



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 **January 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:

- ◆ **Revenue is expected to climb at a compound annual rate of 2.3% to reach £45.5 billion over the five years through 2030-31.** According to the BCIS, both civil engineering costs and tender prices are likely to rise over the next five years, indicating that some major civil engineering contractors may be able to pass on costs to clients and stabilise short-term profitability. However, as higher tender prices prompt clients to rescope or delay schemes, contractors may have to invest more in operational efficiency to compete for a smaller pool of available contracts, dampening profitability in the short term. (IBISWorld, *Civil Engineering Project Construction*, December 2025).
- ◆ In 2023, the global civil engineering market was dominated by real estate segment contributing to a market share of 41.2% and the industrial segment held the smallest market share of 25.9%. In 2028, the global civil engineering market is expected to be dominated by real estate segment contributing to a market share of 40.2% and the industrial segment is expected to hold the smallest market share of 26.6%. In the global civil engineering market, real estate segment is expected to witness an incremental growth of \$914.0 million, whereas the industrial segment is expected to drive an incremental growth of \$776.0 million, from 2023 to 2028 (Technavio, *Global Civil Engineering Market 2024-2028*).
- ◆ With roads arguably being the most critical infrastructure in the UK, it typically falls to the government to distribute the funds necessary to build and maintain them. National Highways' Road Investment Strategy 2 (RIS2), between April 2020 and March 2025, supported substantial road and motorway construction demand over the past five years, with projects like the £1 billion A428 Black Cat to Caxton Gibbet project providing substantial tendering opportunities. However, tighter spending on new enhancement schemes caused National Highways to reduce the number of planned projects from 69 to 58 for the period, thereby restricting growth opportunities. **Over the five years through 2025-26, revenue is forecast to climb at a compound annual rate of 2% to reach £11 billion.** (IBISWorld, *Road and Motorway Construction*, January 2026).
- ◆ 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 has access to a number of databases which can offer more detail on this industry. Some of these reports are listed below - if you would like to be sent extracts from any of these reports, please contact us on **0300 013 4753** or email info@bgateway.com.

- ◆ **IBISWorld – Electricity & Telecommunications Infrastructure Construction (January 2026)**. Over the five years through 2030-31, revenue is forecasted to climb at a compound annual rate of 7.8% to £8 billion. The UK government's focus on nuclear power, featuring upcoming projects such as the Sizewell C nuclear plant, is set to provide an expanse of infrastructure work opportunities for contractors. The government has also outlined its support for the supply chains of key renewable energy projects, announcing in June 2025 a £700 million investment to support the manufacture of essential infrastructure equipment, such as offshore platforms and electric cables, thereby improving the accessibility of key materials for contractors.
- ◆ **Technavio – Global Road Construction and Maintenance Market 2025-2029**. UK was the 5th-largest country in the market in 2024 and will continue to be the 5th-largest segment in 2029. It will grow at a compounded annual growth rate of 5.2% between 2024 and 2029, which is faster than that of the overall market. **Among the key countries, UK will be the 6th-fastest growing country and will grow from \$48.5 billion in 2024 to \$62.6 billion in 2029**. It will contribute 6.1% to the incremental growth of the overall market between 2024 and 2029.
- ◆ **IBISWorld – Railway & Underground Railway Construction (December 2025)**. Skilled labour shortages in the wider UK construction sector have significantly affected the Railway and Underground Construction industry. Sourcing skilled specialists has become progressively more difficult, restricting contractors' capacity to participate in projects and cutting into revenue. Coupled with rising material costs, this has severely threatened rail contractors' profitability. While steel prices have eased in recent years, plummeting domestic production of cement has pushed up concrete prices, forcing companies to find more sustainable alternatives like low-cement concentrated concrete using slag or fly ash.

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

- ◆ **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 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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