“building **excellence** in materials supply”

Plumbing & Heating Merchant Index

June 2023

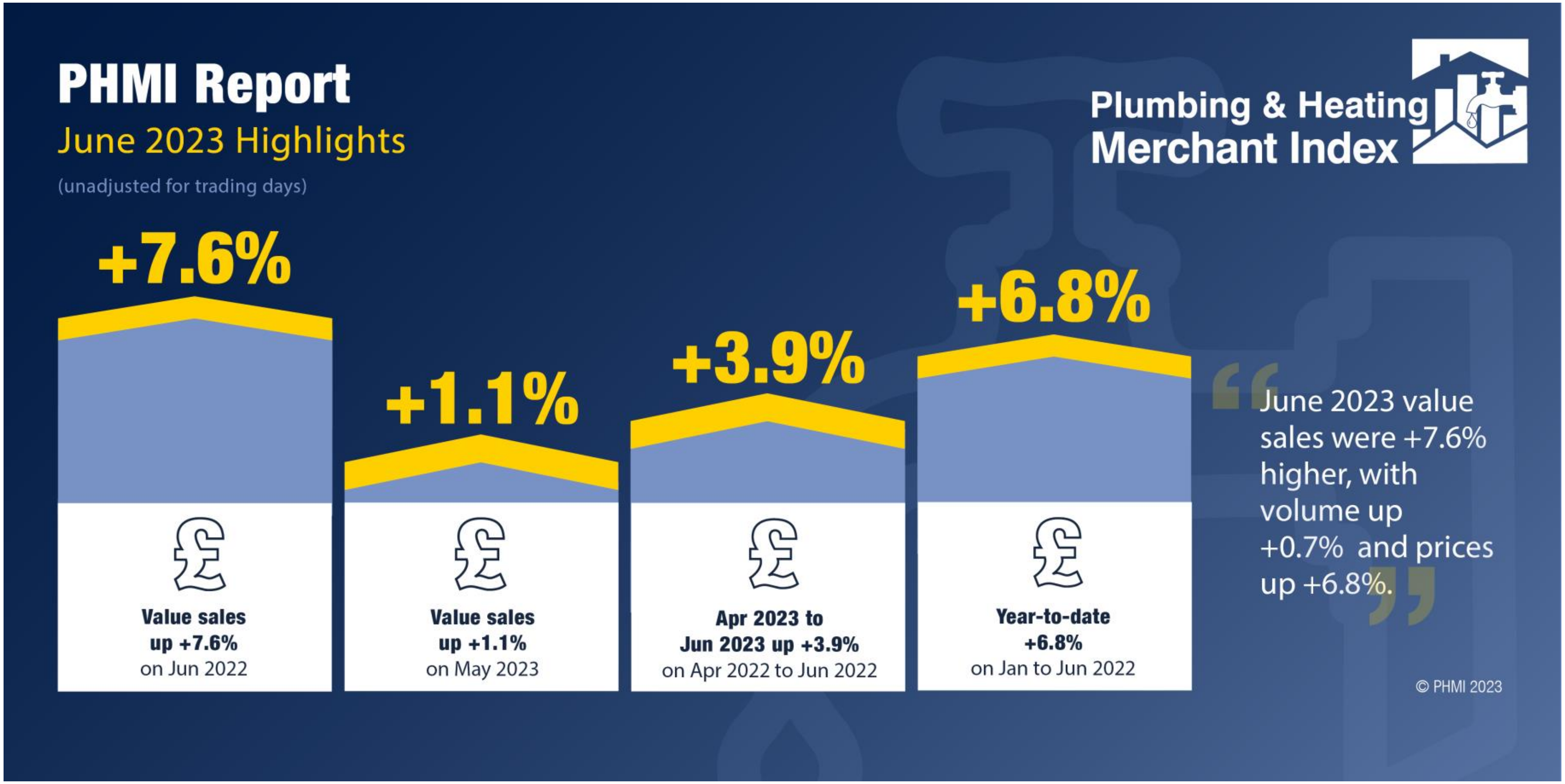
(Published 22 August 2023)

A Builders Merchant Building Index Publication

Highlights:

Plumbing & Heating Merchant Index

Sales in the first six months of 2023 were +6.8% higher than in January to June 2022. Volume was -1.3% lower, with prices up +8.2%. Read the full Overview on page 5.



Contents:

Click links below to visit pages

Plumbing & Heating Merchant Index

The 'Contents' link below brings you back to this page.

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 Yvette Kirk: yvette@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

June value sales up +7.6%, driven more by higher prices (+6.8%) than volume growth (+0.7%)

June's total plumbing and heating value sales, from over 70% of specialist Plumbing & Heating Merchants throughout Great Britain, were +7.6% higher compared with June 2022, helped by two more trading days this year. Volume increased marginally (+0.7%) and prices were +6.8% higher. Like-for-like value sales, which take trading day differences into account, were -2.2% lower.

Value sales in June were up +1.1% on May, with two more trading days this month. Volume sales were +2.1% higher but prices eased back -1.0%. Like-for-like sales were -8.1% lower.

