

SCALEUPS: ENERGISING THE ECONOMY

ScaleUp Annual Review 2021



HIGHLIGHTS

ACKNOWLEDGEMENTS

Our thanks to our partners, supporters and contributors to this document.

Report design by NEO and Studio™
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Published by the ScaleUp Institute
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The full ScaleUp Annual Review can be accessed at:
www.scaleupinstitute.org.uk/scaleup-review/

www.scaleupinstitute.org.uk
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The ScaleUp Institute's core purpose is to:

ENSURE SCALEUPS ARE A NATIONAL PRIORITY embedded into the local fabric of the communities in which they operate, with solutions delivered across the private and public sector to break down the barriers they face.

ENGAGE AS A NATIONAL DATA OBSERVATORY, providing insight on the scaleup ecosystem across the UK, disseminating and analysing the most recent data, ensuring scaleup businesses are on the map and providing benchmarks for the landscape each year to see where more can be done. Acting also as an international barometer and assessor.

EDUCATE ON WHAT IS NEEDED TO CREATE AND FOSTER A LOCAL ECOSYSTEM 'MATCH FIT' for scaling businesses at every stage of their growth journey, and to highlight well- evidenced impactful programmes and practices from which others can learn, emulate and improve.

ENHANCE KNOWLEDGE OF SCALEUPS THROUGH RESEARCH, DATA, POLICY AND ANALYSIS, to understand their needs and which localities of the country have the greatest requirement for private and public sector engagement, resources and investment to propel scaleup business growth.

3 key principles guide our work:

1.

DATA AND EVIDENCE

Building upon what works:
We will rigorously assess interventions and programmes based on data and evidence of measurable impact.

2.

SEGMENTATION

Businesses are not homogeneous – scaling business must be treated as a separate segment with bespoke solutions.

3.

CLIENT CENTRIC AND LOCAL

Scaleups value locally delivered solutions – even when a programme is national. In a growing company, time is a scarce commodity and community level engagement is essential, alongside active relationship management.

These principles we believe should be at the heart of efforts to overcome the challenges which scaleups have continually identified to their growth. We will continue to champion them.

Introduction

Paul Scully MP,
Parliamentary Under-Secretary of State for Small
Business, Consumers and Labour Markets

Government Scaleup Champion

Scaleups are crucial for driving job creation, generating inward investment for the UK and acting as motors for regional economic growth. The ScaleUp Institute Annual Review 2021 is a valuable collection of data and expert insights, charting the landscape of this important sector and illustrating the barriers to growth.

After a year where we have continued to tackle the effects of COVID-19, the scaleup sector continues to punch above its weight: these firms may be small in number, but they have a major impact, contributing £1.0trn to the UK economy and employing 3.2 million people.

We know there are ongoing challenges for the sector – the amount and speed of finance required for innovative startups and scaleups is different from other SMEs, and it takes time and risk to build a high-growth company. Scaleups still struggle to access the right people and feel at risk of losing out to competitors.

To address these challenges, the government has set out an ambitious programme of activity to make the UK the best place to start and scale a business. This includes publishing our Innovation Strategy, the government's vision to make the UK a global hub for innovation by 2035. As part of the Strategy, we are reducing complexity for scaleups and other innovative businesses by developing an **online finance and innovation hub, jointly run by Innovate UK and the British Business Bank**. Furthermore, in 2022 we will introduce both the **High Potential Individual and Scaleup visa routes** to attract and retain high-skilled, globally mobile innovation talent all with a view to help UK business scale.

One of our key aims in bolstering the business ecosystem is to promote a culture of enterprise across the UK – we are doing this by developing a **new Enterprise Strategy** that will seek to ensure that every business that wants to invest and grow has the means and know-how to do so.

As we look ahead to the coming year, we are committed to working collaboratively to tackle these barriers and focus on fostering growth and high achievement within the scaleup landscape right across the UK.

¹Business demography HG enterprises, 2018.

²<https://www.gov.uk/government/publications/uk-innovation-strategy-leading-the-future-by-creating-it/uk-innovation-strategy-leading-the-future-by-creating-it-accessible-webpage>



Rt Hon Rishi Sunak MP, Chancellor of the Exchequer

“It’s fantastic to see some of our most innovative business leaders and scaling entrepreneurs, as well as practitioners from across the UK’s scaleup ecosystem, come together today for the ScaleUp Institute’s Annual Review.

