

STATE OF THE UK ROOFING INDUSTRY

NFRC Survey Results – 2023 Q4

February 2024

Prepared by Glenigan,
on behalf of NFRC



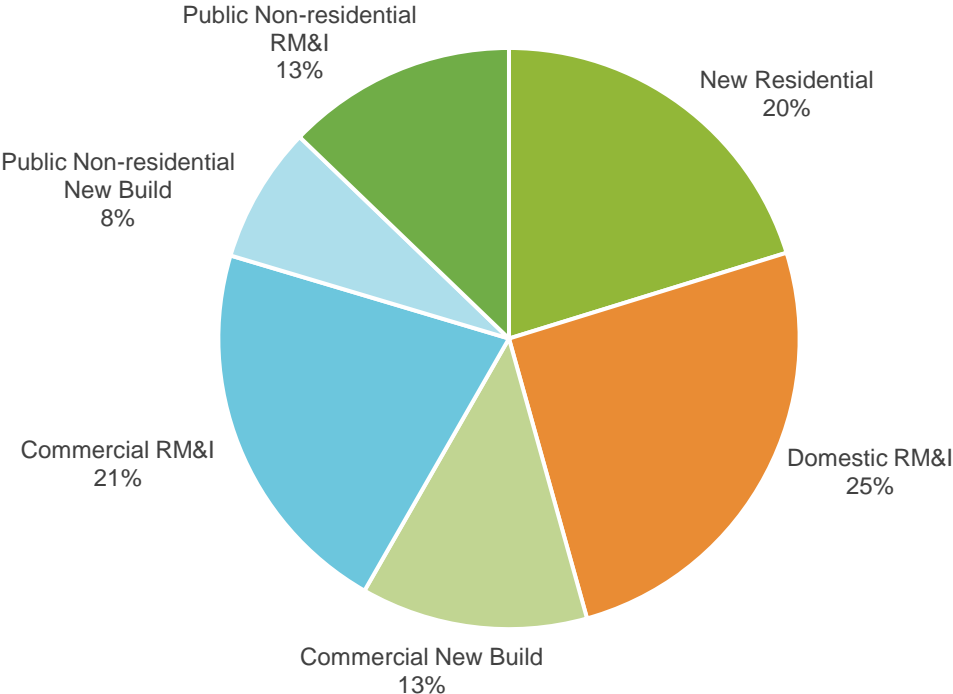
NFRC is the UK's largest and most influential roofing and cladding trade association. With a history spanning over 130 years, NFRC has established itself as the voice of the roofing industry, constantly adapting to change and innovation to ensure its members are at the forefront.

[nfrc.co.uk](https://www.nfrc.co.uk)

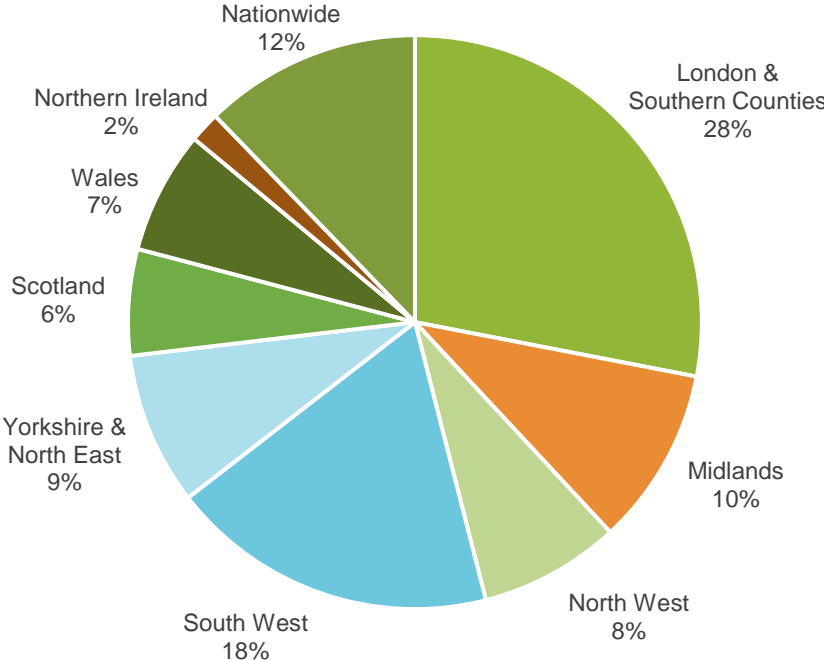
About this survey

This report looks at activity during the three months to December 2023. The survey of NFRC members was conducted between 20 December 2023 and 24 January 2024. The responses were weighted to reflect the size of the individual firms and the structure of the roofing sector. These charts detail the breakdown of the responses by sector and regionally.

Responses by sector



Responses by part of UK



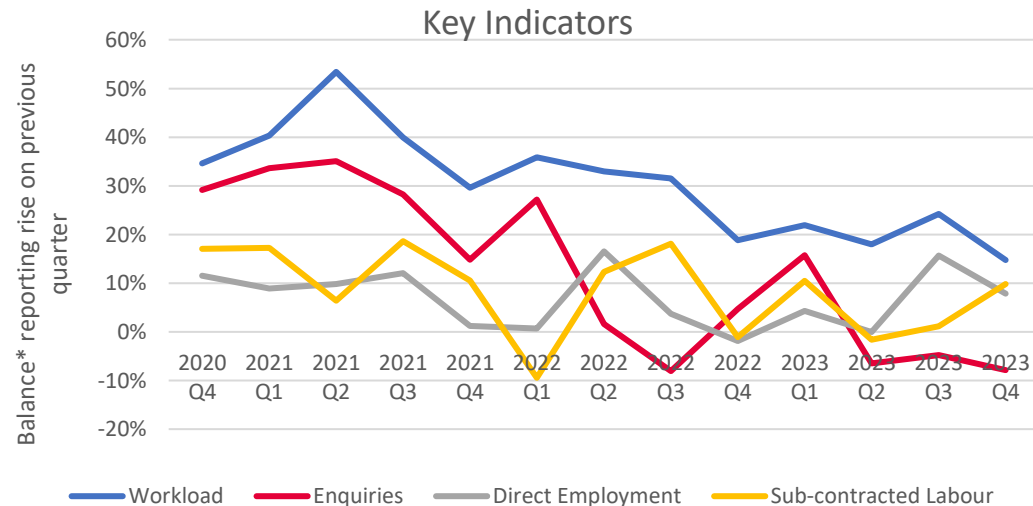
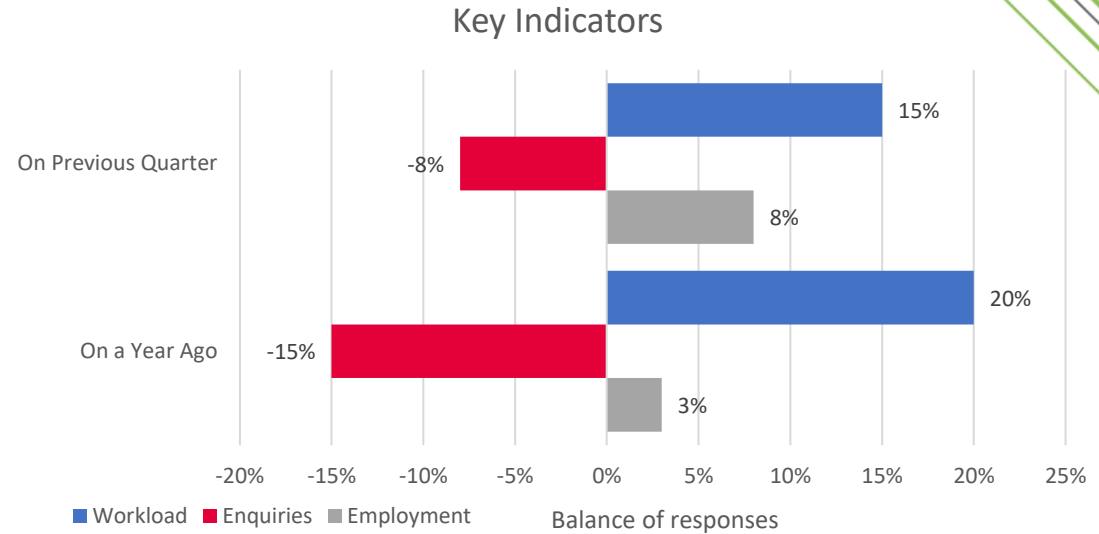
Key Indicators

Overall roofing contractors' workload grew during the fourth quarter of 2023. 27 per cent of firms saw a rise in workload on the previous quarter against 12 per cent reporting a decline. Workload was also higher than a year ago, with 37 per cent of firms reporting an increase against 17 per cent seeing a decline.

