# The Scaleup Index







#### **Foreword**

2020 marks the publication of the fourth edition of the ScaleUp Index, the only report that examines all the UK's 'visible' scaleups in depth. Each year we seek to expand the analysis as part of our commitment to improving the quality of data that is publicly available on the scaleup community and this year is no different.

With the onset of the Covid pandemic in 2020 it has never been more important to understand who our scaleup growth champions are, as it is this community of scaleups who with the right support, will drive the UK's economy forward in 2021 and beyond. Despite everything, as an ecosystem we should be very encouraged by the good news that with the concerted efforts over the past five years we have more scaleups breaking through the £10m+ turnover than ever before. In 2020 we now have 7,474 visible scaleups - a 37% jump year on year, with 250 more listed on the London Stock Exchange's Alternative Investment Market (AIM). And pleasingly, the number of female founded visible scaleups has doubled in a year.

The Index continues to map the state of the UK's scaleups across sectors, geographies and more. In this year's edition we have found:

- The overall number of visible scaleups has almost doubled since we first published an Index in 2017 when we were able to identify 3,856 visible scaleups.
- For the first time we have been able to analyse scaling events and have found that on average, 40% of scaling events are based on headcount and turnover; 41% are just turnover; and 19% are just headcount.
- Visible scaleups are found across sectors and across the UK with notable scaleup clusters outside of London in Leeds, Birmingham, Manchester, Glasgow, Edinburgh and Cardiff.
- Visible scaleups have shown resilience during the Covid-19 pandemic, with almost 80% showing indications of moderate to positive impact. Even more positively, 1,048 scaleups (14%) have created job opportunities throughout the crisis.
- £5.32b was invested into visible scaleups in 2019.
- There were 20 deals worth more than £50m accounting for £3.82b (72%) of the total invested amount.
- BGF remains the top investor in visible scaleups for the fourth year in a row, having made 124 investments worth £0.95bn since 2011, while Softbank has invested the greatest amount (£1.85bn over 4 deals).

- The Index again reinforces the importance of Innovate UK grants to scaleups with £286m leveraging £5.2bn of private sector money, highlighting the 'kitemark' effect Innovate UK has in crowding in private sector backers to scaling businesses.
- Nine new investors have entered the top 20 list for investments into visible scaleups: Octopus Ventures, Notion Capital, Scottish Investment Bank, MMC Ventures, Parkwalk Opportunities EIS Fund, Passion Capital, Archangels, Cambridge Innovation Capital (CIC) and Angel CoFund.
- We have expanded our investor research to include business angels and networks given the key early stage role they play as investors in our scaling businesses. This report highlights their essential role with a significant £2.4bn worth of investments made by angel investors to these visible scaleups since 2011.
- The Scottish angel syndicate Archangels is the top Angel investor into visible scaleups, having made
   22 investments into visible scaleups since 2011. This shows the impact of this model.
- The total number of female founded visible scaleups has doubled in a year. And 52% of scaleups have at least one female c-suite member, up from 48% in 2019.

The 2020 ScaleUp Index continues to show the breadth of the sectors these companies operate in; that they are scaling up and down the country; that they are more resilient to external shocks like the Covid-19 pandemic; and that they grow faster with the right kind of finance—whether it is private equity, public markets, or public sector grants. We must continue to support these companies because their growth adds billions of pounds to the UK's economy and hundreds of thousands of jobs. Getting more scaleups to a £10m+ threshold should be a constant goal for us as we move forward.

We are grateful for the continued support of our partners. Without this we would not be able to produce with Beauhurst such critical research that helps further the understanding of a vital segment of the economy.

IRENE GRAHAM
CEO, THE SCALEUP INSTITUTE



59,494

visible scaling legal entities examined

59,494 legal entities that filed full accounts matched the OECD scaleup criteria in at least one three-year period in 2011 to 09/2020.

14,488

foreign-HQ, LLPs, financial vehicles excluded

We did not include companies that are part of a business headquartered abroad. We also excluded LLPs and financial vehicles.

26,339

subsidiary companies excluded

If a group has many scaling subsidiaries, only the single overarching business has been included.

7,145

parents and subsidiaries of listed businesses excluded

Listed companies are excluded for the majority of the report, except for in the final section which focuses on scaleups listed on AIM.

3,815

charities, trusts, CICs excluded

This report has not looked at charities as their aims are materially distinct from those of fast-growing commercial enterprises.

1,877

acquired companies and acquirors excluded

We exclude companies that began scaling only after being acquired, or only scaled due to making an acquisition.

7,474

unique scaleup businesses

Note: Companies that have more than one reason for exclusion will be double counted in the exclusion figures above.

### **About this report**

#### **ABOUT THIS REPORT**

This report examines 'visible scaleups' in the UK: a visible scaleup is a company that (i) meets the 20% OECD definition of a high-growth firm (see below) and (ii) files full accounts at Companies House.

#### **OECD HIGH-GROWTH FIRMS**

All enterprises with average annualised growth greater than 20% per annum, over a three year period, with at least 10 employees at the start of the observation are defined as high-growth firms. Growth can be measured by the number of employees or by turnover. Companies that have grown because of mergers, takeovers and acquisitions are excluded.

#### **FULL ACCOUNTS**

UK companies are only required to disclose their turnover if two of the following are true:

- · annual turnover exceeds £10.2m
- assets exceed £5.1m
- more than 50 employees

Only companies that meet two or more of these criteria or those who have chosen to declare their turnover count as 20% visible scaleups.

We look forward to the fulfilment of current policy recommendations making 'invisible scaleups' discoverable too.

#### **SECTORS**

The businesses in this report have been classified according to Beauhurst's proprietary sector matrix and are tagged with as many sectors as are relevant. In this report scaleups operating in multiple sectors have been double-counted.

#### **ACKNOWLEDGEMENTS**

We would like to thank the ScaleUp Institute for all of their support in the production of this report.

#### **VISIBLE SCALEUPS**

(i) meet the 20% OECD definition of a high-growth firm(ii) file full accounts at Companies House

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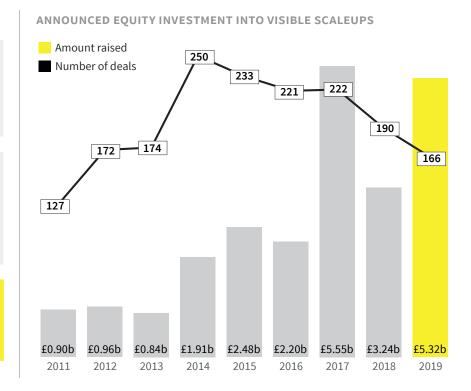
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#### **METHODOLOGY**



**52,020**legal entities excluded (charities, PLCs, foreign HQ, duplicate subsidiaries)

7,474 unique scaleup businesses



#### TOP SECTORS BY NUMBER OF VISIBLE SCALEUPS

Property/land development and construction	
Other manufacturing and engineering	
Other business and professional services for businesses	
Distribution	416
Food and drink processors (including	ng quality control) 398

# TOP LEPS BY NUMBER OF VISIBLE SCALEUPS (EXCLUDING LONDON)

South East	354
Leeds City Region	341
Greater Manchester	300
Enterprise M3	201
Greater Cambridge and Greater Peterborough	183

#### TOP VISIBLE SCALEUPS BY EMPLOYEE COUNT

ocs	77,701
Cordant Group	39,513
BestWay Wholesale	29,172
Home Bargains	22,816
2 Sisters Food Group	20,746

#### **TOP VISIBLE SCALEUPS BY TURNOVER**

Greenergy	£16.8b
Sovereign Global	£6.56b
ED&F Man	£6.22b
Sunbelt Rentals	£5.05b
Palmer and Harvey	£4.44b

number of visible scaleups

£286m **Innovate UK grants** 

50%

scaling for 2+ years

493

female-led visible scaleups

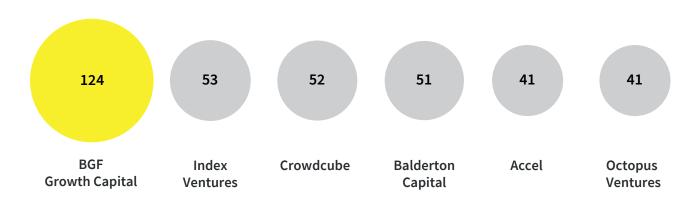
1,550

visible scaleups using equity

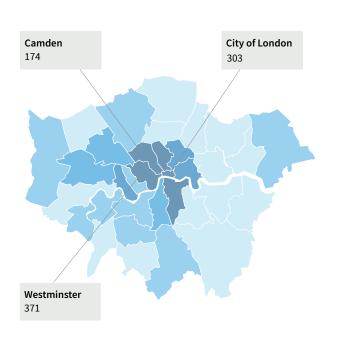
31%

scaling for 3+ years

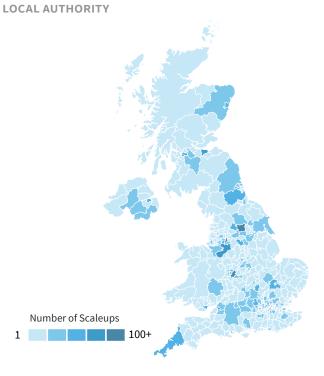
TOP EQUITY INVESTORS BY DEALS INTO VISIBLE SCALEUPS 01/01/2011 - 31/08/2020







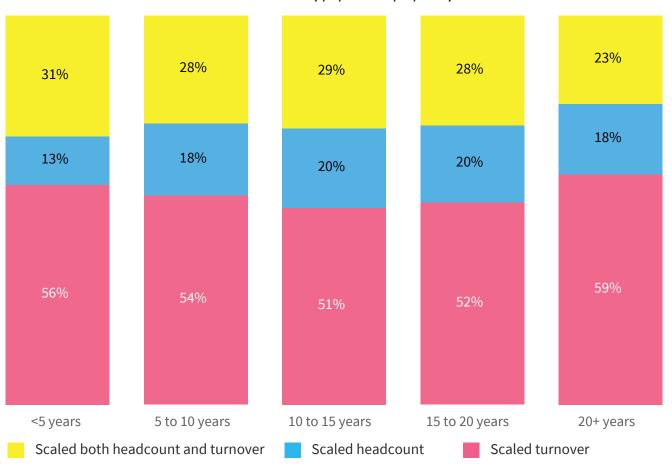






Types of scaling. On average, 40% of scaling events are based on headcount and turnover; 42% are just turnover; and 19% are just headcount.

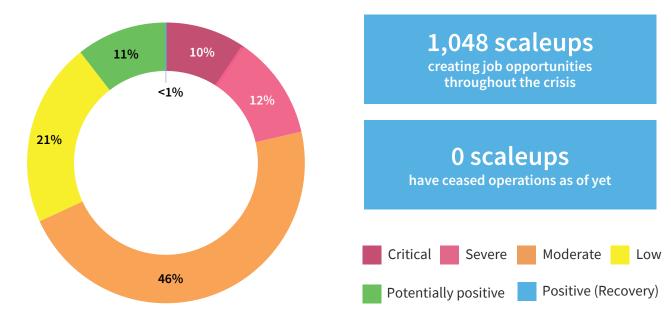
#### AGE OF SCALEUPS AND TYPE OF SCALING ACHIEVED (1/11/2011 - 31/08/2020)



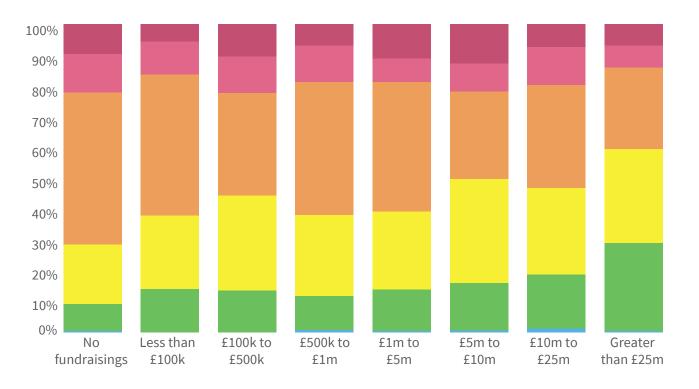
Through our Goldman Sachs 10,000 Small Businesses UK program, we are proud to support the next generation of UK Scaleups and encouraged by their continuing success. Small businesses are vital to the economic recovery and as they navigate the challenges of COVID-19 it is more important than ever that entrepreneurs are supported to continue their growth journey."

Charlotte Keenan Head of the Office of Corporate International, Goldman Sachs Scaleups facing COVID-19. Scaleups have shown resilience during the COVID-19 pandemic, with almost 80% indicating moderate to positive impact. Even more positively, 14% have created jobs throughout the crisis.

#### THE IMPACT OF COVID-19 ON SCALEUPS



#### **COVID-19 IMPACT BY AMOUNT OF PRIVATE INVESTMENT RECEIVED**



Beauhurst analysts have manually classified all visible scaleups based on the impact that Covid-19 is having on operations. Classifications are based on company websites, press coverage, social media and business model analysis.

## Scaleups tackling 21st century challenges.



# FINNEBROGUE Downpatrick, Northern Ireland

This County Down sausage and bacon producer is investing £25m in a new factory as part of a push into the plant-based food market. It is expected that the move will create 300 jobs, taking the company's headcount to 1,200 by the end of 2021. The Environment Secretary, George Eustice, has praised Finnebrogue's investment.

# MAGTEC Sheffield, South Yorkshire, Yorkshire and The Humber

Founded in 1992, Magtec produces electric drive systems for a range of vehicle types, including off-road and military. In June, the business led a consortium of transport companies to win a £6m grant from the Advanced Propulsion Centre (APC) to support the creation of low-carbon transportation technologies. It is expected that the work will support another 65 employees at Magtec and an additional 165 across the region.



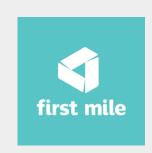


#### NAVENIO Oxford, South East

Co-founded by Professor Niki Trigoni (CTO) and Tim Weil (CEO), this scaleup tracks the location and path of people in indoor environments using machine learning and smartphone data. It has partnered with a number of NHS trusts to improve safety and efficiency in the face of Covid-19. In June, the company was awarded a £50,000 Innovate UK grant.

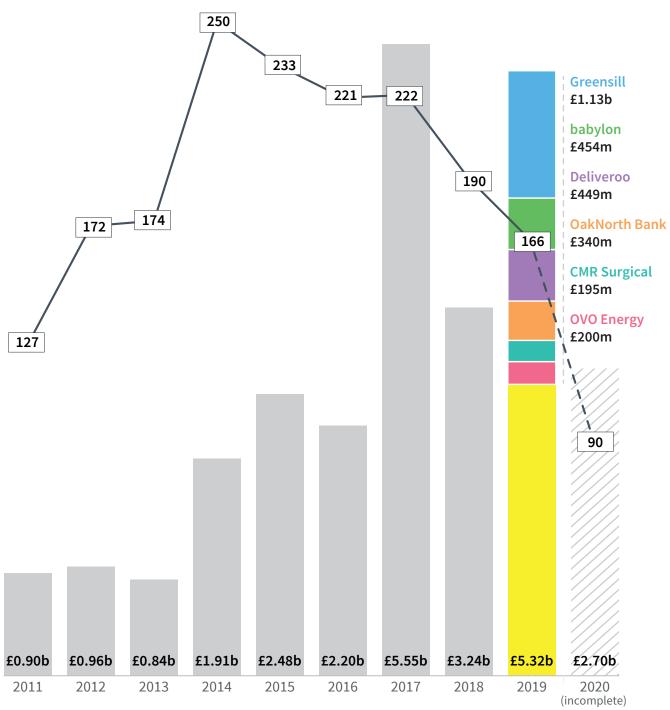
# FIRST MILE Islington, London

First Mile is a waste recycling company, processing a variety of materials such as food, clothes and batteries. In July, the company launched a new personal protective equipment (PPE) waste disposal service to help organisations tackle the influx of Covid-19 related waste. Also in July, First Mile expanded its portfolio of London-based customers with the acquisition of waste and recycling collector Giraffe Recycling.



**Investment.** Despite a number of megadeals (£50m+), 2019 fell slightly short of the 2017 record for total equity investment into scaleups.





166 announced equity investments were made into visible scaleups in 2019. The two largest deals were secured by Greensill, worth £615m and £511m.

#### **2019 KEY FIGURES**

166

announced equity deals

£5.32b

total raised

£36.2m

average deal size

#### **TOP SCALEUPS BY TOTAL AMOUNT OF EQUITY RAISED IN 2019**



#### **SECTOR**

Business banking and financial services

**HOW MUCH HAVE THEY RAISED?** 

£1.13b



#### **SECTOR**

Mobile apps; Personal healthcare services

**HOW MUCH HAVE THEY RAISED?** £454m



#### **SECTOR**

Internet platform; **Takeaways** 

**HOW MUCH HAVE THEY RAISED?** 

£449m



#### **SECTOR**

Business banking and financial services

**HOW MUCH HAVE THEY RAISED?** 

£340m



#### **SECTOR**

Medical instrumentation

**HOW MUCH HAVE THEY RAISED?** 

£195m



#### **SECTOR**

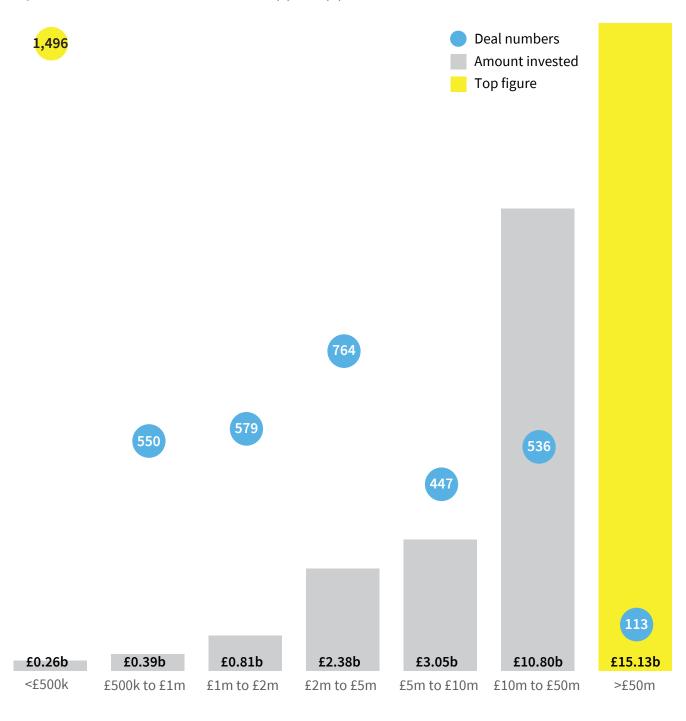
Energy utilities services

**HOW MUCH HAVE THEY RAISED?** 

£200m

Beyond mega. There were 20 deals worth more than £50m in 2019, accounting for £3.82b (72%) of the £5.32b raised.

#### **EQUITY INVESTMENTS IN SCALEUPS BY SIZE (1/1/11 - 31/8/20)**



Top investors. Of the 40 firms backed by the British Business Bank in 2019, 29 have invested in one or more visible scaleups since 2011.