“I’m sorry I can’t be there to join you, I know you will be hearing from a strong line up of speakers throughout the morning.

“I want to take a moment to re-emphasise the Government’s commitment to addressing the challenges you face and enabling UK firms to scale up for the long term.

“Scaleup businesses are key to driving growth, creating jobs and critical to our future success.

“I want the UK to be the most exciting and dynamic place in the world for business, which is why the Autumn Budget and Spending Review committed to record investment in skills and innovation. We are significantly increasing support for business-driven innovation through an increase to Innovate UK’s core budget, reforming the scope of R&D tax reliefs to include cloud computing and data costs, expanding the British Business Bank’s regional angel investor programme to improve access to finance for innovative businesses across the UK, and continuing with Help to Grow to turbocharge SME productivity, the Start Up Loans Scheme – supporting 33,000 entrepreneurs through loans and mentoring – and have started a new co-investment venture capital fund called Future Fund: Breakthrough.

“To attract the best global talent we are introducing the new Scale-Up Visa in Spring 2022 and a new Global Talent Network – all part of our plan to make our visa system for international talent the most competitive in the world.

“These measures will support scaleups to access finance and talent, enabling UK firms to scale up for the long term, transform lives, and make this country a science and technology superpower.”

Foreword

Adam Hale
Chair, ScaleUp Institute



Businesses are hungry to grow. They want to drive the post-pandemic recovery, looking to new markets and fresh opportunities that will come from COP26 and other developments.

As I reach the end of my second year as Chair of the ScaleUp Institute I want to pay tribute to how scaleup businesses have dealt with the perfect storm of challenges they have faced these past 12 months. They have been tested in ways none of us were expecting.

Not only have the UK's scaling firms had to contend with the continuing impact of Covid, but they have also had to be agile in responding to the new relationship with Europe. Plus considering how they can help tackle the climate emergency as our inaugural Green Economy Index reflected. Yet they have pivoted and evolved and remain ambitious with nine out of ten expecting to grow in the coming year and a quarter of them planning to grow more than 50%.

So much of this ambition comes from the entrepreneurial and innovative spirit of scaleups but also their ability to pursue their ambitions is testimony to the resilience of the ecosystem that has developed to support them. It has been very gratifying to see ever more public/private actors joining this maturing ecosystem. And it is pleasing to see Government Ministers reference time and time again the importance of scaleups to our economic renewal and put policy on the right track to support them, which culminated in the recent Budget and Comprehensive Spending Review.

In the last two years we are really seeing how scaleups are driving forward the

use of new technologies. Many are currently using big data or AI as part of their day-to-day operations and they are looking to do more, planning to further exploit these technologies for growth with four in ten expecting to use AI, three in ten big data, and one in five planning the use of robotics. This continuing innovation is dialling up their need for technical and digital skills and is why I am so passionate about getting this right in early years education and developing the pipeline of talent we need for the future.

The ecosystem needs to do everything possible to help them continue to be innovative. Last year I said to do this we had to put a focus on three core activities: **Segment, Engage and Scale**. This is happening but we need to maintain a relentless focus on these and build on progress.

It is vital that not all businesses are treated the same; scaleups have very special demands and needs and so **Segment** remains important. We need to identify at the earliest stage those growing companies and direct support and resources towards them.

The October Budget recognises that need for segmented support - with differentiated solutions for scaleups - because scaleups grow more and they need different help.

Early identification of scaleups is also important in bringing them together with other entrepreneurs and those who have succeeded in growing their own businesses in a peer group environment to form a 'Community of Success'. In May, the ScaleUp Institute and Innovate UK launched a nationwide network of peer groups across all areas of the UK, from Scotland to East Anglia and from Northern Ireland to the North East. These groups from Innovate UK's portfolio of highly innovative, scaling business leaders aim to create a sustainable network and provide a structured and confidential forum. It is in such trusted networks that entrepreneurs can help each other solve challenges, evaluate opportunities, and plan strategies. I am delighted that feedback from these peer groups has been very positive.

