

France Information Technology Report Q1 2016

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Abstracts

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BMI View: We hold a moderately positive outlook for the French IT sector in 2016 after downgrading our view for 2015 in our Q415 report.

We forecast the IT market to grow by 1.4% in local currency terms this year to reach a total value of EUR53.26bn.

Growth in dollar terms will be slower due to currency volatility and the strength of the US dollar.

We believe the market will contract by 1.4% in dollar terms to reach a total value of USD56.99bn.

This forecast does not alter our view of France as a mature IT market with lucrative markets for advanced IT products and solutions, as well as a leading ecosystem of local firms, particularly in the software and services segments.

There are specific product growth opportunities we highlight, including enterprise spending on cloud services including SaaS, IaaS and PaaS, datacentre facility expenditure and implementation of internet of things solutions.

Headline Expenditure Projections

Computer Hardware Sales: EUR16.82bn in 2015 to EUR16.86bn in 2016, then EUR17.6bn in 2019 with a compound annual growth rate (CAGR) of 0.4% over 2015-2019 in local currency terms. Tablet sales are expected to plateau on slower growth trajectory after initial boom period and contraction in 2014, while



notebook/hybrid sales are forecast to outperform.

Software Sales: EUR12.35bn in 2015 to EUR12.54bn in 2016, then EUR13.9bn in 2019 with a CAGR of 2.7% over 2015-2019 in local currency terms. Growth set to slow as software-as-a-service (SaaS) deepens the market, but also accelerates price erosion.

IT Services Sales: EUR23.39bn in 2015 to EUR23.86bn in 2016, then EUR26.9bn in 2019 with a CAGR of 3.4% over 2015-2019 in local currency terms. Cloud computing market development is expected to be a driver of IT services' growth outperformance in France, while Internet of Things deployments will make an increased financial contribution throughout the forecast period.



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SWOT

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