#### TOP INVESTORS BY NUMBER OF EQUITY INVESTMENTS INTO VISIBLE SCALEUPS (1/1/11 - 31/08/2020)

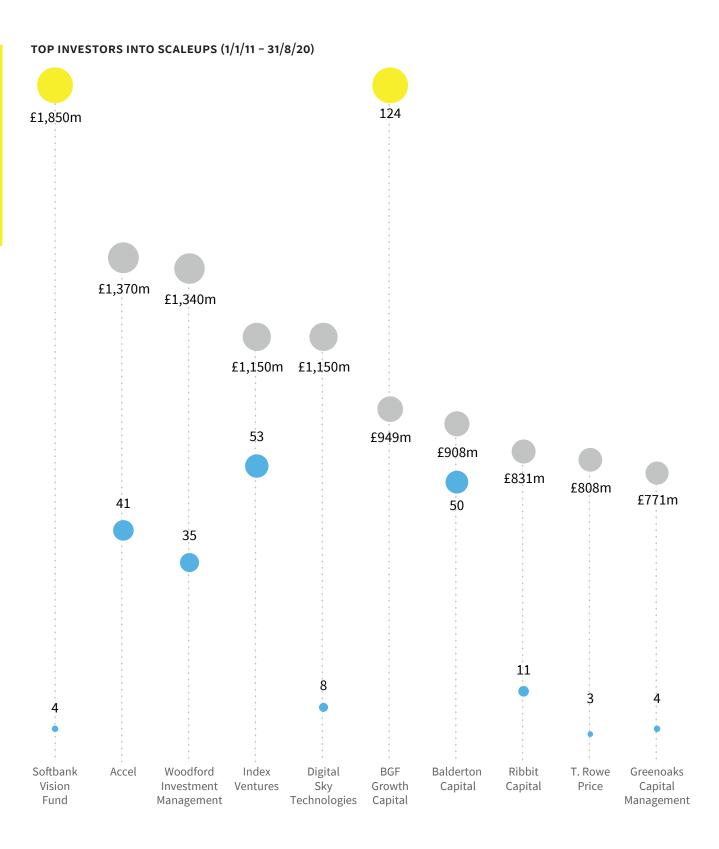
FUND MANAGER		NUMBER OF DEALS
BGF Growth Capital		124
Index Ventures		53
Crowdcube		52
Balderton Capital		51
Accel		41
Octopus Ventures	•	41
Draper Esprit		38
Woodford Investment Management		35
Notion Capital	• •	33
Seedrs		33
Scottish Investment Bank	•	32
MMC Ventures	•	26
Parkwalk Opportunities EIS Fund	•	25
IP Group		24
Lloyds Development Capital (LDC)		24
Passion Capital	•	24
Archangels	• •	23
Cambridge Innovation Capital (CIC)	•	23
Angel CoFund	•	22
Touchstone Innovations		22

British Patient Capital has now committed over £1 billion across 42 investments in venture and venture growth capital funds. With over 500 innovative highgrowth companies in the underlying portfolio, we are proud to be supporting so many entrepreneurs with the ambition to build successful, world-class business. It is encouraging to see that in this year's ScaleUp Index, almost 75% of the funds backing scaleup businesses are invested in by the British Business Bank."

Catherine Lewis La Torre, CEO, British Business Bank

Active fund Inactive fund New entry to Top 20

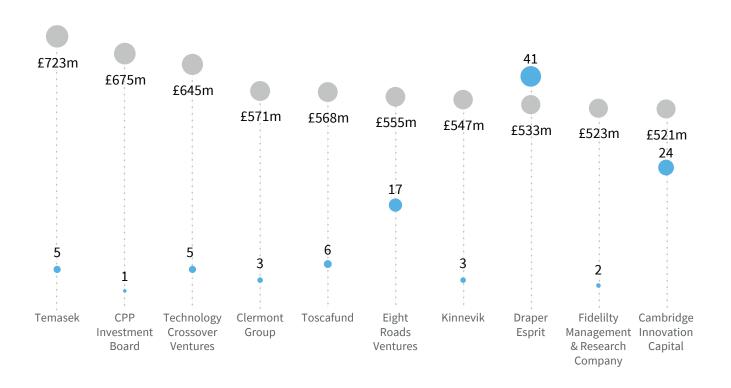
Top investors. With 124 deals, BGF remains the top investor into visible scaleups by number of investments. Softbank takes the top spot by amount invested with £1.85b spread over four deals.



This is a very promising and timely report on the performance, growth and motivations of scaleups against the unprecedented backdrop and economic challenge of the global pandemic. The UK is one of the world leaders when it comes to innovation, discovery and creativity – but that potential can only be driven by supporting the country's scaleups. We are proud not only to be the most prolific investor in these companies, but also to have continued to build momentum and maintain our investment run rate throughout the pandemic. This has been enabled by our regional and decentralised model, allowing us to deploy capital quickly into businesses who are continuing on their growth journey. However, the UK urgently needs more equity capital if we are to drive the future growth of scaleups at large, and the economy more broadly."

Stephen Welton Executive Chair, BGF



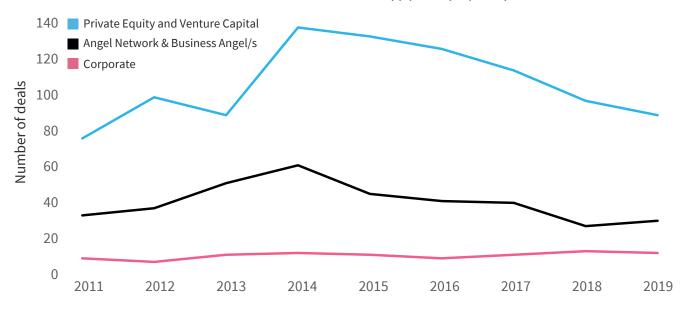


Investor type. Scaleups use a range of private equity finance options, dominated by venture capital and angels.

TOP PRIVATE INVESTOR TYPES BY THE NUMBER OF ANNOUNCED DEALS INTO SCALEUPS (1/11/2011 - 31/08/2020)

Private Equity and Venture Capital	1,021
Angel Networks & Business Angel(s)	387
Corporate	118

#### ANNOUNCED DEAL NUMBERS BY TOP PRIVATE INVESTOR TYPES (1/1/11 - 31/08/2020)



This year's ScaleUp Index has identified the vital role that Business Angels have been playing in bringing both early stage equity and business experience to a significant number of the UK's scaleups. Many of the Angel groups in our community have been specifically identified as making a considerable number of investments into businesses on their scale up journey, with Archangels topping the list with 22 deals into scale ups since 2011. This clearly shows the importance of angels and the need to increase the capacity of the Angel investment community to enable many more scaling businesses to benefit from early stage equity in all parts of the UK."

Jenny Tooth OBE CEO of UK Business Angels Association Angel investors. Scottish angel syndicate Archangels tops the ranking with 22 investments into scaleups since 2011.

INVESTMENT BY ANGELS AND ANGEL NETWORK (1/1/11 - 31/08/2020)

£283m

total value of deals backed by angel networks

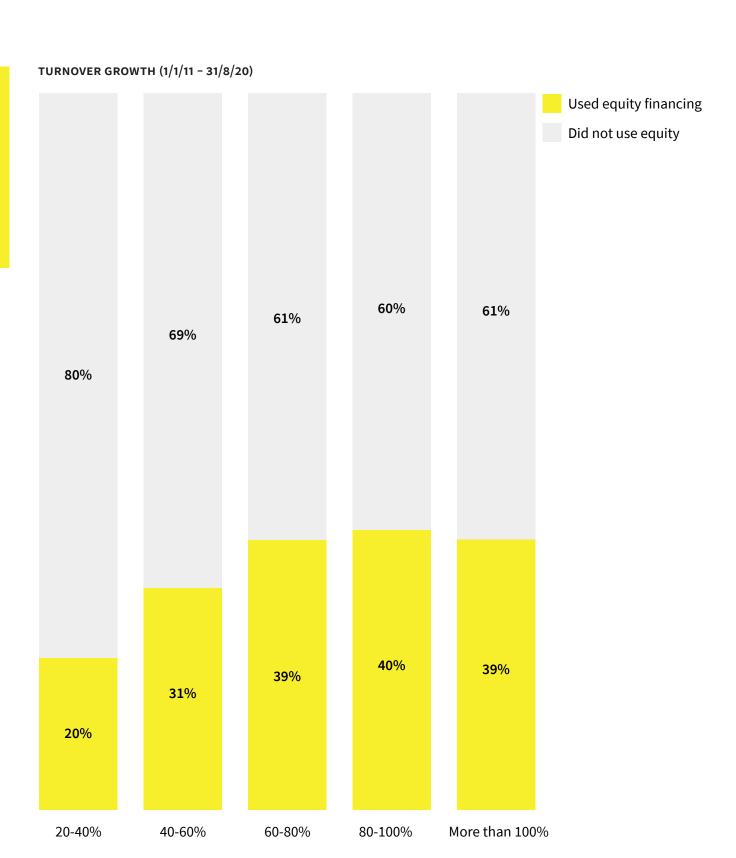
£2.40b

total value of deals backed by business angel/s

TOP ANGEL NETWORKS BY NUMBER OF INVESTMENTS INTO SCALEUPS (1/1/11 - 31/08/2020)

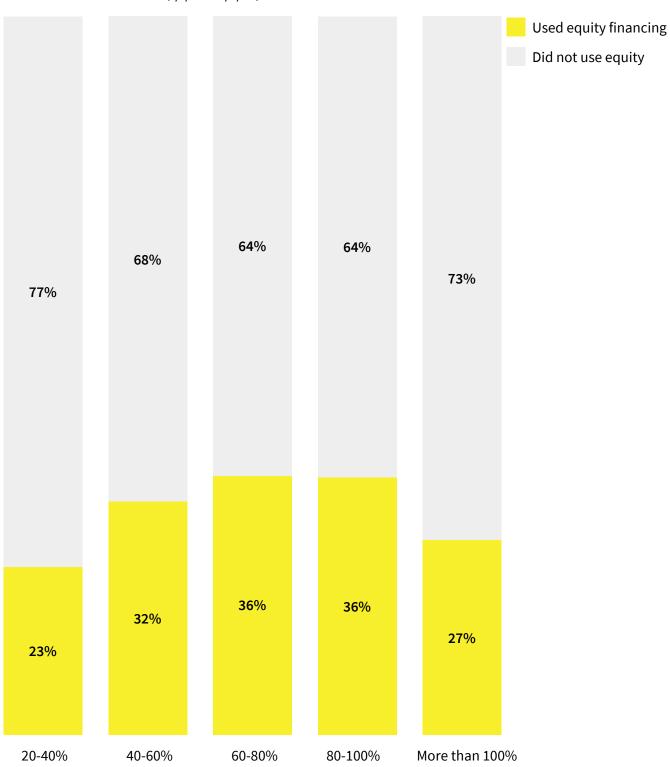
Archangels	23
Envestors	14
Cambridge Angels	12
London Business Angels	10
TRI Capital	7
Juno Syndicate	7
Angel CoFund	7
Mustard Seed	5
Cambridge Capital Group	5
Clearly Social Angels (CSA)	4

# Turnover growth demographics. Correlation or causation; companies with higher turnover growth are more likely to have raised equity funding.



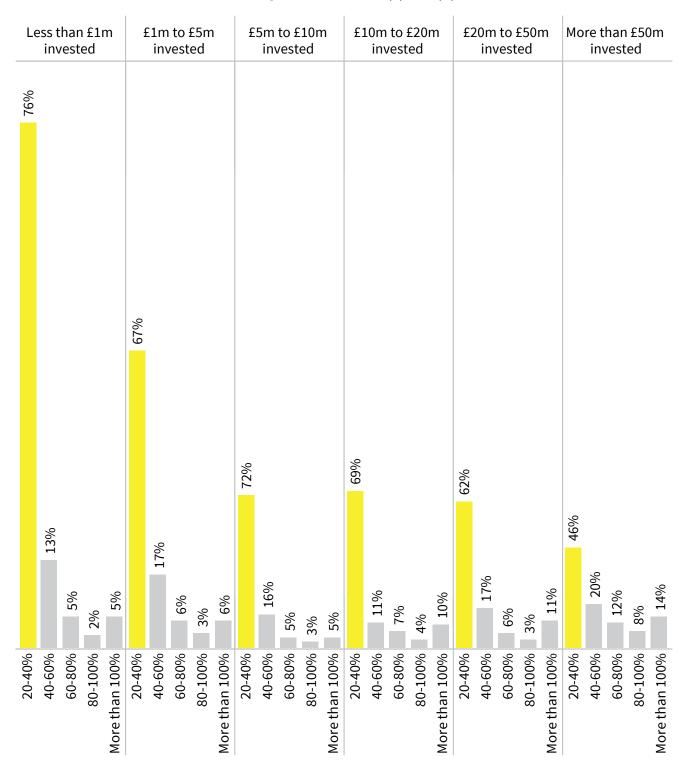
Headcount growth demographics. Headcount growth rate correlates with the use of equity finance up to 100% growth. It is rare for companies to grow their employee count by more than 100%.





# Equity investment and turnover. Scaleups that have raised more equity show higher turnover growth rates.

#### TURNOVER GROWTH RATE BY AMOUNT OF EQUITY INVESTMENT (1/1/11 - 31/8/20)



Longest scaling companies. GH Financials persists as the longest scaling company, having qualified as a scaleup by turnover for 11 years.

#### **SPOTLIGHT SCALEUPS**



#### **SECTOR**

**Telecommunications** services

YEARS SCALED 10 years



#### **SECTOR**

Agriculture and farming; Food and drink processors

YEARS SCALED 8 years



#### **SECTOR**

Business banking and financial services

YEARS SCALED 11 years



#### **SECTOR**

Supply chain; Transport operators

**YEARS SCALED** 8 years



#### **SECTOR**

Insurance services

**YEARS SCALED** 10 years



#### SECTOR

Building materials; **Plastics** 

YEARS SCALED 8 years

Grants. Over £36m of Innovate UK grant funding went to visible scaleups in 2019 via 103 awards. This resulted in a record average annual grant size of £352,000.

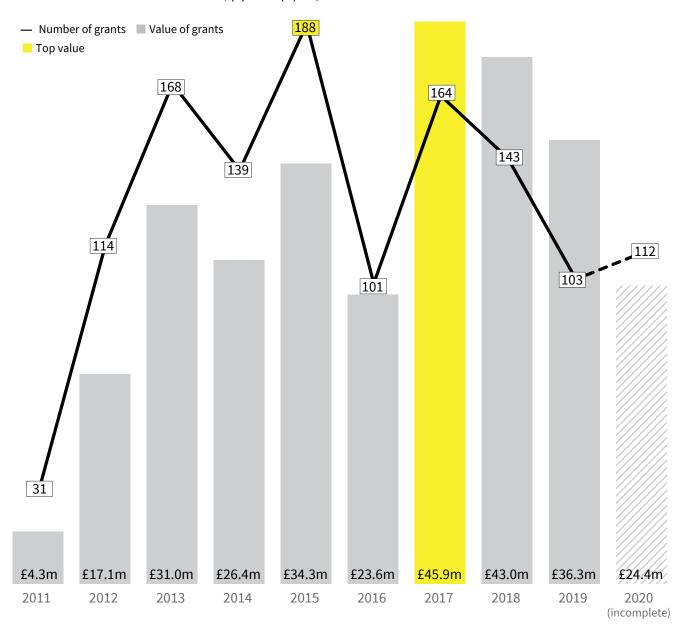
**KEY FIGURES (1/1/11 - 31/8/20)** 

1,262
grants to visible scaleups

£286m

£227k average grant size

#### INNOVATE UK GRANTS TO SCALEUPS (1/1/11 - 31/8/20)



Top sectors for grants. Scaleups in manufacturing sectors remain the top recipients of Innovate UK grant funding, with automotive and cleantech emerging as focus areas.

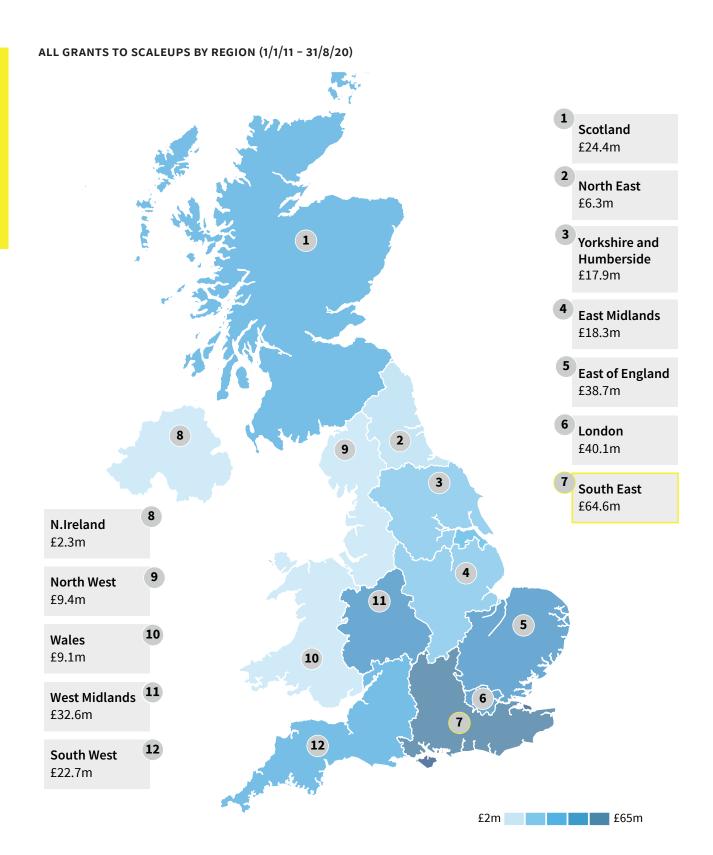
#### TOP SECTORS BY NUMBER OF SCALEUPS RECEIVING INNOVATE UK GRANTS

Other manufacturing and engineering	316
Other CleanTech	141
Automotive	141
Other hardware	118
Other technology/IP-based businesses	95
Research tools/reagents	88
Other business and professional services	83
Materials technology	80
Other software	73
Energy reduction technology	63

#### **METHODOLOGY NOTE:**

As we find new scaleups, we include their entire grant history. For example, this means a scaleup found in 2018 can cause the 2011 figure for grants awarded to scaleups to increase. The chart on the facing page therefore depicts all grants ever awarded to a company that has become a scaleup between 01/01/2011 to 31/08/2020.

**Grants by region.** Scaleups in the South East have received £64.6m worth of grant funding since 2011 the most grant funding received by any region.



**Grants and equity.** On average, companies that win an Innovate UK grant raise more equity finance than those that just rely on equity finance.

EQUITY INVESTMENT INTO SCALEUPS WITH AND WITHOUT IUK FUNDING (1/1/11-31/8/20)

£26.3b

total equity investment into non-IUK backed companies

£5.21b

total equity investment into **IUK backed companies** 

£20.9m

average amount raised in equity by non-IUK backed companies

£24.4m

average amount raised in equity by IUK backed companies

#### NOTE:

Innovate UK also offers innovation loans for SMEs. A total of up to £50 million has been committed in five initial competitions and a further two competitions will make £25 million available for business innovation projects.

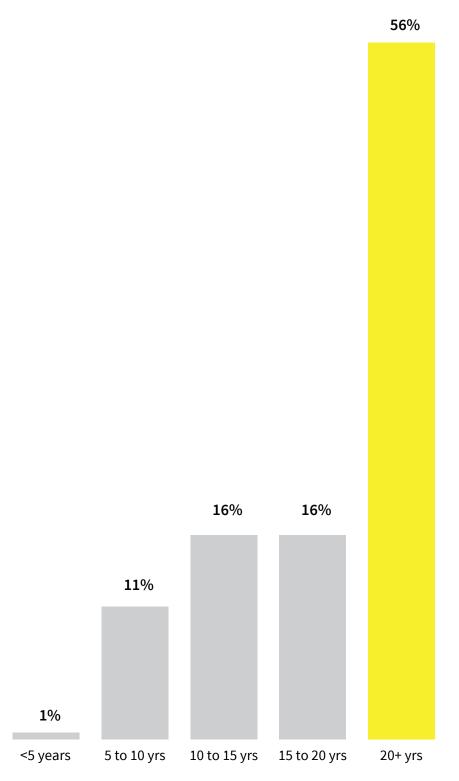
We welcome all the findings in this years ScaleUp Index report and it is especially welcoming to see that this year despite the conditions brought about by the Coronavirus pandemic we have a 37% increase in scaleup companies over the previous year and that we are just shy of 7,500 visible scaleups in the UK. Especially welcome is that female founding scaleups have doubled this year, this is something to celebrate and follows closely the effect we have seen through Innovate UK's Women in Business programme. Regionally we now have much more representation from scaleup clusters outside of London including clusters in the Devolved Nations."

