. Sales of timber frame buildings are likely to xxxxxxxx by around x% in constant price terms, xxxxxxxx by xxxxxxxx levels of xxxxxxxx and sustained xxxxxxxx xxxxxxxx by the timber frame market therein. Ongoing xxxxxxxx in the UK xxxxxxxx sector is set to continue to xxxxxxxx xxxxxxxx for xxxxxxxx market xxxxxxxx in the medium to longer term. By 2022, our forecasts are for the total timber frame construction market to xxxxxxxx £xvxx million in current price terms, reflecting xxxxxxxx of x% in the next 4 years.

Domestic applications account for xxxxxxxx and, in the last couple of years, xxxxxxxx xxxxxxxx of the timber frame construction market. To year end December 2018, an estimated xxx,000 timber frame homes will be started, accounting for almost xx% of timber frame construction. xxxxxxxx non domestic timber frame buildings xxxxxxxx xxxxxxxx xxxxxxxx with MMC (Modern Methods of Construction) and Off Site Manufacturing (OSM), this sector xxxxxxxx xxxxxxxx recently due to a xxxxxxxx in overall xxxxxxxx xxxxxxxx activity. Growth in xxxxxxxx xxxxxxxx investment in xxxxxxxx, xxxxxxxx, xxxxxxxx and xxxxxxxx sectors have also xxxxxxxx xxxxxxxx, in turn further xxxxxxxx opportunities for xxxxxxxx growth in the non-domestic timber frame sector.

Public sector capital investment xxxxxxxx xxxxxxxx confidence to xxxxxxxx xxxxxxxx the market and overall volumes remain xxxxxxxx xxxxxxxx xxxxxxxx the domestic timber frame market. xxxxxxxx given a continuation of growth in xxxxxxxx xxxxxxxx, our estimates are for non-domestic timber frame starts to reach just over xx units in 2018. Recent suggestions of an xxxxxxxx xxxxxxxx xxxxxxxx measures and xxxxxxxx xxxxxxxx period to the end of 2020 and possibly beyond may also xxxxxxxx xxxxxxxx xxxxxxxx xxxxxxxx for the market in the near term.

The open panel timber frame sector is estimated to account for

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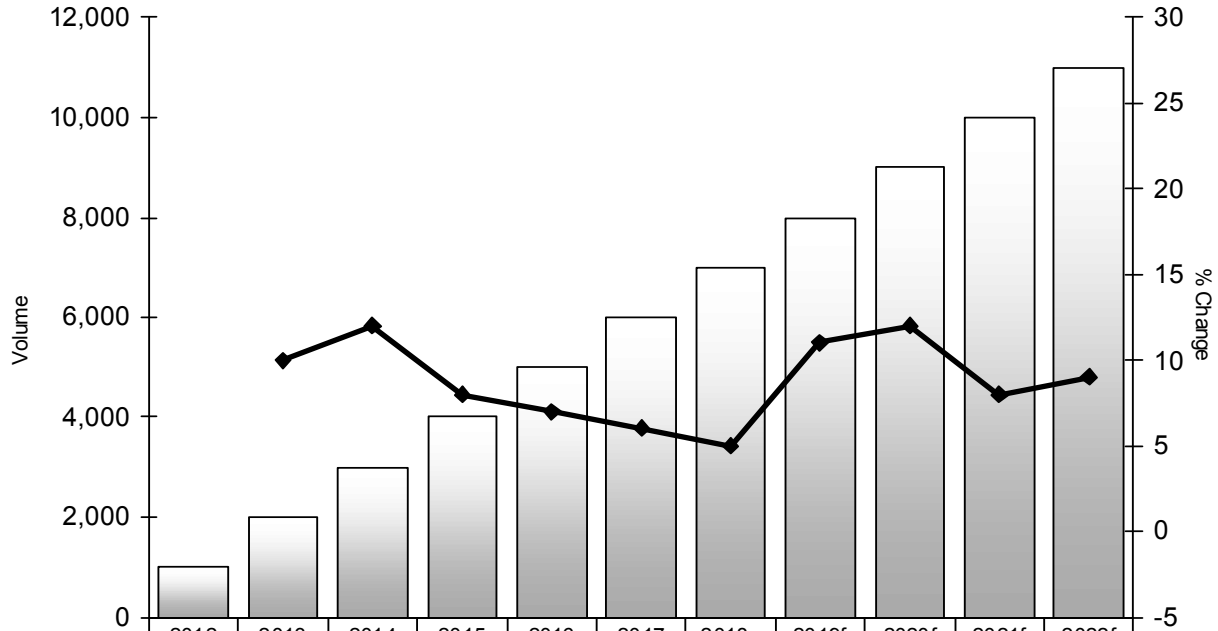
2.3 Timber Frame Construction Market by Volume 2018-2022

