

The Insight Data Fabricator & Installer

2013 Market Report

The comprehensive market report on the UK window, door and conservatory industry

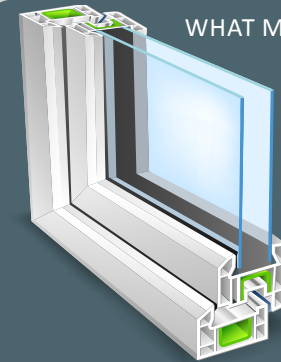


The number of window, door and conservatory companies has **RISEN** in the last 12 months

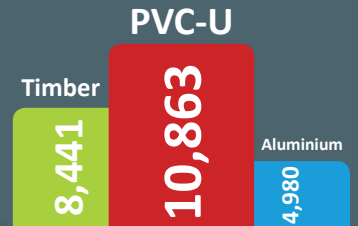
4,278* Window & Door Fabricators **12,498*** Window & Door Fabricators

15,137 FABRICATORS & INSTALLERS

*Note: the figures combined equate to more than the total number of installers because some companies fabricate AND install.

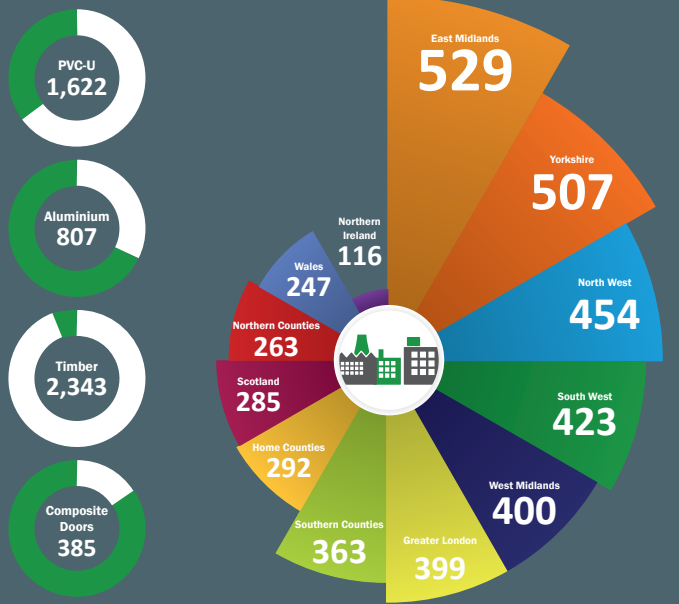


WHAT MATERIALS DO INSTALLERS OFFER?
(NUMBER OF INSTALLERS PER MATERIAL)

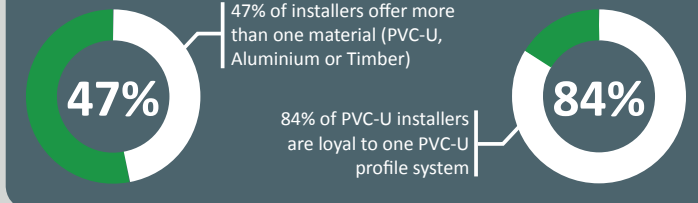
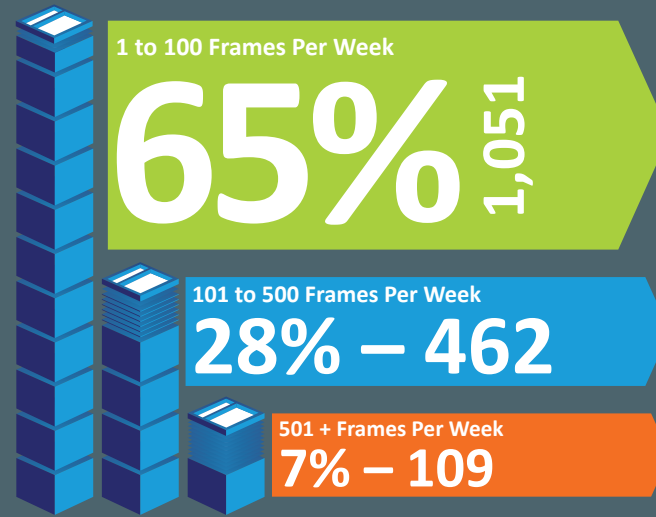


Note: the figures combined equate to more than the total number of installers because some installers offer more than one material.

NUMBER OF FABRICATORS PER REGION



NUMBER OF FABRICATORS IN EACH VOLUME BRACKET



THE BIG 3 FABRICATORS

ANGLIAN

Turnover UP to £280m. Steady profit for 4 years.

EVEREST

Turnover DOWN to £145m. £19m losses.

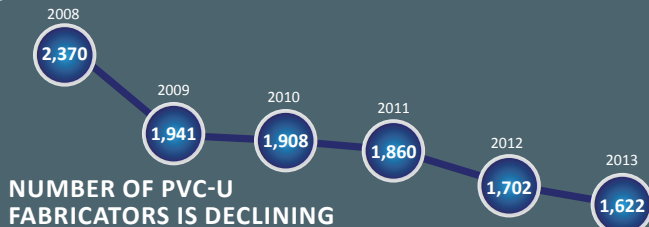
SAFESTYLE

Turnover UP to £110m. Highest net profit. (8.64% pre-tax profit)

Routes to MARKET

Trade counters/depots are one of the fastest growing sectors

3 new depots opening every week



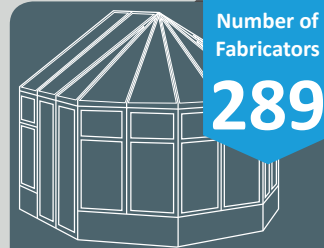
NUMBER OF PVC-U FABRICATORS IS DECLINING

But the number of frames per fabricator has increased

Fabricators are moving to ADDED VALUE PRODUCTS



283 PVC-U fabricators now manufacture **ALUMINIUM**



289 Number of Fabricators Aluminium/PVC-U Conservatory roof fabricators (down 50% in the last 5 years)

Threat or opportunity?

20,651

local builders now supply windows, doors and conservatories