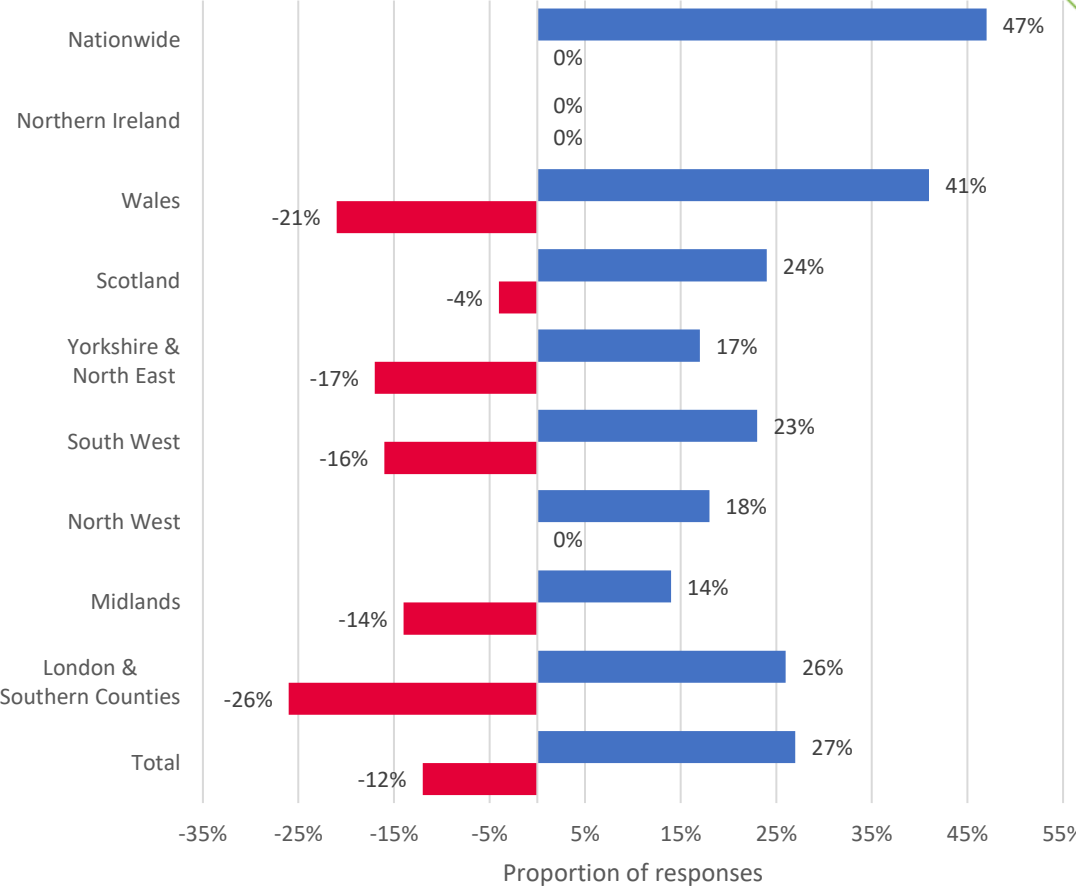
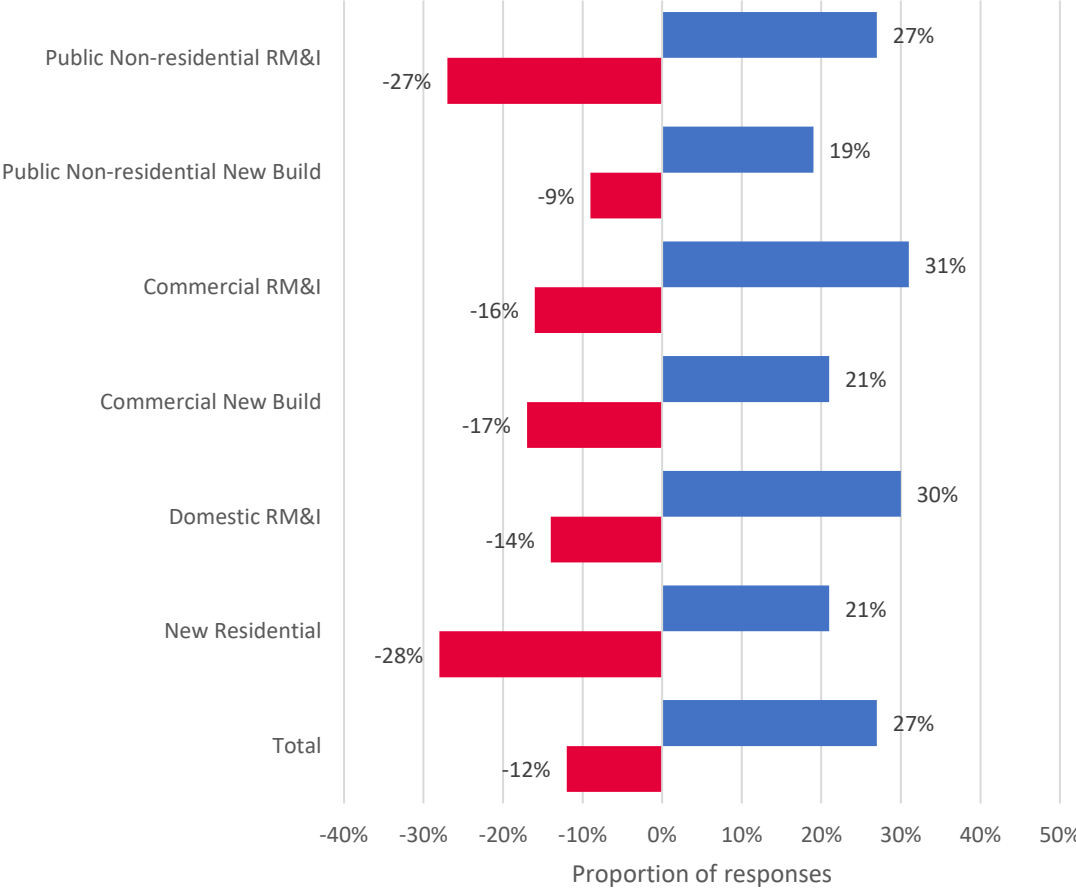
Enquiries continued to decline slightly during the third quarter with 32 per cent of firms reporting a fall against 24 per cent reporting an increase, a balance of eight per cent of firms. This points to a potential softening in workload over the coming months. Enquiries were also down on a year ago with 35 per cent of firms reporting a fall against 20 per cent seeing an increase.

Employment levels rose during the quarter, with 19 per cent of firms increasing their direct headcount against the previous quarter compared to 11 per cent reporting a decline. Use of sub-contracted labour grew with 26 per cent of firms using more and 16 per cent decreasing their use of sub-contracted labour during the quarter.

* Balance of respondents refers to the percentage reporting an increase less the percentage reporting a decline



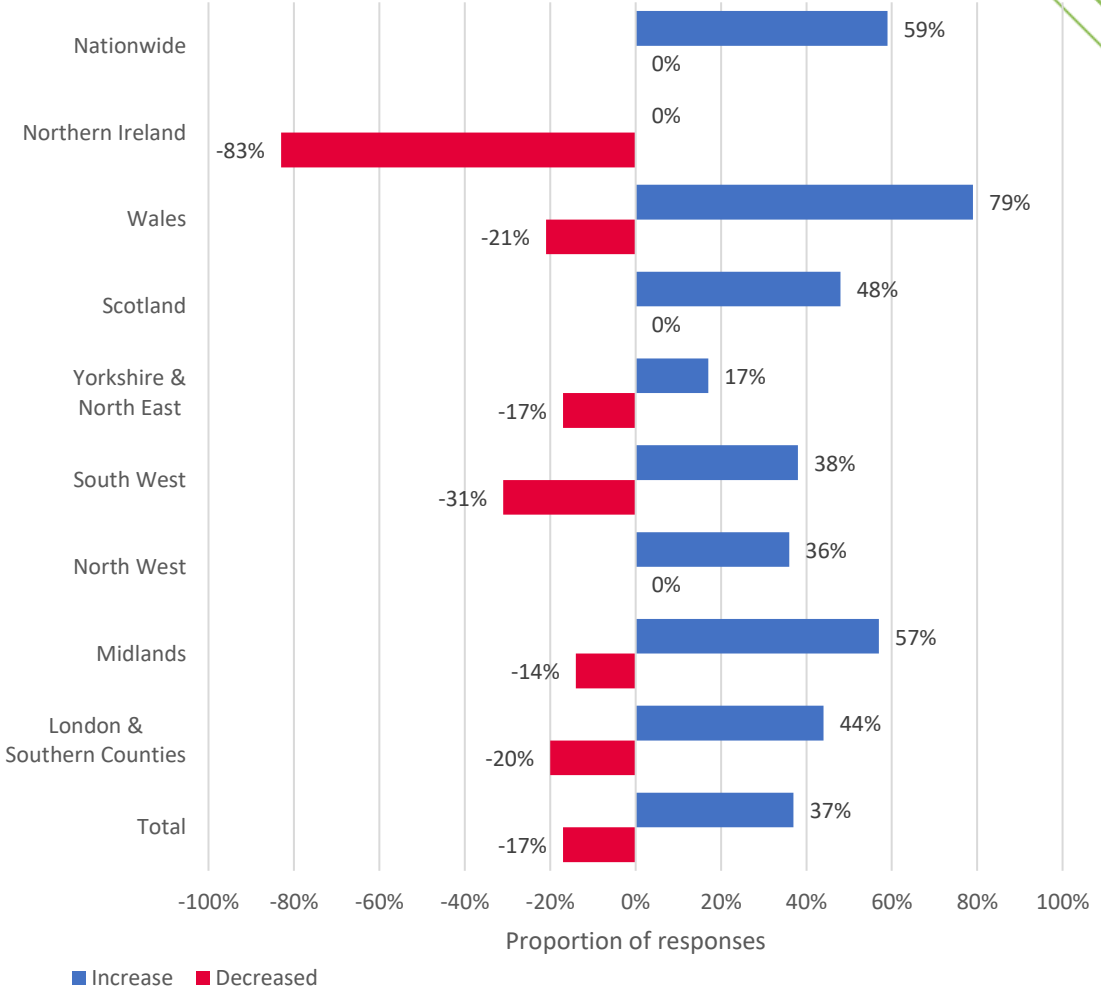
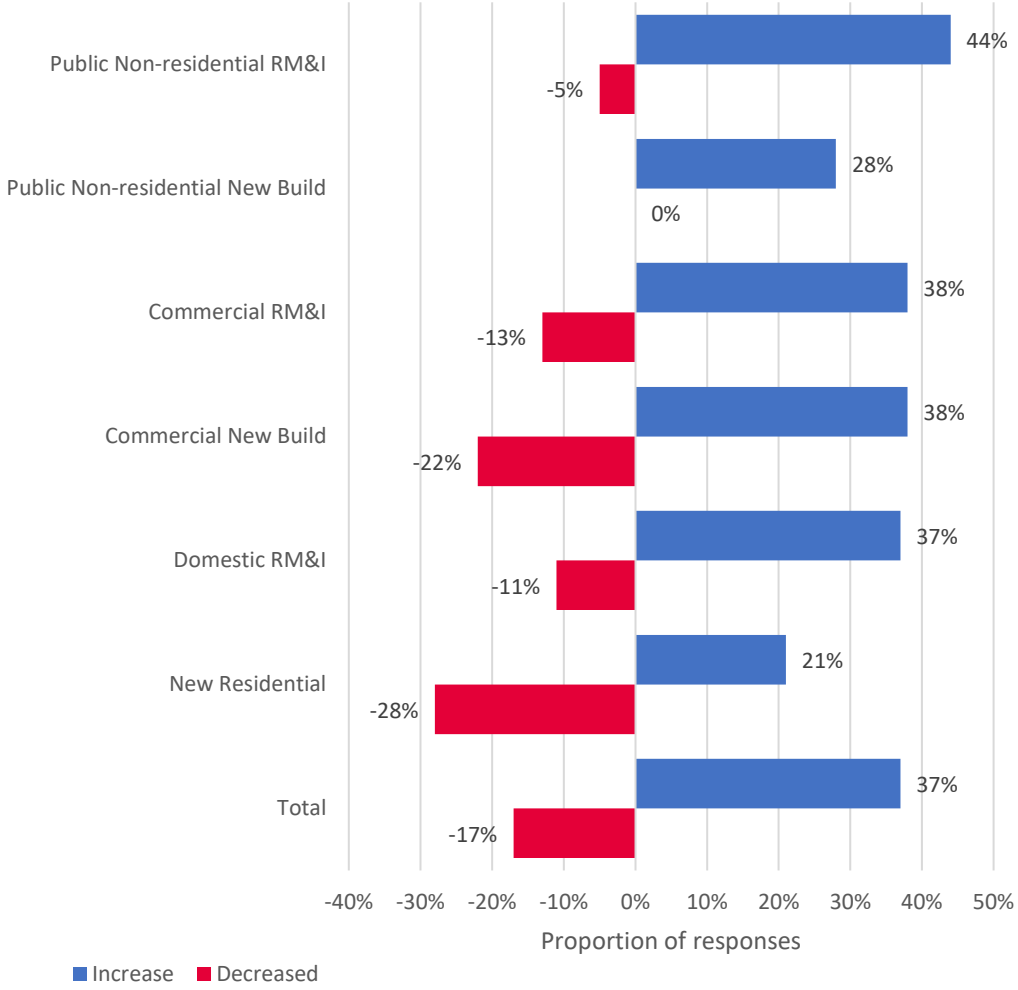
Workload — Change on Previous Quarter