The UK timber frame construction market encompasses a wide range of products within both the domestic and non-domestic sectors with just under 61,000 forecast starts in 2018 as illustrated in the following chart (figures changed for sample):-

Figure 1: Timber Frame Construction Market – UK 2012-2022 By Volume



	2012	2013	2014	2015	2016	2017	2018e	2019f	2020f	2021f	2022f
Volume	1,000	2,000	3,000	4,000	5,000	6,000	7,000	8,000	9,000	10,000	11,000
% Change		10	12	8	7	6	5	11	12	8	9

Source: MTW Research / Trade Estimates

Following xxxx of around 40% in xxx and xxx, the market returned to xxxx in xxx, with xxx rates of performance exhibited across the domestic and non-domestic sectors between xxx and xxx.

xxxxxx non-domestic activity xxx during 2017 and 2018, the 'xxxxx housebuilding sector continued to exhibit xxxxxx xxxxxx, xxxxxx xxxxxx the overall timber frame construction market. Between 2012 and 2018, the overall market xxxxxx by some x%, with total units xxxxxx by almost xxxxx in 6 years.

The commercial sector has xxxxxx xxxxxx xxxxxx of the overall timber frame construction market in the last couple of years, as xxxxxx xxxxxx and investment activity xxxxxx xxxxxx in xxxxxx to Brexit and xxxxxx xxxxxx xxxxxx. xxxxxx, current indications are that xxxxxx xxxxxx xxxxxx Brexit will likely result in a xxxxxx xxxxxx xxxxxx xxxxxx 2020, xxxxxx xxxxxx xxxxxx for the market in the near term.

To year end December 2018 total timber frame sales will reach some xxx units reflecting annual xxxxxx of around x%. This continued, albeit xxxxxx xxxxxx xxxxxx in the market is likely to xxxxxx xxxxxx xxxxxx medium to long term, xxxxxx xxxxxx by the xxxxxx xxxxxx housebuilding sector and xxxxxx xxxxxx,

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whilst some elements of xxxxxx xxxxxx construction exhibit some modest xxxxxx.

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2.4 Timber Frame Construction Market By Value 2012-2022

2.4.1 Timber Frame Construction Market by Value 2012-2022 Current Prices

The following chart illustrates our estimates of the value of the overall timber frame construction market in current prices since 2012, with forecasts to 2022:-

Figure 2: Timber Frame Construction Market – UK 2012-2022 By Value

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Source: MTW Research / Trade Estimates

As illustrated above, the market is currently valued at

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The timber frame construction market can be further segmented into 2 distinct categories which are referred to in the report as 'domestic' and 'non-domestic'. The definitions of these 2 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 2012, 2018 & 2022

The following chart illustrates our estimates of the mix **by volume** between domestic and non-domestic applications in 2018:-

Figure 4: Volume Share by Domestic & Non-Domestic Timber Frame Construction 2018

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Source: MTW Research / Trade Sources

As illustrated, domestic applications account for

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2.6 Timber Frame Share by Product Type 2012, 2018 & 2022 by Value

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

There are 6 principal building technologies in the UK timber frame industry in 2018, including:-

- **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, very low U-values are achievable.
- **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 panelling. 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.

