



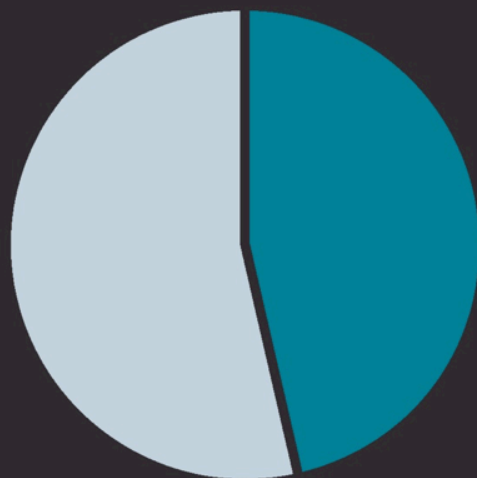
SCALE-UP SURVEY

2015

 SCALE-UP SURVEY 2015

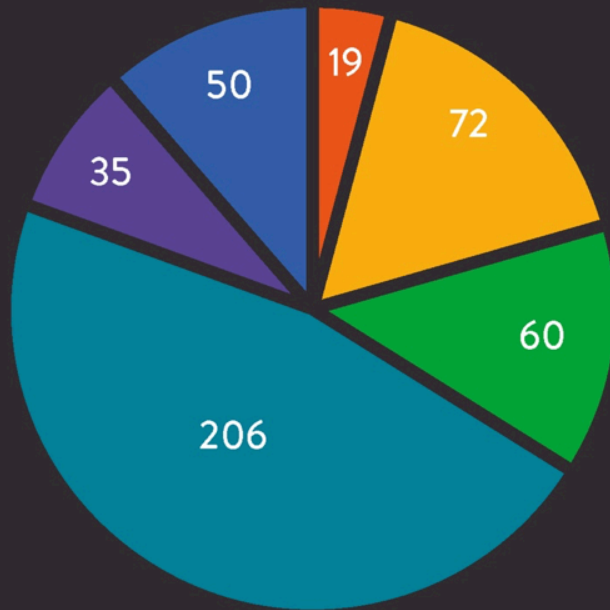
COMPLETED BY

442 CEOs of
companies



206

respondents were High Growth CEOs
(that were growing >20% per annum)

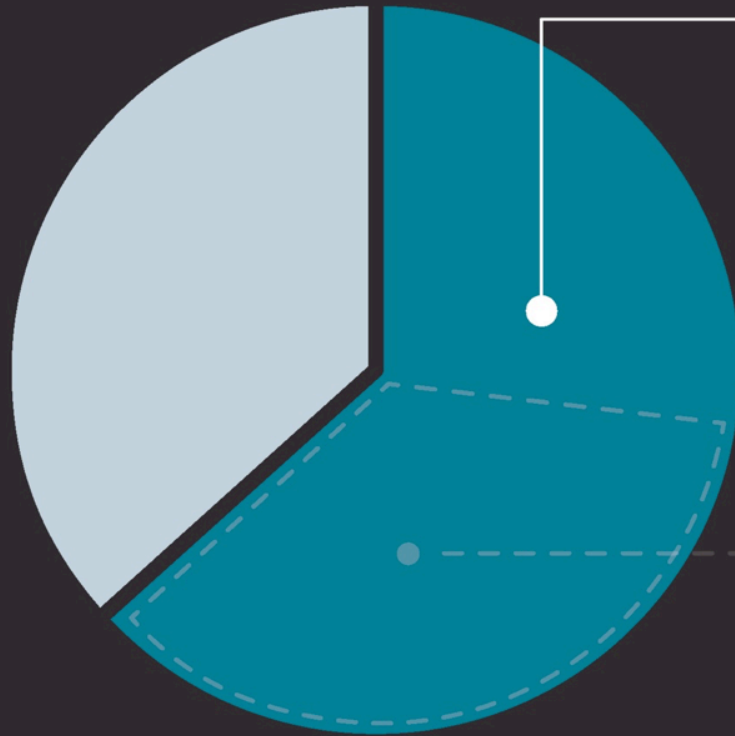


HOW FAST DID YOU GROW LAST YEAR?