Clear evidence from the scaleup programmes we endorse and the

regions that we identify as exemplars is that success comes when we **Engage** more proactively with our scaleups. Progress comes quickest where there are dedicated relationship managers and enablers contacting them with tailored support whether it be opening doors to markets, providing access to finance or helping them find and recruit talented people. And while I recognise that these have been challenging times for many of those supporting UK business, there must be no let up on engagement with scaleups - there are big hurdles ahead. For example, the battle for talent is getting tougher and scaleups are continuously looking for senior boardroom expertise, including strategy, marketing and sales expertise.

challenges and grew their businesses. In the years to come we hope to celebrate your achievements with you.

One such celebration and a highlight of the past year was the inaugural Scaleup Week led by BGF working with the ScaleUp Institute, to bring together scaleup leaders across the UK to unlock potential, accelerate growth and turn the spotlight on the crucial issues as well the opportunities for growing businesses. Many thanks to the Prime Minister and the Secretary of State for Business, Energy and Industrial Strategy for their contributions to the Week.

We continue to work around the country to break down the barriers to scaling with initiatives like our Regional

and I also want to give my thanks to the ScaleUp Institute's partners who have helped us progress so far on this journey. Our partners, ambassadors and scaleup champions are devoting so much energy and resources to maintaining and growing the ecosystem as well as making the case for scaleups and their contribution to the UK economy. Huge thanks also to the Institute's team who are, themselves, an innovative and growing scaleup. Thanks also to board members who have been extraordinarily engaged and supportive over the last year. **Let's all Keep Energising the ScaleUp Ecosystem.**

As we look ahead to 2022 I remain strongly optimistic. Yes, there are concerns about the future, about whether the UK will become harder to do business in. From what I hear directly from scaleups and the results of our survey show, these businesses are hungry to grow. They want to drive the post-pandemic recovery, looking to new markets and fresh opportunities that will come from COP26 and other developments. I am confident the ecosystem will grow and strengthen further to provide them with what they need, building on the forward-looking agenda we set out in the 2021 Review. The UK can become the best country in the world to scale.

The UK can become the best country in the world to scale.

And finally, I will repeat what I see as my fundamental message as Chair of the ScaleUp Institute: we must keep encouraging ambitious businesses to **keep Scaling**. Stay optimistic, challenging times will always create opportunities for the ambitious and innovative to differentiate themselves, to demonstrate their potential and grow. Around you are successful peers with great stories to tell; join them in peer networks to share how they overcame

Finance roundtables and growth capital education sessions with the British Business Bank. We are delighted to have the support of our finance partners from across the country to increase the knowledge of growth capital and the options available for scaling businesses as they fulfill their ambitions.

Developing the scaleup ecosystem is only possible with collaboration

Executive overview

Irene Graham
CEO, ScaleUp Institute



As economic rebuilding takes shape, it is clear that we will need to foster our innovative, sustainable businesses to help create the clean, green, healthy, safe, resilient world we all desire and that our scaleup businesses will play a pivotal role in attaining these goals.

This 2021 Scaleup Review is published as the world faces multi-societal challenges and a climate change emergency that demands urgent sustainable action.

The decade is in its infancy but has already presented the greatest global test of nations in this century. Here in the UK we have not only faced the uncertainty of the Covid pandemic but also the dawning of a new era outside the EU.

As economic rebuilding takes shape, it is clear that we will need to foster our innovative, sustainable businesses to help create the clean, green, healthy, safe, resilient world we all desire and that our scaleup businesses will play a pivotal role in attaining these goals.

When we set out on our scaleup journey with the establishment of the ScaleUp Institute at the end of 2015, **we wanted to make sure the public, private and education sectors recognised the scaleup segment of our UK business community** as crucial to the UK economy and our future sustainability.

We wanted an ecosystem - at local, regional and national level - across corporates, academia, funders, governments - **to rise up and support these innovators with global aspirations.**

Decisive change was needed to advance our status as a ScaleUp Nation and progress our international competitiveness.

The ScaleUp Institute recommended practical actions to be taken across the scaleup challenges in talent, leadership, markets, finance and infrastructure. We delivered nationwide education through our course on *Driving Economic Growth through Scaleup Ecosystems* on how to achieve this through ecosystem alignment, and provided insights on exemplar regions and initiatives that could be replicated and leveraged. We have been engaged and provided insights in important reviews like the Kalifa Fintech Review.

This year we have reached a significant milestone - with a pivotal recognition in both the UK Budget and Comprehensive Spending Review of the vital role of scaleups to the UK economy and its future success and a series of announcements designed to bolster the trajectory of our Scaleup sector.