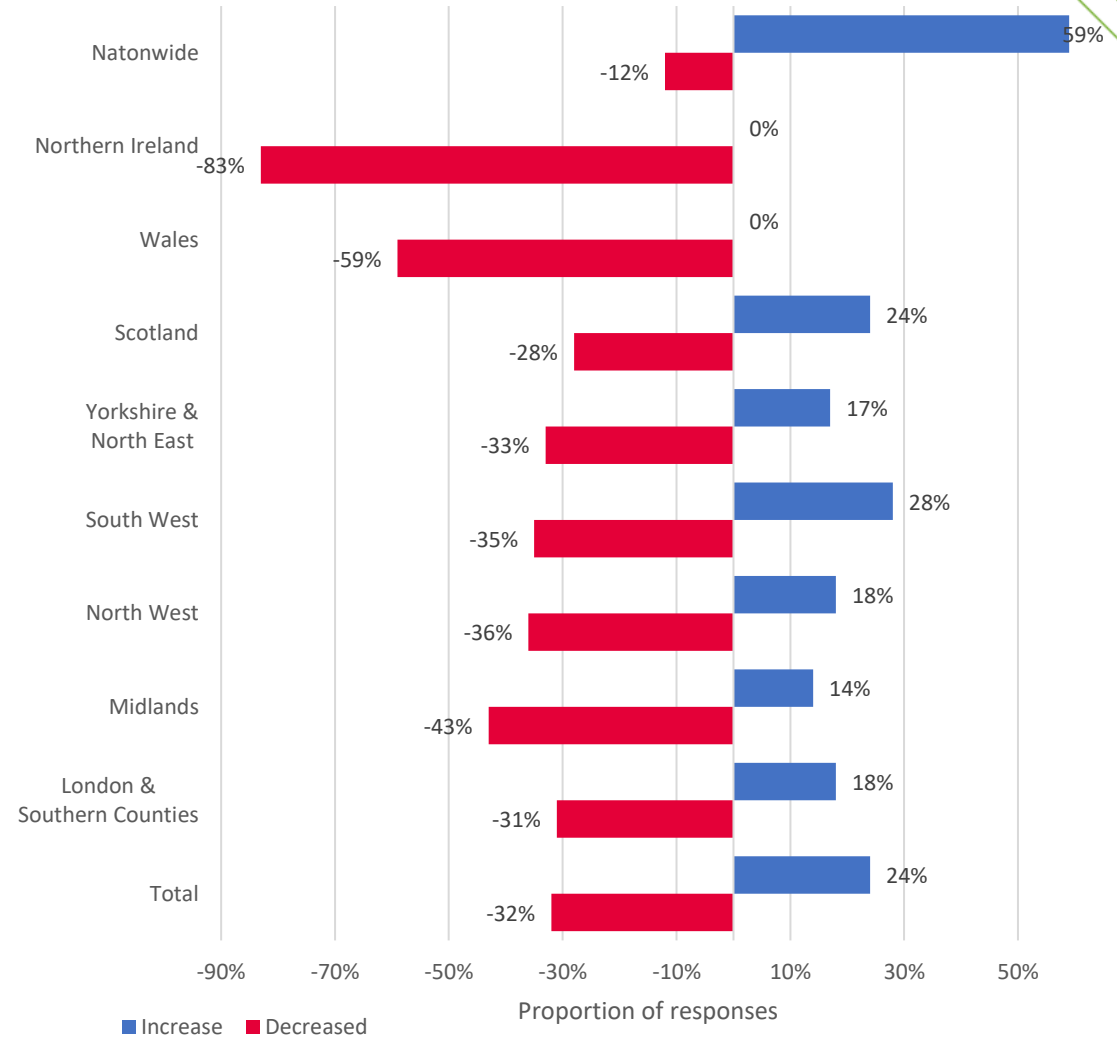
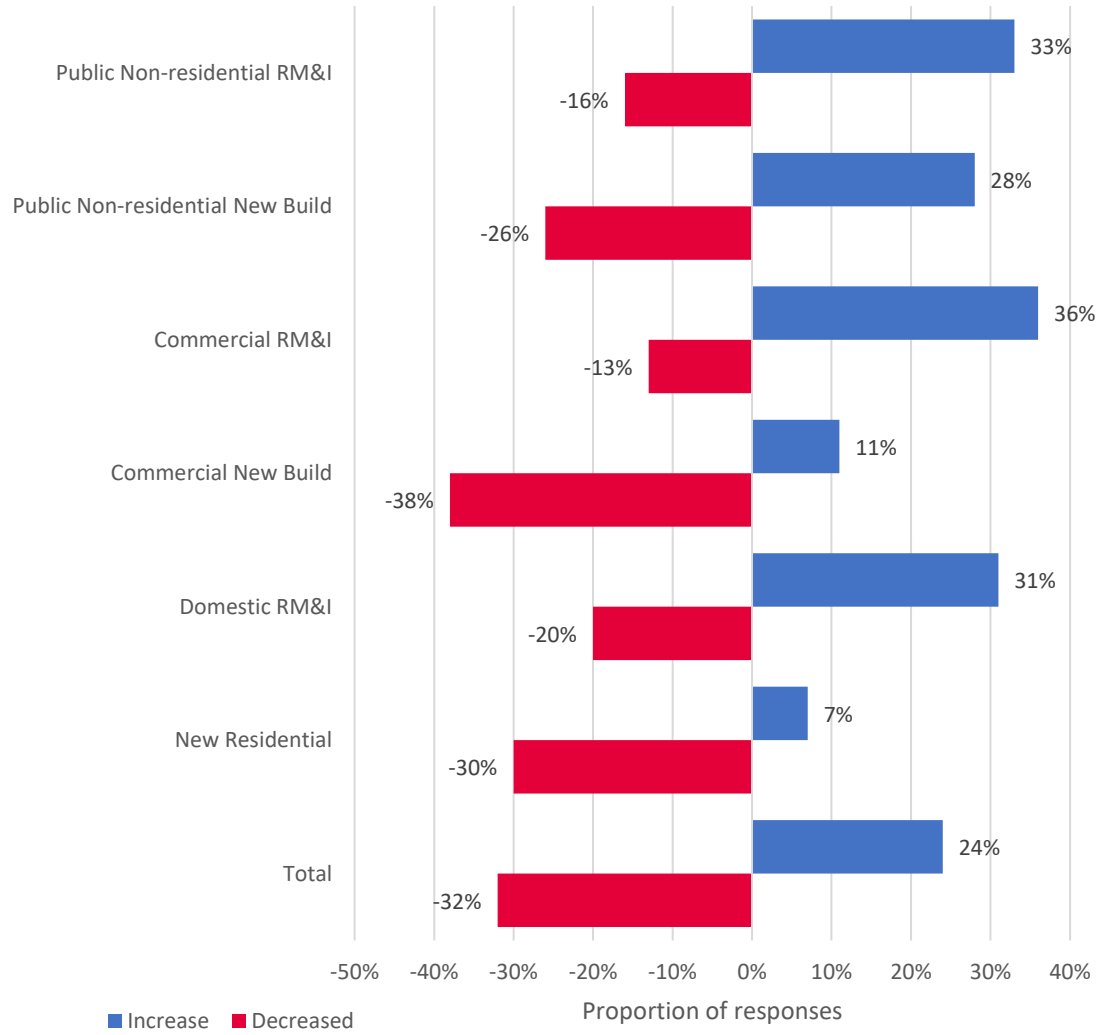
■ Increase ■ Decreased

■ Increase ■ Decreased

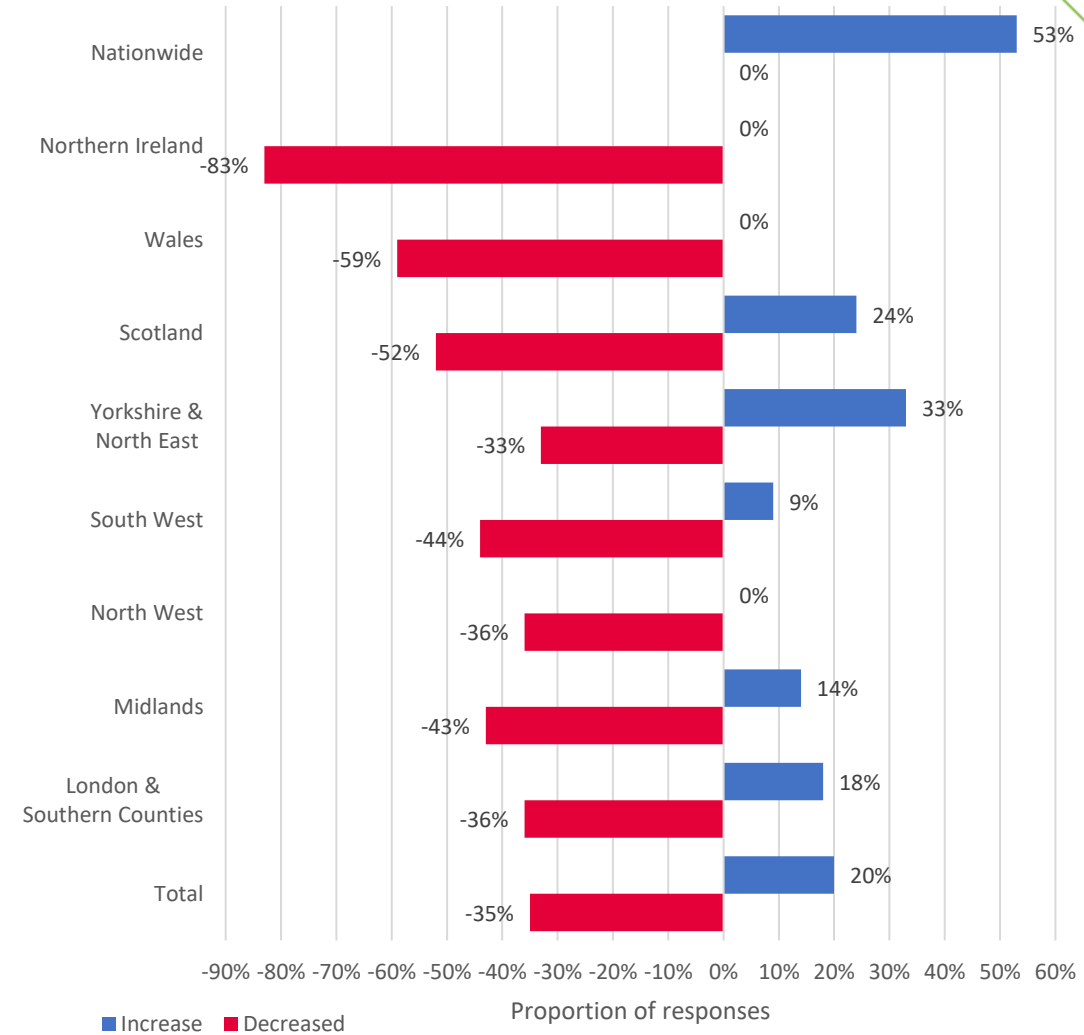
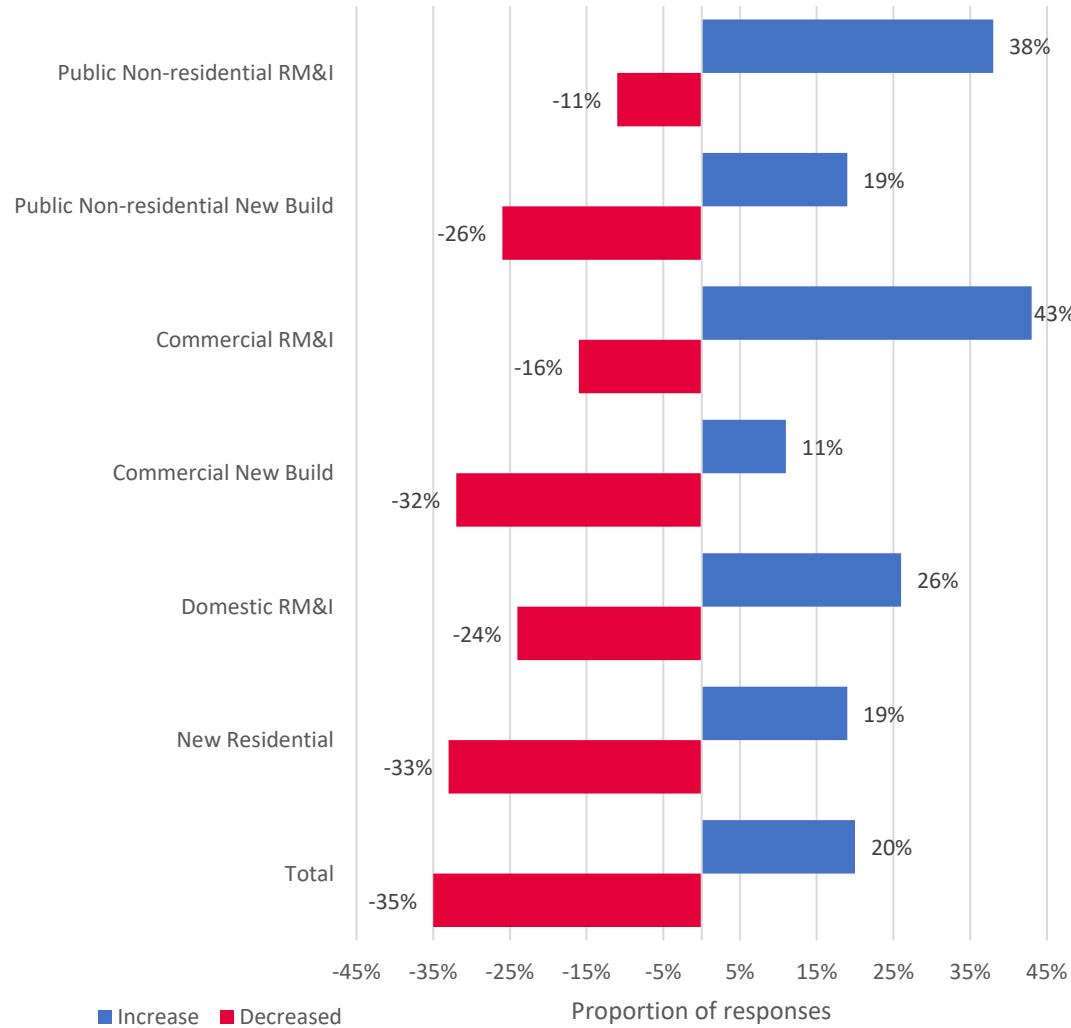
Workload — Change on Year Earlier



