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# COURIER SERVICES: UK

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**2002-2011**

## **AN ESSENTIAL MARKETING & PLANNING TOOL FOR:**

- ✓ Analysing the development and forecasts of the UK market for Courier Services by type :
  - Core sameday services
  - Technical courier services
  - Specialist home delivery
  - International courier services
- ✓ Discovering factors that affect the market
- ✓ Determining the potential of the market
- ✓ Identifying the leading players in the market and their market share

## **THIS REPORT INCLUDES:**

- ✓ Clear and precise figures
- ✓ Well presented graphs
- ✓ In-depth analysis with a PESTE and SWOT

**msi**

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# Benefits and Strengths of this Report

## The benefits of this report:

This report provides a [detailed](#) analysis of the UK market for Courier Services during a five year review period [2002-2006](#) and a five year forecast period [2007-2011](#) with particular focus on 2006. All figures within the report are also presented in a separate [Excel spreadsheet supplied as part of your order](#), which is ideal for future planning and presentations.

<b>Coverage</b>	This report analyses the UK market for courier services, made up of a core Sameday courier service, Technical courier services, Specialist home shopping delivery, and International courier services.
<b>Content</b>	The market size information is presented in value terms (£ million). The market for courier services is segmented by type. 79 pages of in-depth and relevant information 27 clear and well illustrated graphs and tables
<b>This report will help you</b>	Determine the potential of the market With your strategic planning and budgeting

## The UK Courier Services market has been analysed and segmented as follows:

- The value of the UK market for Courier Services, 2002-2006, with annual forecasts until 2011
- The value of the UK market for Courier Services [by type](#), 2002-2006, with annual forecasts until 2011:
  - Core sameday services
  - Technical courier services
  - Specialist home delivery
  - International courier services
- Market shares in the courier services industry, 2006, which includes:
  - Business Post
  - CitySprint
  - DHL
  - Lewis Day
  - Lynx Express
  - Parcelforce
  - Parceline
  - Parcelnet
  - RicoLogistics
  - TNT
  - Other

### Also contained within this report:

- PESTE Analysis:
  - Political
  - Economic
  - Social
  - Technological
  - Environmental
- SWOT Analysis:
  - Strengths
  - Weaknesses
  - Opportunities
  - Threats
- Factors Affecting the Market:
  - Drivers
  - Restraints
- Industry Overview, which includes:
  - Type of operator
  - Industry concentration
  - Strategy development
- Marketing mix, which includes:
  - Service
  - Price
  - Promotion
  - Place
- Leading companies are profiled, including:
  - Business Post Group
  - City Link
  - CitySprint (UK)
  - DHL International
  - Lewis Day Transport
  - Lynx Express
  - Nightfreight (GB)
  - Parcelforce Worldwide
  - Parceline
  - Parcelnet
  - Rico Logistics
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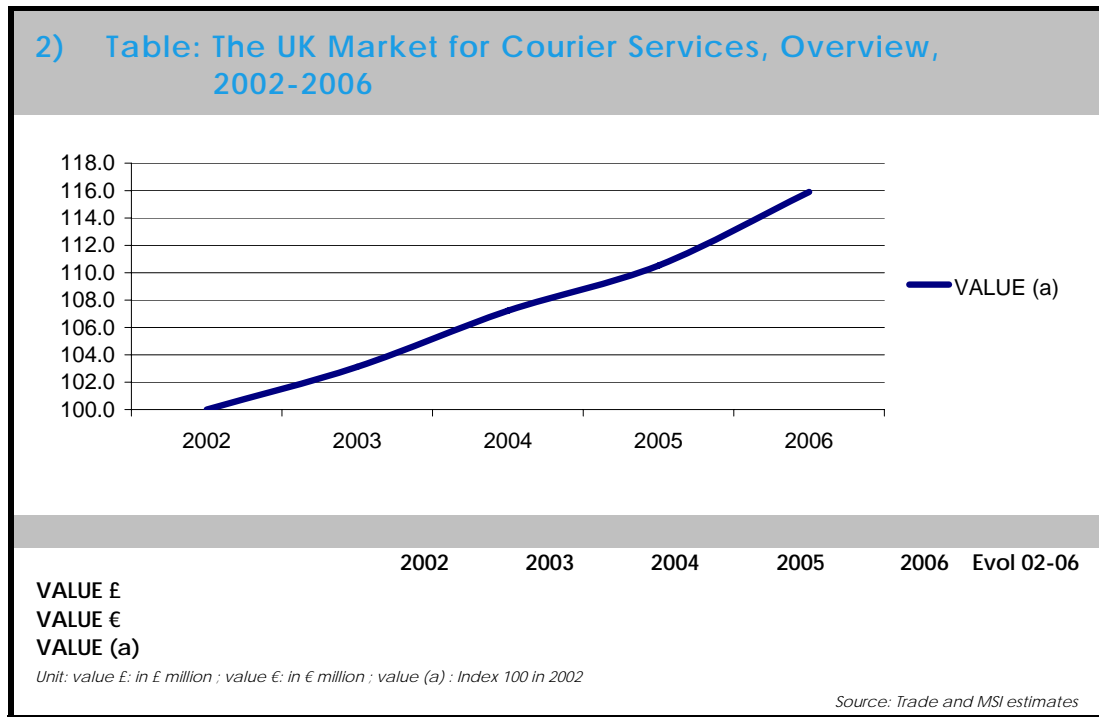
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# 5. Market Size

