"building **excellence** in materials supply"

Plumbing & Heating Merchant Index

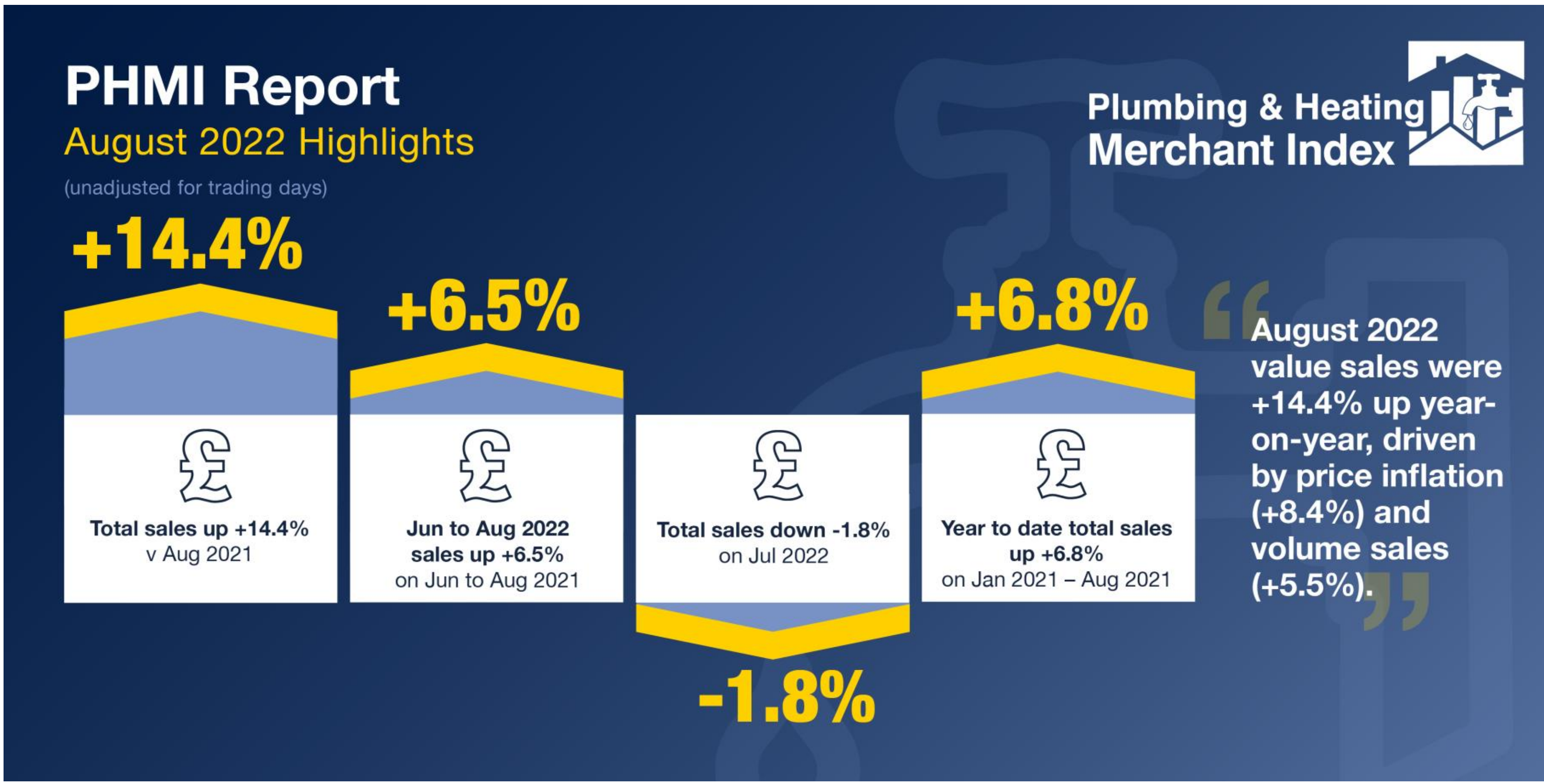
August 2022

(Published 20 October 2022)

A Builders Merchant Building Index Publication

Highlights:

Plumbing & Heating Merchants value sales in August 2022 were +14.4% higher than in August last year, driven by +8.4% price inflation and volume (+5.5%). Read the full Overview on page 5.



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Plumbing & Heating Merchant Index

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Introduction:

Plumbing & Heating Merchant Index

This Plumbing & Heating Merchant Index (PHMI) report contains data from GfK's ground-breaking Plumbing & Heating Merchants Panel, which analyses data from over 70% of Plumbing & Heating merchants' sales throughout Great Britain, accounting for about £3bn. There is no overlap or double counting between PHMI and Builders Merchant Building Index (BMBI).

