

ENTERPRISE M3 LEP



Data provided by ONS

KEY SECTORS:



TOTAL NO. OF SCALEUPS

1120

NO. BY EMPLOYEE GROWTH

470

NO. BY TURNOVER GROWTH

910

NO. BY EMPLOYEE AND TURNOVER GROWTH

260

TOTAL EMPLOYEES

104,651

TOTAL TURNOVER

£23.3bn

TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

MONEY EXPERT

Money Expert runs a comparison website for financial products such as credit cards, car insurance and current accounts.

REASSURED

Reassured operates a comparison website on which consumers can compare a variety of life insurance policies from a range of both major and smaller insurance providers.

STATE OIL

State Oil operates eleven fuel service stations throughout the UK which provide fuel, convenience retail and fast food services. Under the brand Prax Petroleum they also import and supply automotive and industrial fuels to both the wholesale and retail sectors.

CENNOX

Cennox has developed and manufactures devices for the ATM (cash machines) sector, including a security device that combats skimming from payment terminals.

3V

3V manufactures food and drinks that specialise in the use of natural, organic and free-from ingredients.

TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

LYMINGTON PRECISION ENGINEERS

Lymington Precision Engineers manufactures machine components, fabrications, assemblies and kit sets for the oil and gas, telecommunications, aerospace and defence, land and sea systems, nuclear and marine industries.

HAMBLEDON VINEYARD

Hambledon Vineyard produces sparkling wine.

NURTURE LANDSCAPES

Nurture Landscapes provides gardening and landscaping services.

REASSURED

Reassured operates a comparison website on which consumers can compare a variety of life insurance policies from a range of both major and smaller insurance providers.

HWM ASTON MARTIN

HWM Aston Martin operates a car dealership which sells new and used Aston Martins and services customers' vehicles.

Data powered by Beauhurst

LOCAL LEP SCALEUP PROGRAMMES

Enterprise M3 is now using its strong evidence base to reach identified scaleups. To enhance its scaleup activity the Growth Hub is partnering with local authorities to target the top scaleups and book them into joint meetings, introducing them to scaleup support in the region.

This activity will feed into a blended learning programme being piloted with two councils focusing on skills and recruitment. The programme will include webinars and events on employer branding, recruiting and retaining staff.

Current business support mapping is being extended with the launch of an online community in October and a live discussion forum. The Growth Hub has launched a targeted email marketing campaign aimed at companies with more than five employees and with scaleup potential to enhance its engagement. Sector specialists are being used to reinforce signposting with scaleups utilising our sector specialists to reinforce the message.

For further information and to see a complete list of visible scaleups, Scaleup Champions and Ambassadors visit us at www.scaleupinstitute.org.uk

SCALEUP VIEWS:

The key barrier to growth is access to talent, as well as UK markets and infrastructure. They are looking for support through peer to peer networks, Innovate UK and local universities and business schools.

Analysis by BVA BDRC from the Scaleup Survey 2018

TOP 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



INFRASTRUCTURE

Access to infrastructure/ premises and broadband

WANT TO SEE MORE OF:

- Peer to peer networks
- Innovate UK
- Local universities and business schools e.g. access to their talent, facilities and R&D



WHAT'S NEXT/FUTURE PLANS: Future plans include launching the 5G Scaleup Programme through the Growth Hub and working alongside other scaleup programme offers to enable high growth companies to scale faster by offering a blend of business and technology support services. The Growth Hub is also looking at regular podcast/youtube videos with lead industry figures on scaleup issues.

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 2016. 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.