**Simon Edmonds** 

**Deputy Executive Chair and Chief Business Officer, Innovate UK** 

# Company ages. Companies incorporated more than 15 years ago make up 72% of the scaleup population.

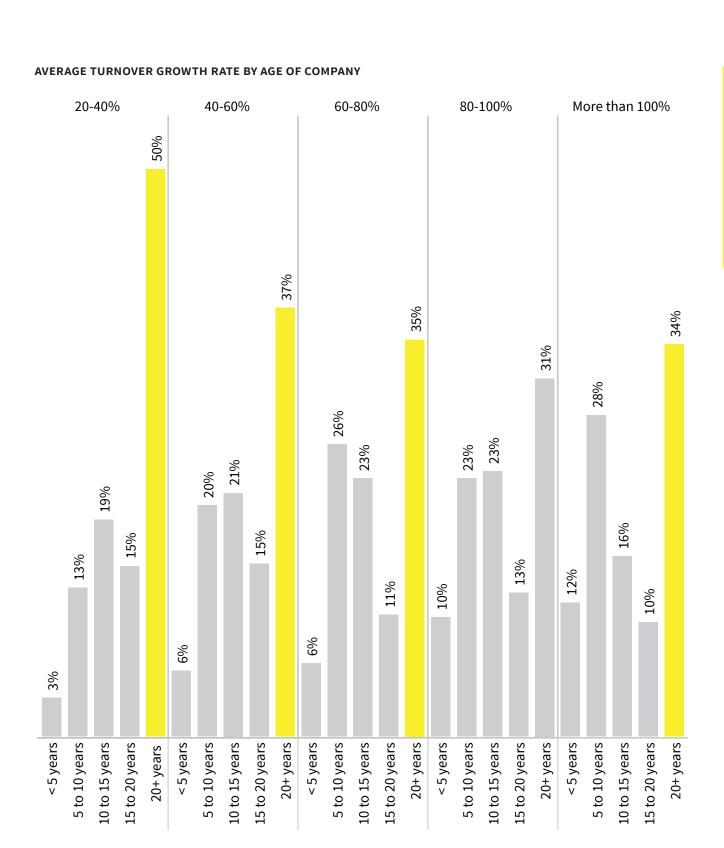
#### PROPORTION OF VISIBLE SCALEUPS BY AGE



The majority of visible scaleups have been trading for 20 years or more. 86% of these older businesses achieved scaling without the external investment available to the youngest generation of high-growth companies (p. 25). While an impressive achievement, this also alludes to an exciting future for scaleups, enabled by the increasing availability of public and private investment in the UK. We expect to see more scaleups and increasing growth among them, both for the emerging cohort of growing companies who will soon reach the £10+ turnover visibility threshold, as well as for older companies that may be fundraising for the first time." Ava Scott

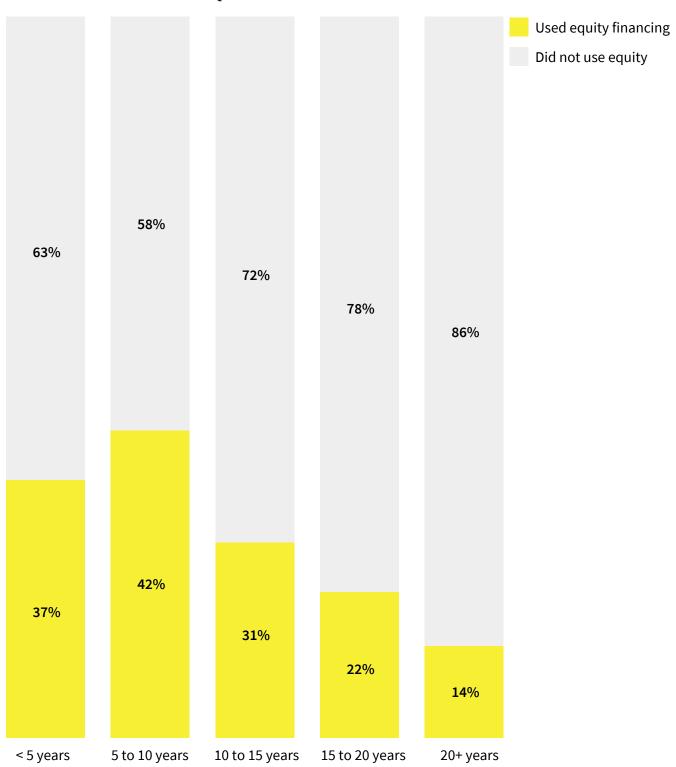
Research and Consultancy Associate, Beauhurst

# Growth by age. Companies more than 20 years old are most likely to have turnover growth rates of over 100%.



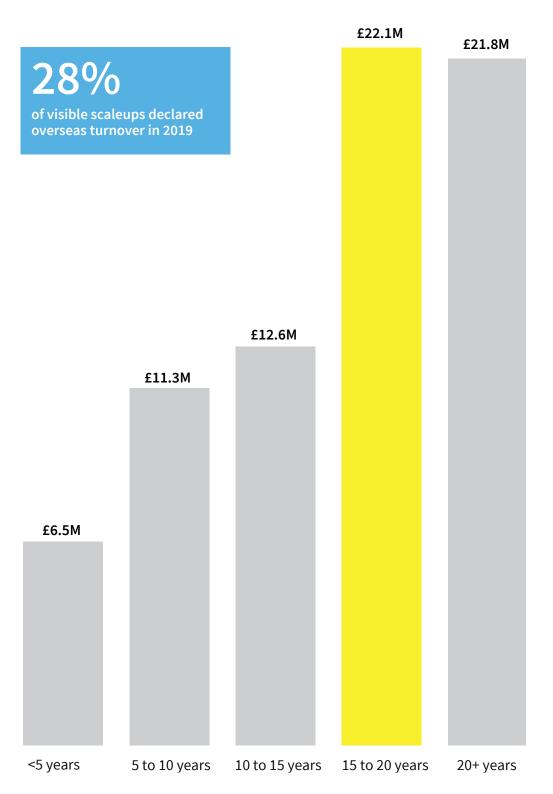
**Equity by age.** Older scaleups are the least likely to use equity finance. Introducing new shareholders becomes more difficult over time.

#### PROPORTION OF SCALEUPS USING EQUITY FINANCING BY COMPANY AGE



Exports by age. Nearly a third of scaleups declare overseas turnover. Scaleups that are more than 15 years old have the highest average overseas turnover.

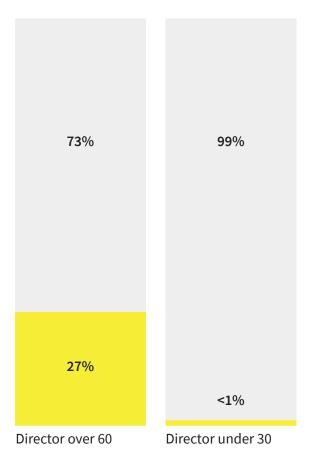
#### **AVERAGE OVERSEAS TURNOVER BY SCALEUPS IN 2019**



# People: Age 72% of directors are between 30 and 60 years old.

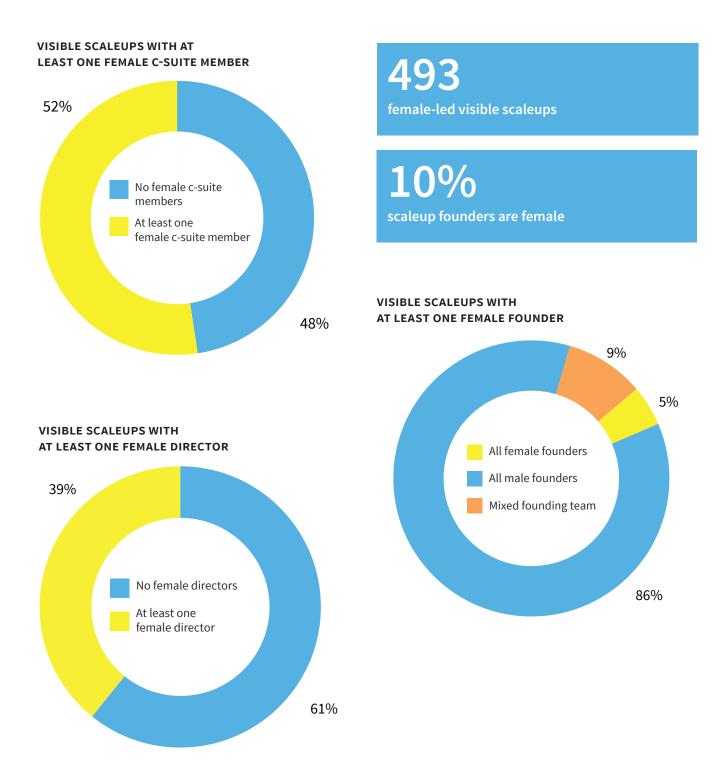


#### AGE OF DIRECTORS AT VISIBLE SCALEUPS



It's been a tough year for all and yet I could not be more encouraged at the resilience of our scaleup companies or the ambitious tenacity of our SME community. Growth capital is available to the innovator, and on that note we've seen more and more rapid transitions from Series A to Series B funding rounds. It's a very impressive performance all round that, despite the challenges of 2020, the number of scale-ups in this country is rising considerably, including poignantly those listed on AIM. Indeed, after completing AIM's two largest IPOs this year we're seeing AIM is proving a haven for high growth companies with ambitions to list publicly. I'm also particularly pleased that the number of female-founded scale-ups has doubled. At finnCap, through Ambition Nation, we continue to champion and support female leaders in business. We also recognise that environmental, societal and governance commitments are central to all scaleup investment decisions as we move forward and, with the help of our new ESG handbook and scorecard, we are dedicated to delivering our clients' ambitions for a sustainable future."

Sam Smith CEO, finnCap Group Plc People: Gender Female representation at the C-suite level and in directorships is improving, although founders remain predominantly male.



People: Nationalities The clear majority of scaleup directors are from the UK. The most common origin nations among directors are the United States and Ireland.

#### **SCALEUP DIRECTORS BY NATIONALITY**

22,090

number of directors from the UK

NUMBER OF SCALEUP DIRECTORS BY CONTINENT (EXCLUDING THE UK)

Europe (excluding UK)	1,793
North America	779
Asia	281
Oceania	162
Africa	72
South America	18

3,205

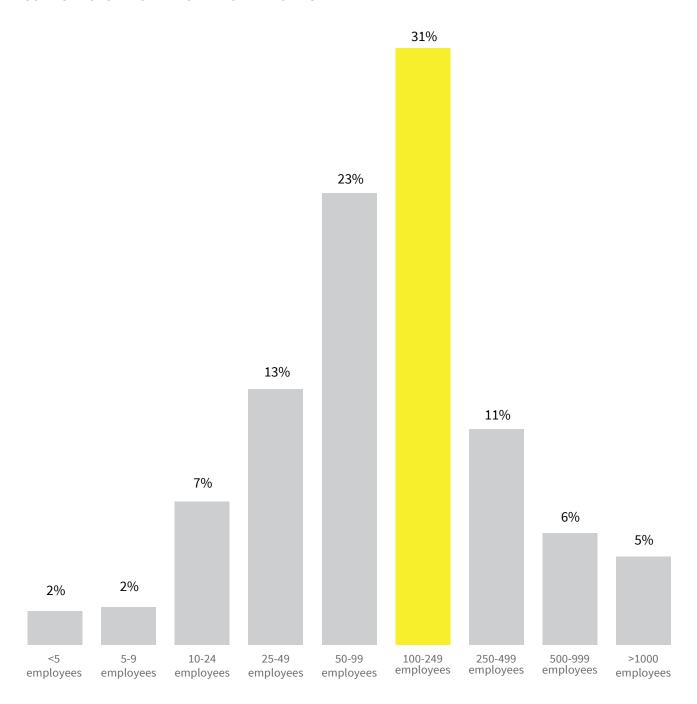
number of directors from outside the UK

NUMBER OF SCALEUP DIRECTORS BY COUNTRY (EXCLUDING THE UK)

United States	678
Ireland	658
France	241
Germany	181
Italy	150
Australia	127
Netherlands	98
Canada	90
Spain	64
South Africa	59

People: Employee distribution Over 50% of scaleups employee more than 100 people. Almost 2 million people are employed by scaleups across the UK.

#### **SCALEUP POPULATION BY NUMBER OF EMPLOYEES**



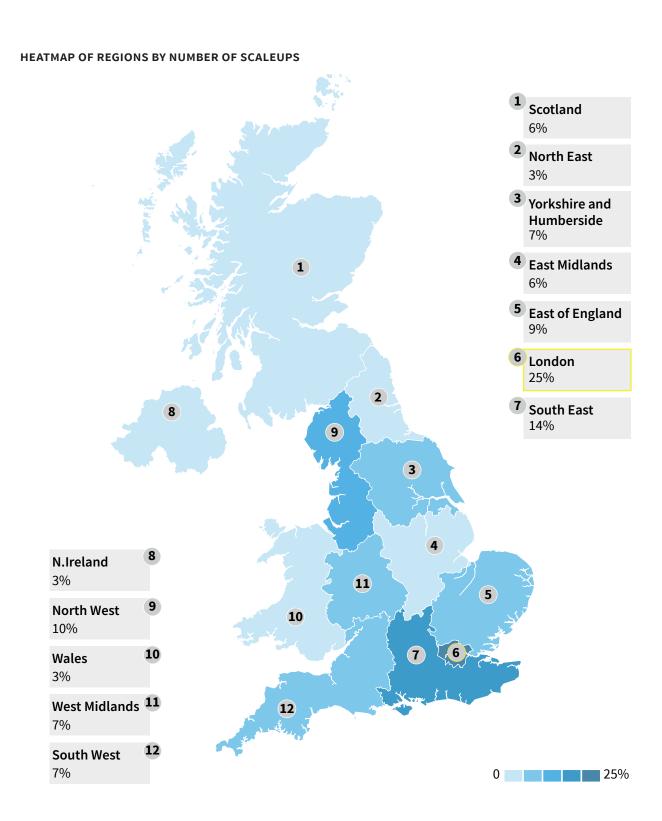


Advisors. BDO maintained its lead as top advisor this year, while Grant Thornton has moved into second place, followed closely by PwC.

#### **TOP ADVISORS TO SCALEUPS**

BDO	248
Grant Thornton UK	198
PwC	174
RSM UK	154
KPMG	153
Deloitte	103
Mazars	97
Ernst & Young	74
Baldwins Audit Services	60
Saffery Champness	49
Nexia Smith & Williamson	47
PKF Francis Clark	42
MHA Macintyre Hudson	42
Crowe UK	42
Moore Kingston Smith	40

Regions mapped. Although London is home to the largest proportion of scaleups (25%), it is less dominant here than among all high-growth companies, where 33% of all companies reside in the capital.



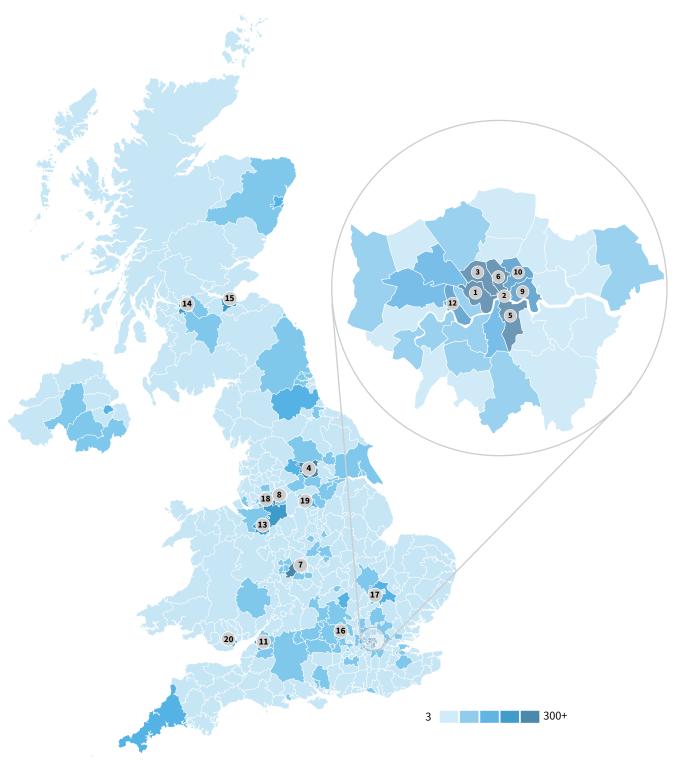
Regions ranked. While London and the South East remain the top two regions for scaleups, the West Midlands has now overtaken Yorkshire and the Humber, and Wales has jumped above Northern Ireland.

#### **TOP REGIONS BY NUMBER OF SCALEUPS**

London	1,842
South East	1,057
North West	729
East of England	701
Yorkshire and The Humber	554
West Midlands	541
South West	507
East Midlands	443
Scotland	437
North East	229
Wales	224
Northern Ireland	208

**Local authorities mapped.** The top three local authorities for density of scaleups are in London, with Westminster having the largest population of them all (371 scaleups).





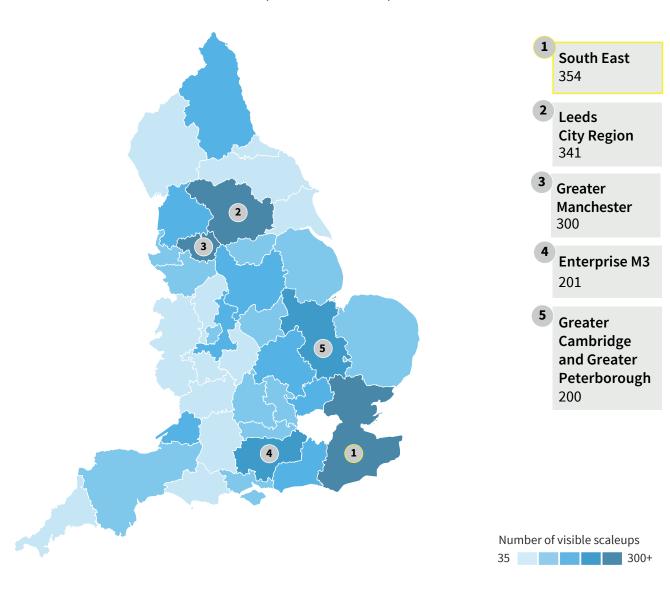
Local authorities ranked. Leeds, Birmingham and Manchester remain the top locations for scaleups outside London.

#### TOP LOCAL AUTHORITIES BY NUMBER OF SCALEUPS

1	Westminster	371
2	City of London	303
3	Camden	174
4	Leeds	124
5	Southwark	103
6	Islington	101
7	Birmingham	97
8	Manchester	87
9	Tower Hamlets	77
10	Hackney	72
11	Bristol	70
12	Hammersmith and Fulham	67
13	Cheshire East	66
14	Glasgow City	64
15	City of Edinburgh	64
16	Wycombe	57
17	South Cambridgeshire	56
18	Trafford	50
19	Sheffield	50
20	Cardiff	48

Local Enterprise Partnerships mapped. Enterprise M3 and Greater Cambridge and Greater Peterborough have overtaken the South East Midlands and the North East for fourth and fifth most populated LEP.

#### HEATMAP OF LEPS BY NUMBER OF SCALEUPS (EXCLUDING LONDON)



Local Enterprise Partnerships ranked. Leeds City Region has jumped above Greater Manchester, while Coast to Capital has climbed from 9th place to 6th place.

#### TOP LEPS OUTSIDE LONDON BY NUMBER OF SCALEUPS

South East	354
Leeds City Region	341
Greater Manchester	300
Enterprise M3	201
Greater Cambridge and Greater Peterborough	200
Greater Birmingham and Solihull	192
Coast to Capital	186
South East Midlands	183
Derby, Derbyshire, Nottingham and Nottinghamshire	181
North East	170

Sectors. This year, Technology widened its ead on Retail as the fourth most populated top-level sector.