GfK's Plumbing & Heating Point of Sale Tracking Data is a gold standard in reliable market trends. Unlike data from sources based on relatively small samples or estimates, or sales from suppliers to the supply chain, this up-to-date data is based on actual sales from specialist plumbing & heating merchants. It is, in effect, the market.

Currently, data is available by total monthly value sales and the series tracks what is happening in the plumbing and heating market month by month. PHMI Index data is calculated against the base period January 2019 to December 2019. This trend series gives the industry access to far more accurate insights than has been available.

MRA Research produces the Plumbing & Heating Merchant Index, a brand of the BMF (Builders Merchants Federation), to provide reliable data, and a platform and voice for this important industry and for leading plumbing and heating brands to communicate to the wider market.

PHMI Experts
Plumbing & Heating brands who are interested in becoming PHMI Experts, speaking for their markets and building their brands, should contact Ralph Sutcliffe: ralph@mra-research.co.uk

More data available
This PHMI report provides valuable top-level indices but there's considerably more data available. GfK insights go much deeper and can quantify market values and drill down into contributing categories, tracing product group performance, to focus on aspects that are critical to you.

GfK can produce like-for-like market comparability tailored to the requirements of an individual business. Merchants or suppliers who are interested in acquiring data or getting involved should contact Emile van der Ryst at emile.van-der-ryst@gfk.com.

Overview and Insights

Plumbing & Heating Merchant Index

August value sales up +14.4%, driven by +8.4% price inflation and volume (+5.5%)

August's total plumbing and heating value sales, from over 70% of specialist Plumbing & Heating Merchants throughout Great Britain, were +14.4% higher than in August last year. Volume sales were up by +5.5% with price inflation of +8.4%. With one more trading day this year like-for-like sales were +9.2% higher.

Value sales in August were -1.8% lower than in July, with one more trading day this month. Volume sales were flat at +0.3% and price was down -2.1%. Like-for-like sales were -6.2% lower.

August's PHMI index was 95.5, with one more trading day. Like-for-like index was 89.7.

Sales in the three months June to August 2022 were +6.5% higher compared to June to August 2021 with two less trading days. Volume sales were -2.3% lower and price up +9.0%. Like-for-like sales were +9.9% higher.

Sales in June to August 2022 were -7.2% lower than in the preceding three months, March to May 2022 with no difference in trading days. Volume sales were -5.4% lower and price down -1.8%.

Year-to-date sales, January 2022 to August 2022 were +6.8% higher than January 2021 to August 2021. Price inflation was +8.8%, and volume down -2.2%. One less trading day this year. Like-for-like sales were +7.4% higher.

Sales in the last 12 months were +1.5% higher than in September 2020 to August 2021 with one less trading day in the latest period. Volume was -5.9% lower and price up +7.8%. Like-for-like sales were +1.9% higher.

Total plumbing and heating sales, from over 70% of specialist Plumbing & Heating Merchants throughout Great Britain, were +14.4% higher than in August last year, with volume up +5.5% and price up +8.4%. With one more trading day this year like-for-like sales were +9.2% higher.

Monthly and 3-monthly

Year-on-year: September 2021 to August 2022

Plumbing & Heating Merchant Index

Sep 21	Oct 21	Nov 21	Three months
-8.4%	-12.9%	-1.2%	-7.5%
Dec 21	**Jan 22**	**Feb 22**	**Three months**
-8.7%	8.8%	7.9%	2.9%
Mar 22	**Apr 22**	**May 22**	**Three months**
5.9%	0.1%	12.4%	6.1%
Jun 22	**Jul 22**	**Aug 22**	**Three months**
-3.8%	9.3%	14.4%	6.5%

Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

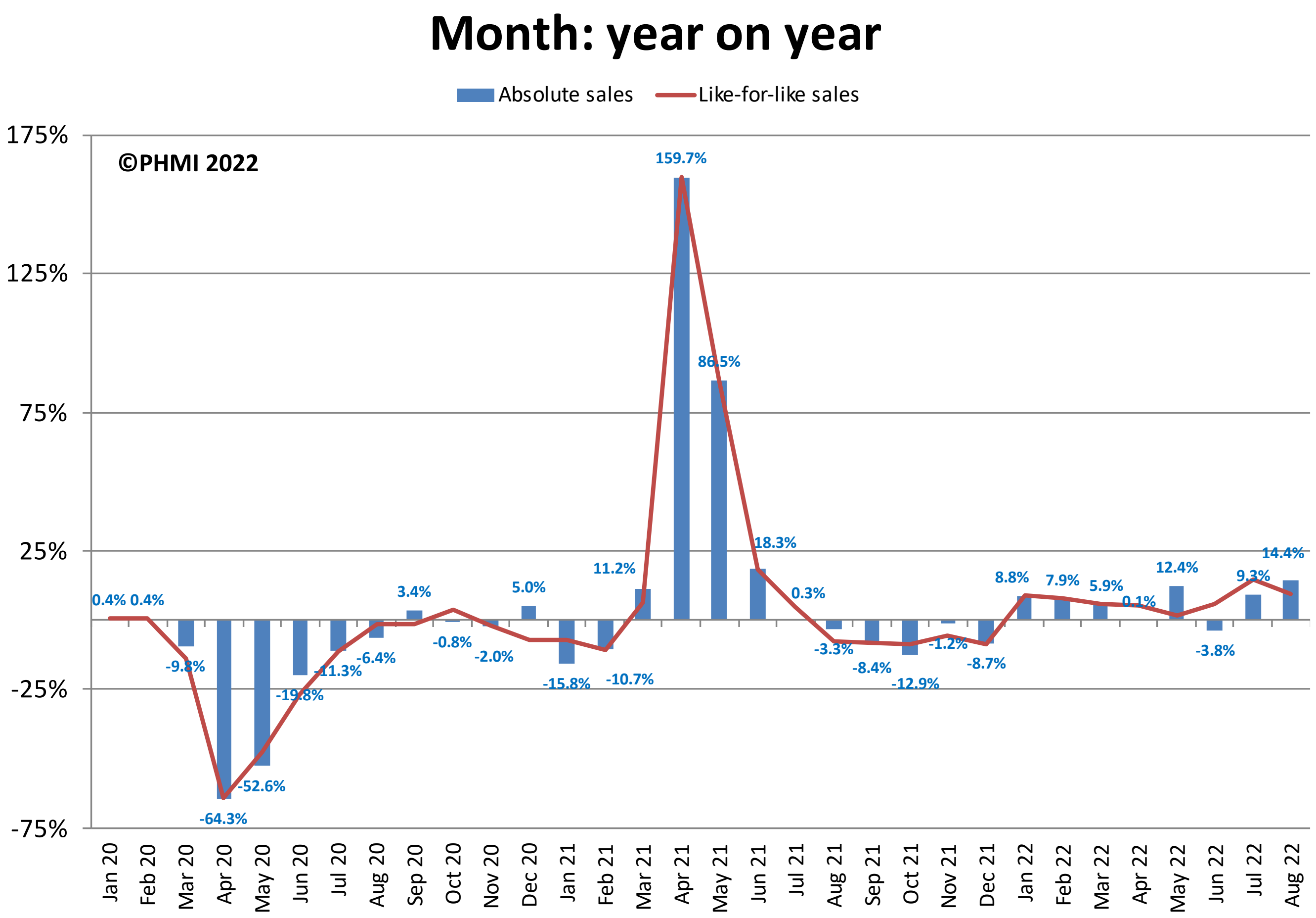
Plumbing & Heating Merchants value sales in August 2022 were +14.4% higher than in August 2021.

The three months June to August 2022 were +6.5% higher than the same three months a year earlier.

Monthly: This Year v Last Year

Absolute and like-for-like sales*

One more trading day in August 2022 compared with August 2021.
Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales

Total revenue in August 2022 was +14.4% higher than in July 2022. With one more trading day this year like-for-like sales were +9.2% higher.

