



Market Report

A Snapshot of your Marketing Sector

Civil Engineering

This pack has been designed to provide information on setting up a business in the **Civil Engineering** industry in Scotland, as well as helping to inform the market research section of your business plan. You can find more information on how to write a business plan from the Business Gateway website (www.bgateway.com/businessplan), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **April 2026**.

What do I need to know about the Civil Engineering market?

The following summary statistics have been taken from market research reports and reliable resources that the Information Service uses to compile industry information. They should give you an indication of how your industry is faring at present and whether there is demand for your type of business:

- ◆ **Construction is the 7th largest sector** in the UK economy, within which **civil engineering contributes around £23 billion** to the UK's Gross Value Added. (Competition & Markets Authority, [Civil Engineering Market Study](#), December 2025).
- ◆ GlobalData estimates the **UK infrastructure sector's output to grow in real terms by 7.2% in 2026**, before recording an annual average **growth rate of 3.9% from 2027-2030** supported by an increase in the construction orders for infrastructure construction, coupled with investments in the development of road, rail and airport infrastructure. (GlobalData Explorer, *Construction in the UK - Q1 2026*, March 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ Following a sharp **contraction of 8.2% in 2024, infrastructure output returned to modest growth in 2025, increasing by 1.9%**. Indicators at the start of the quarter pointed to strengthening momentum in the infrastructure sector, supported by the updated NISTA pipeline, which includes **£718 billion of projected investment**. That outlook has since become more uncertain following developments in the Middle East. Increased volatility in energy and commodity prices could sustain inflationary pressures and slow the pace of infrastructure growth, although the full impact remains unclear at this stage. New infrastructure work **output is forecast to grow by 15% between 2025 and 2030**. (BCIS, *Infrastructure forecast – 4Q2025 to 4Q2030*, March 2026). (www.bcis.co.uk/news/bcis-construction-infrastructure-forecast/)
- ◆ The European civil engineering sector **grew by 6.5% in 2024 to reach a value of \$1,021.3bn** and is forecast to have a value of **\$1,326.4bn in 2029, an increase of 29.9%** since 2024. Government expenditure on the public sector in the **UK increased from \$1,166.2bn in 2019 to \$1,616.5bn in 2024**. (GlobalData Explorer, *Civil Engineering in Europe*, December 2025). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ There were approximately **99,400 civil engineers working in the United Kingdom** as of the first quarter of 2025, compared with 94,100 in the previous quarter. (Statista, Economy, *Number of civil engineers in the UK 2021-2025*, October 2025).
- ◆ The national organisation for this industry is [BE-ST](#). Other industry bodies include the [Civil Engineering Contractors Association](#) (CECA), [Scottish Engineering](#), the [Engineering Council](#) and [Institution of Civil Engineers](#) (ICE).

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Where can I find more information on my market?

The Information Service provides a bespoke research service for all Scottish businesses. If you have a more detailed research enquiry that you would like to explore, please contact us on **0300 013 4753** or email info@bgateway.com.

There are also a number of online resources you may find helpful:

- ◆ **UK Government: Infrastructure and Projects Authority** - [Analysis of the National Infrastructure and Construction Pipeline 2023 \(February 2024\)](#). There is £164bn planned investment between 2023/24 and 2024/25 in major infrastructure and construction projects. Between the financial years starting in 2023 and in 2032, most of the planned national infrastructure and construction pipeline projects were in the energy and transport sectors. Additionally, £84bn investment is expected for social infrastructure, as well as £78bn for electricity or gas transmission. The report is mainly related to England and does not include devolved spending in Scotland, Wales and Northern Ireland and by Local Authorities.
- ◆ **Scottish Futures Trust – Construction Pipeline Forecast Tool** - provides a look forward as to the anticipated public sector spend within construction. The forecast tool has been developed by the Scottish Futures Trust in partnership with industry and public sector bodies and is an online, interactive platform providing visibility on over £12bn of planned public sector construction projects, aimed at aiding industry planning, investment, and efficiency. It lists over 1,700 projects (as of mid-2024) across sectors like education, housing, and health (pipeline.scottishfuturestrust.org.uk/).
- ◆ **UK Government** - The Competition and Markets Authority (CMA) is undertaking a **market study into the supply of railway and public road infrastructure** by the civil engineering sector. The CMA intends to publish the final report in May 2026 after the elections taking place across the UK on Thursday 7 May 2026. You can view the interim report here at [Interim Report](#).
- ◆ **BIS (Building Cost Information Service)** - The quarterly BCIS infrastructure briefing is a civil engineering market report and reflects our view of water and sewerage, electricity, roads, railways, harbours and flood defences, gas, air and communications, and infrastructure repair and maintenance output against a backdrop of civil engineering costs, including labour and materials, and the wider economic background. (www.bcis.co.uk).
- ◆ **The Construction Index** regularly publishes data on construction activity in the UK as well as the latest industry news and insights (www.theconstructionindex.co.uk).
- ◆ **The Construction Industry Training Board (CITB)** has published a series of reports on the '*CSN Industry Outlook 2024-2028*'. This includes a UK overview as well as regional data, including Scotland ([CSN Industry Outlook - 2025-2029 - CITB](#)).