The PHMI index for June was 98.8, with one more trading day compared with the index base period. The like-for-like index was 92.8.

Plumbing & Heating Merchants value sales in the second quarter were +3.9% higher than in April to June 2022, with no difference in trading days. Growth stemmed entirely from higher prices (+7.2%) as volume was -3.0% lower.

Total value sales in Q2 were -12.0% lower than in Q1, with four less trading days in the most recent quarter. Volume sales were -8.9% lower and prices fell by -3.4%. Like-for-like value sales were -6.1% lower.

The second quarter PHMI index was 96.2, with two less trading days compared with the index base period. The like-for-like index was 99.4.

Total value sales in the first six months of 2023 were +6.8% higher than in January to June 2022, with one more trading day this year. However, growth came entirely from price inflation (+8.2%), whereas volume sales were -1.3% lower. Like-for-like value sales increased by +6.0%.

Plumbing & Heating Merchants value sales in the 12 months from July 2022 to June 2023 increased by +8.4% compared with the previous 12 months. Prices increased by +9.1% and volume was -0.7% lower. With one less trading day in the most recent period like-for-like value sales were +8.8% higher.

Value sales in quarter 2 were +3.9% higher than in April to June 2022. Growth stemmed entirely from higher prices (+7.2%) as volume was -3.0% lower.

Monthly and 3-monthly

Year-on-year: July 2022 to June 2023

Plumbing & Heating Merchant Index

Jul 22	Aug 22	Sep 22	Three months
-0.1%	+15.4%	+10.4%	+8.5%
Oct 22	**Nov 22**	**Dec 22**	**Three months**
+10.8%	+8.4%	+16.2%	+11.3%
Jan 23	**Feb 23**	**Mar 23**	**Three months**
+14.3%	+8.6%	+6.3%	+9.6%
Apr 23	**May 23**	**Jun 23**	**Three months**
+2.6%	+1.7%	+7.6%	+3.9%

Source: GfK's Builders Merchants Total Category Report January 2019 to June 2023

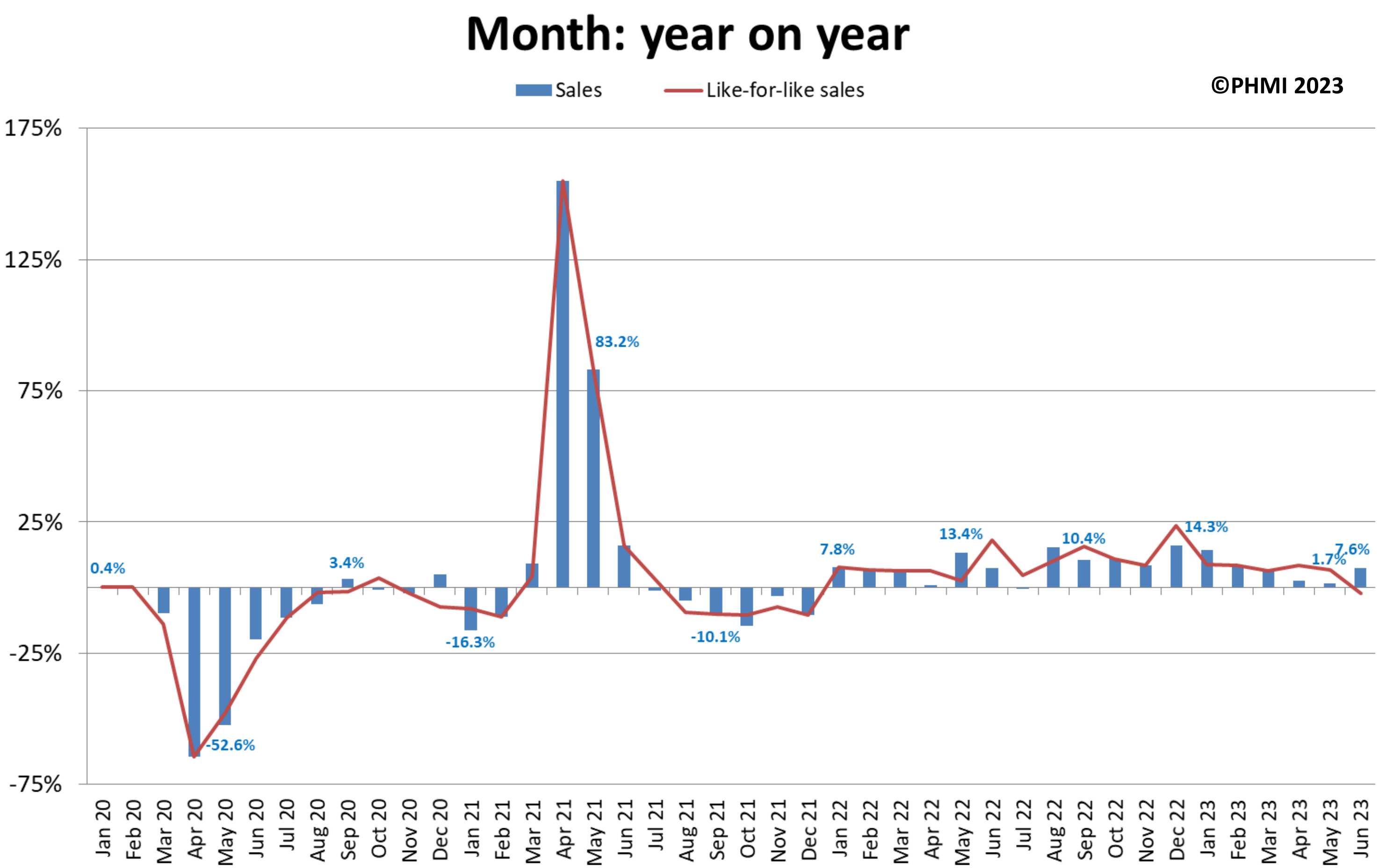
Plumbing & Heating Merchants value sales in the three months April to June 2023 were +3.9% higher than in the same three months of 2022.