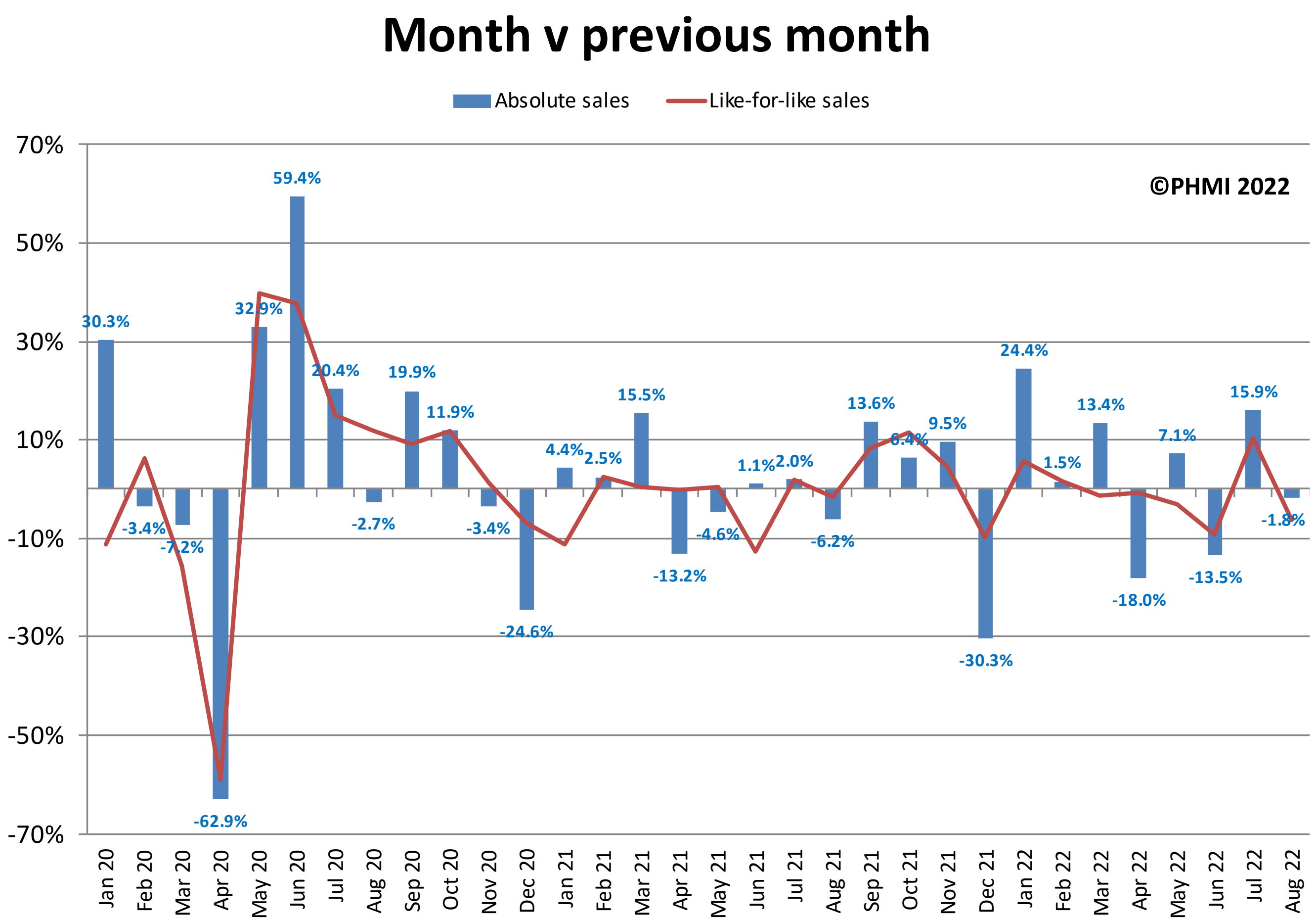
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Monthly: Month v previous month

Absolute and like-for-like sales*

One more trading day in August compared with July.
Like-for-like sales take trading day differences into account.

Plumbing & Heating Merchant Index



Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales

Value sales in August were -1.8% lower than in July, with one more trading day this month. Volume sales were flat (+0.3%) and price -2.1% down. Like-for-like sales were down -6.2%.