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How can I find out about my competitors?

Business Gateway's online guide to [Competitor Analysis](#) explains how to find your competitors, how to research what they're doing and how to act on what you learn about them.

Immediate competition will be from other businesses in your local area. There are several online directories which can be used to find company information and generate lists easily and at no expense. Many Local Authorities also publish local business directories on the web. Below are some key web resources:

- ◆ General business directories such as [Yell](#) ,[Thomson Local](#) or [Google Maps](#)
- ◆ Trade specialists like [EuroPages](#) (European directory), [The Wholesaler](#) or [Free Index](#)
- ◆ Business to business (B2B) specialists such as [Kompass](#)

Likewise, your local Chamber of Commerce may publish a members' directory; find your local Chamber on the [Scottish Chambers](#) website.

Once you've identified who your competitors are, the next step is to gather information on the way they do business. Which services do they provide? How do they market themselves? How much do they charge?

To learn about your competitors:

- ◆ Look for articles or adverts in local newspapers, trade press and directories.
- ◆ Try to read their marketing material; if the company has an online presence, visit the company's website as a first port of call. Not only does it give you a better understanding of the company's activities, it can also offer a wealth of information such as a company history or staff biographies, as well as the company's partners or suppliers
- ◆ Search for information on limited UK companies via the [Companies House](#) website
- ◆ Gain an insight into your competitor's performance using credit checks and the accounts that limited companies are required to submit to Companies House each year.

We can provide credit checks free of charge; if you are interested in using this resource, or looking for us to help you find relevant publications, please contact us by emailing info@bgateway.com or by calling **0300 013 4753**



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What about suppliers?

[Choosing and Managing Suppliers](#) can help you decide what you need from a supplier, how to identify one and how to choose one to deal with.

Trade associations or industry specific organisations may also be able to recommend suppliers or contacts. You can also use the aforementioned resources for finding competitors to find suppliers.

Once you have decided on a supplier, we can run a credit check on the company to help assess their financial stability. We provide credit checks free of charge; if you are interested in using the resource please contact us on info@bgateway.com or by calling **0300 013 4753**.

Who are my customers?

Your business plan should include information about the customers you would expect. Business Gateway's guides on [Market and customer research](#) will help you to identify new trends, opportunities, customers and competitors.

It can be useful to group your customers by geographical location, age or lifestyle. The websites listed below are freely available and can provide most of this information. If you can't find what you're looking for from these websites, please contact us and one of the team will be happy to help:

- ◆ Access the latest population estimates from the [National Records of Scotland \(NRS\)](#). NRS also offers demographic factsheets for each council area in Scotland, which can provide summary statistics for the area you will be based in.
- ◆ Information from the most recent census in 2011 is released via the official website. See in particular the [Census Area Profiles](#). Clicking on your area of interest will give the latest population figures, including estimates by age.
- ◆ [Understanding Scottish Places](#) has interactive profiles of towns and cities across Scotland. It can be useful for understanding the interrelationships and flows between towns, and also gives comparisons between two or more places.
- ◆ [Scottish Government Statistics](#) provide accurate and up-to-date statistics on Scotland, covering population, health, education and housing.
- ◆ [The Scottish Household Survey](#) provides information on the structure, characteristics, attitudes and behaviour of Scottish households, both at a national and local level.
- ◆ [Office for National Statistics \(ONS\)](#) is the recognised national statistical body for the UK. ONS covers a wide range of demographic, economic and social issues at a UK level.



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How can you help me with other aspects of starting my business?

The Business Gateway website has guides, videos, online tutorials and tips on all aspects of starting up a business in Scotland. Follow the links below to explore each resource:

Accountancy

Institute of Chartered Accountants of Scotland's (ICAS) ["Find a Chartered Accountant"](#) tool

Funding

[Practical information](#) on finance and funding for starting and growing your business

Insurance

[Business insurance guide](#)

Legal Help

Gov.uk ["Licence Finder"](#) tool

Law Society of Scotland's ["Find a Solicitor"](#) tool

Pricing

Business Companion [Pricing & payment guide](#).

Please note: the most effective way to research pricing is to conduct your own research – visit wholesalers or suppliers to obtain price lists, find quotes from similar companies and work out what other businesses in your area are charging

Promotion

[BG guides to Marketing](#)

Training

[Skills Development Scotland's My World of Work](#)

[Funding for training](#)

[Small Business Bonus Scheme \(Scotland\)](#)

Your local Business Gateway can offer events, workshops and 1:2:1 support on all aspects of starting and developing your business. Call the helpline on **0300 013 4753** to find out what is available in your area.

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You must not rely on the information in the report as an alternative to advice from an appropriately qualified professional. If you have any specific questions speak to your Business Gateway Advisor or consult an appropriately qualified professional.

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