- *Innovative, fast-growing firms will likely be a key driver of future growth - despite accounting for less than*

1% of UK companies, such firms add £1 trillion to the UK economy, and account for the majority of net employment growth and output growth.

- *'The scaling up of high growth, innovative small businesses will be especially important to the UK's future economic success, given their pivotal role in creating wealth and jobs.'* (17 - 'Small businesses and productivity: Fifteenth Report of Session 2017-19', Business, Energy and Industrial Strategy Committee, UK Parliament, 2018).

Recognising this, the government is announcing measures that enable these businesses to access the talent, ideas and capital they need to evolve and thrive.

This policy direction is supported by an Innovation Strategy embedded in vital R&D and collaboration so sought after by scaling firms; transformative sector initiatives designed to propel the UK to be a pre-eminent power and hub of Science and Technology in such scaleup areas as Life Sciences, Fintech, Creativity and the Green Economy. It includes significant investment in key initiatives and agencies to take this forward, encompassing the expansion

of Innovate UK and the British Business Bank to foster their collaboration with scaling businesses, as well as the broader scaleup ecosystem, as recommended in our recent joint Future of Growth Capital Report.

Long-term priorities of the ScaleUp Institute in addressing scaleup needs are also coming to fruition. The Government now: *has a National Plan for Growth; will launch a ScaleUp Visa in 2022, which we have long recommended and on which we are advising; has rolled out sectoral strategies on Fintech and Life Sciences, which we have contributed to continued to expand peer-to-peer activity, including the roll out of the Innovate UK EDGE regional scaleup peer groups; is supporting the expansion of leadership programmes such as with Help to Grow.*

Furthermore, an ambitious programme of reform is underway designed to unleash patient growth capital to the UK scaleup economy with the deployment of the £375m Future Fund: Breakthrough to help scale up

the most innovative, R&D intensive businesses; the launch of the £200 million Life Sciences Fund; the £20m Medicines and Diagnostics Manufacturing Transformation Fund, and a wider range of initiatives to unlock deeper pools of institutional capital. These include the Kalifa Review of UK Fintech; the Listings Review conducted by Lord Hill, and related follow on consultations such as the Primary Markets Review by the FCA, the Wholesale Markets and Prospectus Regime Reviews by HM Treasury, as well as the ongoing work of the Bank of England's Productive Finance Working Group and the introduction of the Long Term Asset Fund model.

Building a long-term sustainable consistent and at scale 'fit for growth' business infrastructure, with deep and versatile capital pools is a shared trait of countries ahead of the UK in their scaleup journey, and so these initiatives are all significant planks for the UK to accelerate its scaleup pathway.

And against the backdrop of the Government's evolving scaleup agenda, **the private and education sectors are also stepping up and continuing to develop scaleup initiatives**, adapting them to the new 'hybrid' world. Existing initiatives that the ScaleUp Institute has endorsed such as Alderley Park, Babraham Research Campus, British Library's Innovating for Growth Programme, Careers and Enterprise Company, TechNation's Upscale expanded. Newly endorsed groups such as Debate Mate, the Royal Academy of Engineering's Scaleup Accelerator and BizSmart are now having a measurable impact. More financiers are proving their scaleup credentials, more high growth relationship management teams are being put in place, and **many initiatives continue to be embedded locally** such as Scale Up Scotland and Manchester's Global Scale-Up Programme - although there is concern over future sustainable funding given 1 in 3 have been ERDF backed.

Combined, these are critical initiatives which must be nurtured and further expanded if we are to propel our long term scaleup trajectory upwards. We must maintain the momentum as the challenges from our international competitors grow and we must resolutely continue to respond to our scaleup leaders' concerns.

Our 2021 ScaleUp Survey shows our scaling business leaders are as ambitious and innovative as ever, with global plans and intentions to grow in the coming 12 months.

We now have 33,445 scaleups as of 2019 - 24% up on 2013; a healthy scaling pipeline of 16,830 businesses; burgeoning sectoral clusters, and early indications from our initial review of Companies House for our upcoming ScaleUp Index are that we have many **more scaleups breaking through the £10.2m turnover and £5.1m asset level**.

However, we still have key regional disparities, which are persistent in some local areas and a slowing down of previously strong scaleup growth rates in others. This means we cannot be complacent, we need to continue to double down and keep the pace and focus on our scaleup initiatives. We need to share knowledge, build clusters and leverage what works across communities. We need to continue to break down silos and build scaleup identities. We must resolutely nurture our scaling pipeline to breakthrough to scaleup and our scaleups to breakthrough to the global leaders they wish to be.