*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Monthly: Index

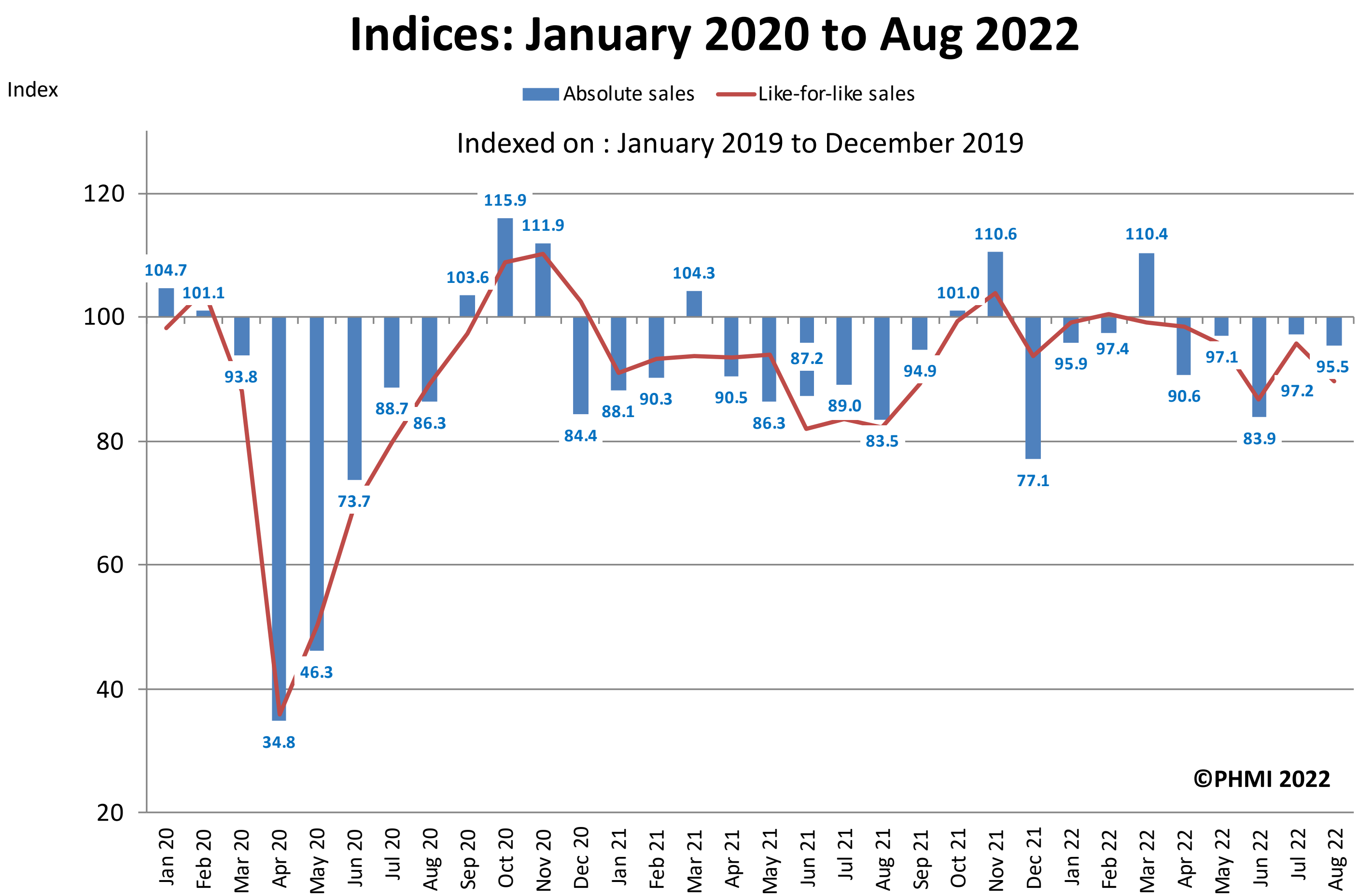
Absolute and like-for-like sales index*

One more trading day in August 2022. Like-for-like sales take trading day differences into account.

Plumbing & Heating Merchant Index

Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales



August's PHMI index was 95.5, with one more trading day. The like-for-like index was 89.7.

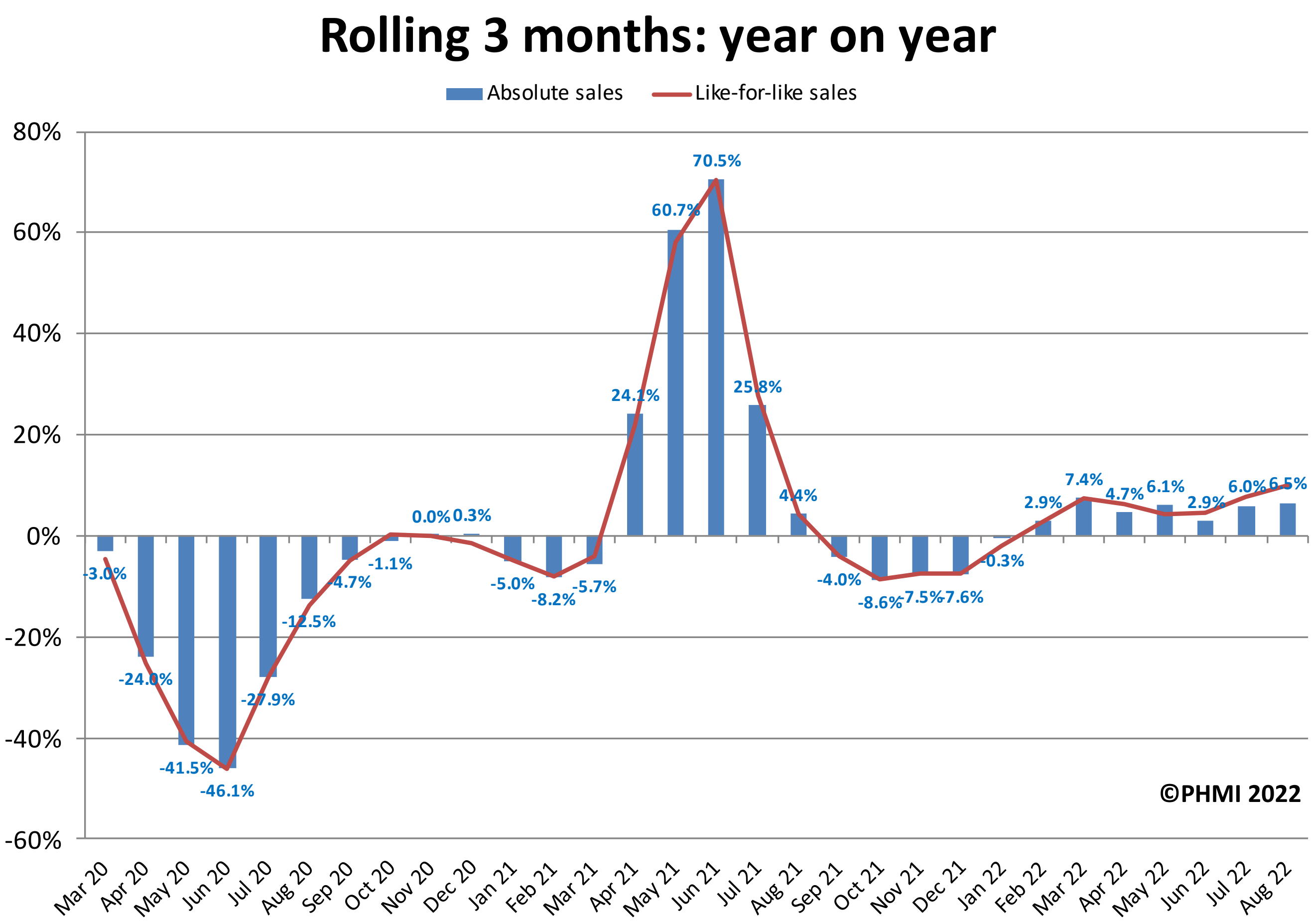
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Rolling 3-months: This year v last year