#### TOP-LEVEL SECTORS BY NUMBER OF SCALEUPS

Business and Professional Services	2,899
Industrials	2,331
Built environment and infrastructure	1,206
Technology/IP-based businesses	1,124
Retail	803
Supply chain	687
Leisure and Entertainment	673
Tradespeople	580
Personal services	446
Media	230
Energy	226
Transportation operators	187
Agriculture, Forestry and Fishing	133
Telecommunications services	116
Craft industries	111

Top business and professional services sectors. Civil engineering services continues to be the most populated business and professional services sector.

#### TOP BUSINESS & PROFESSIONAL SERVICES SECTORS BY NUMBER OF SCALEUPS

Recruitment agencies and personnel supply services	338
Business banking and financial services	325
Civil engineering services	292
Waste management services	209
Consumer banking and financial services	207
IT consultancy services	189
Marketing services	184
Analytics, insight, tools	168
Security services (physical and virtual)	155
IT support services	131
Advertising and branding services	130
Insurance services	130
Design services	123
Management consultancy services	123
Outsourcing and shared services	109

## Top industrial sectors. The Automotive sector has seen an increase in the number of scaleups, leading to a tie for third place with the Machinery sector. All sectors show an increase in the number of scaleups

#### TOP INDUSTRIAL SECTORS BY NUMBER OF SCALEUPS

Other manufacturing and engineering	622
Food and drink processors (including quality control)	398
Machinery	236
Automotive	236
Building materials	229
Packaging and printing	128
Household goods	116
Clothing (including footwear and accessories)	109
Furniture	105
Other consumer goods	92
Metals	91
Electrical components	87
Steel	69
Healthcare products	68
Aerospace	67

## Top built environment & infrastructure sectors.

62% of Built environment scaleups operate within the Property/land development and construction industries.

#### TOP BUILT ENVIRONMENT & INFRASTRUCTURE SECTORS BY NUMBER OF SCALEUPS

Property/land development and construction	920
Other built environment and infrastructure	314
Property/land management	161
Property/land ownership and trading	79

This year saw Technology widen its new lead on Retail as the fourth-most represented top-level sector by number of visible scaleups (p. 39). SaaS businesses accounted for just under 25% of all the technology scaleups with internet platforms and other software businesses also dominant (p. 43). As more technology companies reach sizes where their revenues become visible, it will be interesting to see whether this sector can displace the established top three and come to dominate the UK's scaleup population. Policymakers and investors need to start considering what ramifications the rise of technology scaleups will have for the UK economy."

Daniel Robinson Research and Consultancy Associate, Beauhurst Top technology sectors. The top sector for Technology scaleups is Sofware-as-a-service (SaaS), followed by Internet platforms by a considerable margin.

#### TOP TECHNOLOGY AND IP-BASED SECTORS BY NUMBER OF SCALEUPS

Software-as-a-service (SaaS)	274
Internet platform	175
Other software	154
Mobile apps	109
Other CleanTech	75
Other technology/IP-based businesses	74
Pharmaceuticals	72
Clean energy generation	66
Other hardware	57
Research tools/reagents	55
Desktop software	41
Internet and networking hardware	37
Energy reduction technology	36
Medical devices	33
Mobile and wireless hardware	30

## Largest scaleups by sector.

#### **TOP SCALEUPS IN 2019 BY TURNOVER & EMPLOYMENT IN TOP SECTORS**



#### **SOVEREIGN GLOBAL**

#### SECTOR **Business training** services

**TURNOVER** 

£6.56bn



Recruitment agencies

THE STAFFING GROUP

**EMPLOYEES** 

18,087



#### **2 SISTERS FOOD GROUP**

#### **SECTOR**

Food and drink processors **TURNOVER** 

£2.74bn



the staffing group

#### **2 SISTERS FOOD GROUP**

#### **SECTOR**

Food and drink processors **EMPLOYEES** 

20,749



#### **MARSHALL GROUP**

#### **SECTOR**

Manufacturing and engineering services TURNOVER

£2.48bn



#### **PLACES FOR PEOPLE**

#### **SECTOR**

Property/land ownership and trading **EMPLOYEES** 

6,256



#### **UK FUELS LIMITED**

#### **SECTOR**

Fleet management and logistics software

**TURNOVER** 

£1.55bn



#### **GIANT GROUP**

#### SECTOR

Recruitment software **EMPLOYEES** 

2,513

AIM Scaleups. Despite a decrease in the overall number of companies listed on AIM, the number of scaleups has increased from last year.

825

unique companies listed on AIM

AIM typically attracts smaller companies than the main London Stock Exchange. 825 companies were listed on it at the time of analysis.

645

companies incorporated in the UK

Companies from outside the UK can list on AIM if they meet the requirements. This analysis only looks at UKincorporated companies.

474

unique scaleup companies Companies require at least four years of annual accounts with sales or number of employees to determine scaling status.

224

foreign operating and financial vehicles excluded

Companies operating outside the UK and investment vehicles were excluded.

250

unique AIM scaleups

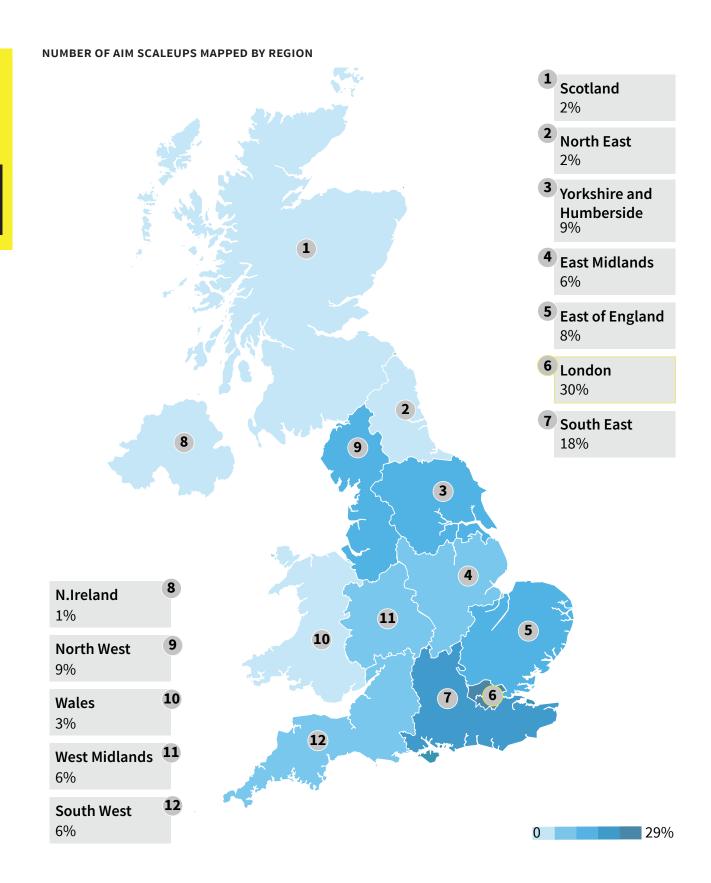
This year it is more important than ever to recognise the contribution that scaling companies make to the UK economy as highlighted by the findings contained in the 2020 ScaleUp Index. As AIM celebrates its 25th anniversary, the data contained in the Index reinforces the important role that AIM plays in providing equity finance to ambitious companies. Already this year over £4.2bn has been raised on AIM by companies conducting IPOs and further issues and London Stock Exchange remains committed to ensuring that these companies have long term access to the equity capital and support they need to grow their businesses."

Marcus Stuttard Head of AIM & UK Primary Markets, London Stock Exchange Companies delivering services for other businesses are the most common among AIM scaleups. Companies developing software technology also occur frequently.

#### TOP SECTORS BY NUMBER OF AIM SCALEUPS

Business and professional services for businesses	14
Other software	8
Business banking and financial services	6
Analytics, insight, tools	5
Software-as-as-service (SAAS)	5
Online games publishing	4
Automotive	4
Mobile apps	4
Other manufacturing and engineering	3
IT consultancy services	4
Property/land development and construction	4
Recruitment agencies and personnel supply services	4

London and the South East account for almost half of AIM scaleups. The North West and Yorkshire and The Humber are the third most populated, home to 9% each.



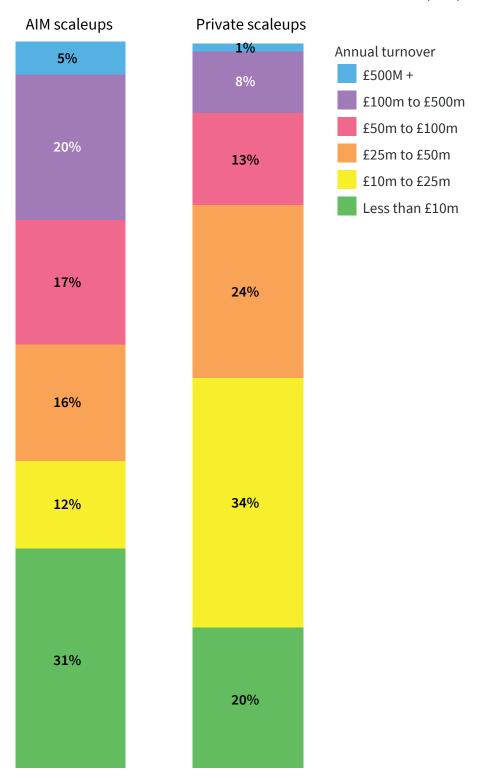
# Scaleups listed on AIM are more likely to be found in London and the South East than the wider scaleup population.

#### NUMBER OF AIM SCALEUPS AND PRIVATE SCALEUPS BY REGION



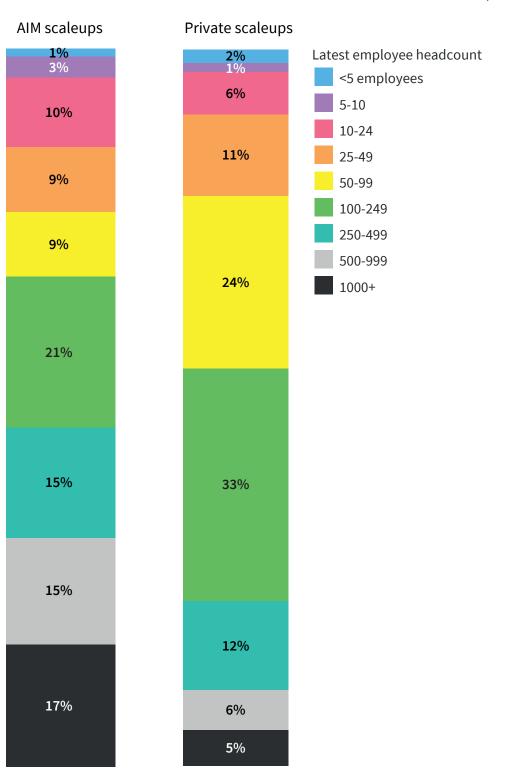
AIM scaleups have a wider spread of turnover than private scaleups, with more companies bringing in more than £500m or less than £10m.

#### TURNOVER SIZE OF AIM SCALEUPS COMPARED WITH PRIVATE SCALEUPS (2019)



AIM scaleups tend to have more employees than private scaleups. Companies with 250 or more employees make up 47% of AIM scaleups, and 23% of private scaleups.

#### LATEST EMPLOYEE COUNTS OF AIM SCALEUPS COMPARED WITH PRIVATE SCALEUPS (2019)



### Scaleup directory.

#### ENGLAND

#### **Black Country**

A C Steels A-Mir & Co A&H Construction Altodigital Alutrade AMG

Anglo-Halt Group ARCC Communications

Ash & Lacy Avanti

Barnfather Wire BB Price Bevan Group BJS Home Delivery Boss Design Group Brandenburg Brownhills Glass C Brown Services Cable & Alloys

Carlton Care Group
Carvers
CBS Packaging
Central Food Services
Central Supplies
Charter Court
Chas B. Pugh
CST Pharma
Darcast
Davro Steel

**Direct Corporate Clothing** 

Docherty Doctorque

**Diamond Box** 

**Dunton Environmental** 

Enablelink

Entec International

Erodex
Exol Lubricants
Fire Glass
Fortel
Furmanac
Gough Group

Grape Tree Hayward's Heaton Products Hingley Transport

**Home Emergency Experts** 

Innovise

International Tyres Intouch Games IPU Group J & J Siddons J. Barnsley Cranes Jeavons Coil

Jenks & Cattell Engineering

Limited
Jerseytex
JH Lavender
Jhoots Pharmacy
Jonathan Lee Contracts
Kasdon Electronics
Kendrick Homes

Keys

Laystall Engineering
M & J Evans Construction

Metzpro Middleton Foods Midshire

Mechatherm

MJ Sections Ltd Monarch Equestrian Morelock Signs

N.G

NDC Polipak

Newby Foundries Group Offshore Stainless Supplies

Olympus Global Onboard Corrugated Pallet-Track Panesar Foods

Pascon

Premier Metal Recyclers Premium Choice Respondez Saddlers Court Mfg Salisbury Poultry

Select Healthcare Group Sevacare

Shaylor Group Sheldon Clayton Logistics Sherwood Stainless

Ski & Sport Slick Stitch SMA Group

**Stanford Industrial Concrete** 

Flooring

Sterling Power Group Sturge Industries Supertouch T Wall Ford Talbots Law

Task Consumer Products
The Brockmoor Foundry

The Staffing Group Total Group Trust Group UK United Steels Valen Fittings Vanguard Foundry

VFE

Walsall Pressings WH Marren Wilcox William Gibbons William King

Wrights Plastics

**Buckinghamshire Thames** 

Valley

2Heads

A J Radford Building Services

Limited

**Account Technologies** 

Acorne plc

Alderbourne Landscapes

Allied Worldwide

Amersham Double Glazing

and Building Antac

APMG-International Aquinna Homes Ask Doctor Clarke Aspire Consulting Authorised Designs Aylesbury Automation

Aylesbury Cars Baker Leasing BCAMS

**BEAL Consulting Engineers** 

Bizagi

Black Swan Analysis Blue Sky Intermodal Brandpath Group British Honey Producers Buckingham Group

Contracting

**Bucks Sport Academy** 

Buildmac

**Campion Willcocks** 

Carebank

Cartridge World Retail

Causeway

**Chartridge Developments** 

Cherry Pie PR Chilton House

Christie Munro Will Writers

Clarke & Clarke CleanEvent Services Climate Building Services

Comland

Comtec March Foods Congenica Marshall Group McIntyre Electrical **Crofton Interiors** Darktrace Data Interchange Mick George dB Broadcast **MJS Construction** DB Group DCN

E-Leather **Eagle Genomics** Murketts Vauxhall **Electro Inductors Ltd** 

**Environmental Sustainability** Myconostica Associates

Equivital **Escape Fitness Evi Technologies Fencor Packaging** 

Fengrain FlexEnable Flo-Mech

Frederic Smart Frontier

General and Medical Group

Geomerics GeoSpock

Global Inkjet Systems **Grant Instruments** Granta

**Green Energy Options** 

Grovemere **Hereward Care** Horizon Discovery **Howard Group** 

I.S. Sundries iansyst IDP

leso Digital Health

Inivata

Interaction Recruitment **Jagex** 

JDR Cables John Adams Leisure

John Henry Group **Just Digital** 

Kaptivo **Kinesis** KisanHub Kloeber **KMG Systems** 

**Knowles Transport** 

Lawrence David

Linecross Magdalene Malary

**Metrion Biosciences** 

**Miers Construction Products** 

MM Wealth Munro

**MW Luxury Packaging** 

Napp Pharmaceuticals

Nason Davis Neul

Nightlayer Leek Company

Ninja Theory **O&H Properties** One Call Recruitment

OpenCloud

**Oval Medical Technologies PCME** 

PEME Photocentric Pico Technology PJ Thory **PragmatIC** 

**Precise Component** Manufacture

Premier Kitchens & Bedrooms Princebuild Produce World **PS Financials Quotient Bioresearch Radical Sportscars** 

**Recruit Mint** Redgate **Rutland Cycling** Scientia

Secure Group SG Controls **Sotham Engineering** 

Speechmatics

SPG Supply Plus **Swiss Laundry** SyndicateRoom **Team Consulting** The Unex Group

**TRB Lightweight Structures** 

Vernalis **Vindis Group** Volac **Yours Clothing** 

**Z-Tech Control Systems** 

**Greater Lincolnshire** 

Zantra

A.H. Worth **AW Repair Group Beauty Outlet Boss Cabins** 

**Brayford Hotels Holdings** 

**Broadgate Homes Browns Burdens Group Burton Waters Butters** 

Carholme Dental **Chestnut Homes** Coastfields Leisure

Daubney

**Destec Engineering Duckworth Land Rover** 

**ECO Plastics Eminox Emmett** Environcom Fox

FreshLinc Freshtime GCI Greenray

**Grove Pet Foods** H.H. Adkins **Howson Care Centre** 

Internet Fusion Inzpire

JDM Food Group John-Martin Hoyes **KDH Projects** Kenwick Park Hotel **Key Electrical** 

**KNEAD** L J Fairburn & Son **Larkfleet Homes** 

LEW

**LG Specialist Services** 

Luxus Majestic Bingo Maxi Mover Mid-UK Recycling Mortons

Moulton Bulb Company Omex International

**OPICO Ora Towels** Pentagon

Pilgrim Foodservice

**HJ Lea Oakes** Spinney In Touch With Bricks **SRL Traffic Systems** Centric St George Healthcare Group Inview J&S Accessories Sterling Stirling Lloyd John Bownes Jones Homes **Swansway Group Sykes Cottages Kids Planet** Kinaxia **Tandom Metallurgical Group** Cisilion Kindertons **Terry Lifts** Cmed Kirstall The Let Alliance **Kodit Database** The Mere **Laker Vent Engineering** The Westgrove Group **Thorneycroft Solicitors Langtree Property Partners Thyson Technology** Leap29 Lightcliffe **Tiger Trailers** 

LMS TIMco Longfield **Trak Global Group M&S Logistics UK Fuels Limited** Mark Thompson Transport wejo

Martin Dawes Williams Tarr Massey Feeds WPI Group Medtrade Wrights Mobica

Momentum Instore Morris Homes MPP Global Mulbury

**Next Generation Health** Norwest Foods International

**Oliver Valves Companies Optionis** OSL Global Phoenix Cellular

Plumbstop Prestons Proseal

Protec

Quint

Proximo **Pulse Fitness** 

**Radius Payment Solutions** 

Recycling UK Redx Pharma Rhino Shrink Wrap

Rix Motor Rosebery **RSK Group** Russel Taylor

Sandbach Commercial

Dismantlers

Sandiway Golf Club SCS Technologies

Select Property Group

Sense Sonomatic Coast to Capital

1st CENTRAL 360Globalnet

Accuracy International

Accuro Acora

**Acro Aircraft Seating** Alexander Lloyd

Amsys Aronova

Ashton Healthcare Group

**ASL Vision** 

Aspinal of London Astins

Avicenna Avtrade **Barfoots Beachcroft Hotel** Bennett and Game **Bramley Health** 