Monthly: This Year v Last Year

Sales and like-for-like sales*

22 trading days this year v 20 trading days last year.
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 June 2023

Total value sales were +7.6% higher than June last year, driven more by higher prices (+6.8%) than volume growth (+0.7%).

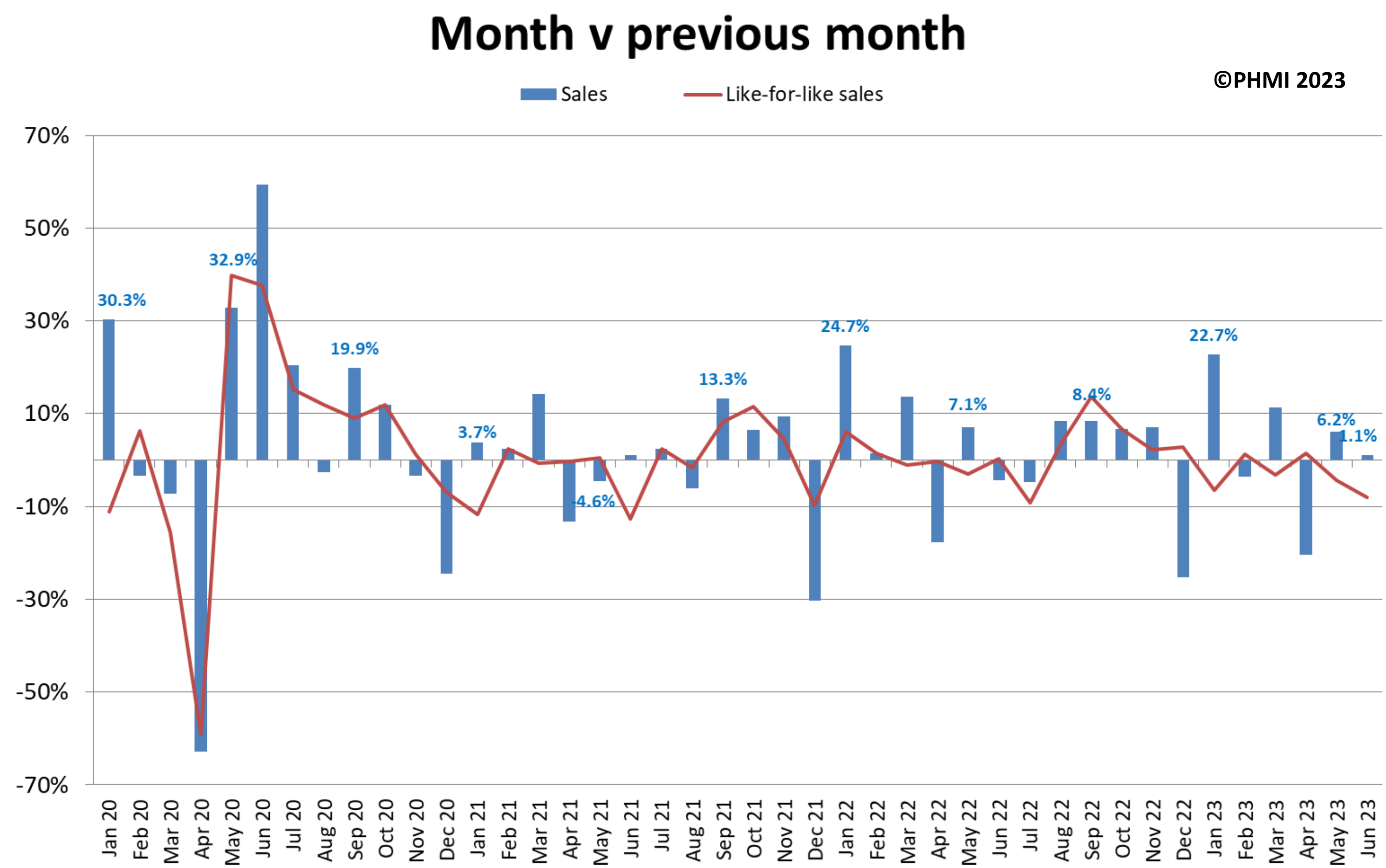
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Monthly: Month v previous month

Sales and like-for-like sales*

22 trading days this month v 20 trading days last month.
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 June 2023

Value sales in June were +1.1% higher than in May. Growth came from a combination of volume up +2.1% and two more trading days in June. Prices were -1.0% lower.