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The following chart illustrates our estimates of the mix by key product sector in 2018 by value:-

Figure 10: Value Share by Timber Frame Product Type in 2018

Redacted for Sample Purposes

Source: MTW Research / Trade Sources

As illustrated above, open panel timber frame is estimated to account for the

2.7 UK MMC Market 2009-2019 by Value 2012-2022

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 has benefited in recent years from the development of new building technologies alongside the use of existing products in new ways. Demand has continued to

2.7.2 UK MMC Market Size by Value 2012-2022

The following chart illustrates our estimates of the UK MMC market by value since 2012, with forecasts to 2022:-

Figure 13: UK MMC Construction Market By Value 2012-2022 £M

Redacted for Sample Purposes

Source: MTW Research / Trade Estimates

There are a number of

2.7.3 Key Market Influences for UK MMC Market in 2018 & Beyond

There are a number of key market drivers for the UK MMC industry in 2018, including:-

- Relatively xxx xxxxxx xxxxx xxxxx
- Recent xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Focus shifting away from xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Growth in xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Longer term volume growth in xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Lower levels of growth in xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Low xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Public xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Technological xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Sustained commitment to xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Focus on xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Growth in the use of xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Need for greater xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Rising xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx
- Health xxx xxxxxx xxxxx xxxxx
- Wide availability of xxx xxxxxx xxxxx xxxxx
- Growth in the ‘xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx xxx xxxxxx xxxxx xxxxx

2.7.4 Share by Key End Use Sectors for Modern Methods of Construction

Given the particularly wide range of products within the market, there are a wide range of end use application sectors for MMC across both the public and private construction markets. However, there are some sectors which are indicated to have provided higher levels of stimulus in terms of growth in recent years. These key end use sectors include:-

- **Private & Public Sector Dwellings** – including park & leisure homes, housing association new build, key worker accommodation, student accommodation, MoD living accommodation, new build private sector housing (particularly for timber frame)
- **Public Sector Education Facilities** – including new build schools & extensions, nursery buildings, higher education seminar & tutorial facilities.
- **Public & Private Sector Health Facilities** – nursing / care homes new build & extensions, new build GP surgeries, health/treatment centres, general hospital new build & specialist health facilities such as ward extensions, operating theatres etc.
- **Leisure Facilities** – including new build low-mid budget hotels, extensions on higher priced hotels, public & private sports facilities / fitness centres / gyms, large scale sports facilities (e.g. Olympic park etc)
- **Commercial Development** – large scale, new build commodity retail (ie supermarkets), new build office blocks, new build industrial units / estates, out of town retail parks / units.
- **Detention & Custodial** – new build & extensions to prisons / detention centres, new build immigration facilities, immigration accommodation.

Whilst there are a number other end use sectors which drive demand, the above are considered to represent the fastest growing demand areas in recent years and are generally regarded as primary areas for future growth in the MMC sector.

The following chart illustrates our estimates of the breakdown by value for the key end use sectors in terms of MMC technology applications in 2018:-