In 2021 our scaleups remain diverse (across sectors, geographies, gender and ethnicity), highly innovative, international, productive, and with their eyes fixed on the future, both from a societal perspective - *over half of scaleups (55%) say they are a social business, operating in the green economy or ESG compliant* - and technological advancement. Through the pandemic and in response to changes in international trade and the drive towards a greener economy they have remained resilient, pivoted and evolved, and are continuing to adopt new technologies and ways of working with 4 in 10 expecting to use AI, 3 in 10 big data, and 1 in 5 dialling up the use of robotics (21%).

Our 2021 ScaleUp Survey shows our scaling business leaders are as ambitious and innovative as ever (72% have invested in innovation and R&D), with global plans and intentions to grow in the coming 12 months. 9 in 10 are expecting growth, with half anticipating scaling above 20% and for 1 in 4 that growth to be above 50%. Many are already exporting and of those who currently are not trading abroad, seven in ten plan to go global - more than in 2020. In direct response to covid, one in three employed new staff and one in ten are moving to larger or new premises while four in ten are focussed on developing new collaborations and partnerships, these trends are particularly evident in the life sciences and technical sectors. The creative industries and professional services have also sought to boost collaborative activities with 5 in 10 saying that this activity has increased.

However on the downside, scaleup confidence remains fragile and five in ten of our scaleup CEOs remain concerned

that there is insufficient support for their needs - which is particularly acute in certain sectors such as education and hospitality and also for diverse and female founders - while four in ten have concerns about the UK being a good location for doing business in the next few years, notably in the manufacturing, hospitality, creative, and scientific and tech sectors.

Every year we assess a range of 11 factors that could be barriers to our scaleup CEOs growth ambitions - and in 2021 again we see - **Access to Markets, Talent, and Growth Capital** as the top of mind issues our scaleup CEOs are grappling with as they pursue their ambitions to expand at home and enter new markets in America, Australasia, the Middle East, China, India and other parts of Asia.

In 2021 scaleups remain clear that the UK is failing to make enough headway to close the market access gap. Equally, talent pressures and constraints are rising. This year access to Markets remains the most pressing issue for the majority of our scaling firms, with 1 in 3 citing it as their single key issue. Talent follows very closely on its heels and is on the rise again as a significant barrier to growth, particularly for our larger scaleup firms. Indeed in many respects there is a very close correlation between these two issues. Scaleup leaders have identified as a priority the need to find individuals for strategic marketing and branding roles in their senior leadership team and they see as critical a need for international talent in opening new markets.

Access to appropriate growth capital stays firmly fixed as the third barrier and priority with 5 in 10 scaling businesses using or expecting to raise some form of equity in 2022 but still four in ten perceiving there is insufficient growth capital to meet their needs. And although awareness of equity options is improving a large proportion of scaleups based in the regions consider capital is more skewed to London and the South East. Infrastructure to support growth and leadership development also remain key priorities in 2021 - and we are seeing infrastructure slightly creeping up as an issue - but overall there is a sense that these challenges are being tackled through scaleup initiatives which must be maintained.

Continuing to develop a robust, agile ecosystem, flexible enough to support scaleup growth remains vital. The building up of local, regional and national tailored, segmented and relationship managed scaleup solutions is essential if we are to deliver to our full scaleup potential.

The ScaleUp Institute will continue to play its part in

fostering this and in 2021 has been pleased to be engaged in a number of initiatives that take our ecosystem in this direction. Together with Innovate UK EDGE we launched a peer-to-peer national network for over 120 of its most innovative businesses across all regions and nations of the UK. Working with the British Business Bank we have undertaken over 13 roundtables and advisory community sessions reaching over 450 ecosystem leaders. Collaborating with UKBAA and our colleagues in DCMS, Greater Manchester, West of England and West Midlands we have helped evolve the Creative Sector Scale Up programme and undertaken deep research of the angel finance community, which is so essential to our scaling businesses early growth - 5 in 10 scaleups using equity have received investment from business angels. In June 2021 this collaboration led to the launch of the **Invest in Creative** toolkit - a peer-to-peer investor learning platform for the creative sector. Already attracting over 200 investors from family offices, to institutional and international investors, who have some £300m of investment capacity, this is an exemplar of what can be achieved in boosting scaleup sector knowledge. We will continue this work in 2022 and step up our engagement with local scaleup communities and sectors as they evolve their scaleup offerings and identities, including the strategic CAN DO Scale review of scaleups in Scotland and the next steps on the Life Sciences ScaleUp taskforce. We also remain committed to building solutions with our partners to scaleup needs. In 2022 we will turn our attention to making NED access easier; ensuring international access and collaboration is more tailored to scaleups, and meeting the marketing and branding needs of scaleups through our partnership with WPP and Group M. We will also continue our drive with the British Business Bank and finance colleagues to close the scaleup finance gap and information asymmetries on growth capital.