Enquiries — Change on Previous Quarter

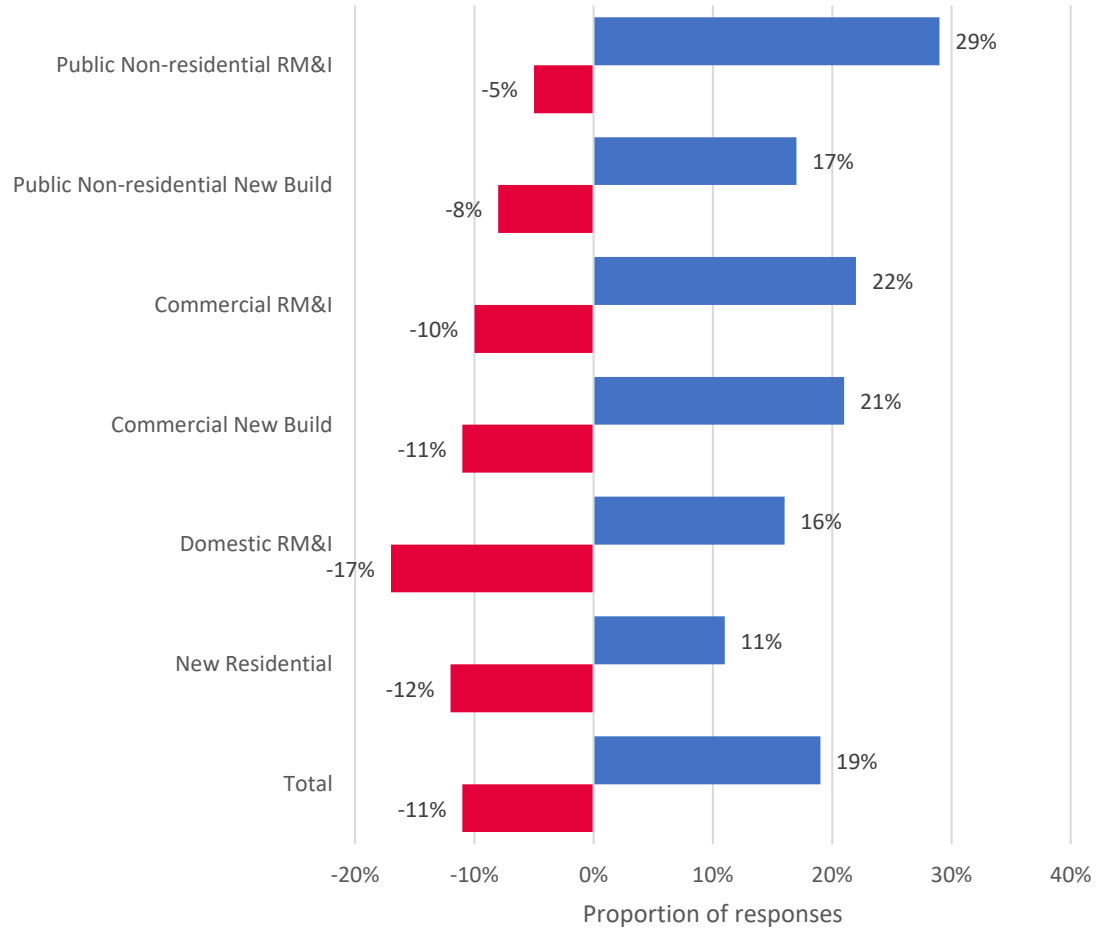


Enquiries — Change on Year Earlier



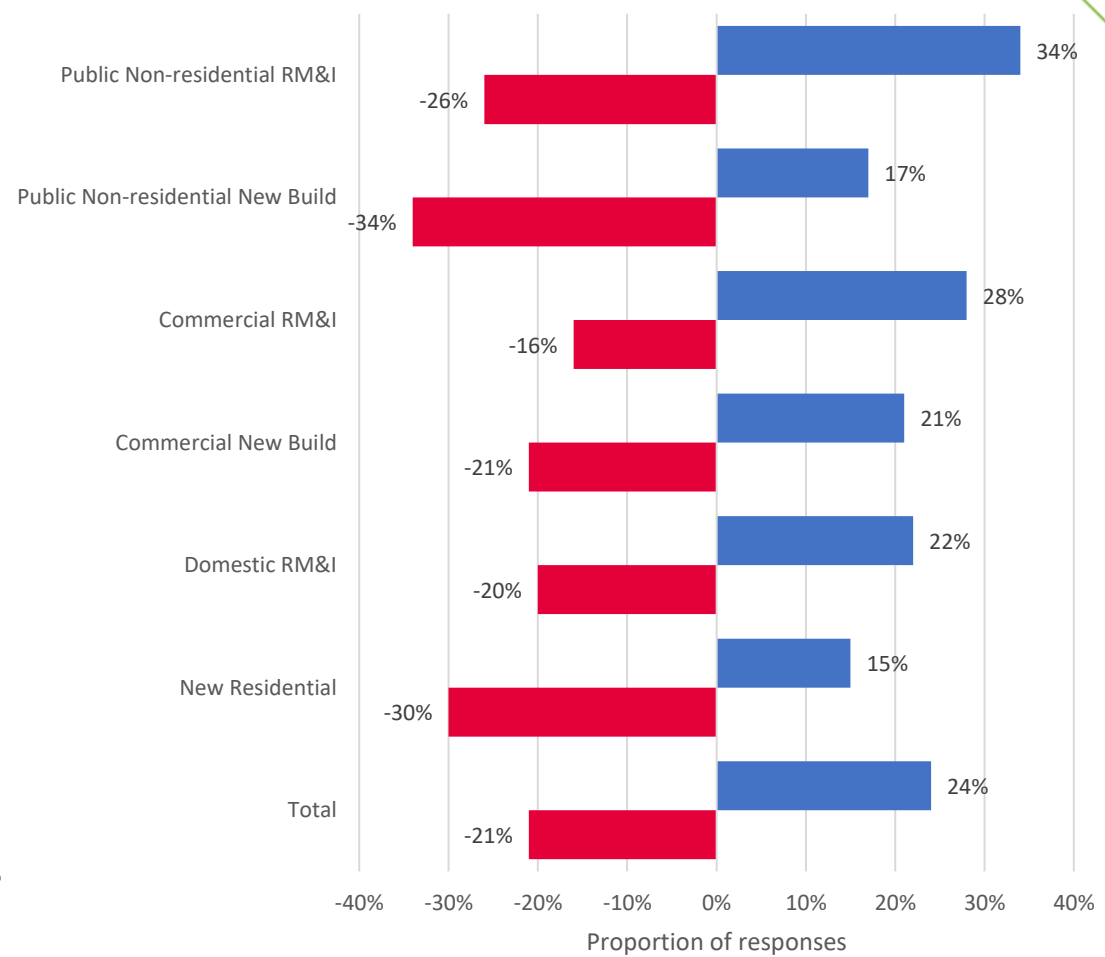
Direct Headcount

Change on previous quarter



■ Increase ■ Decreased

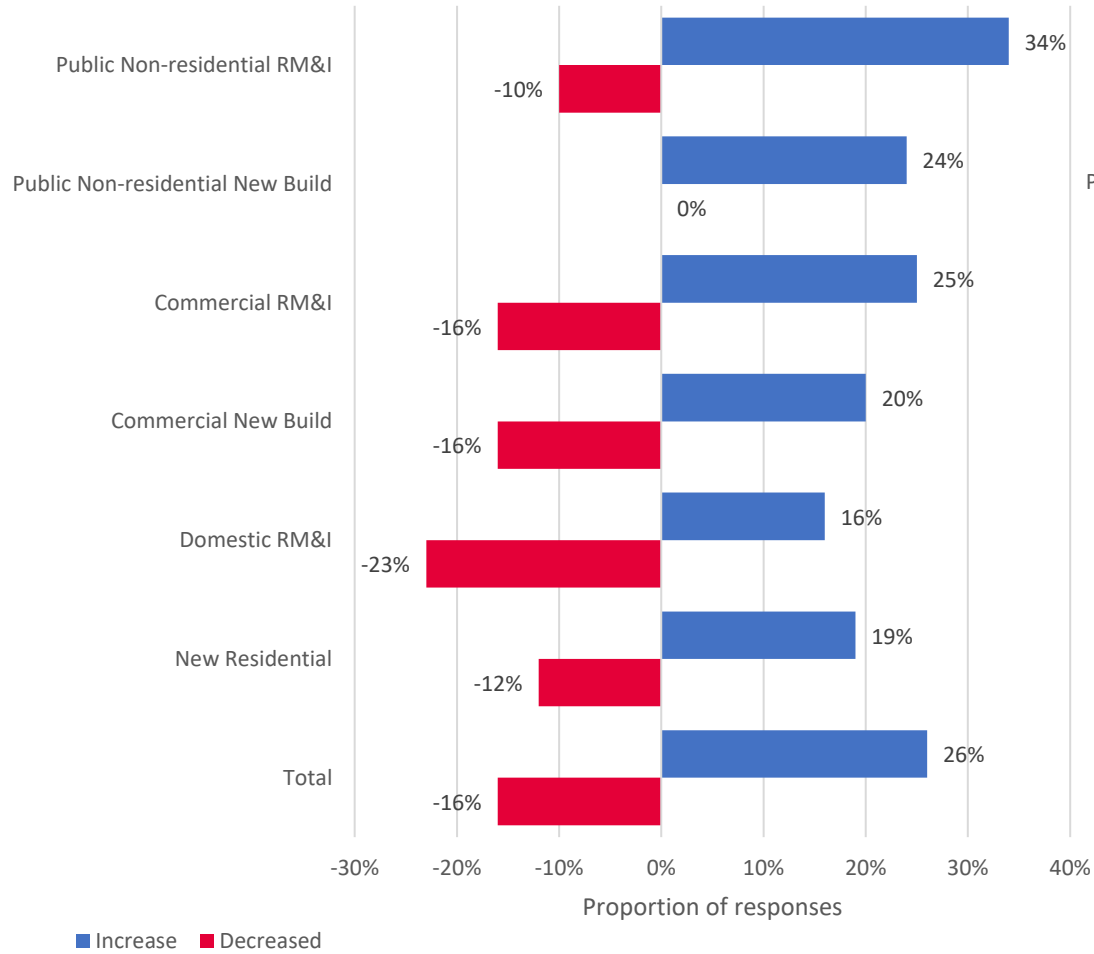
Change on a year ago



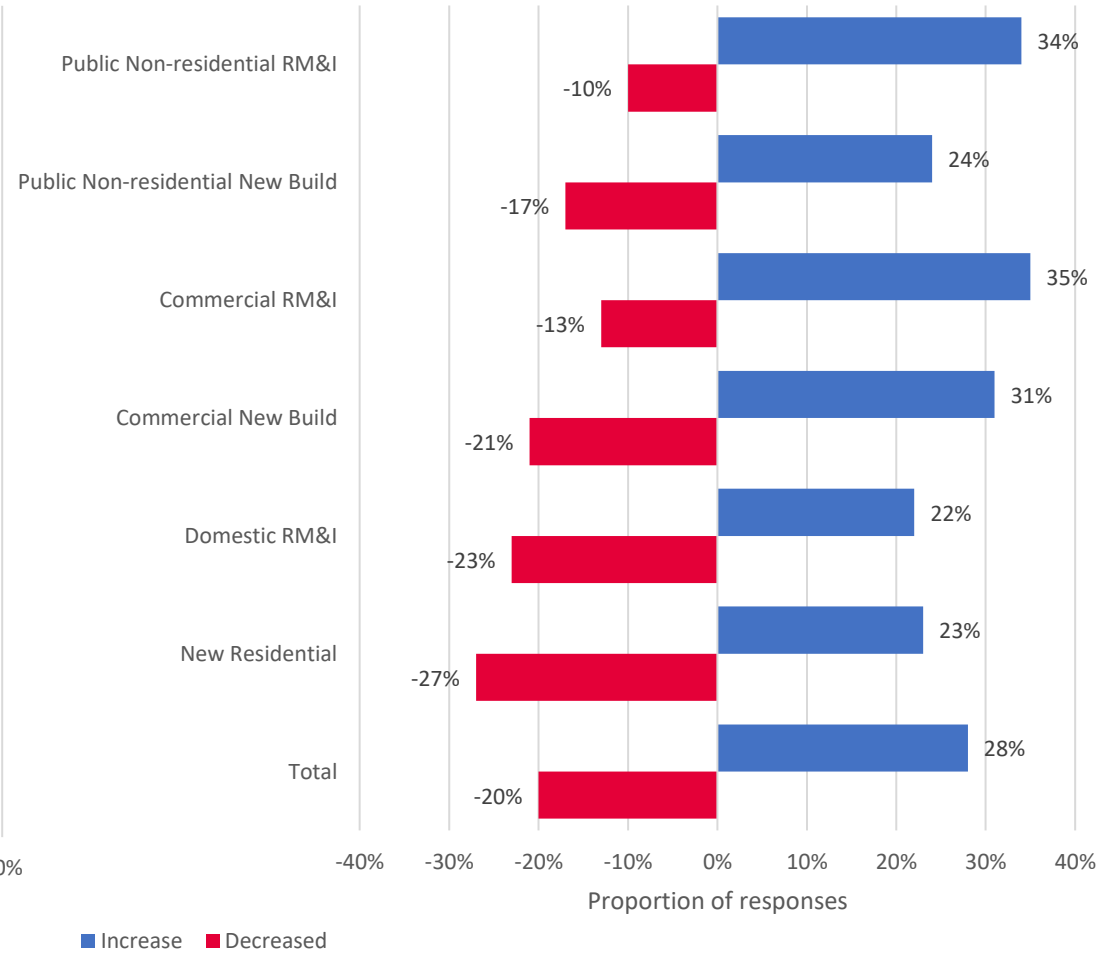
■ Increase ■ Decreased

Sub-Contracted Labour

Change on previous quarter

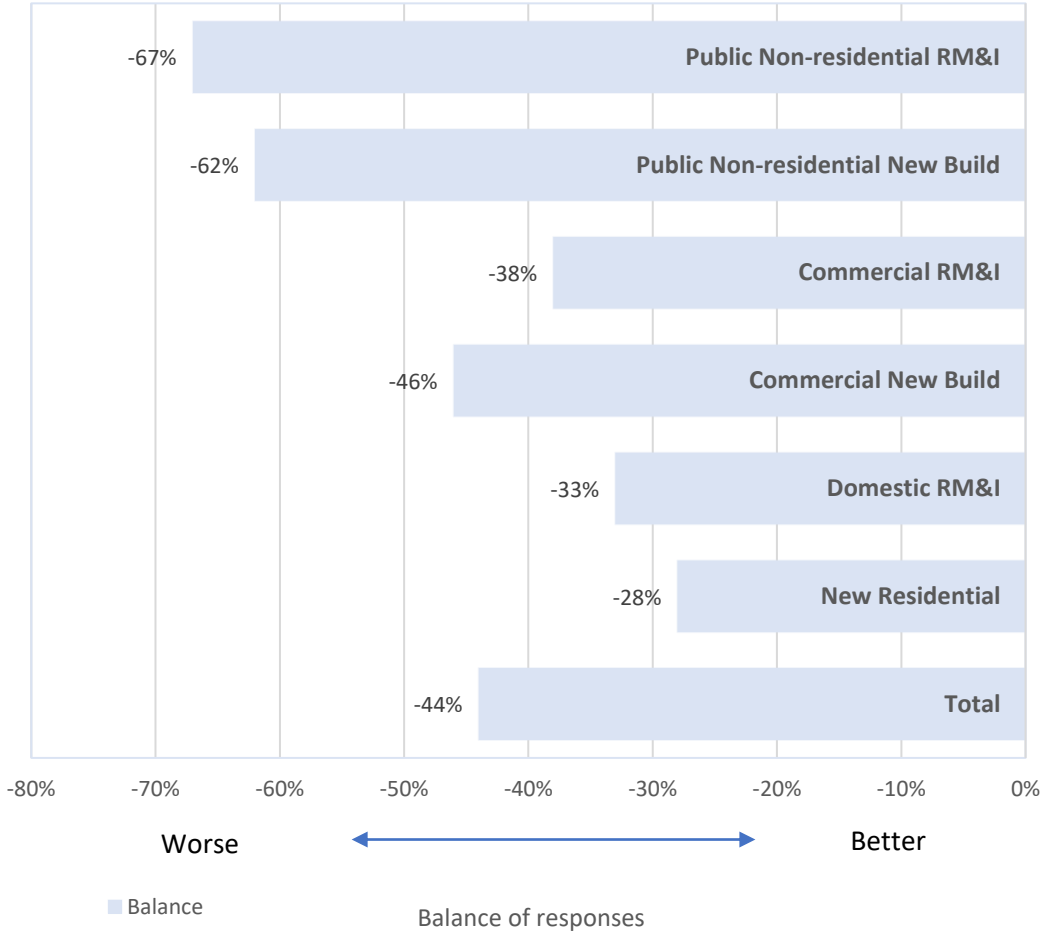


Change on a year ago

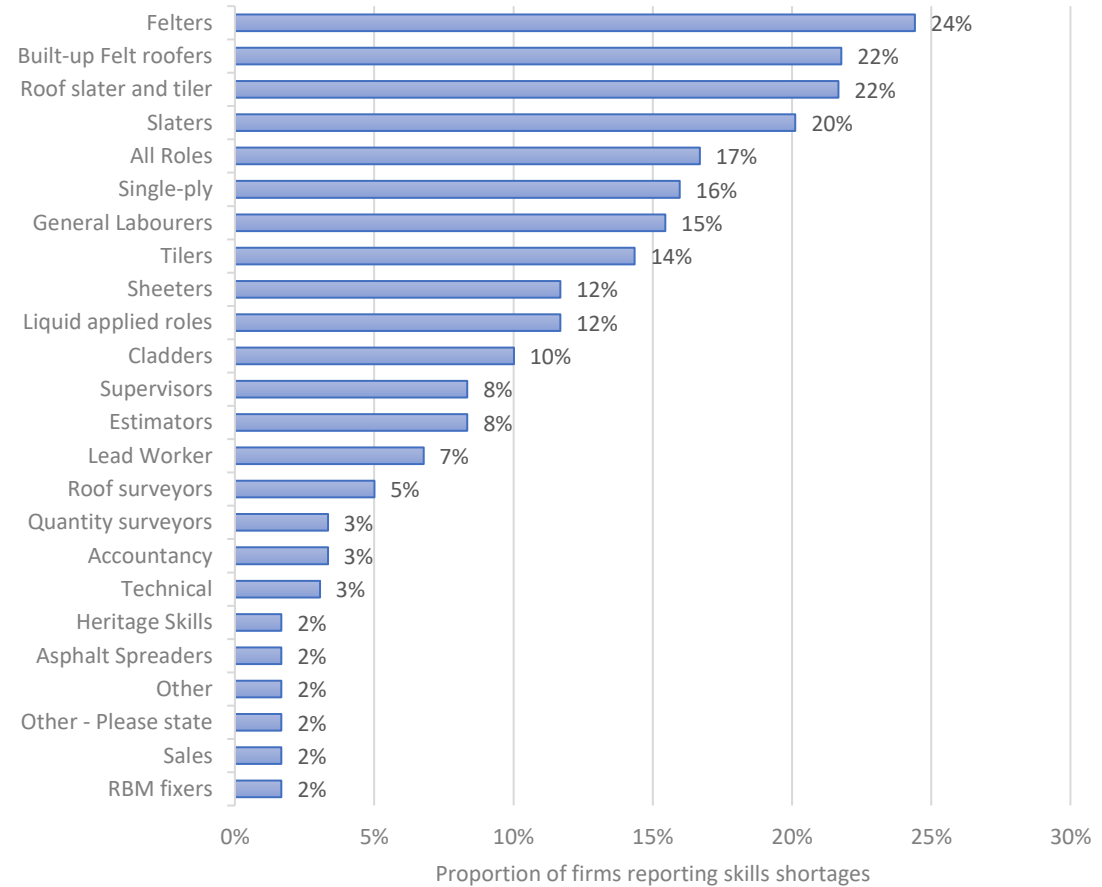


Recruitment Difficulties