Figure 14: Modern Methods of Construction – Share by Key End Use Sector 2018

Sample

Source: MTW Research / Trade Sources

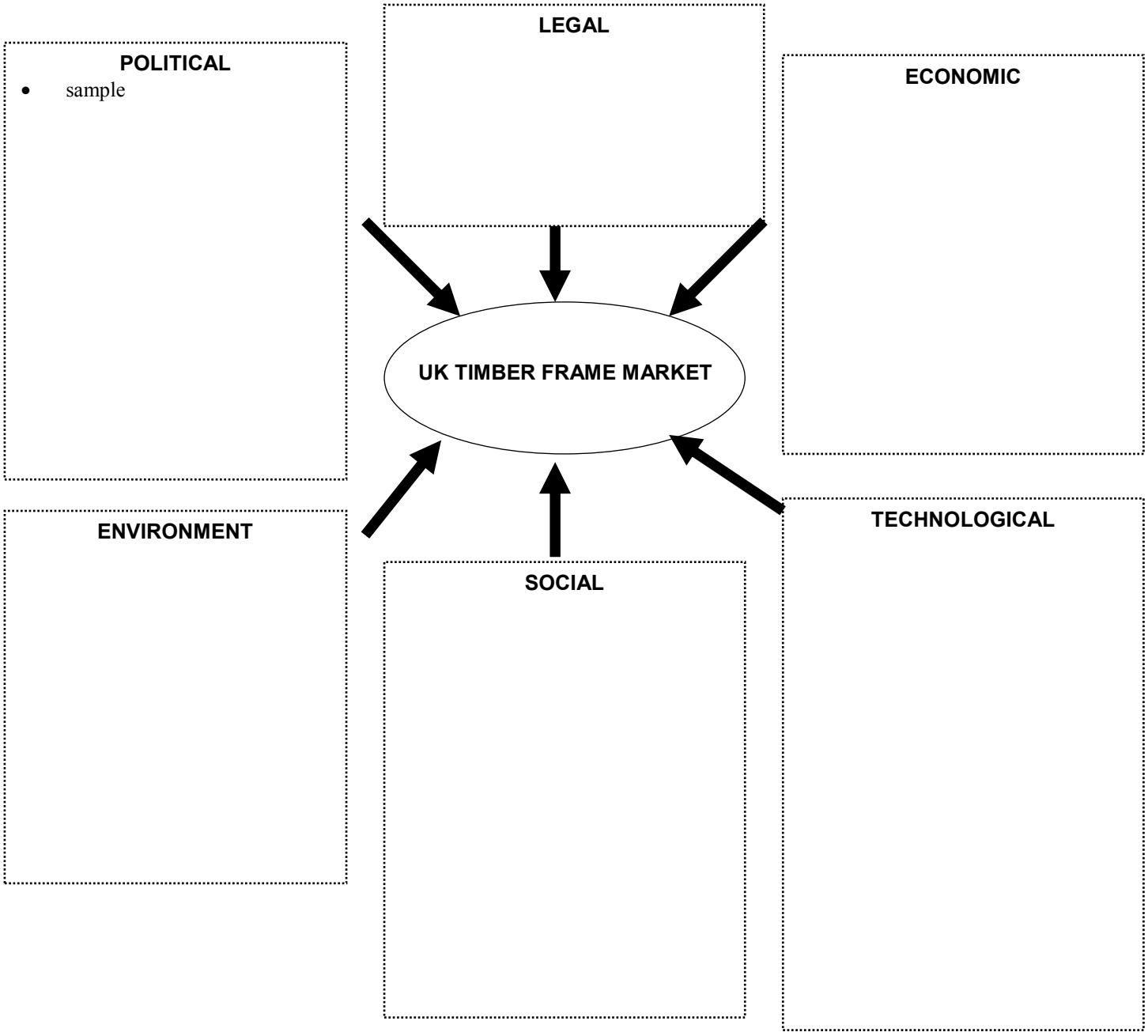
As the above chart illustrates, leisure

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 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 15: PEST Analysis for UK Timber Frame 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.

2.8.9 Buying & Specification Issues for MMC & Timber Frame Construction

There are a wide range of macro and micro market issues which will influence the decision to specify timber frame buildings or incorporate an MMC technology into the building design. Some of these issues which are positively influencing the specification of MMC and timber frame buildings include:-

- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx

- xxx xxxxxx xxxxx xxxxx
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- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx
- xxx xxxxxx xxxxx xxxxx

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2.9 Timber Frame Market SWOT Analysis – Strengths, Weaknesses, Opportunities, Threats

Following a strategic review of the UK timber frame market, the following table identifies some of the key strengths & weaknesses evident in the market at present:-

Figure 31: Key Strengths & Weaknesses in the Timber Frame Market 2018-2022

STRENGTHS	WEAKNESSES
• Sample xxx xxxxxx xxxxx xxxxx •	• Sample xxx xxxxxx xxxxx xxxxx • xxx xxxxxx xxxxx xxxxx

Key opportunities and threats evident in the market at present include:-

Figure 32: Key Opportunities & Threats in the Timber Frame Market 2018-2022

OPPORTUNITIES	THREATS
• Sample xxx xxxxxx xxxxx xxxxx •	• Sample xxx xxxxxx xxxxx xxxxx •

Source: MTW Research Strategic Review 2018

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3. Timber Frame Housebuilding Market 2018-2022

The UK timber frame housebuilding market consists of a relatively wide range of products designed for use within the UK residential new build market. Principally, these products include:-

- **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, very low U-values are achievable.
- **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 panelling. 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.

The market can be further segmented by the following key tenures:-

- **Private New Build -** Constructed either in part or wholly by commercial contractor / housebuilder / timber frame suppliers which are then either sold as owner occupier properties or rented privately.
- **Social New Build –** Constructed either in part or wholly by private housebuilders / contractors / timber frame suppliers but commissioned & funded in part or wholly by social housing providers for affordable housing, social rent or outright purchase.
- **Self Build –** Commissioned by the future homeowner or social housing enterprise and either constructed by the housebuilder / timber frame suppliers, a separate contractor, the self builder or a combination of these.