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

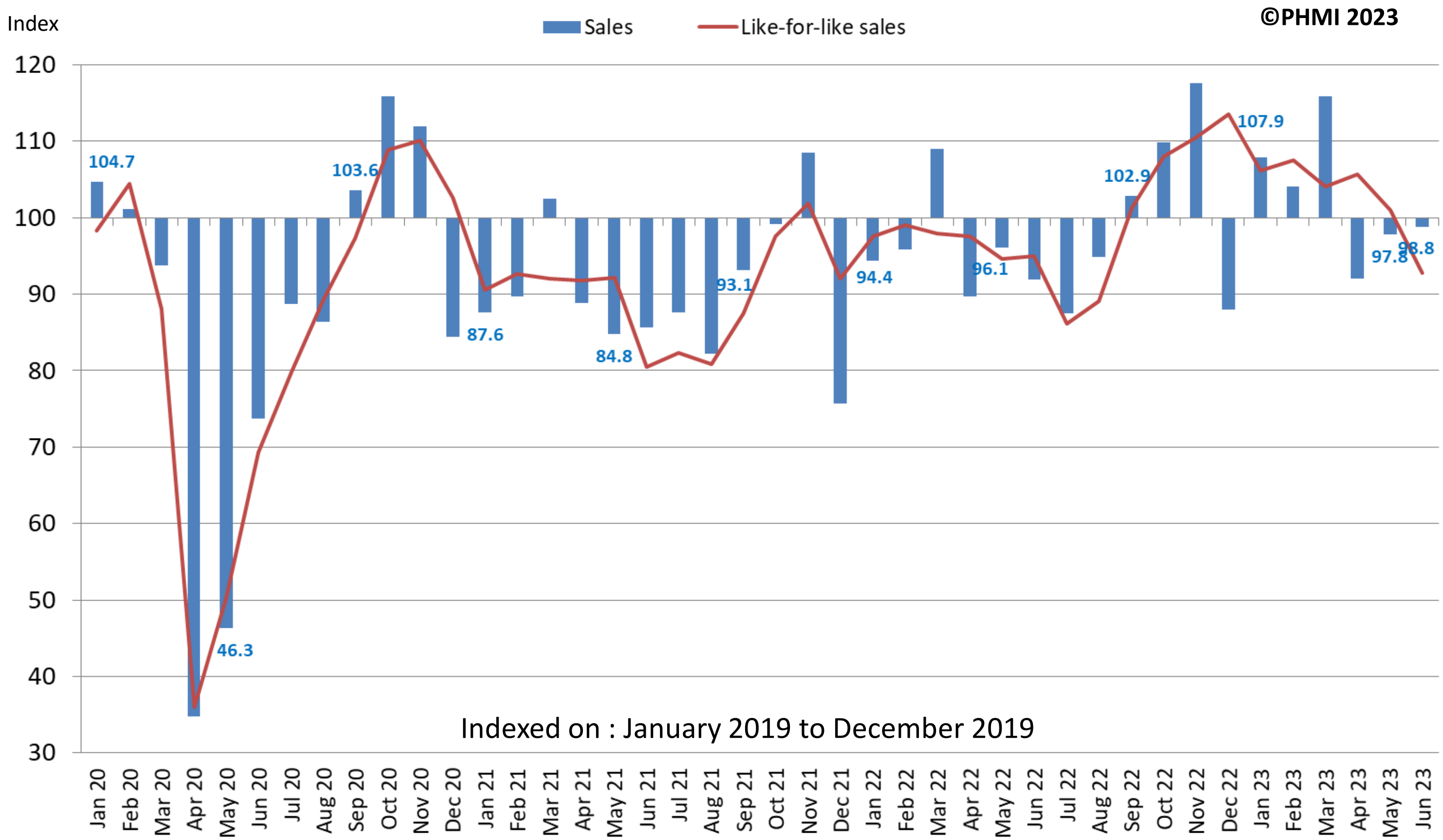
Monthly: Index

Sales and like-for-like sales index*

22 trading days this month v 21 trading days in the Index base period.
Like-for-like sales take trading day differences into account.

Plumbing & Heating Merchant Index

Indices: January 2020 to June 2023



Source: GfK's Builders Merchants Total Category Report January 2019 to June 2023

June's PHMI index was 98.8.

With one more trading day than the index base period, the like-for-like index was 92.8.