Absolute and like-for-like sales*

Plumbing & Heating Merchant Index

Two less trading days in June to August 2022 compared with June to August 2021. Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales

Value sales in the three months June to August 2022 were +6.5% higher compared to June to August 2021 with two less trading days. Like-for-like sales were +9.9% higher. Volume sales were -2.3% lower and price +9.0% up.

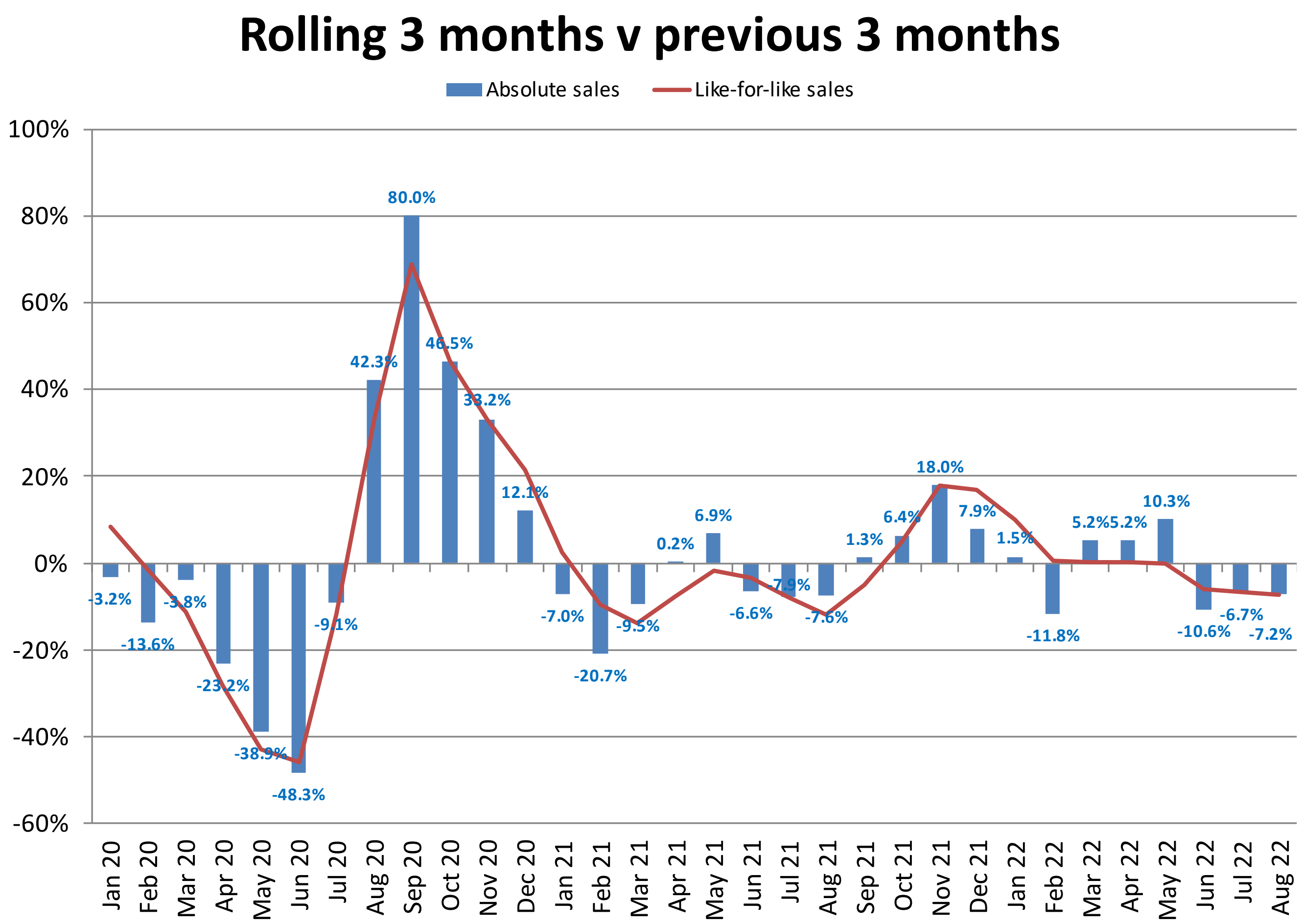
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Rolling 3-months: v previous 3 months