## 5.1 Market Size and Trends

### 5.1.1 Overview, 2002-2006



- The courier services market has been stimulated by the **buoyancy of the services sector** of the UK economy, most notably the banking and financial services sector, the technical courier services market, and the specialist home delivery market.

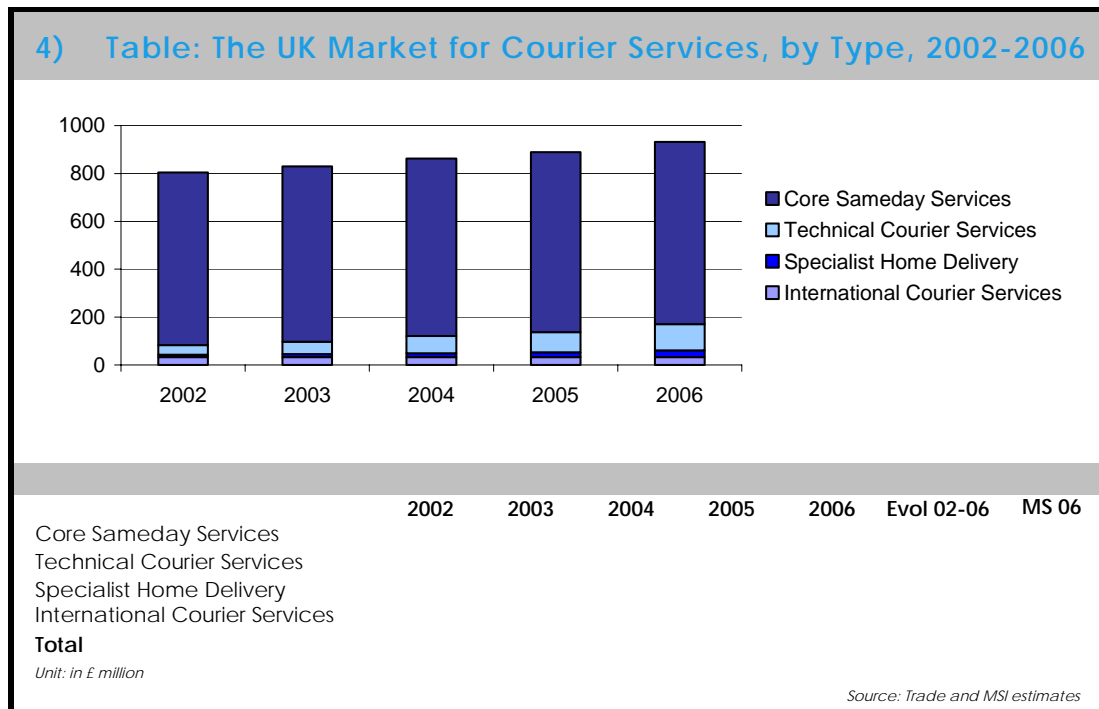
- Primarily B2B, the courier services market has also been characterized by a significant **move towards B2C** during the review period. Indeed, the growth of sectors such as

e-commerce and home shopping delivery, linked to broadband easy access has increasingly lead to courier companies **delivering to consumers**.

- The level of competition has lead to **fierce price competition** in the UK market for courier services. As a result, many companies were forced to expand their range of courier services, but this competition has restrained value growth in the market.

## 5.2 Market Segmentation

### 5.2.1 Overview by Type, 2002-2006



- Growth in the technical courier services and specialist home delivery services sectors of the market have significantly stimulated the market for courier services between 2002 and 2006. Indeed, due to the high level of competition, the low entry barriers and therefore the large number of courier services companies operating in the market, the core sameday

services sector of the courier services market has become saturated. Many of the larger companies looked to expand their activity in more specialised areas such as **outsourcing** and **e-commerce**, where technical courier services and specialist home delivery services are required.