Brandwatch **BridgeHead Software Brighton & Hove Albion** 

Football Club **Broadham Care Brookcourt Solutions** 

Brvmec **BSW Heating** 

Cargo Management &

Logistics **CASCO** 

**CD Recruitment** 

**Chandlers Building Supplies** 

Chapman Freeborn Charles Muddle Cherryfield **Chess Dynamics** 

**CMR Group** Coinford

**Collins Construction** Colosseum Dental UK **Concept Building Services** Contract Candles & Diffusers

**Daytona Group PLC Deep Blue Restaurants** Discover the World **DMC Canotec Dual Energy Dudman Group** 

**Duffells** Dugard E-zec Edburton **Edif Group Eiger Trading Elite Fine Foods** 

Elucidat **ERA Technology European Glass** 

**European Process Plant Farnrise Construction** 

Ferrabyrne

**Field Systems Designs** 

Fileturn

**Flight Calibration Services** 

**Focus Group Forza Doors FPR Group FUTRLI** Gambado

**Gate Technologies** GetMyFirstJob **GEW Engineering UV** Gift Universe

**Global Freight Solutions Global Resourcing Global Technologies** 

GRITIT

**Guardian Angel Carers** 

Harvey Jones Harvey's HCML

**HH Global** PSI-Pay Castle Air Group Hi-Line Cash & Carry **Pumpkin Patch Nurseries CCL Southwest Quadrant Group** Charlie Bears Higgidy **HIT Training** Real Digital Cockwells Recruitment Store UK **HolidayTaxis** Cornish Sea Salt **Hunt & Palmer** Redhills Fahey's Concrete **IDE Group RGA** Falfish ILG Rhopoint Fred Champion **IMC Worldwide** RocketMill **Goonhilly Earth Station** Romans International IMEX Group Goonvean Infinity SAS **Happy Days Nurseries** Scobie McIntosh **Invictus Contracts** Headforwards Scope Group **ITC Concepts Helston Garages Seaward Properties** Horizon Home Improvements J.W. Stratton Jones & Tomlin Send For Help Group Hydra Group Sian Wholesale **Ignition Credit Kew Electrical** Keysource **Skerritts Consultants** itecopeople KSD SLL Capital **Merlin Cinemas** Mitchell & Webber Lah Property Marketing **South Coast Nursing Homes** Lambs Bricks & Stone St Magnus **MJL Contractors** LAMP Staffcare Mylor Yacht Harbour **Langmead Group** Star Sports **Nettleton Holdings** Stephenson Group Leaders Ocean Fish Sunninghill LightBros **Pearce Fine Homes** Littlehampton Welding T Brown Group Porthia Group **Longcross Group Technetix REG Power Management Lovering Foods** Technopolis Resonance Lowcosttravelgroup **Tesla Engineering** Seasalt Marco Polo Intercontinental Thakeham Steve Hoskin Construction Maritime House The Beaufort Group of Teagle Marlborough Companies The Dash Group The Greenbank Hotel Communications The Gym Group Martin Grant Homes The Healthcounter Trevose Mayday Assistance The Laine Pub Company **Trewithen Dairy UKRD Group** 

Mayday Assista Mediwin MPB Natives Group

Network Aviation Group Network Technology

**Nsure Group** 

ocs

P J Brown Construction

Page Holdings Paine Manwaring Paladone

Palmer and Harvey

Panserve

Paragon Software Systems Paterson Simons & Co

**Pet Family** 

Pilbeam Construction Presteigne Broadcast Hire

Prestige Nursing Price Building Services

**Prime Education** 

The Gym Group
The Healthcounter
The Laine Pub Company
The Protein Ball Co.
Thompsons
Time 24
tlmNEXUS
touch associates
Tropical Sky

**UK Gas Technologies** 

Vanguardia
W Stirland
Wates
Wildnet Group
Wilmot-Budgen
Winters Electrical
World of Buzz
Yellow Fish
Yes/No Productions

Cornwall and Isles of Scilly

Bott

Bu-Mar Skip Hire

**Coventry and Warwickshire** 

**Westward Building Services** 

AC Lloyd Active Tunnelling AGD Equipment Allen Ford Allen's Caravans

Warren's Bakery

**Worval Holdings** 

**WTW Cinemas** 

WestCountry

Allinea Alumet

Arden Windows

Autins Bird Group

Blackadder Corporation

Bladon

**Premier Group** 

Productiv

Quanta

**BPS Building & Plumbing Ragdoll Productions Totalpost Services** Supplies Rant & Rave Treetop Trek **Brigam REPL Group** Waitings **Broad Lane** Ricor Westmorland Family Codemasters Roxhill Derby, Derbyshire, Concept Group **RS Connect** Corrigans Nottingham and Rybrook Nottinghamshire Cow Lees Care Home Sertec Crosscrown Ltd Solid Solutions Management DCA Design International Staircraft 3aaa Steadfast Engineering A.W. Lymn Deeley Group **Diabetes Digital Media** Stepnell A1 Comms DK Group The Cotswolds Distillery Accrofab The Unique Catering **Aero Fabrications** Enable **ENER-G Procurement** Company AF Switchgear **Envisage Group Thwaites Alpkit** Travel de Courcey **Antony Grice** Exasoft Exergy Volumatic **Ark Capital Expert Tooling and WHS Plastics** ArtSystems Automation Willow Brooke Day Nursery **ASG Group** First Utility Windows Plus **Aztec Oils** Flexicon **Bank House Care Homes** Cumbria **Future Design** Barrowcliffes **Gallagher Estates** Borderbrite **Belfield Furnishings** Geotechnics Benov Geothermal International Bespoke Health & Social Care Britton-Hillary **CGP Books** Bildurn GreenMech **GRS** Roadstone **Cubby Construction** Bionical Haven House **DSD Construction Bistrot Pierre Heart of England Farms Dutton Cuisine Blackburn Starling Helping Hands** Gilpin Hotel & Lake House **Blades Restaurants Limited HTA Group HBN Restaurants Bolsterstone Group** i-nexus Holgates Holiday Parks **BPR Medical** Impact International **Bradburys Cheese Key Forensic Services Kite Packaging** InvestAcc Bridgebank J. F. & E. Hadwin Family **Bridgeway Consulting** KM&T **Briton Fabricators Lawton Copper Tubes Kendal Nutricare Lakeland Leisure Estates Browns Builders Merchants Linden Care Homes Lognet Systems Lakes Distillery** C W Sellors Matrix **Leck Construction Cables Direct** Lloyd Motor Group McCarthys CAN Lowe Clothing International mcs Group Cardzone Millboard MARL International Care Fertility Mitchell Potatoes **Murrays Pharmacies** Castle Rock Brewery Point on Trackwork **Caunton Engineering** O'Brien Contractors Objectivity PR Books **CCS Media OUTICO** Rickerby Retreat **CEMA** Russell Armer Centiq Penso **Pixel Toys** SE Ceilings Champions (UK) Citipost Mail PMD Group SIS Pitches Potenza Technology **Story Contracting** CMC Pragnell The Edinburgh Woollen Mill **Collins Earthworks** 

The Swan Hotel

The Trout Hotel

**Top Notch Contractors** 

Comex 2000

**Construction Lines** 

Cooke & Mason

**CWC Group Matthews and Tannert TCL Group** Datapath **McAndrew Utilities Tennant Metallurgical Group** Datum Mediline The Kent Group **Designer Contracts Mellors Group Events** The Sherwood Group **Devonshire Care Metclad Contracts** Thorn Baker **DSL Group** Meter Provida Tioga **Town & County Leisure** Dynament MHR **Eden Tyres & Servicing** Microlise Transdek UK **MMD Group of Companies Elbar Group Treetops Nurseries Environmental Scientifics Monarch Education Furniture** TurnerFox Monica Healthcare **UK Waste Solutions** Group **Moody Direct** Esendex UNIDAYS MotoDirect **ESP Cars** Van Elle MRDB **Evolution Funding** Vestatec Exco InTouch MSW Vinshire Plumbing & Heating Vinyl Compounds Fernwood Group Node4 **Northfield Construction** Flamstead Holdings Vision Apprentices Foundation Inns Oakbrook Finance Walker and Son Hauliers Oncimmune Four04 Packaging Ward Recycling Frank Key **Orbital Recruitment** Wattbike **FW Harrison Commercials** P Hughes Construction **Westbrook Resources** G. Burley & Sons **Paragon Interiors** Wheeldon Homes **Pathfinders** Whitehouse Construction **Garner Holdings Gary Fletcher Surfacing PCT Healthcare** Whitemeadow **GCL Food Ingredients** Peakdale Molecular **Woodhead Construction Hammond Produce** Pektron **Woodlands Bridgstock Hexagon Leasing** Pentaxia Ziztel **PHIPPS** Hill Care Icon Aerospace **PWP Building Services** Dorset **Imagesound Group** R A Labone & Co igbal poultry **Rayburn Tours** 4Com Irongate Realm Projects A.P. Chant Recresco **Ability Projects** ITI Jessops Construction Reflex ABP Jigsaw Foods **Resolute Care** ADS Jigsaw24 **RH Developments** Agincare Anglo-Continental John Pye **Rick Bestwick Johnsons Aggregates** Road to Health **Ankers & Rawlings Kingfield Electronics** Apple Home Improvements Romax Technology **Knights Care** Safe Haven Accommodation Arrowedge **KPJ Group Ashdrew Homes** SDL Group Serius Group Beales KRCS Shacklocks

Kybotech **Langley Holdings** Laser Expertise Lasershape Leedale

Leisure Furnishings

**Light Source** 

Lighthouse Healthcare

Linsco

MasterMover

**Lockwood Publishing** Long Eaton Plant Hire Ltd Marriott Drilling Group

SMT SRS Rail System International Strata Products Street Crane **Swiftool Precision** Engineering Sygnature Discovery

Synthetic Technologies

Silk Healthcare

**SMS Electronics** 

Skills

SLS

Blackmore **BOFA International Bourne Group Buckland Care** C G Fry & Son

C. Smart Agricultural Services

**Canford Healthcare** Ceuta Group **Charles Trent Clipper Contracting** 

Cynergy3 Daish's Holidays **EIMS Global** 

**Fence Stores ADG Systems** Fitzpatrick Referrals Field International **AeroTex Fleet Mortgages** Ford Civil Engineering Albright Fordway Glossbrook Aldershot Town Football Club **Forest Care** Goulds Alvant **Fotech Solutions** Haskins **Anderson Young Aviation** FreeHand **Hoburne Holidays** Ansa **Fusion People** Iracroft Arrow **Future Biogas Jade Aden Services Avantus Games Quest KAMM Group AVM Impact** Garsons Kondor **Barons Gemac Hydraulics** bartlett mitchell Loop Technology Genmed Be Wiser Insurance **Giggling Squid** Lush GlucoRx Luxurycare Group Bennett Restaurants M.B. Crocker **Bewley Homes** Gordon Murray Design **Grosvenor House Group** Mauveworx **Biopharma Technology Blanchard Wells** McCarthy & Stone Gulmay Mildren Construction **BP Rolls** Hambledon Vineyard Morrish Homes Hartfordcare Britax Römer Mplov Bruce's Doggy Day Care **Harvey Water Softeners MSP Capital** Cadline **HBS Group Southern** NWM CamSemi Healix **Original Steel Services** Capstone Foster Care Healthcare 21 Osprev Cennox **Hewson Consulting Engineers Penton Motor Group Champion Group Highwood Group Hobbs Rehabilitation** Platform One CHOCLATL Pukka Pads CLF Hope & Clay Construction Cloudpay **Pullman Premier Leisure** Houlihan & Co Limited CMI **Humphrey Feeds and Pullets** Complete Cover Group QuBit **Hutton + Rostron** Reliance Scrap Metal **Compsoft Creative** Environmental Richmond Group Courts Pharmacy Group **HWM Aston Martin** RiskSTOP Group Crescent Pharma Inbox Insight Schools Plus Crocus Inchora Solentim **Custom Interconnect** Infinity Motorcycles South Coast Building Supplies **CV-Library** Intellitect Water Sunseeker Poole **Data Techniques** Intevi **T&K Electricals Deal Partners** Ionoco **Telesoft Technologies Dolphin Head Group** J P Dunn The Bowmill Group Drumgrange J&B Hopkins The Dancing Moose Dyer & Butler Joedan Jointing Tech **Towngate Personnel Eagle Eye** 

Wyatt Homes Wyvern Cargo

**Engineers** 

Woodmace

**Weymouth Precision** 

**Enterprise M3** 

3V

4th Dimension Innovation Abacus Employment Services

Ace 4 Kebabs Adare Group Egmere Energy
Elstead Lighting
Esteem
EuroTec
Eventist

easyProperty

EdenGroup

**EFM Global** 

**eBECS** 

ventist Luxonic

evolve Lynx Construction Group Exosect M&P Insurance Solutions

Keltbray

Landmark

LLC Living

Lind

**KHIPU Networks** 

**Lighting Controls** 

Les Caves de Pyrene

Longacres Landscape

Explore Learning Macai

Express Elevators Mainstream Cleaning

Marbank Construction **Direct Online Services** Synergy **McGinley Aviation** Sysco Productions Downton Money Expert T & E Ferris **Dutypoint Pumps Motofix Group TDM Group Ecotricity** Natta **TeamSport EMG Construction** Newship **Tews Engineering** Equilaw NewVoiceMedia The Geoghegan Group Farncombe Estate **Nolan Business Services** The Royalton Group **FIM Services TJW Contract Solutions Future Advanced Manufacture Nurture Landscapes** Octagon TMC **GBE** Converge **Onecom Group Tozer Seeds Healthcare Development** Park Lane (UK) Tradmet Services **Paton Developments Tungsten Capital Howard Tenens Pilgrims Group UKCloud** Impcross **Pinnacle Foods Upham Brewery** intoco Variohm Holdings JG Travel Group **Pivot** Porta Romana Varooma K W Bell Group Powertecnique **Vectair Systems Lakes Showering Spaces Premier Contract Supplies** Vevox Lambtrad Viewmedia LB Bentley Primayer **Process Systems Enterprise** Vista Healthcare Leeways R Collard Voyager-Systems Lemaca Limited R W Armstrong & Sons Waldon Telecom Lodge Service Waltet **MAATS Tech** R&W RAL We Buy Any Car Mike Burton **Newland Homes** Rawlings WELL Rayners of Godalming Western Greyhound Newspace Reassured Wheels Van Centres Nine Group Redwood Global Whelan & Grant **Off-Piste Wines** Repaircraft PLC Winchester Motor Group Omega Holidays **Rocksteady Music School** Windsor Telecom **Passionate About People** Saltus Woodlands Hillbrow Permali Gloucester SAV Systems **World Cargo Logistics** PKL Group Segen ProCook Gloucestershire Semafone Ripjar Sens-Tech **Roberts Limbrick** Serenity Holidays 2-DTech Ronnies SG Professional Services Severn & Wye Smokery **ADEY** Group **AGD Systems** Severn Glocon Group **SHB Hire Anatwine** SLG SI Capital Aspects2 Snapecall Silverlake Astor-Bannerman **Solent Stevedores Smart Transactions Group** Auto-Sleepers Spectrum Medical Solventis **Autoparts & Diagnostics Tewkesbury Park Southern Communications Bell Contracting** The Grange Care Centre Spectro **Bennetts Cranes** The Opera Group SSS **Tinglobal** 

> UK Power Solutions Universal Closures Ltd

**Usay Group** 

Vero Software

William Gilder

**Window Widgets** 

**Woodlodge Products** 

Solventis
Southern Communications
Spectro
SSS
SS
St. Pier Group
Stackhouse Poland
Stagetruck
Starflight Aviation
Strand Europe
Sustainable Advantage
Southern Communications
Sell Contracting
Sell Contracting
Bell Contracting
Sell Contracting
Stuchem
Stluchem
SladeRoom
SladeRoom
Slanchworth
Campden Technology
Clarkson Evans
Complete Utilities
Cripps Barn

Sustainable Advantage Cripps Barn
SWR Newstar Crown Timber
Symetrica Dairy Partners

#### Greater Birmingham and Solihull

2 Sisters Food Group A Edmonds & Co Ltd Accomplish Group

Acorn Training Consultants

**APS Metal Pressings** 

ARKeX Aston Manor

**Astrum Commercial Cleaning** 

Services

**Bell Plumbing Supplies** 

**Box Limited** 

Care Through The Millennium

Carnell CFS

Chambers & Cook Freight

Clearabee Click Travel

Collectica Enforcement

Services Colmore Tang Connect

Contract Supplies
Corporate Solutions

**CPC Civils** 

**CPT International** 

D Wilson

**Delta Financial Systems** 

**DESIblitz** 

Domestic & General Insulation

Ltd

E (Gas and Electricity) Elliott House

Elonex Group Eneotech eNL Legal eTech

European Steel Sheets Fairgate Construction

Services Farm Foods Fitzgerald Fleet Hire

Forward Industrial Furness Holdings

G&P

gbpartnerships Giro Food

Glide

GO Outdoors GR8 Security Gymshark Harry Fairclough HCB Solicitors HealthHarmonie

HILLS HM Group Hogarths

Homecroft Care Group HydraPower dynamics Indigo Wholefoods Inspired Thinking Group Intercity Technology

J S Wright Jaffabox

James E. Smith (Timber)

Kiely Bros Kitchen Craft L W Cole Laker BMS

**Lambe Construction** 

Lander

Logik Logistics International

M&BG Macc Care Maddison Group

Margetts Fund Management McDermott Building & Civil

Engineering Mortons Bar & Grill

Mount UK MV Kelly

National Motorcycle Museum

Nectere

Nicklin Transit Packaging

NOW Careers Now Education Nurton Developments

Nutrafeed

One Stop Recycling Oxford MediStress

Oxygen8

Packt Publishing

**Paintbox** 

Pak Mecca Meats
Palletline
Parkopedia
Paul Rigby Group
Peers Hardy
Peopleline
Probrand
Purplebricks

Rider Levett Bucknall

RLC Group Roman Seven Capital

R Platnauer

sfd.

Shaftec

**SHS Integrated Services** 

SKAN

Solo Rail Solutions Solus Tile Studio

**Strip Tinning Automotive** 

Talis

**TeacherActive** 

Tela

The Coleman Group The Gill Group The REP

The Siamo Group

U Group V Installations WAA Chosen

Westbourne Leisure

Widney

Wright Restaurants
Y International (UK)

# **Greater Cambridge and Greater Peterborough**

AAM Group Abzena Accora

Allpress Farms

Alpha Anglia Antitope Arcus Global Arena Group

Artisan Developments Atmospheric Sensors Automated Systems Group

Aveillant

Azuri Technologies Barnack Estates BGL Group Blue Tree BoilerJuice Buffaload

Bury Lane Bakery Cambridge Broadband

Networks

Cambridge CMOS Sensors Cambridge Maintenance Cambridge Mechatronics Cambridge Private Doctors Cantab Asset Management Carworld Car Supermarket

Chiltern CMR Surgical

COEL

Comtec March Foods Congenica Marshall Group McIntyre Electrical **Crofton Interiors** Darktrace Data Interchange Mick George dB Broadcast **MJS Construction** 

DB Group DCN MM Wealth E-Leather Munro **Eagle Genomics** Murketts Vauxhall

**Electro Inductors Ltd Environmental Sustainability** 

Associates Equivital **Escape Fitness Evi Technologies Fencor Packaging** 

Fengrain FlexEnable Flo-Mech Frederic Smart

Frontier

General and Medical Group Geomerics

GeoSpock Global Inkjet Systems

**Grant Instruments** Granta

**Green Energy Options** 

Grovemere **Hereward Care** Horizon Discovery **Howard Group** 

I.S. Sundries iansyst IDP

leso Digital Health

Inivata

Interaction Recruitment **Jagex** 

JDR Cables John Adams Leisure

John Henry Group **Just Digital** 

Kaptivo **Kinesis** KisanHub Kloeber **KMG Systems** 

**Knowles Transport** 

Lawrence David

Linecross Magdalene Malary

**Metrion Biosciences** 

**Miers Construction Products** 

**MW Luxury Packaging** Myconostica

Napp Pharmaceuticals Nason Davis

Neul Nightlayer Leek Company

Ninja Theory **O&H Properties** One Call Recruitment

OpenCloud

**Oval Medical Technologies PCME** 

PEME Photocentric Pico Technology PJ Thory **PragmatIC** 

**Precise Component** Manufacture

Premier Kitchens & Bedrooms Princebuild Produce World **PS Financials** 

**Quotient Bioresearch Radical Sportscars Recruit Mint** 

Redgate **Rutland Cycling** Scientia Secure Group

SG Controls **Sotham Engineering** 

Speechmatics SPG

Supply Plus **Swiss Laundry** SyndicateRoom **Team Consulting** The Unex Group

**TRB Lightweight Structures** 

Vernalis **Vindis Group** Volac **Yours Clothing** 

**Z-Tech Control Systems** 

**Greater Lincolnshire** 

Zantra

A.H. Worth **AW Repair Group Beauty Outlet Boss Cabins** 

**Brayford Hotels Holdings** 

**Broadgate Homes Browns Burdens Group Burton Waters Butters** 

Carholme Dental **Chestnut Homes** Coastfields Leisure

Daubney

**Destec Engineering Duckworth Land Rover** 

**ECO Plastics Eminox Emmett** Environcom Fox FreshLinc

Freshtime GCI Greenray **Grove Pet Foods** 

H.H. Adkins **Howson Care Centre** Internet Fusion

Inzpire

JDM Food Group John-Martin Hoyes **KDH Projects** Kenwick Park Hotel **Key Electrical** 