Absolute and like-for-like sales*

Plumbing & Heating Merchant Index

No difference in trading days in June to August 2022 compared with March to May 2022.
Like-for-like sales take trading day differences into account.



*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales

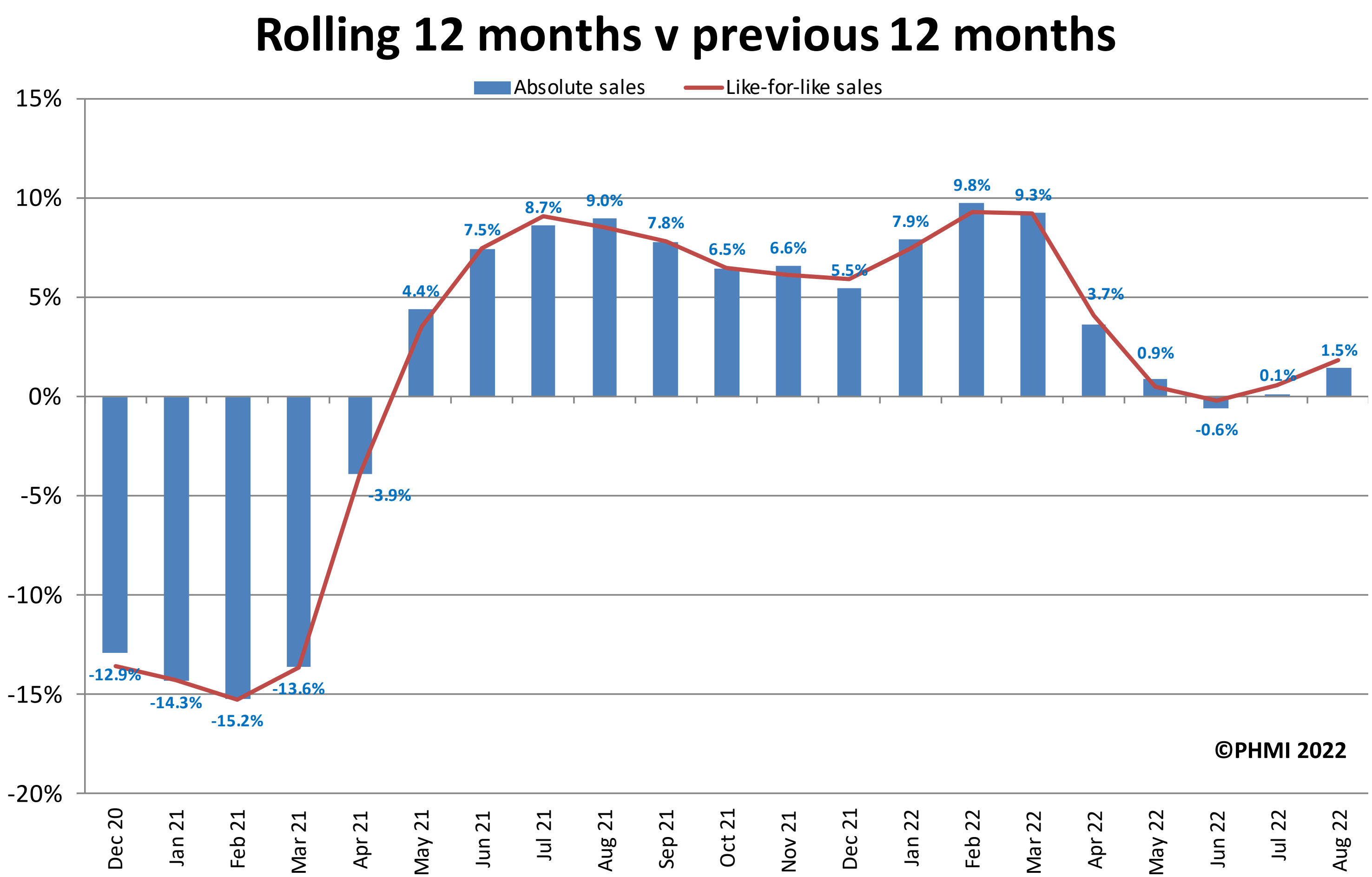
Value sales in June to August 2022 were -7.2% lower than March to June 2022 with no difference in trading days. Volume sales were -5.4% lower and price down -1.8%.