Recruitment Difficulties - Change on previous quarter

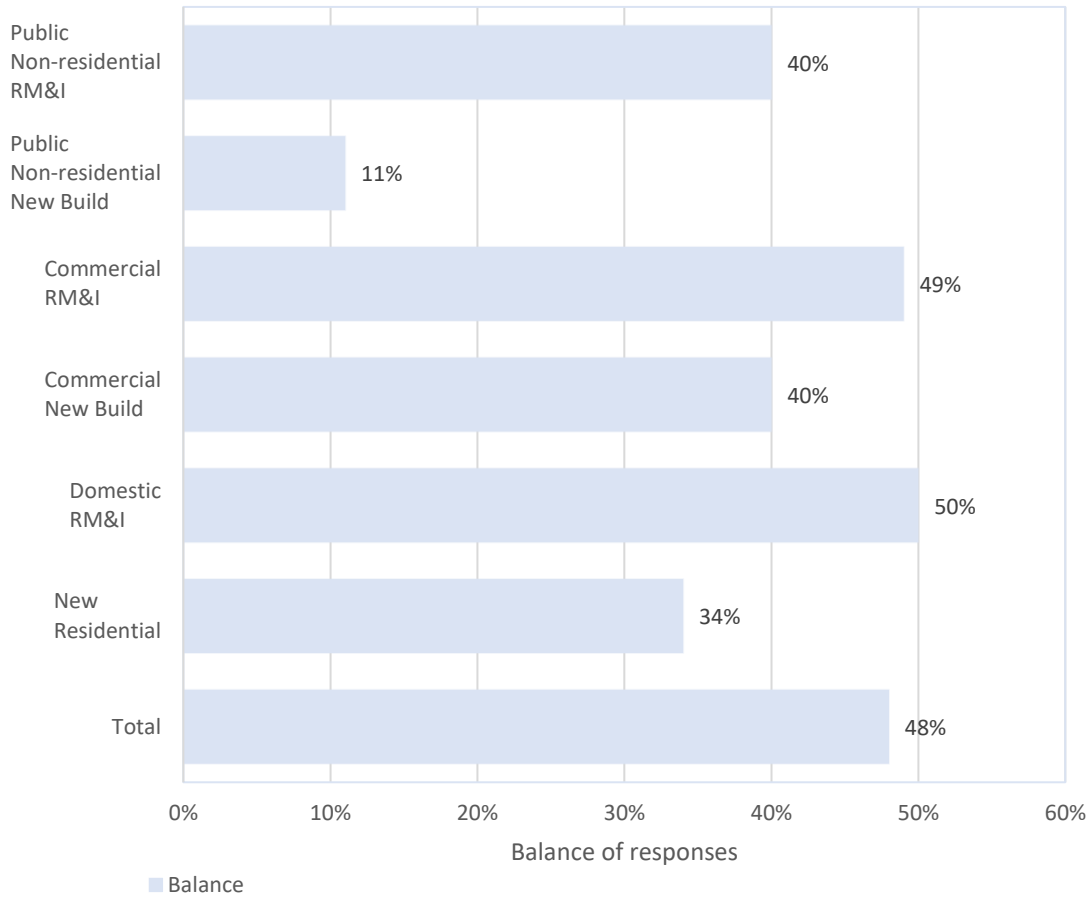


Areas of Skills Shortages

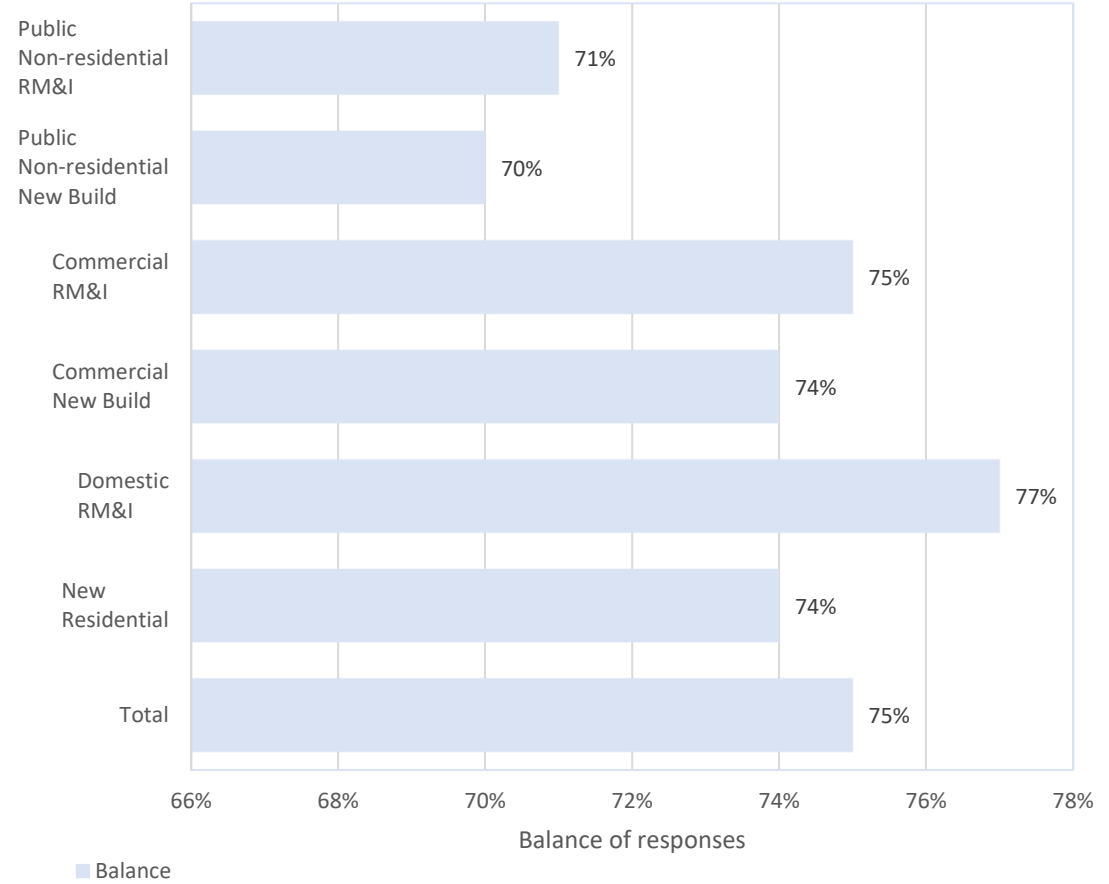


Labour Costs

Labour Costs - Change on a previous quarter

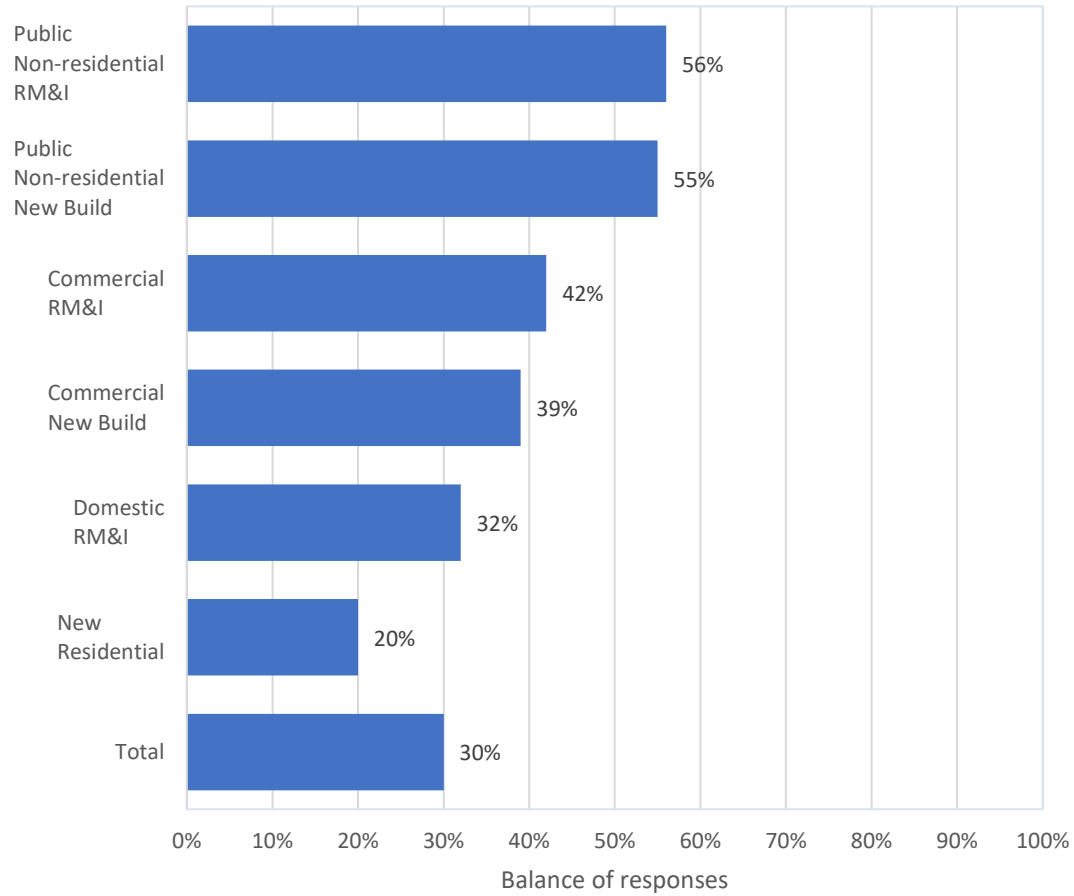


Labour Costs - Change on a year ago

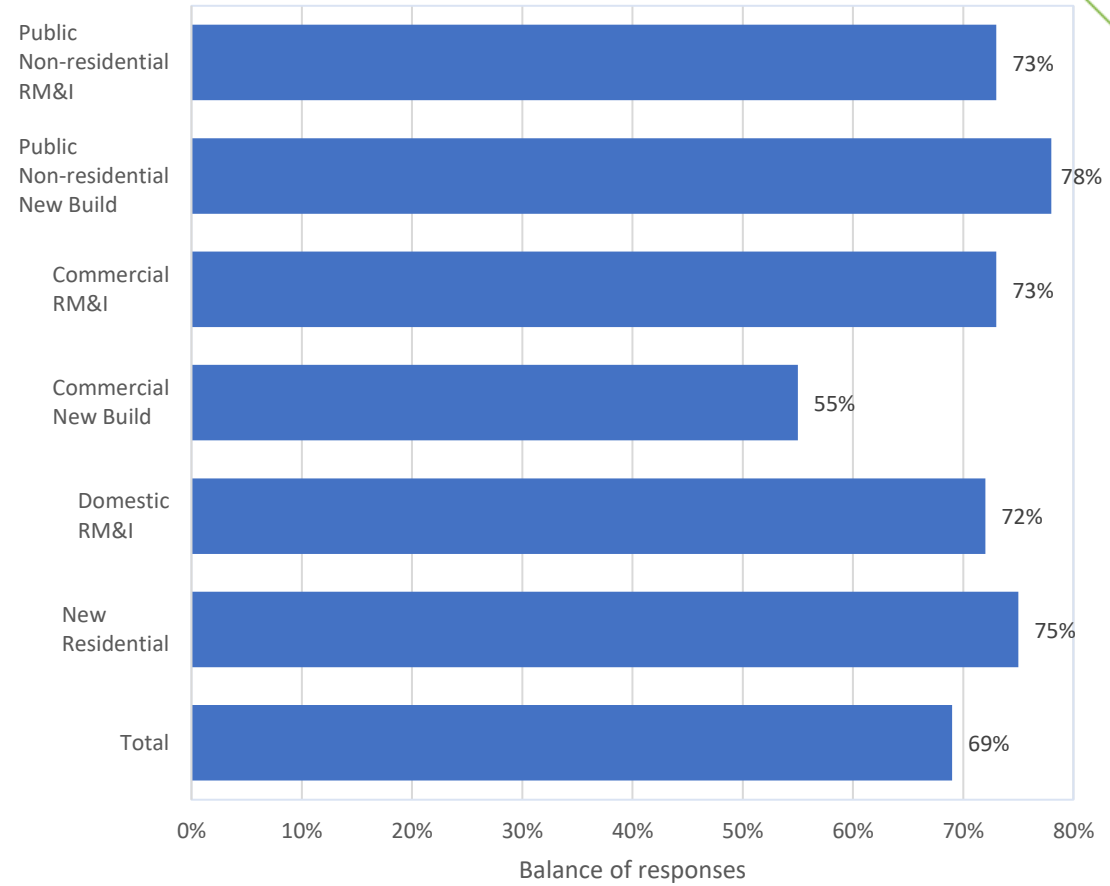


Material Costs

Change on previous quarter

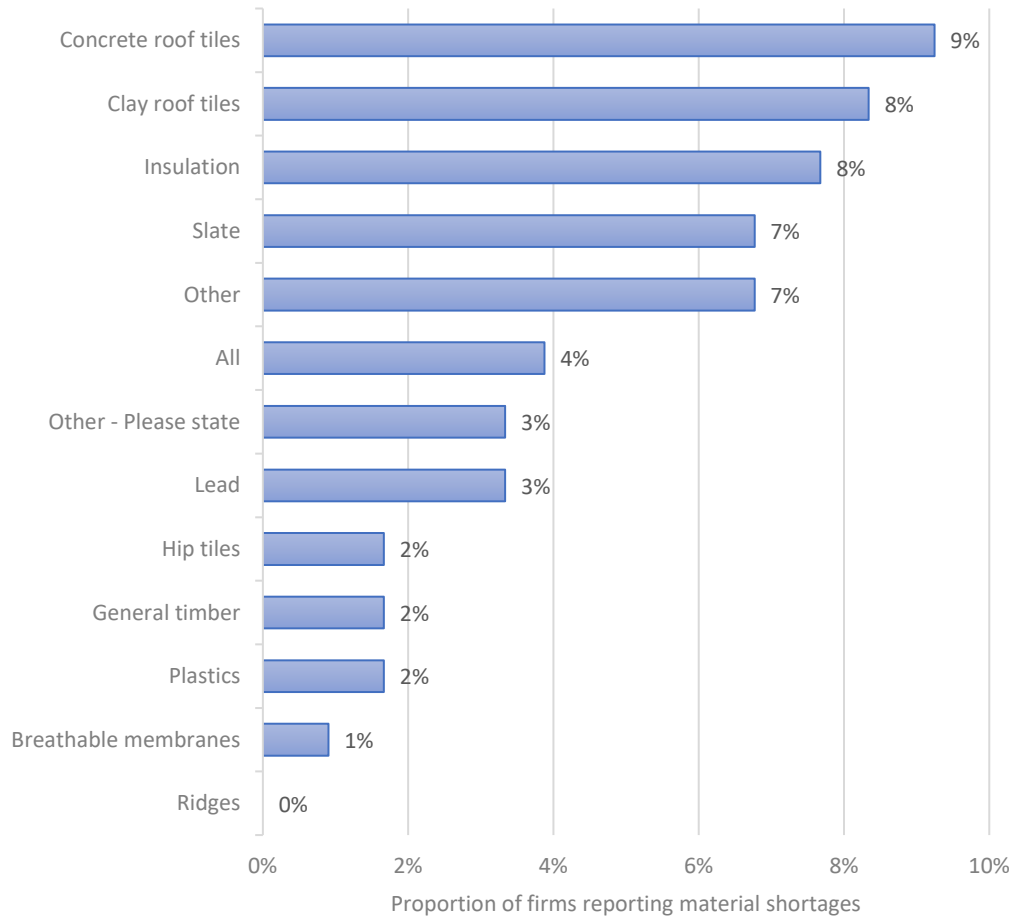


Change on a year ago



Material Availability

Material Shortages

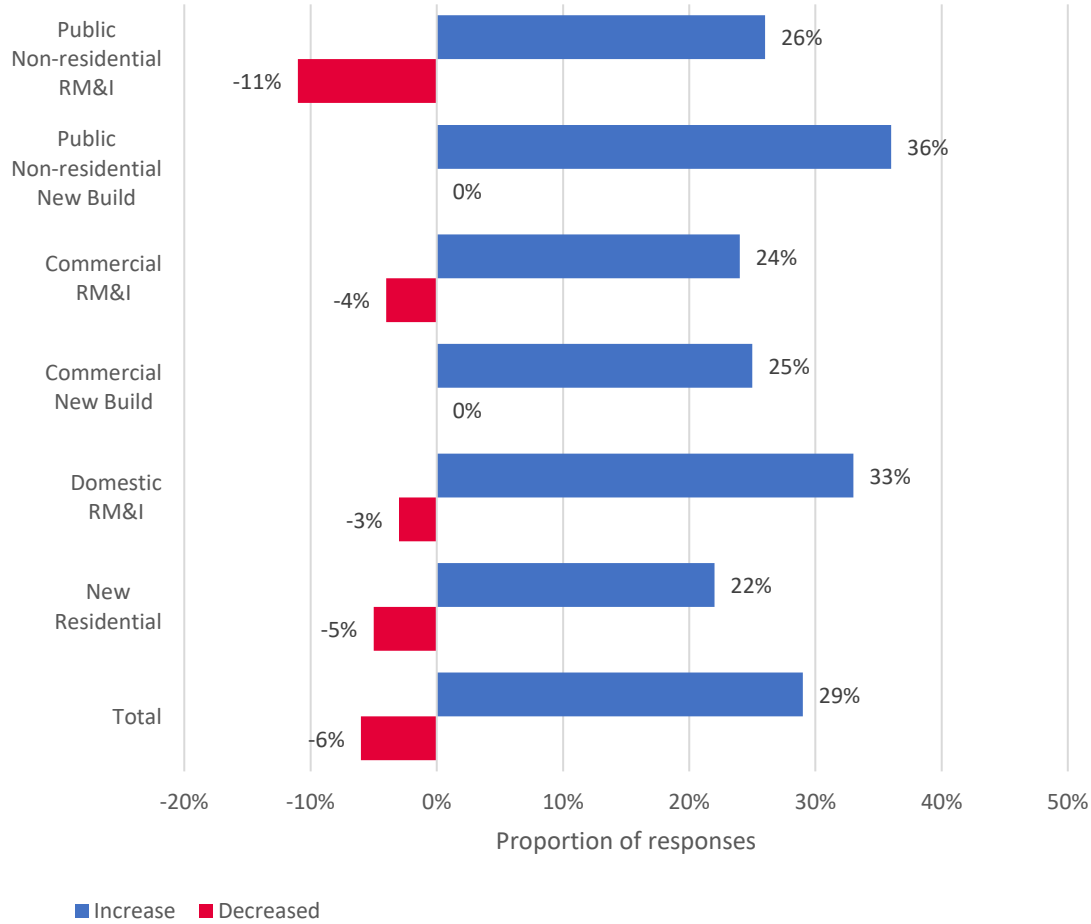