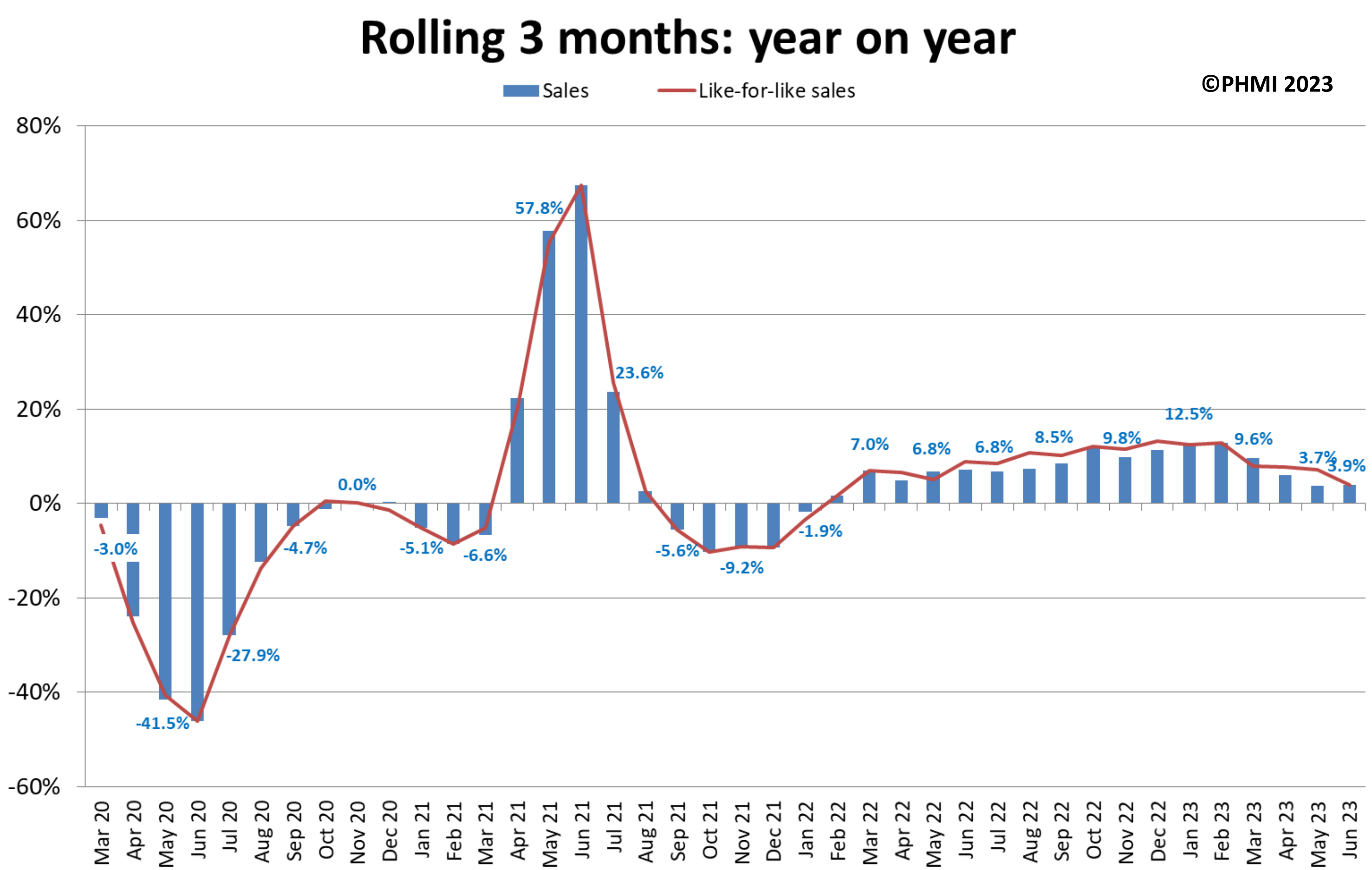
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Rolling 3-months: This year v last year

Sales and like-for-like sales*

No difference in trading days in the latest period. 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 June 2023

Sales in the three months April to June 2023 were +3.9% higher than April to June last year.

Volume sales were down -3.0% while prices were up +7.2%.