As we take stock of our 2021 review findings, we know that we cannot let up on the determined focus the ecosystem needs to put on our scaling business community.

As we head into 2022 we are looking to our scaleups to help drive the recovery and rebuilding of the economy. We need their ambition and hunger for growth to prosper as a nation across all regions, to create the jobs of tomorrow and to develop the innovative services and products to tackle future challenges.

We have started on the journey and are making tangible progress on significant scaling challenges but building a

sustainable long-term flourishing ScaleUp Nation needs concerted, consistent, co-ordinated and long term action. If we are to become the **place that is in the world renowned for scaleup growth** across sectors, geographies and boundaries and thereby advance our international competitiveness **we must in 2022 be even more focussed, collaborative and action oriented.** In order to do this we must:

- **Leverage and build on what works to create, at scale, long term sustainable interventions,**
- **Align people and funding resources to our scaleup and growth sectors championing their case**
- **Build clusters and hubs – at a local level – connecting our scaleup communities to the talent, finance and markets that they need to propel their growth**
- **Build a robust continuum of finance and joined up scaleup solutions, nuturing across markets, talent and growth capital. Nurturing our scaling pipeline and scaleups in a proactive manner to enable their fullest growth.**

Underpinning all of this of course remains the ongoing need, whether in the public or private sector, to segment efficiently, using data ever more effectively to identify our scaling businesses and tailor solutions for them; to relationship manage them, and nurture them through their scaleup journeys, linking them much more easily to the private and public resources available to support their growth.

As the Covid-19 pandemic recedes we are looking to our scaleups to help drive the recovery and rebuilding of the economy. We need their ambition and hunger for growth to prosper as a nation across all regions, to create the jobs of tomorrow and to develop the innovative services and products to tackle future challenges. Across the ecosystem we must take concerted action to eradicate the remaining barriers that are holding back their growth.

If we are to see ambitious companies growing across sectors, geographies and boundaries; if we are to become the **global leader for scaleup growth** and by doing so advance our international competitiveness **we must act now.**

2021 HIGHLIGHTS OF THE YEAR

DECEMBER / JANUARY / FEBRUARY

Westminster Business Forum policy conference: Fintech in the UK and priorities for the independent strategic review

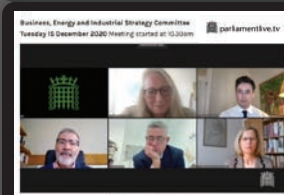
SUI participated in the Encouraging investment, supporting regional development and enabling industry growth session



Scale-Up Forum: Regional Review 2020 (Manchester Alliance)



"BEIS - Evidence Session: Post-pandemic economic growth: Industrial Strategy"



Kalifa FinTech Strategy Review - SUI participant and contributor to the Kalifa Review



British Business Bank roundtable: Post COVID-19 support and recovery

Supporting Innovative and High Growth SMEs (Scale Ups): Roundtable with the BEIS Secretary of State

Financial Times: How 'scale-up' business became the engine of job creation

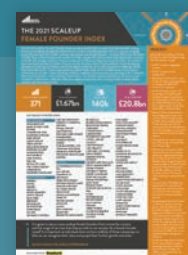


ScaleUp Institute responds to HMT Listings Review and Consultation Solvency II



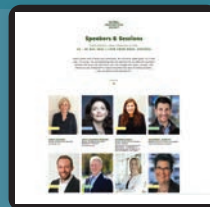
Advisory participant on APPG for Entrepreneurship