MSi have published new style reports to ensure customers expectations are not met but exceeded!

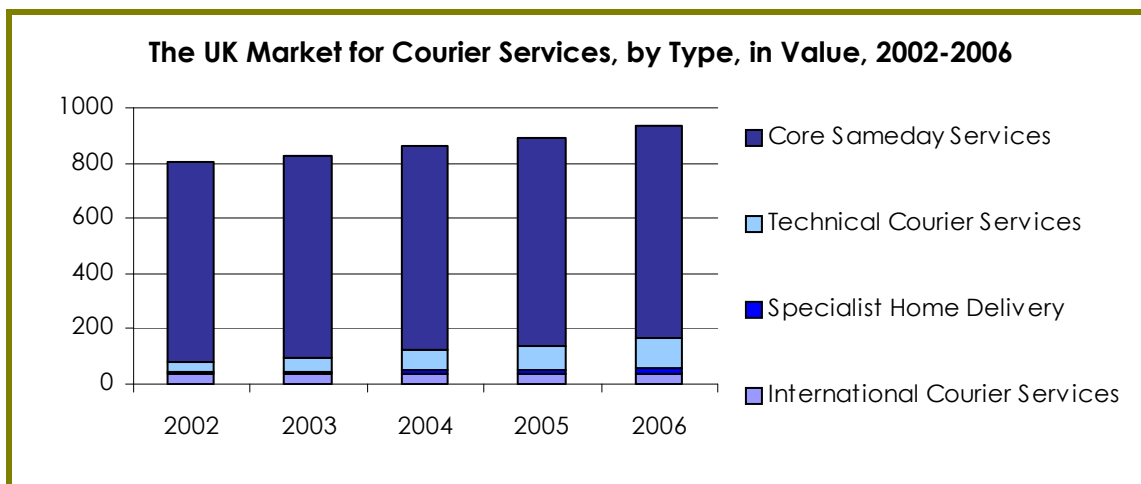
These new reports include:

- New format
- New **graphs**
- PESTE and SWOT Analysis

## COURIER SERVICES MARKET BENEFIT FROM BUSINESS OUTSOURCING

Ensure you gain an advantage over your competitors and receive the latest market trends from the **UK market for courier services**. This report will complete your knowledge of the market, help you target the needs of your customers and assist you with a range of business planning and strategies.

The buoyancy of the services sector and the development of e-commerce are both strong factors stimulating the UK market for courier services. However, the fierce price competition has indeed slowed down this increase. Thus, the market for courier services in the UK grew by 15.9% between 2002 and 2006 in value terms. Growth in technical courier services and home shopping delivery have significantly stimulated the market for courier services in the last five years.



Indeed, the **core sameday courier services** market has become saturated, due to the high level of competition. Core sameday courier services still remains significant, with a market share of 82% of the total market in 2006. It reflects the need for urgent delivery, in particular for businesses. Moreover, there is a growing trend for overnight courier services.

The **technical courier services** market has experienced an impressive growth (+173.3% between 2002 and 2006), due to the increasing trend in outsourcing.

The **specialist home deliveries** market (+171.3% in 5 years) benefited from the increasing use of the Internet and particularly the growth of the e-commerce sector in the last few years. Indeed, the courier services market has experienced a significant move towards deliveries to consumers. Nevertheless, sameday deliveries remain for high value goods and services only.

Most **international courier services** are next day delivery, due to distance, cost and time issues. Besides, road, rather than air transport, is usually preferred to deliver parcels. Air transport is still used for sameday deliveries to Europe and America. The international courier services market grew by 1.5% between 2002 and 2006.

### **2007-2011: +27% in value terms**

Major sectors of the market will remain saturated, however courier services companies will continue to specialise in technical courier services and specialist home deliveries. Those markets will indeed experience important growth (more than 100%), primarily because of the development of outsourcing and e-commerce.

The market for core sameday services will increase due to the greater awareness of services available, but growth will remain stronger in volume terms rather than in value terms, due to increasing price competition. International courier services companies will focus their activity on dynamic markets only.

**MSI Reports**, specialist in business-to-business market research, have published a detailed report on **The UK Market for Courier Services** in November 2006.

Containing 79 pages with **27 tables**, MSI analyse the UK market for courier services for a five year review period (**2002-2006**) and a five year forecast period up until **2011**. The market is segmented into core sameday services, technical courier services, international courier services and home delivery service. All **figures** within the report are also presented in a separate **Excel spreadsheet** supplied as part of your order, which is ideal for future planning and presentations.

For the first time, the report also includes a PESTE and SWOT analysis in order to provide a complete picture of the market.

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