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3.1 UK Timber Frame Housebuilding Market by Volume 2012-2022

The following chart illustrates the performance of the overall UK timber frame housebuilding market since 2012, with forecasts to 2022 in volume terms:-

Figure 33: UK Timber Frame Housing Starts UK 2012 – 2022 By Volume

Redacted for Sample

Source: MTW Research / Trade Estimates

The 'domestic' timber frame housebuilding market is currently estimated at just over xxxxx units in 2018, reflecting a xxxx sector which has experienced xxxxxx xxxxxx in recent years as a result of

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3.2 UK Timber Frame New Housing Market by Value 2012-2022

3.2.1 UK Timber Frame Housebuilding Market by Value Current Prices 2012-2022

The following chart illustrates the performance of the overall UK timber frame housebuilding market since 2012, with forecasts to 2022 in value terms at current prices:-

Figure 34: UK Timber Frame New Housing Market UK 2012 – 2022 By Value £M

Redacted For Sample

Source: MTW Research / Trade Estimates

As illustrated, the timber frame housing market is valued at just over

3.3 UK Timber Frame Housebuilding Market Share by Type by Value 2012, 2018, 2022

The following chart illustrates our estimates of the mix by type of timber frame new build home in 2018 in value terms:-

Figure 37: Timber Frame Housing Share by Type (Open, Closed Panel, SIPs etc) 2018

Source: MTW Research / Trade Estimates

As illustrated, the largest proportion of the UK timber frame housing market in 2018 is the xxxxxx sector which is currently estimated to account for around xxx% of the sector in value terms. Sales for this sector are currently valued at just over £xxxx million in 2018, reflecting a xxxxxxxxx sector – rising by around x% in 2018.

Closed panel timber frame housing

In order to provide some historical context, the following chart illustrates our estimates of the mix by product type in 2012:-

Figure 38: Timber Frame Housing Share by Type (Volumetric, Post & Beam, SIPs etc) 2012

Source: MTW Research / Trade Estimates

The above chart illustrates that

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3.11 Timber Frame Housing Volumes By Dwelling Type 2012-2022

3.11.1 Detached House Timber Frame Market By Volume 2012-2022

The following chart illustrates our estimates of the volumes of the UK detached house timber frame housing market since 2012, with forecasts to 2022:-

Figure 45: Detached House Timber Frame Housing Market by Volume 2012-2022

Sample

Source: MTW Research / Trade Estimates

Detached houses are currently estimated to account for

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3.12.2 Largest 250 English Housing Associations

The following table details the 250 largest housing associations in England:-

Figure 52: Top 250 Housing Associations Ranked by Stock Managed – England 2018

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64.		65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127.	

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The above providers manage 1.77 million homes in England. Within the context of the overall market, a relatively small number of Housing Associations account for the majority of housing stock, with around 18% of the market accounting for over 90% of social housing stock in 2018.

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3.13 English Timber Frame Housebuilding Market by Volume 2012-2022

The following chart illustrates the performance of the overall English timber frame housebuilding market since 2012, with forecasts to 2022 in volume terms:-

4. Non-Domestic Timber Frame Construction Market 2018-2022

The non-domestic timber frame sector is currently estimated to be worth just under £xx million reflecting a share of around xx% of the entire UK timber frame construction market in value terms.

Non-domestic timber frame applications are indicated to xxxxxxxxxxxxx of the overall timber frame construction market in recent years xxxxxxxxxxxxxxxxxxxxx opportunities for growth evident xxxxx xxxx xxxxxxx key end use sectors in the xxxxxx term. Growth is xxxxxxxxxx

Within the context of this report, the non-domestic timber frame construction market is defined as consisting of timber frame applications within the following key end use sectors and market sizes from 2012 to 2022 are provided for each of the following:-

