

Canalys plans further ambitious growth in 2014

➤ 2013 saw successful new product launches and profits ahead of expectations

Shanghai, Palo Alto, Singapore and Reading - Tuesday, 8 April 2014

Canalys today reported record-high revenue of €7.0 million (US\$9.6 million) for the year ending 31 December 2013. This result was in line with expectations for the year, representing 5% growth in dollar terms (2% in euro). Canalys achieved its [main priority for 2013](#), which was to build on the growth from previous years, while providing a material boost to the bottom line. This achievement, along with a great set of results for Q1 2014, provides an excellent platform for expansion, with double-digit percentage growth returning this year.

‘We saw an industry that became more buoyant as the year progressed,’ said Rachel Lashford, Vice President, Analysis. ‘It has become more willing to innovate, experiment and take risks. Growth has returned to Europe and the US, and while Asia has slowed somewhat, it remains the fastest-growing region. Our global approach has allowed us to benefit from this rising tide, and the need for expert insight into this fast-changing industry has never been greater.’

‘Our two new research programs became stand-out successes in 2013. We became the first global analyst firm to segment, define and track the wearables market, and have already become established as the leading provider of market trend information for that category. We saw, committed to and invested in this market, and have been delighted that our efforts have been recognized so swiftly,’ added Lashford.

Sandy Fitzpatrick, Vice President, Channels, continued, ‘Our Partner Program Analysis service has hit the sweet spot of the needs of channel-centric vendors. They can now compare the strengths and weaknesses of their partner programs in an easy-to-use format. Most importantly, all our information is provided consistently and independently. We have plenty more developments to come. As we integrate our Partner Program Analysis research into Candefero, our channel community, we will be able to include live feedback from the channel on new vendor initiatives. Our customers are delighted that our unique content has eased their workload and improved their decision-making.’

Rita Chaher, Vice President, Events and Marketing, concluded, ‘2013 was an incredible year for Canalys. After winning a bronze Stevie Award in the 2013 International Business Awards, we again ran the successful Channels Forums in both Asia and EMEA that were bigger and even more impressive than the previous year. Then we announced that in 2014 we will be running three forums as we extend our events business into Latin America. We also launched our Insight app and so put our headline data into the hands of thousands of journalists, vendors, channel partners, start-ups and students who never previously had access to this kind of high-quality market information. The quality of the app is already superb and we will continue to extend its lead in 2014. It is the only multi-platform app of this type in the world.’

With an already impressive start to the year in the first quarter, Canalys expects growth in 2014 will be based on continued expansion in China, its entry into Latin America, and the impending launch of some innovative new research programs which will be announced in the second quarter.

About Canalys

Canalys is an independent analyst company that strives to guide clients on the future of the technology industry and to think beyond the business models of the past. We deliver smart market insights to IT, channel and service provider professionals around the world. Our customer-driven analysis and consulting services empower businesses to make informed decisions and generate sales. We stake our reputation on the quality of our data, our innovative use of technology and our high level of customer service.

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