**KNEAD** L J Fairburn & Son **Larkfleet Homes** 

LEW

**LG Specialist Services** 

Luxus Majestic Bingo Maxi Mover Mid-UK Recycling Mortons

Moulton Bulb Company Omex International

**OPICO Ora Towels** Pentagon

**Pilgrim Foodservice** 

Pozzani Pure Water **Quadrant Building Control** Replay Maintenance

Ripe Now

**Robsons Of Spalding** 

Rolec Roythornes Sophie Allport Staples

Streets Financial Consulting

T. Balfe Construction T.H. Clements **Taylor Lindsey** The Coaching Inn Group

The Doubleday Group **United Health** 

**Welland Power** 

Witham Specialist Vehicles

Witham Valley Care Group **Woodthorpe Garden Centre** 

#### **Greater Manchester**

151 Products 99p Stores A E Yates Ltd **A&F Sprinklers Abbey Logistics ACE Money Transfer AD Sprinkler Protection** Adana Construction Admiral Leasing

Aimteg Albert's **Amoria Bond AMR Textiles** Amscreen ao.com **Aptus Utilities** Arrow Global **Artorius Wealth** 

**ASE** 

Ashmill Care Home Ask Real Estate

**Associated Security Solutions** Astley Dye & Chemical Co.

Auden Avecto Avonside Barburrito **BathEmpire** 

**Bathroom Takeaway Beauty Bay** 

**Beechfield Brands** 

Berrycroft Care

Berwin **Betta Living** 

**Bifold Group Big Cars** 

Birchall Blackburn

**Birtwistles Catering Butchers** 

**Bolton Gate Company** 

Boohoo

**Boole's Tools & Pipe Fittings** 

**Bowdon Group BPD Holdings Brand Addition Bryden Capital** Byrom

C & T Restaurants C4X Discovery **Candour Logistics** 

Car Benefit Solutions

Cardinal Cargo Overseas Cascade Castlefield Cerberus Group

Champion

**Chandos Civil Engineering** Cheetham Hill Construction

Chemist.co.uk Chrystal Medical Churchwood

City Build Manchester

Civic Engineers Clubhouse Golf **CMSPI** 

**Cohens Chemists** Coleherne Cosatto Cosmo Bingo

**CPUK Group** Craghoppers Cresta World Travel

**CTL Engineering** Culimeta-Saveguard CVS

**Datum Group** Deekay Deralam

**Digital Next** 

**DML Jeans** 

dock10 **DOMU Brands** 

**Donegan Civil Engineering** 

**Dunham Forest Golf Club** Duo **DWF** 

**EBS** 

**Eclectic Hotels** 

**EDAM** 

**Edge Worldwide Logistics** 

**EDM** 

**Edward Exley Model Railways** 

**ELAS Group** 

**Entertainment Magpie** 

**Equator Design** 

**ESL** 

**Essential Insurance Services** 

**Evolution Money** Exacta Plc Excalon **Extons Foods** Finance & Legal **FK Group** Floorbrite

Fluent Money Group

Footasylum

Forrest Fresh Foods Forshaw Demolition Freedom Finance G & B (North West)

G2S

**GBM Digital** Globus

**Goodwin Barrett Gowing Law GPL Group** 

Granada Material Handling

**Grosvenor Group** H.H. Smith & Sons Hall Fire Protection Hanover Insolvency **Hard Wearing Glass** 

Hardscape

Harland Machine Systems Harry Peers Steelwork

Hawk Group

**Heyrod Construction HIMOR Group Holroyd Precision** Howorth Air Technology **Human Support Group** 

HYC Hydes

Innovative Technology

Interact

Interactive Investor

**InXpress** ITS

J Greenwood J Mills Contractors Jackson Jackson

JAM RecruitmentOxyraneSt Pierre GroupeJobtrainP J LiveseySteamaCoJohn HargreavesP.N. DalySteel Dynamics UKJohn HoldenPakeezaSteel Pile InstallationJulian CharlesPallatowerStream

Julian CharlesPalletowerStreamJust ChildcarePamaSudlows

K3 Capital Group Parcel2go.com Superbreak Mini-Holidays

Kalibrate PayStream Supreme
Kenny Waste Management Peak SVS Securities
Keoghs Peninsula Swift Dental Group

Kinetic Pentre Group Taylor Engineering & Plastics

Kings Fine Cooked Meats PH Property Holdings Taziker Industrial
Kingsland Drinks PHMG Teasdale Healthcare

Kintec Pinstripe Clothing Company Equipment
Knights BMW Pixel Inspiration Telesis
Kooltrade Positive Cashflow Finance Tetrosyl

L & I Eaton POWWR The Howells Group
Laser Quantum PP Group The Hut Group
LeadX Holdings PP O'Connor Think Money
Leisure Lakes Bikes Premier Automotive Thornton & Lowe
Liberty Premier Care ToolStoreUK

Liquid Personnel Prescott & Conran Trade Mouldings Distribution

LOFT Interiors Printerland Travel Counsellors
Lowri Beck Property Alliance Group TSK Group
M247 Quality Save TXM Plant
MB Heating Oualtex UKFast

**Ultimate Products** McGoff Group REC **Rectory Foods** MediaCo Group **Urban Splash Meridian Business Support** Regatta urbanbubble Regital Missguided Vernacare **Mobile Phones Direct** Reisser Vil Resins **VPS** 

Monaghan Property Services Renaker VPS
Money Advice Group Republic of Media vypr

MPM ProductsRipe ThinkingW. Maher & SonsMSS Power ComponentsRMS InternationalWarburtonsMurray Metals GroupRoydon GroupWarren James

MyPay Rullion Waterside Hotel and Leisure

Myprotein Russells Construction Club

Network Plus SAMBRO Westbourne Civil Engineering
Neuven San Carlo Westshield

Neville Johnson Sartex Quilts Wetherby Building Systems

New Earth SolutionsSCC Design BuildWiggettNorthern Etchells HomesSeddonWinning PitchNorthpointSeemed Internet PharmacyWireless CCTV

Nova GroupSelect Data CentresWongaNRLSellick PartnershipWoodall NicholsonNSS GroupShawstonWren Properties

O'Connor UtilitiesSmart StorageWRGOakbridgeSmartMATEZenoOn the BeachSmithfield MurrayZeus CapitalOne iotaSouth CateringZilico

OneE South Manchester Senior Care

Orbital Education SpaMedica

Otto Simon Special Piping Materials
Ovalseal Speedy Products

Speedy Products Abbey Manor Group

**Heart of the South West** 

**Hatchmoor Nursing Home** 

Hawksmoor Investment

Management

Heltor

AJ & Co **Holiday Resort Unity** This Is It **Akkeron Group TOTUS Engineering** Hymec **Amulet Hotkey** i-grow Care and Support **Touts Budgens Applied Automation** Jasun Envirocare **TQR** Arada JC Thomas & Sons Troy **Ashwoods Electric Motors** Lift West txtNation Association of Bargemen Lloyd & Whyte Vapormatt **Avondale Park Homes** London & Devonshire Trust Westcountry Dental & Implant **Luminati Waycon Beacon Comms** Centre **Best Care Homes** Mason Kings Western Fuel **Beyond Limits** Moo Free WFC **Blue Cedar Homes** Moor Beer White Rose UK Woolacombe Bay Multipanel **Braddicks Leisure Newcross Healthcare Bradleys Estate Agents** XYZ Machine Tools **British Ceramic Tile** Solutions Hertfordshire Brothers Drinks Co. Nex-Pay **Burts Snacks Offsite Solutions** Ottertots Day Care Camelot Care 2 Circles **4Ways Healthcare** Cannon Care Homes Pathfinder Park Homes Cathedral Financial **Pearce Construction** 800 Group Management PenCarrie **ABC Depot** Cavanna Homes Peninsula Finance **Adaptis Solutions** Aerospares 2000 Cavendish Health **Plessey Semiconductors AFB** Claims Consortium Group Pollard Cobell **Pro:Direct Sport** Antal International **Compass Tractors Progressive Systems** Antikor Corbel **Protexin Healthcare** Arisen Chef CQC **Quest End Computer Services ARJ Construction** Crealy R&M **Aspin Group CRS Building Supplies** Astute Redlynch Agricultural **Devon Contractors** Engineering Avinity **Devoncourt Resort RG Spiller Away Resorts Devonshire Homes** Rockfish **AZebra Bamboo Distribution** Eagle One S. Morris **Eagle Plant** Savona Food Service Bar2 **EMCAS SBAW Group Berry Recruitment Exeter Chiefs SBL Caravan Centre** Blue Square field&flower Seaton Tramway **Boston** FJ Chalke Securi-Guard **Bright Little Stars Group** Forthglade Silverline Tools BrightHouse Four Eyes Insight **Smallridge Bros Bugler Group** Framptons **SMC Garage Group** Buyagift **SmithBrewer CAE Technology Services Funeral Guide G Works Construction Sparks Transport** Cantillon **Gardner Distribution** Stormfront **Capital City Service GM Coachwork** Strongvox Care By Us **Summerfield Developments** Graphic **Centurion Club Green Machine** Supacat **Chestnut Pharmacy** Greendale Group Sustainable Drainage Systems Churchill **Taunton Racecourse City Transport Solutions Gregory Group** Harry Moore Commercials Teignbridge Propellers Conamar

The Dartmouth Hotel, Golf &

The Dolphin Hotel

The Exploding Bakery

Spa

**Connect Scaffolding** 

Contractor Umbrella

**Datasat Communications** 

**CSP** 

DBD Distribution DDC Foods DOC Cleaning Dotmatics

Durkan DW Windsor EasyBuild

**EFR Travel** 

Emico

**Engage Education** 

Entel

Enterprise Finance ES Broadcast Europa

Evergood Associates
Exclusive Contract Services

Exemplas

Expert Property Care Express Vending Extrastaff Fairview Hotels

Fastlane
Flint International
Fluorocarbon Surface

Technologies Flynn Pharma

**Focus Hotels Management** 

Franke Coffee
GD Construction
Gilbertson & Page
GPF Lewis
Green Energy UK
Ground Construction
H&G Recruitment

Halian

Hall & Watts Defence Optics

Hamilton Fraser headoffice3

Heptares

Herts Insurance Group

ICAB
ICON
Ignition
JB Structures
Jollyes
JRL Group

JSA Group JSM

Kalixa Kane Group Kent Brushes

KLT Construction

L Lynch

Lamex Food Group Lifetime Group London Care Partnership Lumin Wealth Management Lymington Precision

**Engineers** 

Mack Brooks Group Make Believe Ideas

Mane

**Masters Specialty Pharma** 

Mastersons McGinley CEP

**McGinley Support Services** 

Medisafe UK Medivet Morrisroe

Motor Fuel Group

Nabco

**Nellsar Care Homes** 

Nemco

New World Builders Nicholas Webb Architects

Nouvita Numbermill O'Neill & Brennan O'Rourke Personnel Oakbridge Homes Oakman Inns

OPAL

Orwell Truck & Van P J Davidson Parkside PCL Transport Pirin Holdings Platinum Retail Procare Group Purple Surgical Quanta

Rapiergroup ReachActive

RES RO Group

**Rob Berridge Heating Design** 

Consultants Rosey Lea Rye Street Group S & R London

S C Duncan Plumbing &

Heating

**Shield Contract Services** 

Simple Simon Smyle

Soul Foods Group

Spreadex Star Computers Star Platforms StarLeaf Stevensons
Stoneforce Group
Storm Technologies
Stortford Interiors
Teaching Personnel
The Delta Group
The Premier Group

UGO Foods Group Utelize Vanarama Villa Plus Vision Wenzel's

**Twin Systems** 

West One Loans Westgate Healthcare

WGK

WJ Groundwater Zenith Hygiene Group

Greater Cambridge and Greater

Peterborough Anglian Country Inns ASM Engineering

Benchmark Fabrications Chilfen Group

Displayplan Hanmere Innovative Trials LeisureGrow Liberty Bishop

The Shutter Repair and Maintenance Company

Wheatley Willmott Dixon

#### Humber

Advanced Plastics Allamhouse Armstrong Massey

Ashcourt Group Atlas Leisure Homes Bankside Patterson Beal Homes

Bee Health Bonus Electrical Bostonair Group Brocklesby C.F. Struthers Ltd CambridgeHOK Carnaby Caravans

**CK Foods** 

**Akton Recruitment** Crest Hedley & Co Stockbrokers **East Riding Sacks** All About Food **Helical Technology ECM Systems** AluFold **Hexagon Care Services ESP Group** Hillcroft Nursing Homes Agua Giacom Ashbridge School Hills **Global Shipping** Audas **Hippo Leasing BAAS Holgates Facilities** H Walton Hall Construction Group **Badger Office Supplies** Maintenance **Barron Wood Distribution Hotter Shoes** Hallmark Panels Hooked on Fish **BCW Manufacturing Group** ICS **Hudgell Solicitors Belsfield Care** Ignite Energy **BES Utilities Hudson Contract** James Hargreaves Blackpool FC **JDS Trucks Humber Growers Ideal Building Systems** Boys **Kensington Developments** Integra Buildings Bryan's Salads **Kenyons Footwear** International Bulk Liquids **Buckhurst Plant Hire** Kerax J Rotherham **Burnley Football Club KR Group** James Mortimer Campbells Caravans Laila's Fine Foods John Good Logistics Celerity Leach **Centriq Group Logs Direct** Kelkay **Chase Templeton** Kingstown Associates LWS **Lane Rental Services Ciceley Commercials Marcus Worthington Group** Clarke and Pulman Microgard Mardon Plc Motor Depot **CME Medical McDermott Homes O&H Vehicle Conversions** Create Construction **Mellors Catering Crow Wood** Merlin Diesel Paneltex **Patrington Haven Leisure Cuadrilla Resources** MI Vehicle Integration Park Danbro Millenium Care **PDR Construction Dawsons Department Store** Morecambe Metals **Peter Ward Homes Design Engineer Construct** Morrow Brothers Packaging **Power Health DH Stainless Steel** MotoGB Prestige Recruitment **Direct Accident Management** Muriva RE:Group **NCO Europe** ResQ **Dugdale Nutrition Newstar Group** Sanderson **EG Group Norpol Recycling** Sewell Group Elite Telecom **Northern Security National** Shorewood Leisure Group Eluceda **Nutrition Group NWES** Simon Gibson Transport **Emerson & Renwick** Spencer British Engineering **Emporia Leisure Group** One Stop Hire Strawsons Property F Parkinson Oplo Summerbridge Doors **FIREM Panaz Summit Media** Fort Vale Payco **GA Pet Food Partners** Perspective Financial Group The Insurance Partnership **Towne Lifting and Testing** GAP **Pexion Group** Transwaste Recycling & **GBA Services Praetura Asset Finance** Aggregates Grassroots **Pure Leisure** Walker Modular **Group First Recycling Lives** Wassen H & S Restaurants Ltd Redwood TTM **Hannah Foods Rinus Roofing Supplies** Yorkare Homes Riverside Truck Rental Hardroad **Roocroft Road Restraint** 

#### Lancashire

**Accrol Papers Active Pathways** Aim-CoreProtect **Harrison Drury Solicitors** Harrison Holidays

Harry Feeney Havwoods **Haydock Finance**  Systems

Rowland

S J Bargh

Sapphire Utility Solutions

Service Alliance Service Care Solutions Sheet Piling (UK) Ltd

**Smart Pay** 

Solomon Commercials South Lakeland Parks Springhill Care Star Tissue Staveley's Eggs

Sustainable Group (UK) Limited

Sweet Dreams
Tailor Made Sourcing
The Gravy Train Catering

Company

The Livesey Shoe Company

The Vella Group

Town and Country Vibro

Trilanco True Shopping

Trutex Tyson

Velocity Composites Verdant Leisure

Vision Support Services Vision Techniques Vital Energi W.H. Bowker Walkersteel Walton Summit WEC Group Wellocks

Wheelbase Holdings

Wilkinson's Winterhill Largo

WST

Wham

Zell-Em Group

Leeds

1st Locate A Shade Greener

A-Safe A.F. Connell Abacus

Abraham Moon & Sons

Access Hire Acorn Stairlifts

ACS Stainless Steel Fixings Adderley Featherstone Aegeus Industries Affordable Accountancy

Solutions Aflex Hose Age Partnership Airedale Chemical Alco Valves Group Alexanders Prestige Alfred Brown

AllGas 1 Alton Cars AMT Group Andy Thornton APP Construction Arran Isle

Ashdale Hotels ATC Leeds

Athena Civil Engineering

Audasi

Auto Silicone Hoses Awesome Merchandise

AWM Badgequo Bayford Group Bedfords

Belgrade Insulation

Better Bathrooms Billy Bob's Parlour

BJSS

Boost Drinks
Bradford Hide Company
Braegate Produce
Brilliant Stages
BTL Group
Buy It Direct
BW Legal

Byrom Industrial Solutions Caddick Group PLC

Callcredit Cannon Hall Farm

Cardinal Cars2 Castlehouse Caterers Choice

Caval

Caygill Holdings Limited

CB Imports
Cedar Court Hotels
Chaophraya
Charlesworth Press
Chippindale Plant
City District
Clarion Solicitors
Cliffe House Day Nurs

Cliffe House Day Nurseries

Clipper Logistics Clive Brook CML CNG Energy Company Shop Complete Business Solutions
Concept Recruitment Group
Conservatory Outlet
Consult Red
Contis Group
Cordant Group
Country Style Foods

**Compass Engineering** 

Crisp Cutwel D D Porter

**David Wood Foods** 

Craiglands Hotel

Delifresh

Direct Workforce
Distinction Doors

DM Keith DML Group DMW Driver Hire

drydensfairfax solicitors

DTP Group

**Dunnington Electricals** 

Dura Beds E&L

Easypay Services
Eden Fine Wines
EPMS Supplies
Equi-Trek
Ernest Cooper
Estio Training
EuroTrail
Everlast Group
Eville & Jones

Express Bi-Folding Doors F & G Commercials Fairfax Plant Hire Firth Steels Flexiform FSH

**Fullers Foods** 

**Future Cleaning Services** 

G&H Group G3 Remarketing GC Motors gear4music.com Generator Power Genovate Power Gilbert Thompson Glass Recycling UK

Glassflake Global Autocare GMI Construction GNG Group Gough & Kelly

**Gravity Active Entertainment London Ebor Developments PFF Packaging Group** H.Dawson M Brittain Pharmacy2U **Haddow Group** M1 Engineering **Phoenox Textiles Hague Print** Mac's Truck Sales Ltd **PMWeb Portland Fuel** Hainsworth **Mach Recruitment** Hardy Fisher MADE **PPB** Harris CM **Premier Technical Services** Magma Ceramics & Catalysts Harrison Mailing and Marketing Group **Harrison Spinks Solutions Priestley Homes Harrogate Water Brands Major Recruitment** Principle Healthcare **Harron Homes** Mansfield Pollard **Production Park Harvard Engineering** Maria Mallaband Care Group Project Kahn **Hatch Communications** Marshall **Pure Collection Haywood & Padgett MARSYLKA Pure Retirement HB Projects** Martech Pure Technology Group Health Innovations UK **Mayfly Containers** PureGym **Healthcare House** QuantBet Mclean & Appleton Help-Link Melett **Queens Staith Leisure Hesco Bastion** Metalliform Redfern Travel

HGF MooD International **Redline Specialist Cars Regal Food Products** Highgrove More UK **HSL** MoreLife **Reward Finance Huddersfield Town Football** Mosaic **Rex Procter & Partners** Club **MYA Cosmetic Surgery RF Landscape Products ICB** National Flexible RiskAlliance **Ideal Carehomes** naughtone **RN Wooler NCI Insurance Royle Recruitment** 

