



Data provided by ONS

# NORTH EAST LEP

TOTAL NO. OF SCALEUPS

700

NO. BY EMPLOYEE GROWTH

265

NO. BY TURNOVER GROWTH

575

NO. BY EMPLOYEE AND TURNOVER GROWTH

140

TOTAL EMPLOYEES

75,298

TOTAL TURNOVER

£7.8bn

## KEY SECTORS



PROPERTY/LAND DEVELOPMENT AND CONSTRUCTION



MANUFACTURING AND ENGINEERING



BUILDING MATERIALS



FOOD AND DRINK PROCESSORS

### TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

**CLAYTON GLASS**  
Manufactures and supplies glass for conservatory roofs and doors.

**END**  
Sells high-end streetwear of its own creation alongside other fashion labels.

**HTL**  
Produces equipment for sale and hire for engineering companies, such as hydraulic pumps, hydraulic cutters and subsea equipment

**LANCHESTER WINES**  
Imports and sells wine.

**CHAINBRIDGE STEEL**  
Operates a group of steel stockholders.

### TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

**RINUS ROOFING SUPPLIES**  
Sells a wide range of roofing materials such as tiles and insulation.

**TEMPLEMAN TRADING**  
Sells and delivers snack food and drinks to be sold in vending machines.

**THARSUS GROUP**  
Partners with companies that have developed robot related IP in order to help them design and manufacture robots and autonomous systems.

**N B CLARK**  
Develops residential properties and provides an extensive range of construction services including demolition, recycling, plant hire and haulage.

**PARTNER CONSTRUCTION**  
Provides property development services such as building land driven affordable houses.

Data powered by Beauhurst

### FOR FURTHER INFORMATION:

To see a complete list of visible scaleups, Scaleup Champions and Ambassadors visit us at [www.scaleupinstitute.org.uk](http://www.scaleupinstitute.org.uk)

## LOCAL LEP SCALEUP PROGRAMMES

The North East Scaleup programme has focused on three key strands as drivers for growth: mentoring, a new Academy for scaleup leaders, and targeted provision for manufacturing.

- Growth through Mentoring connects potential scaleup businesses with business leaders with a proven track record in scaling businesses.
- A Scaleup Leaders Academy is delivered by the Entrepreneurs Forum and provides a month-long structured learning programme aimed at developing scaleup leaders and tackling barriers to growth.
- The final strand is target specifically at the North East's manufacturing sector. The Manufacturing Growth Programme (MGP) is based around Improvement Architectures' Brain model and gives scaleups one-to-one coaching and mentoring from manufacturing growth experts.

Scaleups are seen as vital and integral to the North East Strategic Economic Plan Business Growth Strategy.

Delivered via the North East Growth Hub, it will match scaleups to high calibre Scaleup Partners, each with a proven track record in scaling businesses. Scaleup Partners will draw on a range tools to deliver bespoke solutions for clients. These include access to business mentors, scaleup experts, the Scaleup Leaders Academy and a wider scaleup community.

A programme of workshops, masterclasses and peer exchange events will help develop talent among the North East's scaleup leaders. Scaleup North East will develop strong long-term relationships with existing scaleup businesses as well as those with scaleup potential.

## SCALEUP VIEWS:

Access to talent is a key barrier to growth and scaleups are looking for people who have grown a business before, non-exec directors with relevant experience and/or a peer to peer network. They would also welcome more local support through local and regional government and local universities and business schools.

Analysis by BDRC Continental from the Scaleup Survey 2017

## TOP 3 BARRIERS TO GROWTH:



TALENT AND SKILLS

Access to the talent you can hire who can do the jobs you have available



ACCESS TO MARKETS

Access to markets and customers in the UK



LEADERSHIP

Leadership development: training and developing the people you have

## WANT TO SEE MORE OF:

- Peer to peer networks seen as vital
- Local and Regional Government engagement seen as vital
- Local universities and business schools also vital

**WHAT'S NEXT/FUTURE PLANS:** Scaleup North East will launch in early 2018.

These are programmes offered by the LEP and do not represent all the programmes offered to scaleups in the local area. These have not been evaluated or endorsed by the ScaleUp Institute for their impact and effectiveness. Data utilised at the top of this page is taken from the IDBR 2015. The confidentiality of all data held on the IDBR is protected by the National Statistics Code of Practice and associated Protocols and by specific legislation. In accordance with these requirements, data presented is rounded to prevent disclosure. Differences may exist in totals across tables due to disclosure methods used.