Materials availability has continued to improve, with 19 per cent of firms reporting greater ease in securing materials during the quarter and just two per cent of firms experiencing greater difficulty. Shortages of concrete roof tiles were most widespread, reported by nine per cent of roofing contractors. Clay roof tiles and insulation were also mentioned as being in short supply by eight per cent of respondents. Just four per cent of firms reported difficulty obtaining all types of materials.

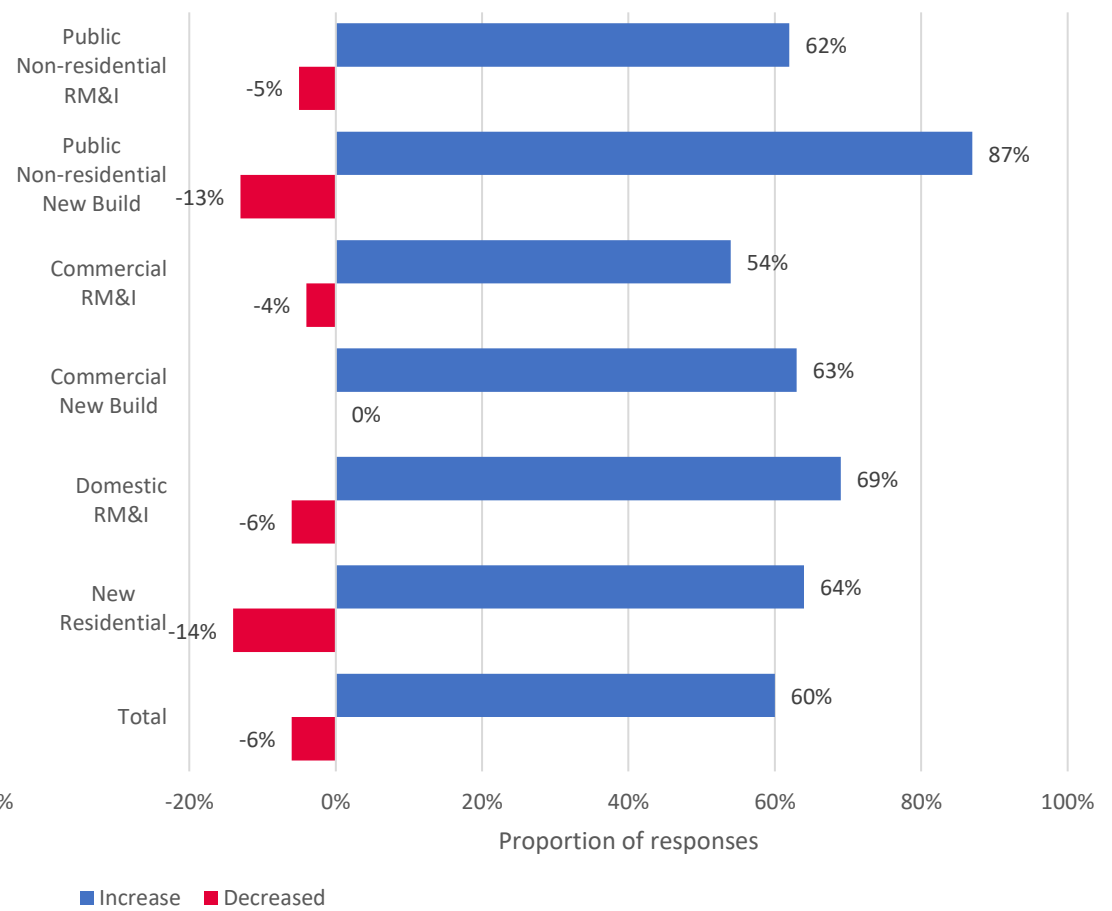
Material price inflation has eased significantly compared with start of the year, with 30 per cent of firms reporting higher material costs during the fourth quarter of 2023 but there were no firms reporting a decline. The rise in labour costs increased with more firms reporting a rise in costs than during the previous quarter. 50 per cent of firms saw wage costs rise during the fourth quarter while two per cent reported a decline. 29 per cent of contractors reported a rise in their tender prices during the fourth quarter and six per cent saw a fall. Higher tender prices were most widespread in the public non-residential new build sector.