- 19 DECREASED
- 72 INCREASED 1-10%
- 60 INCREASED 1-20%
- 206 INCREASED 20% OR MORE
- 35 PREFER NOT TO SAY
- 50 SAME



SCALE-UP SURVEY 2015



442 CEOs

325

respondents were CEOs of companies
employing >10 employees

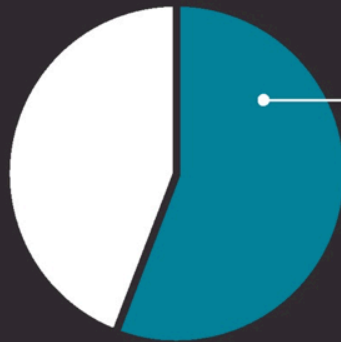
OF THESE...

163

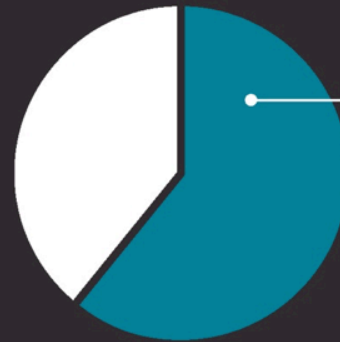
were Scale-up CEOs (companies
with > 10 employees that are
growing > 20% pa)

OPEN QUESTION...

I would be able to grow my company faster if it were easier to attract large-company executives to join my company for the next phase of their careers.



 **56%**
of Scale-up CEOs

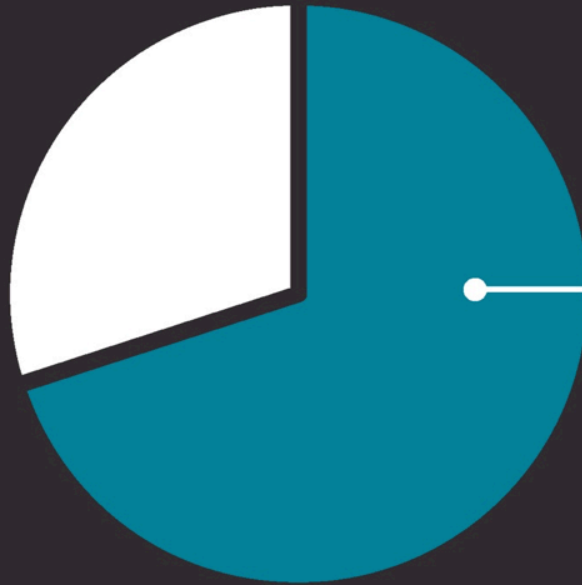


 **61%**
of High Growth CEOs



I would be able to grow my company faster if it were easier to find mentoring and professional support schemes near me that were effective...

OPEN QUESTION...



70%



AGREED

(REGARDLESS OF GROWTH RATE)

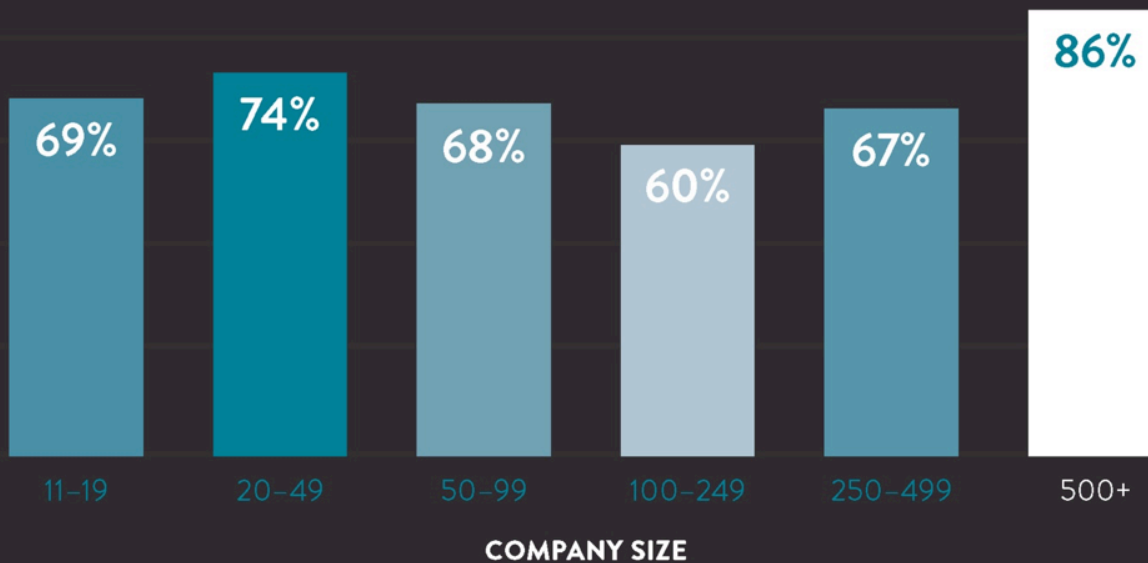


BUT...