**IDHL Group Impex Parts** Netsells Rushbond Intechnology plc Newsmith **SAT Business Travel Integrated Results** Nexus Management **Interface Clinical Services NIC Services Group** ScanThor **InVentry Niko Distribution** Schofield Sweeney

J. Hughes Construction **Northern Cladding** Science Warehouse **James Durrans Group Northgate Lighting SDH Product Services Ltd** Jay-Be **Nova Contracting Service Metals** 

Jessgrove **Nova Medical Solutions Sheard Packaging** JG Pears NOVO **Shepley Spring** John Roberts **OE Electrics Sheridan Fabrications** 

Orbital Payroll Group ShopBox Jordeson Timber **SICL Just Motor Group** Orean Personal Care

**Ormandy Rycroft Engineering** Sigma Retail Solutions K Rouse Keelham Farm Shop **P&B Foods** SimplyBiz Group **Kettlewell Commercials Pancredit SIMPSON** 

**Paragon Creative Skipton Properties** Kexgill Killgerm Group **Paraytec Skopes** 

King Cole Park Leisure **Smith Brothers Contracting Kings Security Patrol Base Solsbury Solutions** 

Spellman Walker **KT Hydraulics PAW Structures** Lambert Engineering **PC Specialist** Sportsshoes.com

Springfield Healthcare Group Lambson **PD Bannisters Lanes Group** PDS Design & Build SSG Insight

LBBC Group PEC

**Stag Security Services Lexia Solutions Group Pelsis** Stage One

**LNT Group Penistone Reinforcements** 

Status International **Logical Personnel Solutions Peter Duffy Limited STEM Learning** 

Stickyeyes Stroma Styrene Packaging &

Insulation **Sweet Squared** 

TateOil Team17 Digital Techbuyer

**Temporary Labour Solutions Termrim Construction** The Decorative Panels Group

The Depot The HACS Group The Harris Partnership The Right Fuelcard Company

The Skills Network The ValleyGroup thebigword Thompsons of York **TMC Marine** 

**Tomlinson's Dairies** 

**Torpoint Towngate Transline** Triton **Troy Foods** True North **Twentysix Ultima Furniture** 

Underground Vision (UK) Valley View Care Home Valli Forecourts Ltd Vantage Motor Group

Verona Stone Vickers Oils Vida Healthcare VisionDirect VTL Group

W Denis Credit Risks Walkers Transport Warwick Ward WasteCare Waxman Group

West Yorkshire Fellmongers

**Westward Care** Whiteghyll William Anelay **Wood Auto** 

**Woodgreen Construction** 

**Woodspeen Training** 

Wooltex UK **XCL Management** Xercise4Less Xiros

**YBS Building Services** 

**YESSS Electrical** 

YSIS

Zeina Foods

#### Leicester and Leicestershire

3T Logistics **Adept Care Homes** Adey Steel Group

Alltruck

**APAC Packaging Armstrong Logistics** AT Contracting & Plant Hire

AvailableCar B S Attwall & Co. Ltd **Basic Thinking Belvoir Fruit Farms** 

**Bradgate** Bruntingthorpe C3 Construction

Cambridge & Counties Bank

Central Centrebus **Cet Group** 

**Clifton Packaging** 

CML **CMS Cepcor** Cofresh Snacks **Compass Fostering Crowfoots Carriers** Crown Crest Danaher & Walsh

**Davidson Homes EMB Group EME Installations Encore Personnel** Feather & Black

Ford & Slater

**FPCR** Geary's Bakery H K Wentworth

**HAE Group Harrison Castings** Hawthorn

HKS House Buyer Bureau

**Humberside Aggregates** 

Industria **Intelligent Energy** 

J A Ball

James Andrews Recruitment

Solutions **KCT Holdings** Kendall Group Langton

Leicester Racecourse

LTC

Mark Group Mark's Electrical Mason & King

Maxi

Measom Dryline Medstrom **Mellor Bromley** Milords

**Moran Logistics** Morningside

**Motorline Direct MPK Garages MWUK** 

My Home Move **National Refrigerants** 

Northstar

P.A. Wright & Sons

Pall-Ex

Paul John Group **Pinnacle** 

Preci-Spark

**Premier Logistics Group** 

**Odos Consulting** 

Radmat **Reel Cinemas** Reflex Vehicle Hire Research Garage Group **Rotherwood Group** Sav-Eco Packaging Secure Retail Shield Group

**Smith Brothers Stores Ltd** 

SPC Stor-a-File Stressline

**Summit Engineering** 

T J Hall The AIL Group **ThinCats TMS Motor Group** 

**Total Motion UK Flooring Direct Unique Window Systems** Universal Flexible Packaging

**Universal Textiles** V12 Sports & Classics Valve Engineering Services

**VM Fabrics** W E Hewitt & Son Walter Miles Watch Shop Whitmore's Timber

Yew Lodge

### **Liverpool City Region**

2U Food

**A&B** Engineering **Active Flooring Solutions** 

**Admiral Carpets Alma Products AMS Plumbing** 

**Apex Contracting** 

**AppSense** 

**Argyle Care Group Arvia Technology** 

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BTR Building Services CGN Restaurants Collins Sarri Statham
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Tropic Skincare Viadex Winnow
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Tsunami Axis Vinyl Factory Wonderhatch

Turner Fine Foods Virtual Clarity Woodlands Site Services

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Working Links
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**World Sailing** 

A&B Group Abel Homes AgChemAccess Apex Car Rental Aquaterra Energy

One Broker **Ashley Care Group Aran Services** Aspall One Group **Barnardiston Hall Preparatory** AST Optimise School Athena Care Homes Osprey Foods **Bennett Homes Badger Building OSR Recruitment BOCM Pauls** Barconn **PCE Group** Carter Accommodation Basetek **Peddars Pigs** Chalcroft **Bateman Groundworks** Pepperell's Meats **Claret Civil Engineering** Pertwee & Back **Cocksedge Building** Black Swan Care Group Breheny Place UK Contractors **Broadland Drinks Poultex EAG BTS Group Precon Products** Evogreen C T Baker PROFFS Personnel & **Facilities Services Group C&K Meats** Recruitment **Foster Coldstores** Chassis Cab **R&D Construction Fountain Food Machinery** Frames Conservatories Direct Churchmanor Raising IT **CLS Offshore Richmond Defence Systems** Frimstone Ltd Conrad Global Group Rix Petroleum Glazewing Continental Rockford Go Ape **Cygnet Care** Sackers **Gough Hotels** DS Watson Sam Cole Food Group **Goymour Homes Eastern Concrete** Sanctuary Personnel Limited JD Cooling **JEB Technologies** Ebrex SaxonAir Seafast Group **Elliston Steady & Hawes** Lignacite **Events Under Canvas** Sema Lease Listawood **Falcon Tower Crane Services** Seven Resourcing **Nags Essentials** First Home Improvements Spectra Packaging **Nitritex Goldstar Transport** Start-rite shoes **Product Promotion Services** Stay in a Pub Haas Automation UK Recroot **STM Packaging Group RPV** Hanbury Riverside **Herrco Cosmetics Troy Group** Style. HLC Su-Bridge Pet Supplies **Turner Motor Group Hopkins Homes** Sunrise Books The Big Prawn Company **Hugh Crane (Cleaning North East** Equipment) The Bodychef **IPRS Group** The Cotswold Company A-Belco

A-Belco
ABCA Systems
Adderstone Group
ADM Pressings
Alexander Battery
Technologies
Arcinova
Aspire
Atom
Barbour
Barrier Group
Bede Gaming
BIC

**Biss Underwriting** 

Bloom

Bodycare Clinics Brims Construction

**CA Group** 

Careline Lifestyles
Castle Building Services

IT Fleet Automotive The Flying Kiwi Inns
IWJS The Original Cottage

Jack Richards & Son Company
Jampacked Timberwolf
Jeesal Group TMJ Interiors
Lifeline24 Toppesfield
Lintott Control Systems Total Tiles

Lockwood Packaging Traditional Norfolk Poultry

m2fx Transam Trucking
Maritime Tru7.com
Mattressman TruckEast
Micropress Virgin Wines
Morston Assets Warings Furniture
Mortiers Wex Photographic

Naked Wines
Natures Menu Greater Cambridge and
NBC Environment Greater Peterborough

Norfolk Homes AJN Steelstock

**NES Healthcare** 

Central Employment Agency CF Motoring Services Chainbridge Steel CheaperWaste Chemtech Environmental

Clayton Glass Cleveland Meat Co

ClicTime

Clifton Engineering Collins Seafoods Connect Health Corepeople

Crabtree Crafter's Companion

Crown Care

**Cumbrian Seafoods** 

Cussins

**Dalziel Ingredients** 

**Dane Architectural Systems** 

Danesmoor DPM

Dragonfly Venture Group

Echo-U
Eden Farm
Enhanced Care
Excelsior Services
Express Engineering
Fairstone Group

Fastflow Fentimans Ferschl Group

Finley Structures

**Flexible Engineered Solutions** 

Flooring Superstore

Future Industrial Services G A Smith G&G Goodfellows

Gainford Care Homes Gem Partnership

Grainger Games Great Annual Savings Group

Greencroft Bottling Groundwork Services

GT Group Hathaway

Hays Travel Hellens Group

Hodgson Sayers
HTL

Hydram

Impetus Waste Management ITPS

JBT Waste Services

John Flowers Ltd Kans & Kandy Kids 1st Kilfrost Kitwave

Kookaburra Lanchester Dairies Lanchester Wines Linden Group Lowes

Lucion Services M.J. Hickey Manomasa

Manor Care Home Group

Manor Park McVickers Mediaworks Meldrum Metnor Group

Middleton Elliott Moore

Engineering Millfield Milligan's Bakery

Mountain Boot Company

MTrec

N B Clark
NAC Group
NECS Cleaning
Newcastle Falcons
Newton Hall

Nixon Hire Nomad Digital North East Convenience

Stores

Northumbrian Fine Foods

Nuby

O'Brien Group Oil Consultants Onwatch

Opencast Software

Osbit

Pacifica Group Parnaby Cyclones Partner Construction

Partnerize

Pipe Coil Technology Prima Cheese Prism Financial Advice

Oueste EDC

Quanta EPC
Quantum Pharma
QuantuMDx
R Manners & Sons
Reece Group
Roseberry Care

Rosewood Packaging Roundel Royston Ryder Architecture

SaleCycle Scott Logic

Security Print Solutions Shepherd Offshore Silverlink Software Sir John Fitzgerald Slaters Electricals SMH Products

Soil Machine Dynamics

Solehawk

Solutions Recruitment Southview Holiday Park

Springvale

Sterling Pharma Solutions

**STR Hotels** 

Taylormade Timber

TDX

Techflow Flexibles
Techflow Marine
Teescraft Engineering
Tekmar Energy
Templeman Trading

Tharsus Group The Banks Group

The Old Boat House Food

Group

The Squirrel Group

Tolent tombola True Potential TWP Packaging

**Tyne Insulation Supplies** 

**UpNorth Group** 

Utopian Leisure Group Vinovium Associates Vittoria Healthcare

Waterstons WD Close Wear Inns

William Allison & Sons Wingrove Motor Company

Workwear Express

ZeroLight

# Oxfordshire

Ablrate Adaptimmune Adestra Adlens Advantedge AgilityWorks Agrivert AirTanker

**OXGENE** 

Oxitec

Oxis Energy

Fox Wire Alamy Oxsensis Allmakes 4x4 P.D. Hook **Galaxy Insulation ASM Auto Recycling** P2i **Garnett Dickinson Print** Aurora Energy Research Pacific Produce Go Green **bChannels Perspectum Diagnostics** Gripple **PMC Hadee Engineering** Be **Blue Earth Diagnostics** Polar Technology Hague Brakspear **Management Group** Haith Group **PowerOasis** ByBox Highlander UK Calber Preservica **HLM Architects Cumnor Hill House** Prolinx Horbury Group D'Overbroeck's Prosonix Inter-Ways **David Einig Contracting Ltd PsiOxus Therapeutics Juratek DW Support Services** R T Harris & Son Kitlocker.com eConveyancer Rapier **Knowledge Now Ede Holdings** Linbrooke **Reaction Engines** Genomics Rebellion **Linear Recruitment** Gigaclear Relayware Loadhog Lynn Stanbridge Consultancy Glanville Consultants **Seward Group** Shepherd & Woodward M&D Foundations Groves **GSM Automotive Smart Garden Products** Magtec Hazell and Jefferies The Ethical Property **Massey Truck Engineering** Henley Rugby Club Company Metalysis **Immunocore** MFH Group **Transun Travel** LiteSpeed Construction **ULS Technology** Millgate **Lombard Medical** Wise Investments Morris Metal Lucy Group Motorhog Man and Machine MTL **Mantis Deposition Sheffield City Region Navartis NMC Group** Marston Book Services McArdle Sport Tec A4e Learning & Skills OCF Michel Hurel Transport Advanced Engineering One Health Group Microsharp Corporation **Techniques** Parseg Planet X MMR Research Worldwide AML Mogford Hotels and Angelbell **Powertherm Contract** Restaurants **ASD Lighting** Services MS Maintenance Solutions ASK4 Premier Partnership **Assured Fire and Security** Navenio Pricecheck Newton **BDB Design Build Primary Care Sheffield OAK Taverns Benchmark Holdings** Reset **OBS Medical** Bluetree **Riverside Motors** Onelan **BresMed** Robson **Original BTC** CF Booth Rotherham Healthcare Osprey Publishing Classic Lifts Sargents Bakeries **Oxford Cancer Biomarkers** Concorde BGW **SCX Special Projects** Oxford Economics Converse Pharma Group Select Alloys & Materials **Sherwood Restaurants** Oxford Immunotec **Dearneside Fabrications** Oxford Nanopore **Don Valley Engineering** Simcyp **Technologies Dransfield Properties** Spear & Jackson Oxford PharmaGenesis eCloud Electronic Cigarettes **Special Steel Group** Oxford Policy Management **Etico Group** Spinks Oxford Technologies Sport:80 **Evolution Power Tools** 

Extrudakerb

Firth Rixson

**Ford Windows** 

Stafforce Recruitment

STEPS Rehabilitation

Sumo Digital

The Floow
The Leadmill
The Ron Hull Group
Tommy Tucker
Trackwork
Twincon
Underwood
Universal Recycling
Ward Hi-Tech
West One Student
Accommodation
William Cook
Wilsons Carpets
Wincro Metal Industries

Xeros

Yorkshire Wildlife Park

#### Solent

23.5 Degrees 7Bone Burger

A2C aap3

**Acclaim Home Improvements** 

Adams Morey Ahmad Tea

Aldersmead Care Homes Amiri Construction Apex Prime Care ARC HD Services

Ascenti AT Jones

Auckland Care Homes Bargate Homes Benefex

BLD Group Blue Diamond

Blueprint Recruitment Bowman Power

CAPTEC Celador Checkatrade Churchesfire

Churchill Retirement Living

Clearvision Cobweb Colt Group Colten

Coolers & Condensers
Corrotherm International

Crayfern Homes CSS Group DPP Elliotts Esplanade **Faststream Recruitment** 

Foreman Homes Formaplex Gemma Lighting

GHG H.C. Coils Harwin Hose Rhodes Hughes & Salvidge i20 Water

Imperial Cars Intelligent Insurance Ionoptika

ICE

Just Develop It King Edward VI School

Lambert Brothers Haulage

Landish Group Larasian Group Liberty Leasing Lightning Fire

Lime Wood Group & Home

Grown Hotels Liquid Friday Loadbalancer.org

**Logistical Building Services** 

Medcentres

Medina Foodservice Millbrook Group

Murrays OceanTech On Site Group Owntons

Partridge of Hampshire

Pathfinder Paultons Park PDQ Airspares Pennyfarthing

Pennyfarthing Homes Pensworth Dairy Perpetuum

Peter Cooper Volkswagen

Group

Planning Solutions
PMC Construction and

Development Portal

Portsmouth Aviation Richmond Motor Group Right at Home Solent

Roughton

Roxan Construction
Sandy Balls Holiday Village

Selwood Serocor Southdowns Motorhome

Centre STR Group

Supreme Freight Services

Teemill

The Ageas Bowl

The Car Finance Company
The Fair Trade Practice

TJ Transport Trimline Unbeatablecar Utilita Energy Vear Group VES

Volvo Cars Havant

Waypoints Wessex Pictures Williams Shipping WKB Group

#### South East

1948 Group 1st Step Solutions AA Woods

Active Assistance Advance FM

Advanced Tooling Systems UK

Akhter Alltask

Almaren Homes Alphasense Altitude Global Anderson Group APM Metals

**Apogee Corporation** 

Aquasentry

Arc Legal Assistance Archco Developments

ASET UK ASG Signs Aspen Pumps Astro Lighting Attitude Inc Auto Specialists

Auto22 Balreed

Bardsley Farms Bates Office BD Foods

Benfleet Scrap Co BETA Pharmaceuticals

BEW

Big Motoring World Billericay Farm Services

**CTruk** 

**Currock Engineering** 

D A Cant **BJF Group** Gomez Blu-3 **D&B Scaffolding GPS Marine Bolt & Heeks Daletech** Grangewood **BR Pharma International Darby Groundworks** Grants Greenworks **Brigade Electronics Datateam Bright Star Financial Daval International Ground Control Britannia Coaches Day Webster GSE Group Brown & Carroll DGP Logistics Plc Hadlow Manor Hallmark Care Homes Brown and Mason Direct Commercial Bulk Powders Direct Insurance Group Halsion Holdings Burden Bros DMA Group Harlequin Floors Bushbury Holdings DMC Contracts** Harry Levy Amusement **Buttercup Montessori Drink Warehouse** Contractors **Buxted Construction DWS Bodyworks Healthcare Homes BWE** E. J. Taylor & Sons **Hi-spec Services E&S Heating & Ventilation** C J Pryor Hidsons C.J. Thorne & Co **Eagle Highway Care** C.M. Cadman Group **Eaglecliff** Hill Residential Call Assist **Edward Vinson Hobson and Sons Camfaud Concrete Pumps Edwards & Ward Horizon Parking Cardy Construction EGL** Homecare Hovat **Carousel Logistics Elm Surfacing** HR GO Castacrete **Energy Helpline HRS Hutton Group Ensignbus Cave Direct CCE Group EPS Logistics Technology** Hydraquip **ET Clay Products** cdl **ICL CFT Care** Europa Worldwide Group InBuild **Channel Commercials Eurotec Group** Ingrebourne Valley **Charing Healthcare Euroview Architectural Glass** Inntel **Charles Derby Faircloth Construction ITS** Charltons **Fastrack Group** JCB Group **Chartway Group Ferns Group Jempsons Chester Hall FES** Jenner Jestic Foodservice Equipment Childrensalon FFX City Lifting FGS Agri Civils **Fidgets JLW Maintenance Services** Claremont School Fileder Filter Systems John F Hunt Clementine Associates **First Call Contract Services** John Parker & Son Ltd **Climate Energy FL Capital Holdings Jota Aviation Clock House Farm** Flowline JP Knight **Cloudfm Group** Flying Trade Group **Jubilee Clips** Colorminium Forge House Care Kampa **Freightex KBR** Foreign Exchange **Commodity Centre** Connectix Fresh Service **Kent Pharmaceuticals KM Security Solutions** Consensus FSI **Futures for Children** Contechs **Knight Group** Kuflink **Controlled Power FWA Group** Technologies (CPT) **GR** Carr **Larchfield Group** G.Collins & Sons **Cooper Estates Launch Diagnostics** Countrystyle Recycling **Gates Group** Lawtech **Crittall Windows** LCC **GFM Crowley & Associates Lesney Industries GForces Crown Imperial Gill Aggregates Level Best Solutions** 

Gillingham Marina

**Goldex Investments** 

Liftec

**Lightwood Logistics** 

**London Hoist PLF International Tey Holdings Loughton Contracts** PowaKaddy TFC

**Priority Freight** The Albatross Group Lucas M W Beer Pro-Force The Burstead Golf Club Providor Maldon Salt The Clearsprings Group Manor Barn Bexhill **Public Sewer Services** The Pavilion Fun Park Marco Pureprint The Placement Group