Tender Prices

Change on previous quarter

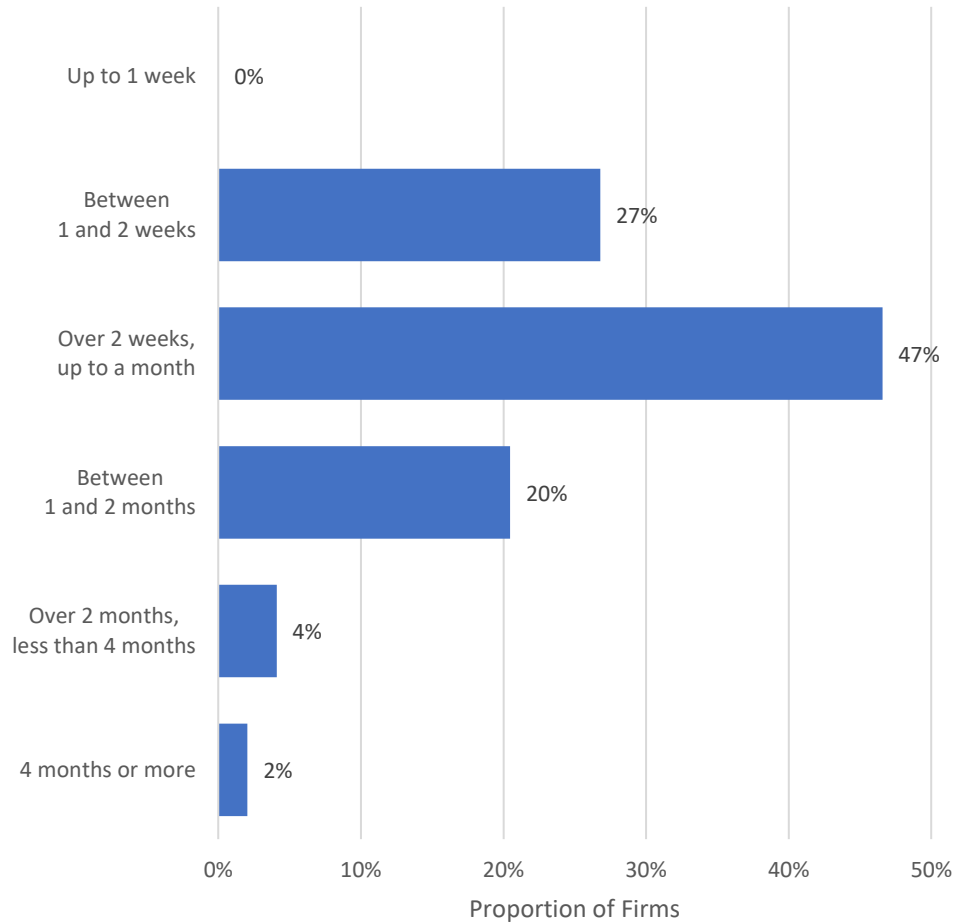


Change on a year earlier

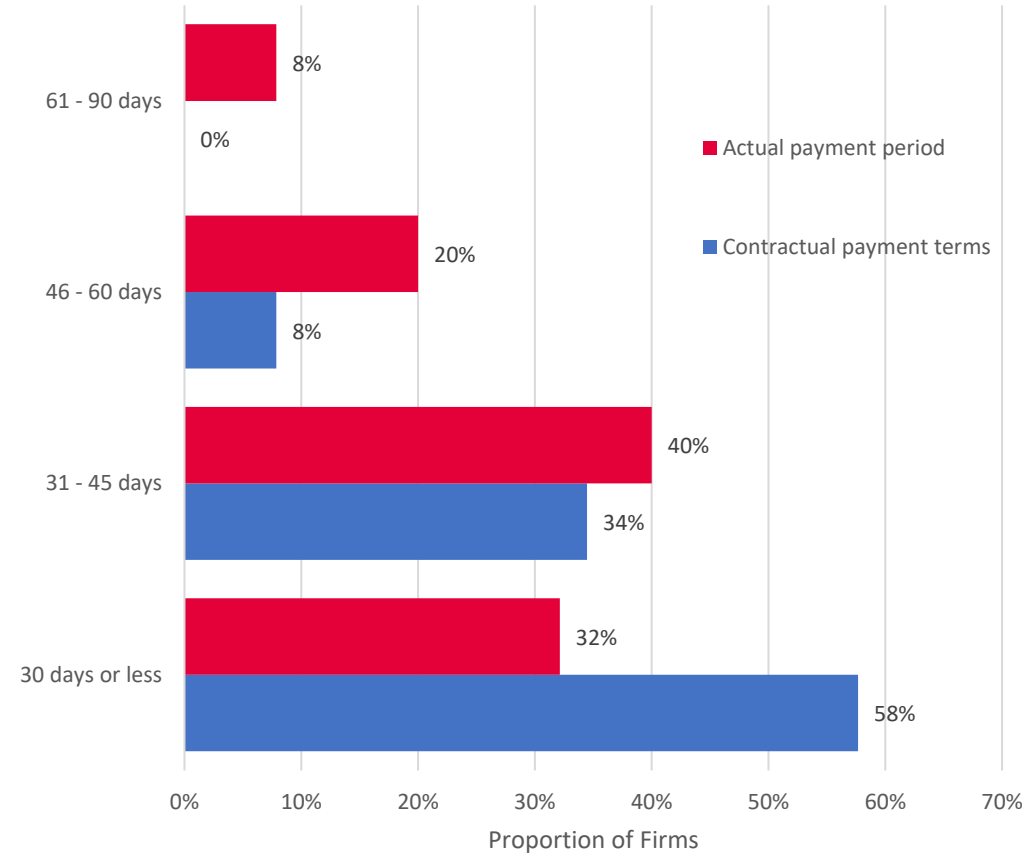


Lead Times and Payment Terms

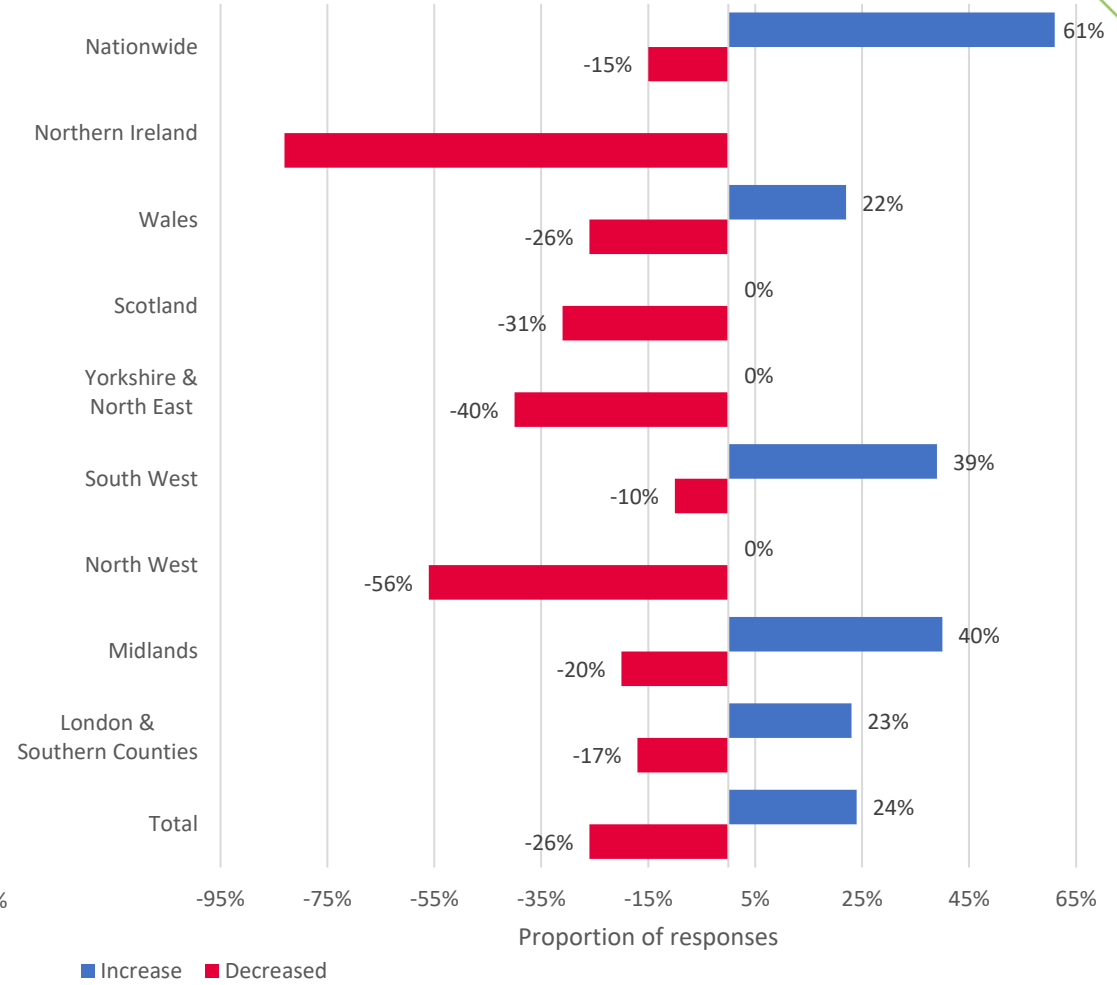
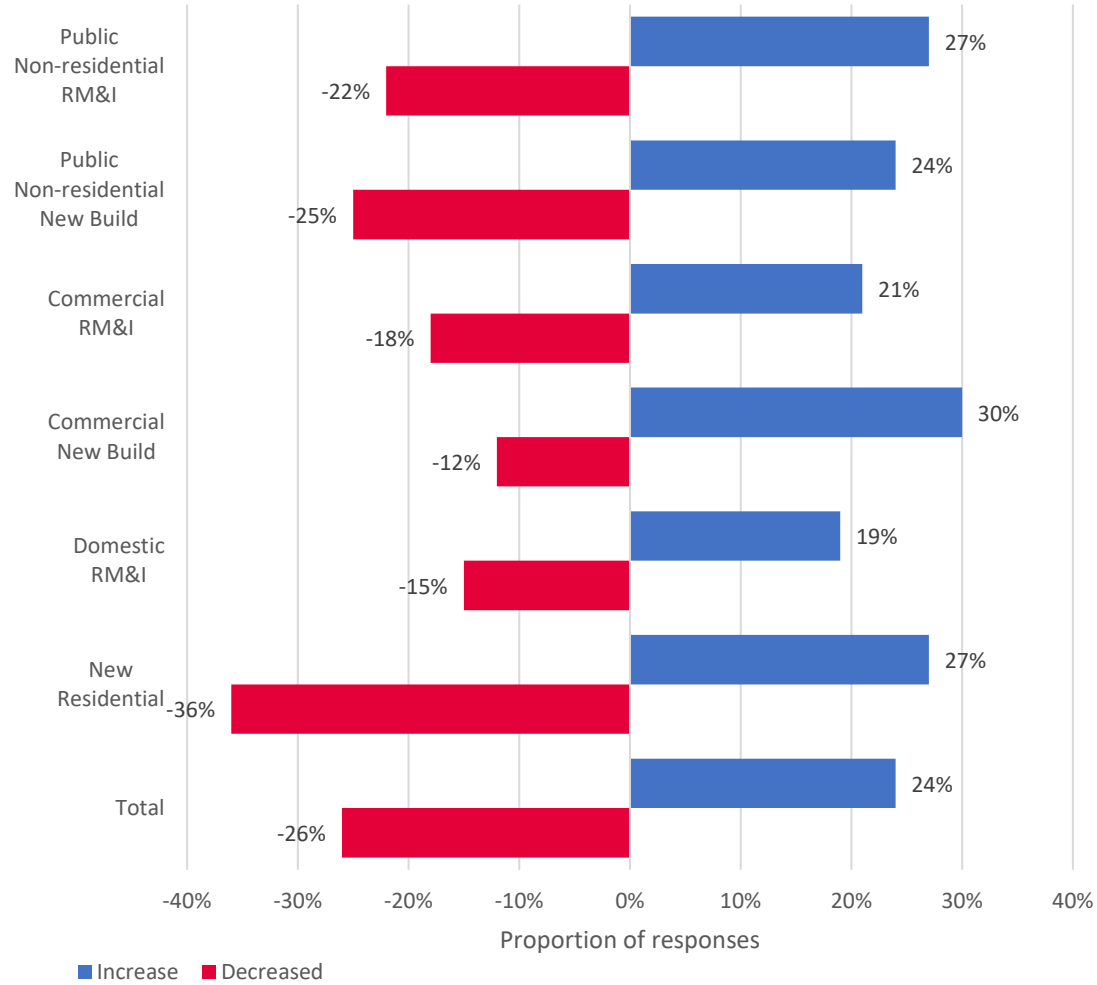
Lead times



Payment terms & periods



Market Expectations — Next Quarter



Market Expectations — Next 12 Months