A difference emerged by the size of the company



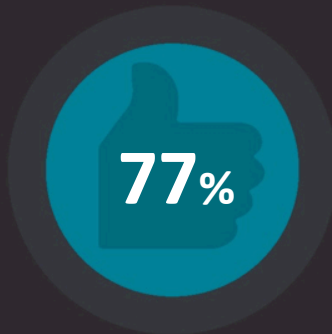
% AGREED



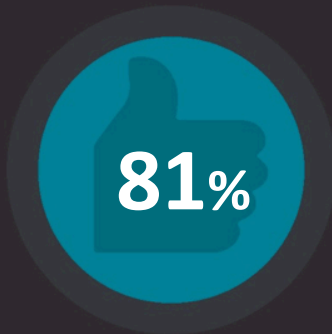
OPEN QUESTION...

PROCUREMENT

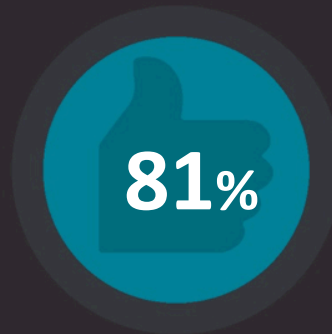
I would be able to grow my company faster if it were easier to attract larger corporates as customers in the UK.



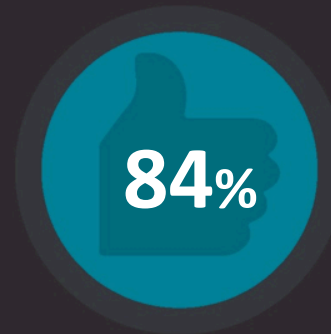
SCALE-UP BUSINESS CEOS



FAST GROWTH BUSINESSES



BUSINESSES WITH >10 EMPLOYEES



IF YOU INCLUDE MICRO BUSINESSES



BUT...

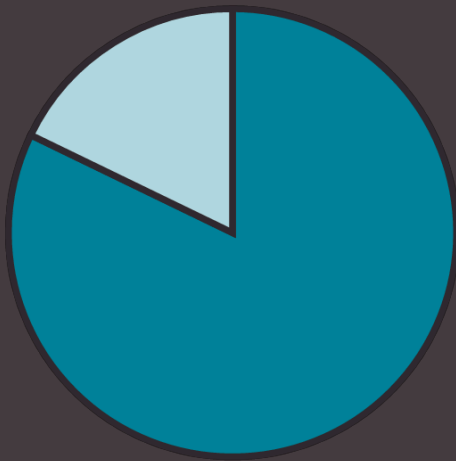
A difference emerged by the size of the company



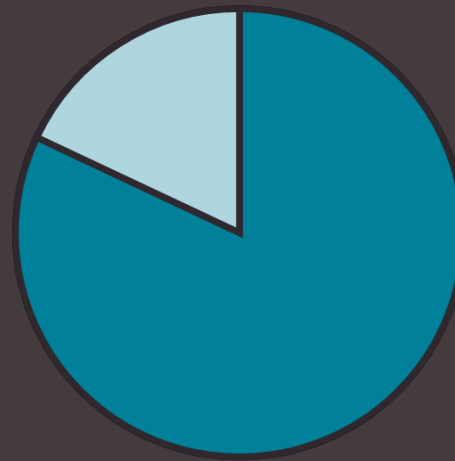
ATTRACTING TALENT, SKILLS AND BUILDING LEADERSHIP

OPEN QUESTION...

I would be able to grow my company faster if it were easier to develop the leadership talent already working at my firm