MarkerStudy Quickway The Underfloor Heating Store

Marlborough R.M. Curtis The Warren Estate **Marlin Chemicals** Rainham Tom Blackwell Ltd Matchroom Sport Red7Marine **Toomey Motor Group** Maws Fine Foods Reviveaphone Topbond plc

May and Raeburn Rhokett **Total Waste Management Riverway Foods TPS Global Logistics** MC Group

**McLaren Construction** Roe Timberframe Trad Group

MDSL **Rollins Group** Trade 2 Trade Windows Media 10 Ronacrete **Trans Global Projects MEDICA** Rose Calendars TransGlobal Freight Management Mersea Homes Holdings Rose Group

Microdec Rotamead **Triangle Fire Systems** 

Millennium Group RP2 Tunnelcraft

Millwood Designer Homes S. Walsh and Sons **UK Salads Moody Homes** Sahara Ukayfuels

Mortgages for Business Salon-iO **Unique Forwarding** Moss Electrical Salvatori Group UniQuest **Universal Meats Motor Parts Direct** Sands Heritage Motorclean Vanwise Group Saxton 4x4 Motorline Scott Parnell Victa Railfreight Movex SecureData Vidafresh

Mr Lender Seetec VivoSight MTS Cleansing Services W & H Marriage & Sons **SES Group** 

MyTime Media Shadbolt Walker Construction Nationwide Metal Recycling Shaken Udder **Ward Security** 

**Shakespeare Engineering Warwick Estates** New Era Fuels Newmafruit Sharpfibre Watchfinder NewMet Shawbrook Bank Watkins Nurse Plus Simarco **Watling Tyres** 

O'Keefe Construction Simms International WBE Oak-Tree Group Simpsons Removals & WCM **Oakmont Construction** Storage **WER Group** SJM Alloys and Metals West Design **OCL Facades** 

**SLM Group** West One Technology Optomany **Orbital Equipment** Smith & Ouzman Whitehall Resources

Otford Builders Merchants Willerby Landscapes Sonic Rail Ovenden Southwark Metals Wilmoths

Ovendens Sparshatts of Kent **Woodford Heating and Energy** P<sub>2</sub>P Squibb Group **Woodland Group** 

Paul Dennicci Stephensons of Essex Wozair **Pentland Homes** Stourgarden **WW Martin** People face2face Strike Zeebox

**Swanstaff Recruitment** PGR

**Phelan Construction Swift Brickwork Contractors** Photek **Tangent International** 

**2Excel Aviation Pickering Group TechniFire Solutions** PIP TES

South East Midlands

**AC Group** 

**Acepark Development Fusion Building Systems Neon Hire Services Acumen Logistics Group Neville Construction Group of** g2 Energy Agetur UK **George Browns** Companies **AgPlus Diagnostics** Gilmartins **Newton Trailers Anglo Europe** Glazerite Niftylift Ark-H Group **Global Medics NMT Crane Hire Arnold White Estates North Oxford Garage** Gosh **Atlantic Data High Street TV** Ocean Atlas & Titan Hy-Pro International onefinestay **Auto Turned Products Hybrid Air Vehicles** ONI plc **Avery Healthcare** iCandy OnlineDIRECT **ID Medical Optimum Group Services Axis Electronics** Ilmor Engineering **Opus Energy B&T Brewery Barwood Homes** IN'n'OUT **Panther Warehousing** Bathrooms.com **Industrious Recruitment PCS Business Systems Bells Motor Group** Infinity SDC PJ Care Blade **Infrared Integrated Systems Plastics-Express Blue Chip Inter County Cleaning PPF Group Bluerock Finance** Services Prestige Homeseeker Park & Breezemount **Interact Medical Leisure Homes Brian James Trailers** Ismart **Progress Skoda Bridge Leisure Jardines UK PulseFlow Technologies Broadway Stampings** K Grav **Quest Employment Broadway Travel Kaizen Restaurants R Sons Homes** Carmac Kartell UK **Red Arch Retail Merchant Services** Cave & Sons Langley **Richard Sanders** Celestra Lantec Cellwatch Life Search **RML Group** Logistex SalesMaster **Celsus Group** Chargemaster **MPJ Enterprises** Samad Power **Comline Auto Parts** M&J Group Sanders **CPL Aromas M&M Supplies Satco Plastics Crosby Composites MacDonald Humfrey SBD** Maintenance Management Shannon Vale Plant Sales Cygnia Deane Roofing and Cladding Marshall Amps Sight and Sound Technology Digitalk **Mason Street Furniture** Signature Flatbreads **DMP** Matrix **Sinemaster Motor Factors Dr Martens** Matrix Global Networks **Sloane Helicopters** Dunkley's Matrix SCM Solfex Energy Systems **MCE Insurance** St Matthews Healthcare

DMP
Dr Martens
Dunkley's
Dunster House
Dura
Dynamic Metals
Dynamic Procurement
Holdings
ECL Civil Engineering

EM Rogers
Euro Food Brands
Europa Components
Extra UK
F&T Goodwin
Faccenda
Fevore Group
Frem Group

Friendly Support Services Frosts **Medigold Health** Staysure **MEGA Resources Nursing & Stephill Generators** Steven Eagell Toyota Care Mirza UK Sun Realm Heating Supreme Wheels **ML** Accessories Mologic Sywell Aerodrome Monoworld Recycling T&W Civil Engineering **Mookie Toys Technicon Design** 

MotorvogueTelford MannMPB StructuresThe Automated TechnologyMRNGroupMS FoodThe Curve Group

MWC PartnersThe Delgarth Motor GroupMy 1st YearsThe Storefield GroupNene Storage EquipmentThe Wykes Group

**Tingdene Homes TLM Technologies** Tom Oliver Nutrition **Total Computers Tripal Group** 

**Unique Employment Services** 

Unusual

vGroup International Vision Modular Systems W. Grose Limited W. Portsmouth Warner's Distillery

Weatherbys

Webb Injection Moulders

West End DIY

**Westchester House Nursery** 

Schools White Arches Whitworth Bros. Ltd. William Morgan Group

Winvic

**Workplace Systems** 

Worksmart

#### Oxfordshire

**Catton Hospitality** First Light Fusion

Hawkins **Heyford Homes IJP** Design

Innoval Technology John Nicholls Trade Joma Jewellery

Kel-Berg Trailers and Trucks

Lagan Homes M-Solv **MYJAR** 

Oxford Gene Technology Oxford Photovoltaics Oxford Royale Academy Oxford Technical Solutions

Pye Homes Silbury

**Smiths Bletchington** The Learning Partnership.com **Thomas Franks Tibbetts Group** 

Virtua YASA Motors

**Greater Cambridge and Greater Peterborough** 

Alloy Fabweld

Amara

Cambridge Epigenetix

City & Country CLARITYpharma **Conneely Group** Contamac Domainex

Harlow Agricultural

Merchants **HD Clinical** Isogenica LPL Signagelive **SRC Aggregates** The Chesterford Group The Wastepack Group **United Storage Systems** Weston Homes Plc

# Stoke-on-Trent and Staffordshire

A.P. Webb Plant Hire

**AMG Nursing & Care Services** 

**Autonet Insurance** Be A Better You

bet365

**Bri-Stor Systems Broad Oak Lettings Brown McFarlane** Caldwell Construction Calvert & Russell

Datel Dee Set

**Easy Composites Embrace Quality Care** 

Enitial Esterchem **EU Automation** 

**Eurostar Global Electronics** 

**FGD** Friels

**Grindeys Solicitors** 

Holdcroft **IEC** Intelipac

**International Security Printers** 

J Banks **Knighton Foods Langley Alloys** Lodge Tyre Lucideon Mec Com

Olympus Engineering

**PDM** 

**Peak Pursuits** 

**Platts** Plus Display

**Prima Logistic Solutions** 

**PSR Solutions Quality Films** Randles Motor Group

Sandmaster

Searchlight Care Services

**Smartsourcing** Static Systems Group **Sutton Venture Group** Telling Architectural **Thorp Precast** 

**TMT Technology Group** 

TopCashback Travelworld Wells Farm Dairy

WJ

**Wood Chip Growers** 

# **Greater Birmingham and** Solihull

A. W. Lumb

Aldridge Fabrications **Amorartis Group** 

**Branston Golf & Country Club** 

**Burton Albion Football Club Busy Bees Childcare Cameron Homes** 

CookersAndOvens **Crown Highways Limited HAS Technology Group** 

Hubwise Jaama

**Jessup Brothers** 

Joie

**KEP Print Group** Manstal

Murray & Willis

PCE

**Ouantum Construction** 

**R&RW Bartlett** Riviera Travel Rudolph & Hellmann

**Automotive Scolmore Group** SE Controls **Shipley Estates** 

Steel Processing (Midlands)

Ltd

**Swift-Cut Automation** 

**Tamworth Steel** The Ice Rink Company **Unitech Industries** 

UPG

**Weedon Group Wheel Solutions** Winner Recruitment

# **Swindon and Wiltshire**

Acheson & Acheson Advanced Plasma Power Animal Friends Pet Insurance

Appsbroker **Ashford Homes** 

Aspire Defence Capital Works

banner **Bath ASU** Beard Big Van World Binx Health

**Caerus Capital Group** 

Chipside **Coate Water Care** Conlon Ltd. Dyson **Earthline** Ebeni

**Enigma Diagnostics** 

Equimedia Excalibur

**Executive Jet Support** 

Flynn

**Fundamentals** 

**GBIM** gensmile

Imperial Cleaning Services Improve International

JB Global

Knees Home & Electrical

Mavern House MG Cannon Naish Felts Neptune

One 77 Mortgages **Outsource UK** 

Recycling Technologies **Red House Foods** 

REPL Rygor

Safe and Sound Group Seahawk Marine Foods Signum Technology Simpsons Subaru **Snapdragons** 

SPC Steele Davis Stonewood

**Swindon Caravans Group Tetronics International** The Outside Clinic **Tithegrove** 

TMTI

**Tonic Construction** 

**Ubiquisys** Wasdell Wemyss Lodge **Wessex Catering** Wiltshire Concrete Wishford Schools Woods Valldata

#### Tees Valley

A V Dawson

**Alexanders Motor Group** 

**Applebridge** 

**Applied Graphene Materials** 

**Babies Blessings BMSL Group Booth Construction Brickwork Services** C.J. Leonard & Sons

C.L. Prosser **Camerons Brewery** Cavendish Northern Chemoxy International Cleveland Cable Company Communicate Technology

PLC

**Coopers Chemists** Cordell Group Country Valley Foods **Deepdale Solutions Derek Slack Motors Double Eleven** 

**Greencroft Milk Supplies Gus Robinson Developments** 

**HMC Group HMH Civils** I Love Wallpaper **Icon Plastics** Idec Group Isotank Group Jomast Joslin Rhodes JT Atkinson Lemon LJJ Ltd

Magnum Packaging

Mandale Group **MAP Group** 

**Modus Seabed Intervention** 

Nifco UK **Niramax** 

On a Roll Sandwich Company

**PASS** PX Group QA Weld Tech **Oueensway Dental** Laboratory

Ramsdens Scott Bros Subsea Innovation **Tees Components** The Almit Group The Tanning Shop **Total Recycling Services** 

Transflex Visualsoft Ward Bros (Steel)

Wearmouth Construction &

Plant

Whitehead Alloys

Wilton Engineering Services

Wynyard Hall

#### **Thames Valley Berkshire**

2e2 5 fifteen Actegy Health ActiveOps

**Adamson Construction** 

Alfa Chemicals Always Flourishing alwaysON **Amic Solutions** Anesco

**Archway Services** 

Ardmore Language Schools

**Arto Chemicals** Aspen Capital Group **Austin Fraser** 

Axial

**Azule Finance Baldwins Crane Hire** 

Barstone **BDZ Holdings** Bearwood Lakes

Bink **Bullitt Group** Carbosynth **Cawood Scientific** 

Chiltern

**Chroma Therapeutics Orion Clinical Services** Bevisol **Comfort Care Services** Pacer International **Brightwells Central Roofing** Conveyancing Data Services **PassivSystems Country Estates** PC Cox Charlton & Jenrick **DACO Scientific Pinnaca** Connop & Son Daly International Popular Care **David Austin Roses PRISYM ID** Daniel Owen **Dewsall Court Data Direct Progressive Technology Dodd Group Davidson Holdings** Purdicom E.C Drummond Displaydata **Rapid Electrical Distributors** Edmo

**Double First** Readypower Entatech **Rebound Group European Aviation** DX **Red Whale** Ecrebo **Evolution Foods** Eden Redbox Mobile **Gastronomy Foods Redwood Technologies Group Golden Bear Toys** esa **ESP** Ridgeway **Grainger & Worrall Griffiths Family Farms** Eteach **Roc Search** 

Etherstack Rogue Leisure Guestline **Eton Bridge Partners** Sandbag Harper Group **Expandi Group** Sarasa Electronics Haygrove

**Fairsail** SecureCloud+ **Hereford Contract Canning** Shieldpride Group

Falanx Group **Holy Cross IAPS** Group Fisco Simbec-Orion Group Glenholme Healthcare SoundOut Igloo Vision Golfbreaks.com Summerleaze **Jupiter Marketing** 

Grapeshot Sunpower Electronics Kare Plus **Hala Limited** Surestream Petroleum KGD

Hawkeye Medical TaxCalc **Labels Shopping** Heartstone Inns Teneo **LAF Holdings** 

**Level Peaks Associates Himalaya Carpets** The Gap Club Huntswood The Knowledge Academy **Marches Care** 

IC Resources The Torftech Group **Newport Recycling** In Cloud Solutions **Thomas Homes** Northgate Healthcare

**Ticketer** Northwood Ingresso Intersurgical **Touchwood Pharmacy** Otter-Barry Books **Invenio Solutions Tower Leasing** Pave Aways

ITS **UBX Pickstock Construction** 

Jake's Playbarn **UCH Logistics Proton Partners International United Asphalt** JCK Reconomy

**KBIS British Equestrian** Venntro S&A Produce Insurance Ventura Sanders Polyfilms Lane4 **WAM Europe** selectaskip

Lee Marley Brickwork **Shropshire Homes** Waterlogic **Lein Applied Diagnostics** West Berkshire Brewery Shropshire Stainless &

mdgroup Aluminium Wireless Logic Metron wnDirect SJR Group Michael Lonsdale Tardis H20

**Next Generation Data** 

Mitchellson The Marches **Taylor Lane Timber Frame** 

N20 The Amodil Group Nature's Finest **Thomas Panels and Profiles** ABT

**ARH Group Neilson Financial Services Treadsetters Arthurs Cars** 

**TRP Sealing Solutions** Ocean Partners AutoScan **Wye Valley Brewery** Opsview Besblock Wye Valley Group **Wyevale Nurseries** Orchard & Shipman **Bespoke Construction** 

### **West of England**

A1 Engineering Solutions

**Aardman** 

**Abatec Recruitment** 

ACIEM Group
Actual Experience
Affinity Care
AGM Holdings
Alderley
Arthur David
Avon Group
Avonline
Avsan Holdings

**AWW** 

**B R Hodgson Group** 

**Barden Network Engineering** 

Boston Tea Party Bradbury House Bray & Slaughter

**BRC** 

**Bridges Electrical Engineering** 

Brightpearl

Bristol & Avon Group

Buyology

C.J.L. Construction

Carbase Careflow

Caspian Networks
Centre For Dentistry
Chelverton Asset
Management
Chequered Ink
Clevedon Ford
County Contractors

CreditCall
DPS
Dribuild
Ecosurety
Europa Group
Event Exchange

**Falcon Productions** 

eXPD8

Fidelius Ford Fuel Oils Foundation Piling

G-Volution Gas World GDS Group

**Grand Pier** 

Gilcrest Manufacturing

GO Vocational Solutions Go-Pak Group

**Green Frog Connect** 

Harvey Shopfitters Homes Caring for Autism

Horstman Group HSH Motor Company

Hydrock

Imperial Civil Enforcement

Solutions InsideAsia Tours Inspecs

Intelligent Office UK Interaction Associates

International Education

Systems

Invitation Digital J Edward Sellars Kenny Group

King Lifting Kings Court Trust Kitto Group Lancer Scott

London & Country Loop Email

Loungers Lovehoney Group

M J Church Mallin Design

**Mawdsleys Pump Services** 

MD Group

Mead Realisations Ltd

Metryx Mokoko Molson Group Mosaic Island N-Gaged Training Nasa Consulting Natracare Nisbets

Norland Northavon Group

Novia ONEPOST Optimum Group Opus Talent Solutions

OVO Energy Owtanet Paligap Parmenion

People Source Consulting

Picksons Pieminister Plant-Ex

Plantforce Rentals Play Sports Group Plimsoll Productions

**Podpads** 

Polecat

Powersystems UK Proper Job Pukka Quay Marinas R.J. Coley & Son Ltd

Redcliffe Homes Redrock Consulting Rocketmakers Rowan Dartington Saddleback

SafetyLiftinGear.com

Sanderson

Shepperton Group Shield Environmental

Services Shiner

Silverback Films Smithcorp Somerset Bridge

**SRT Marine System Solutions** 

Stancold Stanley Gibson Taranis Engineering

TC Group Techmodal

Templegate Electrical Supplies Limited

Tercon

TGC Renewables Thatchers Cider Trigon Pensions Uplands

**Venture Insurance Brokers** 

Wainhomes Wessex Garages Whitechurch Securities

Wildings Xmos Yate Supplies Za Za Bazaar

#### Worcestershire

**Adstone Construction** 

Airband Aspens

Atchison Topeka Barrie Beard BHGS BluSeal

Capital Care Group Charles Faram Deep-Secure

drp

English Braids Eurofresh Gtech Heritage Manor

Heritage Manor Industrial & Tractor Jet Plant Hire Kimal

Liaison

Prime

Lioncourt Homes Ludlowthompson Mainstay Group PCA Predict Place Partnership Plumbworld

Red Star Growers Speller Metcalfe Strickland MFG TEC Motors The Tyre Group Titania Valefresco

Weaving Machinery Westbridge Foods

Zenith

# Greater Birmingham and Solihull

Aggora Group
AMS Group
Arrowvale
Barton Firtop
Baylis & Harding
Bennett Mahler
Benniman
C R MacDonald
cloudThing
Conveyor Units
Cruise.co.uk
Excool
Fly By Nite

Fresh Insurance Group

Gemini ARC Gemporia

**Hannafin Contractors** 

Heartbeat Hepworth Group Hills Ford iForce

Knights Pharmacy Ladybird Group Larchwood Care

Moundsley Hall Care Village

Parweld

R.M. Contractors RedSpeed International

Rimilia

Robert Holdcroft Limited

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Alan Milne Tractors Alpha Office Furniture Alternative Heat

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Avenue Recycling
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**CP Hire** 

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Dawson Wam
Decora
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Dontaur Dowds Group Downey's Bar Drinks Inc.

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DSP Supermarkets Eagle Overseas Edge Innovate
EHA Group
Elite
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Houston & Thornton Hughes Mushrooms Hutchinson Aerotech Hutchinsons Feeds

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Mackle Snacks Made to Engage Mallaghan Engineering Mar-Train Heavy Haulage

McAvoy

McBurney Transport Group

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McLaughlin & Harvey Menarys Mervyn Stewart MET Steel Group Mills Contracts MJM Group

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Tracey Concrete
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Tyrone Fabrication Uform Ulster Stores Valto

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# About the authors.

# **Beauhurst**

Beauhurst is a searchable database of the UK's high-growth companies.

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The ScaleUp Institute builds on the pioneering research and recommendations published in the 2014 Scale-Up Report. The Institute collaborates with policy makers, corporate partners and educational establishments to take these recommendations forward, to track the targets set out in the report, and to make a real and identifiable impact.

We aim 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 scaleup 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 scaleup businesses. We share our methodology and ideas to create resources that will help aspiring scaleup businesses. We keep scaleups and their issues at the top of the UK political and business agenda.

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