- **Infrastructure** – Public & private new build expenditure on buildings within the roads, rail, bridges, power / water services etc.
- **Education** – Public & private new build expenditure on school / college / FE & higher education buildings, student accommodation, sports / leisure facilities etc.
- **Health** – Public & private new build expenditure on hospitals, residential care / nursing homes, health centres, GP surgeries etc.
- **Commercial (inc. Offices/Leisure/Retail)** – Private & public new build activity on new build retail outlets, office accommodation, sports & leisure facilities, casinos / leisure complexes etc.
- **Industrial** – Private & public expenditure on new build factories, industrial units, process plants, warehousing & associated buildings etc.
- **Misc / Others** – Including, but not necessarily limited to, other public sector buildings, art galleries, museums etc

4.1 Non-Domestic Timber Frame Construction Market 2018-2022 by Volume

The following chart illustrates our estimates of the performance of the non-domestic timber frame market since 2012 with forecasts to 2022 in volume terms:-

Figure 58: Non-Domestic Timber Frame Construction Market UK 2012 – 2022 By Volume

4.3.2 Timber Frame Construction Share by End Use Sector 2012

In order to provide an historical context, the following chart illustrates our estimates of the non domestic timber frame construction market by key end use sector in 2012:-

Figure 64: Timber Frame Construction Market Share By End Use Sector 2012

Source: MTW Research / Trade Estimates

As illustrated above, the
Given a sustained recovery in the industrial sector, prospects appear reasonably positive in the warehousing, logistical and factory end use sectors. Sales of timber frame buildings are currently estimated to contribute approximately £2.4 million in 2018 with this set to increase to £3.5 million by 2022, reflecting an increase of more than 48% in the next four years.

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5. Timber Frame Manufacturers 1 Page Profiles

5.1 100+ Leading Timber Frame Suppliers 3 Year Financials, Turnover & Profit

The following section identifies some of the key UK key market players and provides a 1 page profile with key performance indicators for each. Whilst we endeavour to include all the major players, inclusion or otherwise in the following section does not necessarily indicate a company's relevance in the market.

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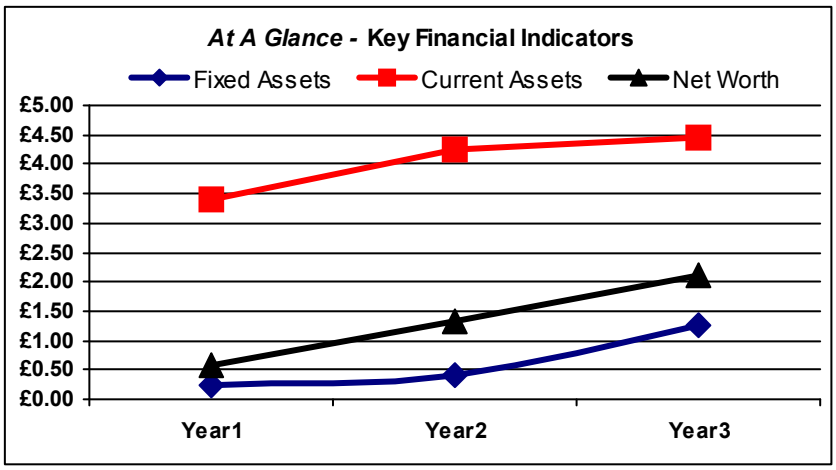
Sample Limited - Company Overview & *'At a Glance'*

Sample House
Sample Road
Sample Sample
Sample
Tel: Sample



Sample Limited is a private limited company, incorporated on 3rd January 2008. The company's main activities are recorded by Companies House as "Timber Frame Kit And Roof Truss Manufacture." In 2018, the company has an estimated 65 employees.

To year end December 2017, Sample Limited is estimated to have achieved a turnover of around £9 million. Pre-tax profit for the same period is estimated at around £1 million.

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

Company Name	Sample Limited
Brief Description of Activities	Timber Frame Kit And Roof Truss Manufacture.
Parent Company	Sample Limited
Ultimate Holding Company	Sample Limited
Estimated Number of Employees	65
Senior Decision Maker / Director	Sample

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

sample Limited - 3 Year Financials to Year End 31-Dec-16

Key Indicator £M	Year End 31-Dec-14 (Year1) £M	Year End 31-Dec-15 (Year2) £M	Year End 31-Dec-16 (Year3) £M
Fixed Assets	£0.25	£0.4	£1.26
Current Assets	£3.41	£4.26	£4.44
Current Liabilities	£1.22	£3.32	£3.59
Long Term Liabilities	£1.87	-	-
Net Worth	£0.57	£1.34	£2.11
Working Capital	£2.19	£0.94	£0.86
Profit per Employee	£0.004	£0.016	£0.015
Sales per Employee	£0.139	£0.145	£0.136

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6. Timber Frame Market Trends 2018-2022

6.1 Timber Frame Suppliers Market – Industry Structure

The following section reviews the timber frame suppliers market in 2018 in terms of industry structure based on industry financial sales data and provides key performance indicators for the UK timber frame suppliers industry.