83%
of Scale-Up CEOs

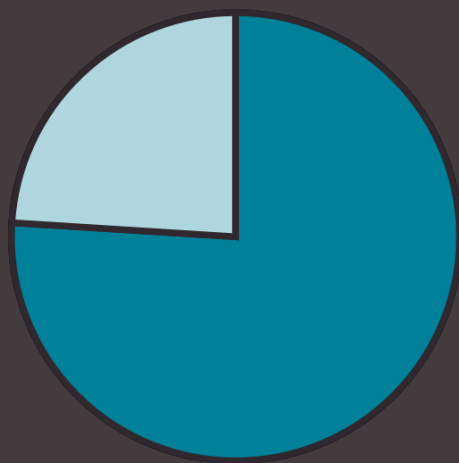


82%
of High Growth
Businesses

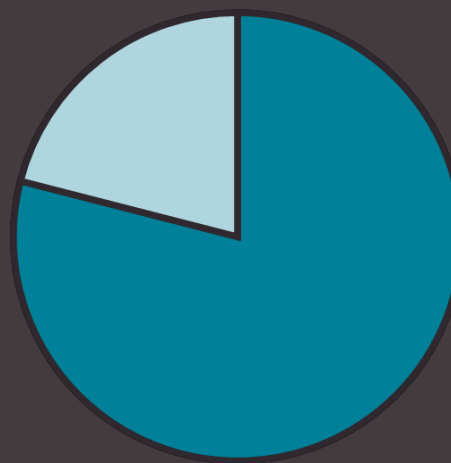
ATTRACTING CUSTOMERS - ACCESS TO MARKETS

OPEN QUESTION...

I would be able to grow my company faster if it were easier to attract large corporates as customers overseas



76%
of Scale-Up CEOs

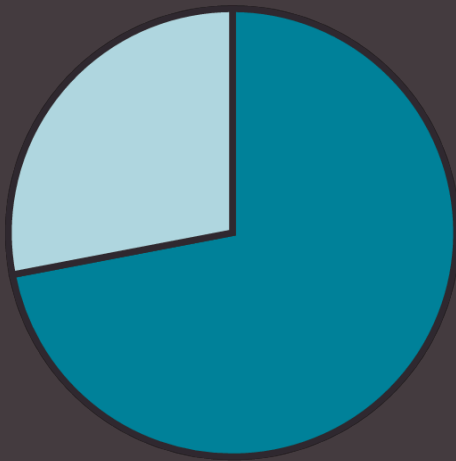


79%
of High Growth
Businesses

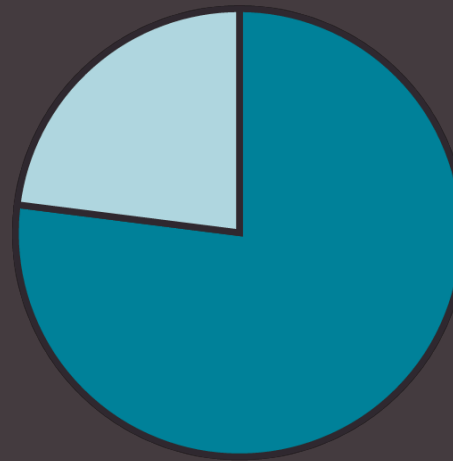
ATTRACTING CUSTOMERS - ACCESS TO MARKETS

I would be able to grow my company faster if I were invited to join international trade missions that introduced me to potential overseas companies I could sell to or partner with

OPEN QUESTION...



72%
of Scale-Up CEOs



77%
of High Growth
Businesses

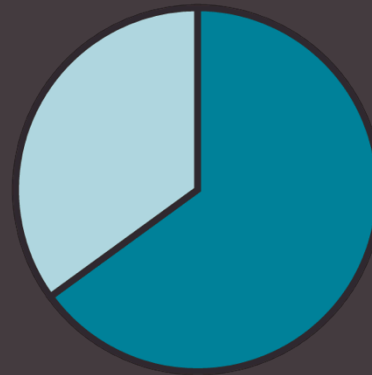
PUT THE SPOTLIGHT ON SCALE-UPS - SUPPORT COMMUNICATION

OPEN QUESTION...

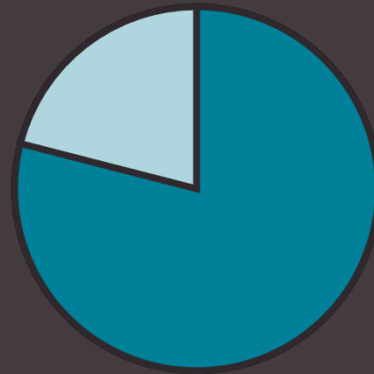
I would be able to grow my company faster if interaction with regulators were easier