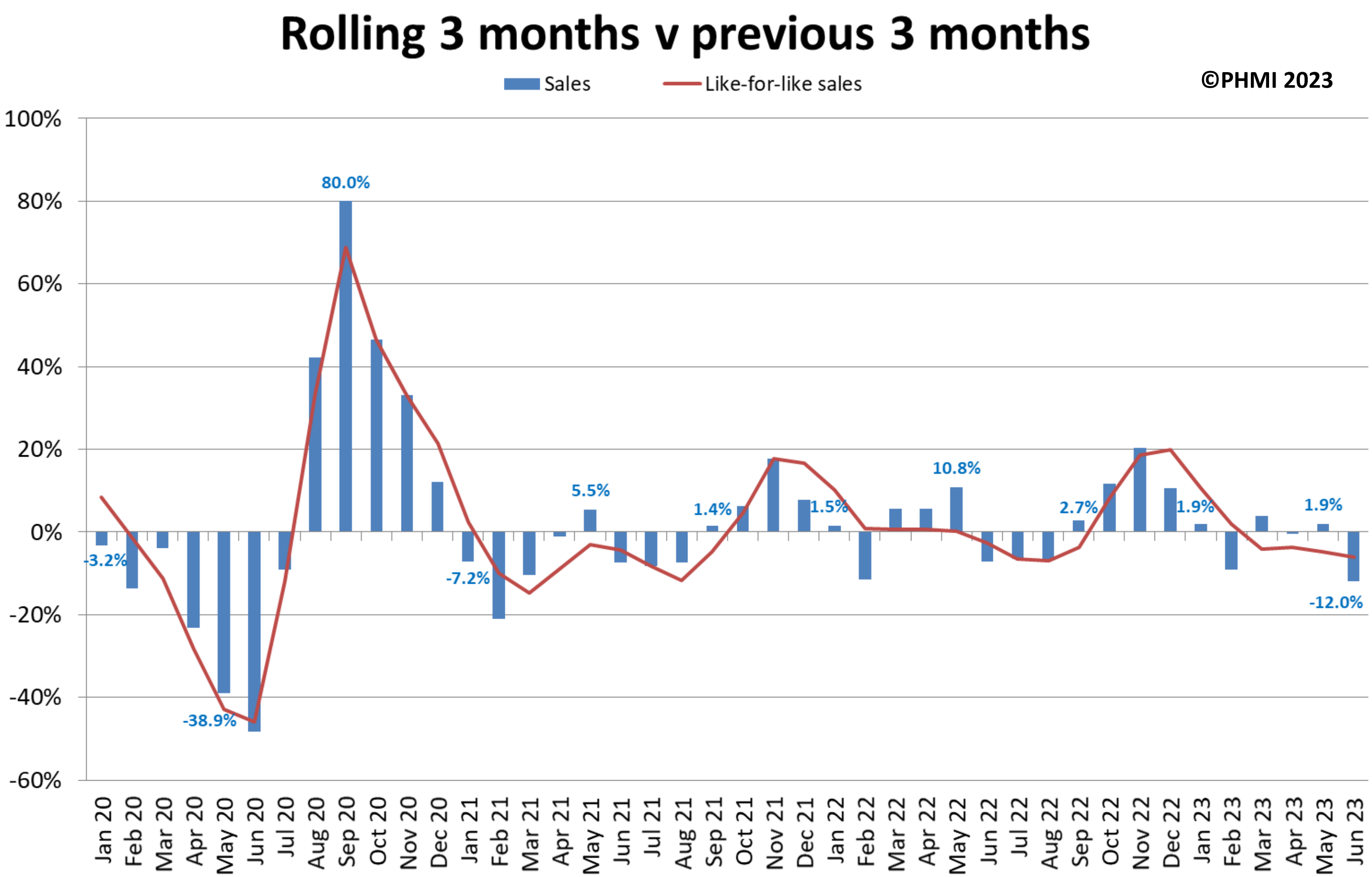
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Rolling 3-months: v previous 3 months

Sales and like-for-like sales*

Plumbing & Heating Merchant Index

60 trading days in the most recent period v 64 trading days in the previous three months.
Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report January 2019 to June 2023

April to June 2023 value sales were -12.0% lower than the preceding three months, January to June 2023.

With four less trading days in the most recent three months, like-for-like sales were -6.1% lower.

