



# SCALEUP REVIEW 2016

[SCALEUPINSTITUTE.ORG.UK](http://SCALEUPINSTITUTE.ORG.UK)

A 'scaleup' is an enterprise with average annual growth in employees or turnover greater than 20 per cent per annum over a three year period, and with more than 10 employees at the beginning of the period.<sup>1</sup>

## THE NUMBER OF SCALEUPS IN THE UK<sup>2</sup>

**9,979**  
2013

**10,754**  
2014

**11,575**  
2015

## CLOSING THE 'SCALEUP GAP' HAS THE POTENTIAL TO DELIVER<sup>3</sup>

**150,000** additional jobs by 2034, across every region of the UK as much as **£225bn** (net) towards UK GDP, from 2015 to 2034 increased productivity in all sectors of the economy

## WHY SCALEUPS MATTER



### SCALEUPS ARE PRODUCTIVE

high levels of productivity twice as common in firms that are scaleups<sup>4</sup>



### SCALEUPS CREATE JOBS

3 x as many per week as FTSE 100 in 2014<sup>5</sup>



### SCALEUP JOBS ARE HIGH QUALITY

80 percent + job satisfaction<sup>6</sup>



### SCALEUPS ARE INNOVATIVE AND INTERNATIONAL

with those exporting 3x more likely to introduce products or services that are new to their sector than businesses which are entirely domestic<sup>7</sup>



### SCALEUPS ARE ACROSS ALL SECTORS

2016 scale up survey had scaleup CEO respondees from: construction, manufacturing, automotive, chemical engineering, advertising, marketing, hospitality, retail, food and drink, oil and gas, energy and utilities, creative, games, property development, fintech, life sciences, recruitment, education, healthcare, consultancy, bioindustry, and IT/software<sup>7</sup>



### SCALEUPS ARE DIVERSE

927 female-led businesses with £1M-£250M in revenues growing on average at 28% p.a. 336 of them were found to be growing at > 50% per annum. Their contribution was an additional £2 bn to UK plc in 2015<sup>9</sup>

1. OECD  
2. Deloitte Research 2014 ScaleUp Report  
3. ONS Business Structure Database based on IDBR (Figures may differ by small amounts from those published in ONS outputs due to the application of rounding methodologies)

4. CBI "Lifting the Trophy": 2016 CBI in partnership Lloyds Bank and Aston Business School.  
5. Octopus Investments High Growth Small Business: Centre for Economics and Business, 2015  
6. Endeavor: Multiplying Impact through High Quality Jobs, 2012

7. Goldman Sachs Foundation and 10,000 Small Businesses UK report "Unlocking Productivity", 2015  
8. ScaleUp Institute Survey 2016  
9. Doteveryone and Founders4Schools October 2016

## WHAT SCALING BUSINESSES MOST WANT HELP WITH



TALENT



LEADERSHIP



ACCESS TO MARKETS



FINANCE



INFRASTRUCTURE



## SCALEUP UP SURVEY 2016 AT A GLANCE

Views from more than 300 scaleup leaders



## OUR AMBITION IS THAT BRITAIN BECOMES THE MOST FERTILE GROUND FOR BUSINESSES, NOT ONLY TO START UP BUT TO SCALE UP AND GROW

If the UK is to capitalise on its long history as a trading nation and the vibrant entrepreneurial spirit which has seen an explosion in vitality over the past five years, it now needs to focus determinedly on how it 'leans in' to support its growing firms to scale. The UK's future economic prosperity and social wellbeing are critically dependent upon our being a world-leading environment in which companies thrive after they have been started, enabling opportunity for reach and scale and contributing positive impact for generations to come. The ScaleUp Institute collaborates with policy makers,

corporate partners and educational establishments to advance understanding of how to scale up a business, and how to build the most effective environment in which scaleups can flourish. We spread best practice, providing opportunities for scale-up companies across industry sectors and regions to meet and share ideas. We undertake research, thought leadership and targeted projects with partners. We work with policy makers to identify opportunities that will support scale-up businesses. We share our methodology and ideas to create resources that will help aspiring scaleup businesses.