64%
of Scale-Up CEOs



65%
of High Growth
Businesses

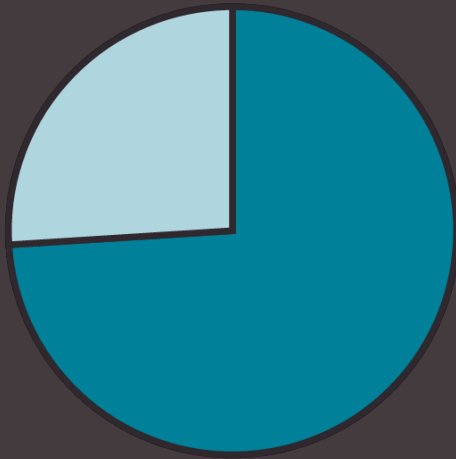


79%
if you include
Microbusinesses

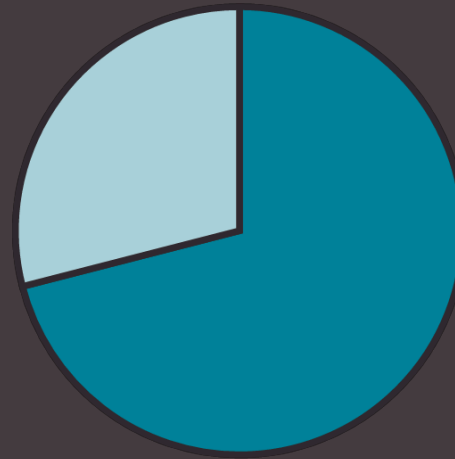
PUT THE SPOTLIGHT ON SCALE-UPS - SUPPORT COMMUNICATION

OPEN QUESTION...

I would be able to grow my company faster if interactions with government departments were easier



74%
of Scale-Up CEOs



71%
of High Growth Businesses

PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA

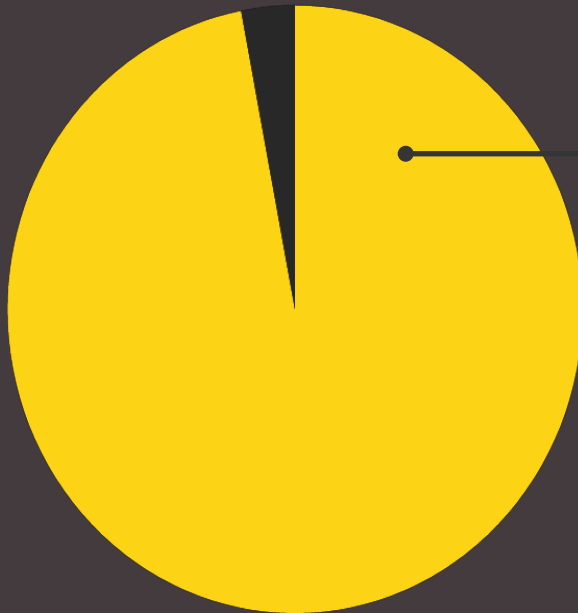


88%

OF 163 SCALE-UPS
POLLED 88% AGREE



PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA



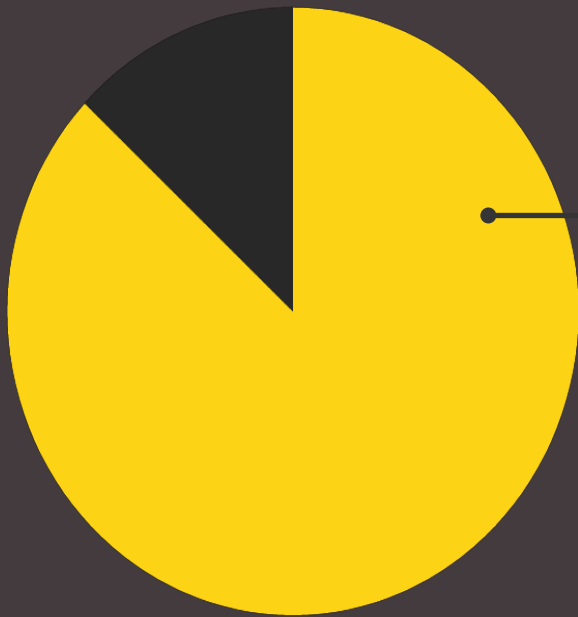
97%

OF 163 SCALE-UPS
97% WERE IN FAVOUR

Are You in favour of the Government INTERNALLY sharing (with other government departments or agencies) the fact that your company is one the fastest growing companies in any sector?



PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA

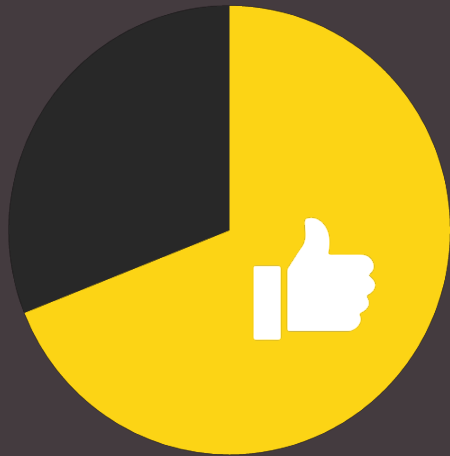


87%

OF 163 SCALE-UPS
87% WERE IN FAVOUR

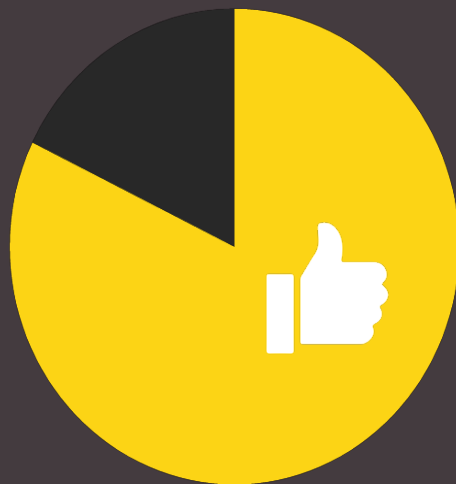
Are you in favour of the Government EXTERNALLY sharing (with companies outside of Government) the fact that your company is one of the fastest growing companies in any sector?





69%

OF 163 SCALE-UPS AGREE



74%

OF 442 CEOs AGREE

I would be able to grow my company faster if universities and large corporates opened up their research and development facilities to me.

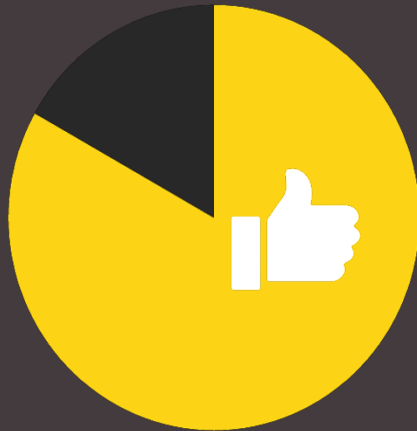




82%

OF 163 SCALE-UPS AGREE

I would be able to grow my company faster if university graduates had the skills needed to meet my customer demand.



79%

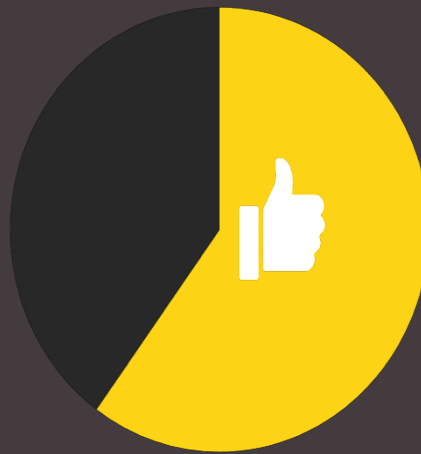
OF 442 CEOs AGREE



I would be able to grow my company faster if the government were a customer.



65%
OF 163
SCALE-
UPS
AGREE



60%
OF
BUSINESSES
WITH > 10
EMPLOYEES



65%
OF 442 CEOs
AGREE



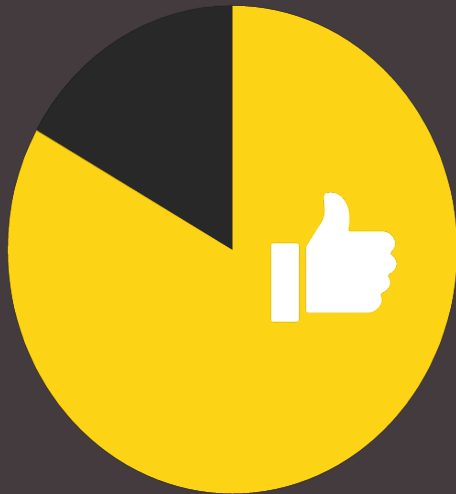
64%
IF YOU INCLUDE
MICROBUSINESS

“Our organisation has been a successful supplier to government for 20 years. Our contracts with government have played a key role in supporting our scale up.”



ATTRACTING FLEXIBLE SPACE

I would be able to grow my company faster if local and sub-national government made available publicly-owned offices and buildings on flexible, short-term contracts.



77%

OF 163 SCALE-UPS AGREE
& ALL GROWTH
BUSINESSES

WHAT WE CAN DO

Work with local and regional public and private sector to develop, source and promote opportunities of dedicated space for scaling businesses