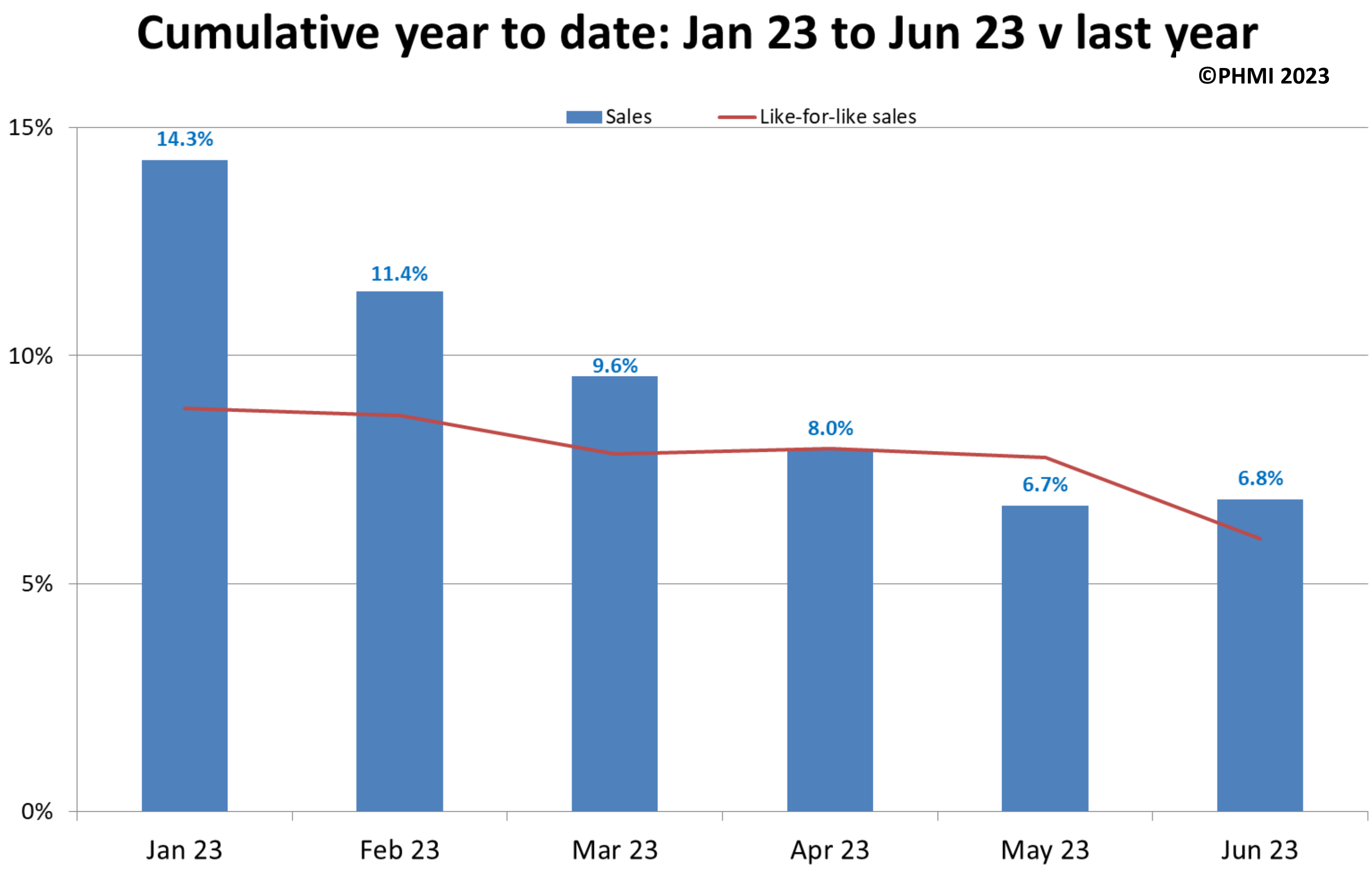
*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Year-to-date: 2023 v 2022

Sales and like-for-like sales*

Plumbing & Heating Merchant Index

124 trading days this year v 123 trading days last year. Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report January 2019 to June 2023

Year-to-date, January to June 2023 value sales were +6.8% higher than January to June 2022.

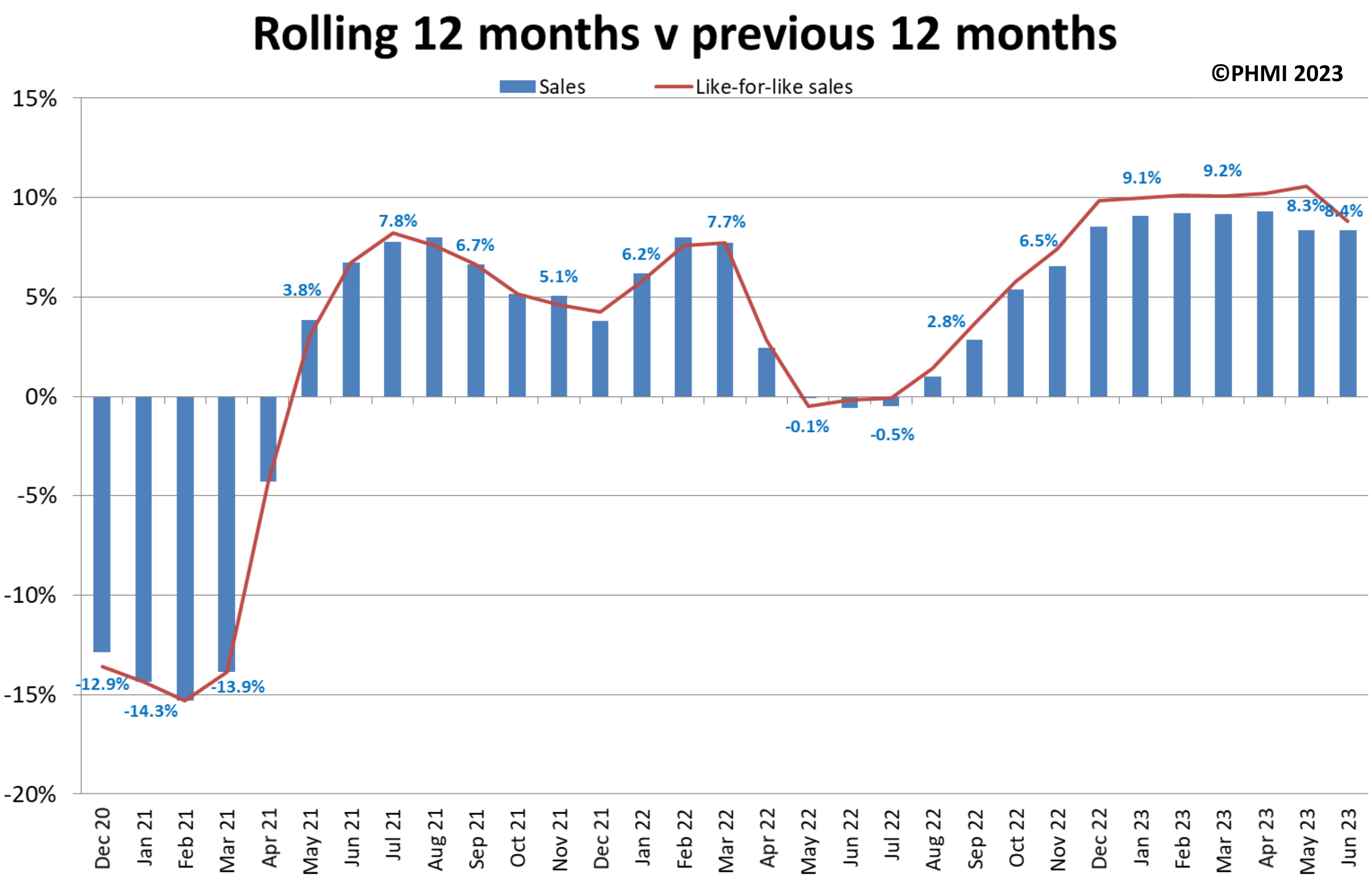
Growth came entirely from higher prices (+8.2%) whereas volume was -1.3% lower.