6.1.1 Market Mix by Growth/Decline Over Last 12 Months

The following chart illustrates the share accounted for by the number of companies reporting either a rise, contraction or static sales during the last 12 months:-

Figure 168: Market Share by Timber Frame Suppliers Sales Growth / Decline 2018

6.3 Timber Frame Suppliers Ranking & Turnover Estimates

6.3.1 Timber Frame Suppliers Listing

The following identifies key market players active at present:-

Figure 182: Timber Frame Suppliers Company Listing 2018

Sample – call for Details of Companies included

Source: MTW Research / Trade Sources

The following section ranks the companies identified above by various key financial indicators. It should be noted that each company will have varying degrees of activity within this sector and will include an element of variation in terms of product and service portfolio. Whilst we endeavour to include all relevant companies, there may be some that are not included in this list for a number of reasons and as such the above should not be regarded as an exhaustive directory of UK timber frame suppliers.

Where possible, we have used the financial information reported by each company. However, for small and medium sized companies reporting obligations are less strict and these companies are not obliged to disclose turnover, profit before tax and other information such as number of employees etc.

Where this data does not exist, MTW have provided an estimate based on previous performance, industry averages, other financial indicators and background knowledge of the industry. Whilst we endeavour to attain high levels of accuracy, it should be borne in mind, therefore, that the rankings and other information provided within this report may contain an element of estimation.

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6.3.2 Timber Frame Suppliers Ranking By Turnover

The table illustrates our estimates of the turnover rank for each company:-

Figure 183: Timber Frame Suppliers Ranked By Turnover 2017

Source: MTW Research / Company Accounts

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6.3.3 Timber Frame Suppliers Turnover Estimates 2017

The following table illustrates the estimated turnover for each company for 2017 (Figures changed for sample):-

Figure 184: Timber Frame Suppliers Sales Estimates 2017 £M

Trading Name	2017 Turnover £M
	£500.0
	£300.0
	£170.0
	£130.0
	£55.0
	£33.0
	£32.0
	£30.0
	£25.0
	£22.0
	£22.0
	£20.0
	£20.0
	£19.0
	£19.0
	£16.0
	£16.0
	£15.0
	£14.0
	£14.0
	£11.0
	£10.0
	£10.0
	£10.0
	£9.0
	£8.0
	£8.0
	£7.0
	£7.0
	£7.0
	£7.0
	£7.0
	£6.0
	£6.0
	£6.0
	£6.0
	£6.0
	£6.0
	£5.0
	£5.0
	£5.0
	£5.0
	£5.0
	£5.0

Trading Name	2017 Turnover £M
	£4.5
	£4.5
	£4.5
	£4.1
	£4.0
	£4.0
	£3.8
	£3.5
	£3.3
	£3.2
	£3.2
	£3.0
	£3.0
	£2.8
	£2.2
	£2.0
	£2.0
	£2.0
	£2.0
	£2.0
	£2.0
	£2.0
	£2.0
	£1.6
	£1.5
	£1.5
	£1.2
	£1.1
	£1.1
	£1.1
	£1.0
	£1.0
	£1.0
	£1.0
	£1.0
	£1.0
	£1.0
	£1.0
	£0.8
	£0.7
	£0.7
	£0.6
	£0.6

© MTW Research 2018

£0.6	£0.1
£0.5	£0.1
£0.4	£0.1
£0.3	£0.1
£0.2	£0.1
£0.2	£0.1
£0.2	

Source: MTW Research / Company Accounts

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6.3.4 Timber Frame Suppliers Ranking by Profitability

The following table illustrates the profit ranking for each company in 2017:-

Figure 185: Timber Frame Suppliers Ranked By Profit 2017