Last 12 months: Year on year

Absolute sales index and like-for-like sales index*

One less trading day in September 2021 to August 2022 compared with September 2020 to August 2021. Like-for-like sales take trading day differences into account.

Plumbing & Heating Merchant Index



Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Values shown for absolute sales

Value sales in the last 12 months were +1.5%) higher than in September 2020 to August 2021, with one less trading day. Like-for-like sales were +1.9% higher. Volume sales were -5.9% lower and price up +7.8%.

*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

PHMI Trading Days

Plumbing & Heating Merchant Index

Source: GfK's Builders Merchants Total Category Report January 2019 to August 2022

Monthly
Index: 20.8

	Jan	Feb	Mar*	Apr*	May*	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2020	22	20	22	20	19	22	23	20	22	22	21	17
2021	20	20	23	20	19	22	22	21	22	21	22	17
2022	20	20	23	19	21	20	21	22				

Quarterly
Index: 62.3

	Q1	Q2	Q3	Q4
2020	64	61	65	60
2021	63	61	65	60
2022	63	60		

Half Year

	H1	H2
2020	125	125
2021	124	125
2022	123	

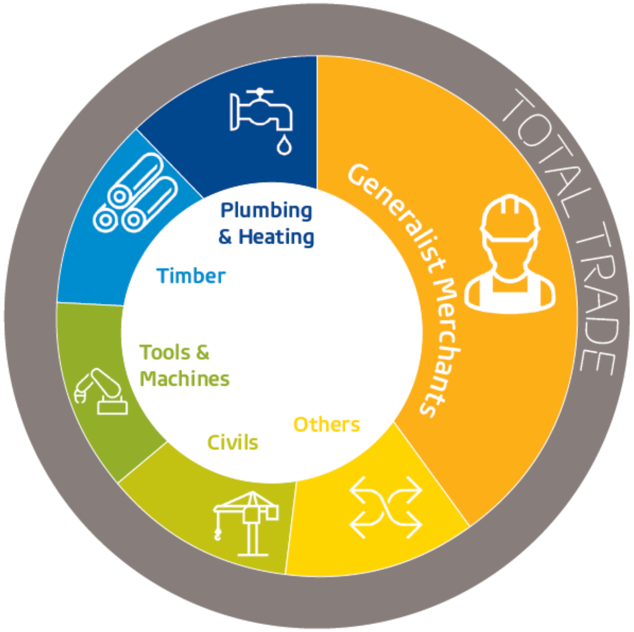
Full Year

2020	250
2021	249
2022	

*Due to the Covid-19 pandemic, some merchants temporarily closed branches in the period March to May 2020, hence their trading days may have differed from the standard numbers shown above.

Plumbing & Heating channel definition and merchants

Plumbing & Heating Merchant Index



<u>Plumbing Specialists</u>

Plumbing & Hardware Specialists are small outlets handling nails, hardware products, pipes, ironware, paint, faucets, sanitary products, bathroom accessories, ceramic tiles and heating equipment such as boilers, radiators & heating controls.

Their main turnover is generated with product groups such as installation, paint & plumbing/hardware product groups (e.g. nails, saws, scissors, keys).

<u>Plumbing Merchants</u>

Large outlets handling nails, hardware products, pipes, ironware, paint, faucets, sanitary products, bathroom accessories & kitchen, bathroom furniture, bath tubs and heating equipment such as boilers, radiators & heating controls. Compared with Plumbing Specialists they are bigger & generate a higher turnover.

Their main turnover is generated with bath/kitchen faucets, sanitary & complementary products, bathroom accessories, tiles and bath tubs and bathroom furniture.

Turnover is generated with professional end users (B2B) as well as private end users (B2C).

Merchant partners include:

City Plumbing Supplies

PTS Plumbing Trade Supplies

Wolseley

Plumbfix

Williams & Co

James Hargreaves Plumbing Depot

Building the Industry & Building Brands from Knowledge

Plumbing & Heating Merchant Index

BMF

"building excellence in materials supply"

GfK
Powerful, accurate, continuous insights

MRA
Experienced industry experts

BMF
The voice of the industry

Contacting PHMI

Plumbing & Heating Merchant Index

PHMI Experts
Plumbing & Heating brands who are interested in becoming PHMI Experts and speaking for their markets and building their brands should contact Ralph Sutcliffe:

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More data available
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Contact us

For further information

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