Last 12 months: Year on year

Sales and like-for-like sales*

247 trading days this year v 248 trading days last year. 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 June 2023

Sales in the last 12 months were +8.4% higher than in July 2021 to June 2022.

Volume was down -0.7% with prices up +9.1%.

*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 June 2023

Monthly

Index: 20.7

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	20	20	23	20	19	22	22	21	22	21	22	17
2022	20	20	23	19	21	20	21	22	21	21	22	16
2023	21	20	23	18	20	22						

Quarterly

Index: 62.0

	Q1	Q2	Q3	Q4
2021	63	61	65	60
2022	63	60	64	59
2023	64	60		

Half Year

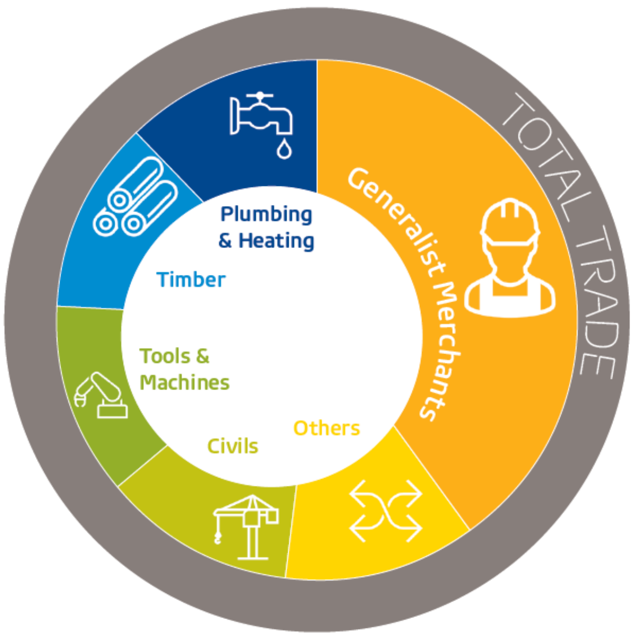
	H1	H2
2021	124	125
2022	123	123
2023	124	

Full Year

2021	249
2022	246
2023	

Plumbing & Heating channel definition and merchants

Plumbing & Heating Merchant Index



Plumbing Specialists

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).

Plumbing Merchants

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"

mra research
MARKET INSIGHT & STRATEGY

GfK

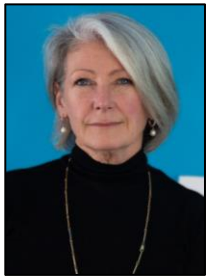
GfK
Powerful, accurate, continuous insights

MRA
Experienced industry experts

BMF
The voice of the industry

Contacting PHMI

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



Yvette Kirk

Research Project Director

yvette@mra-research.co.uk

+44 (0) 1453 521621

More data available
The 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:

Emile van der Ryst

Senior Client Insight Manager - Trade

Emile.van-der-ryst@gfk.com

+44 (0) 20 7890 9615

Contact us

For further information

Plumbing & Heating Merchant Index

Emile van der Ryst

Senior Client Insight Manager - Trade

Emile.van-der-ryst@gfk.com

+44 (0) 20 7890 9615

Thomas Lowe

Industry Analyst / Economist

thomas.lowe@bmf.org.uk

+44 (0) 24 7685 4994

Yvette Kirk

Research Project Director

yvette@mra-research.co.uk

+44 (0) 1453 521621