MARCH / APRIL / MAY



International Women's Day - Female Founders Index

ScaleUp Institute Local Summit



EUREKA Global Innovation Summit Session: Scaling your business internationally

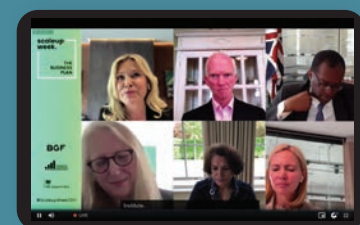


Creative Leaders Festival



Launch of Innovate UK EDGE peer networks

The launch of the Scaleup Finance Regional Programme with BBB (March-November 2021)

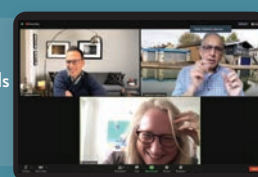


ScaleUp week

SUI publishes first Scaleup Green Economy Index



Innovation Forum Hong Kong: The Trends of Investing in Tech Start-ups



JUNE / JULY / AUGUST

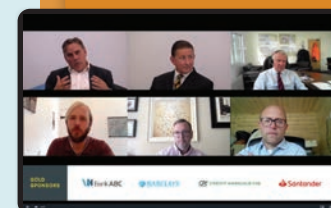


Minister Scully and SUI on a London Scaleup Safari including Scale Space

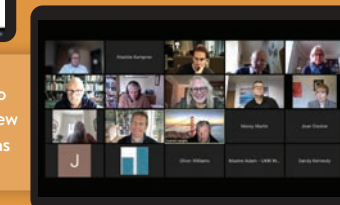
Launch of Invest in Creative with UKBAA, regional partners and DCMS



Post-Brexit trade - separating the rhetoric from reality



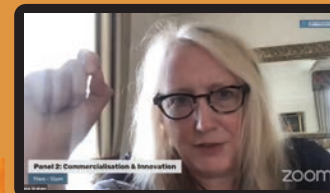
SUI participates in the Can Do Scotland scaleup strategy review and thought leadership sessions



Scaleup Talent Thought Leadership Roundtable on Digital Computer Science and Technology skills



Evidence session on Science, Research & Innovation Commercialisation and Innovation session



SUI Board meets and team gathers in person for first time in 12 months to Shuffleboard

Launch of the Government's Innovation Strategy (which SUI gave input to) in Sheffield at the AMC



Research Money: 20th Annual Conference: Co-creating Economic Recovery: New Models for Innovation Support. Session: Off-the-Shelf or Custom Fit: Best Practices in Supporting Scale-Ups

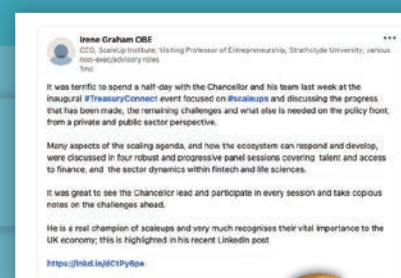


SEPTEMBER / OCTOBER / NOVEMBER

SME Action Group Meeting: Chaired by Minister Scully



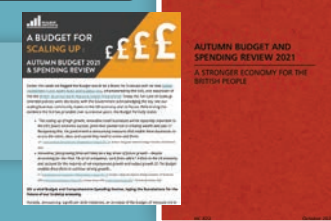
Treasury Connect Conference



SUI was part of the Life Sciences Scale-up Taskforce



A Budget for ScaleUps.



Annual Review 2021



A GUIDE TO SCALEUPS

Our ambition is that the UK becomes the most fertile ground for businesses, not only to start up but to scale up and grow.



SCALEUPS ARE PRODUCTIVE

Scaleups are more productive than their peers, generating an average of £338,000 turnover per employee.



SCALEUPS ARE INNOVATIVE

3 in 4 scaleups have introduced or improved a product/service/process in the last three years, twice the rate of large firms, and they are significant adopters of new technologies.



SCALEUPS ARE INTERNATIONAL

6 in 10 scaleups are involved in international trade, in a range of markets across the world. They are looking to expand further internationally especially in emerging markets.



SCALEUPS ARE ACROSS ALL SECTORS

Scaleups span the economy: the majority of them operate in sectors outside of technology.



SCALEUPS CREATE HIGH QUALITY JOBS

Scaleups help create high-quality jobs with more satisfied employees – employing 3.2m workers



SCALEUPS ARE DIVERSE

39% of all scaleups have at least one female director



SCALEUPS ARE GOOD CORPORATE CITIZENS

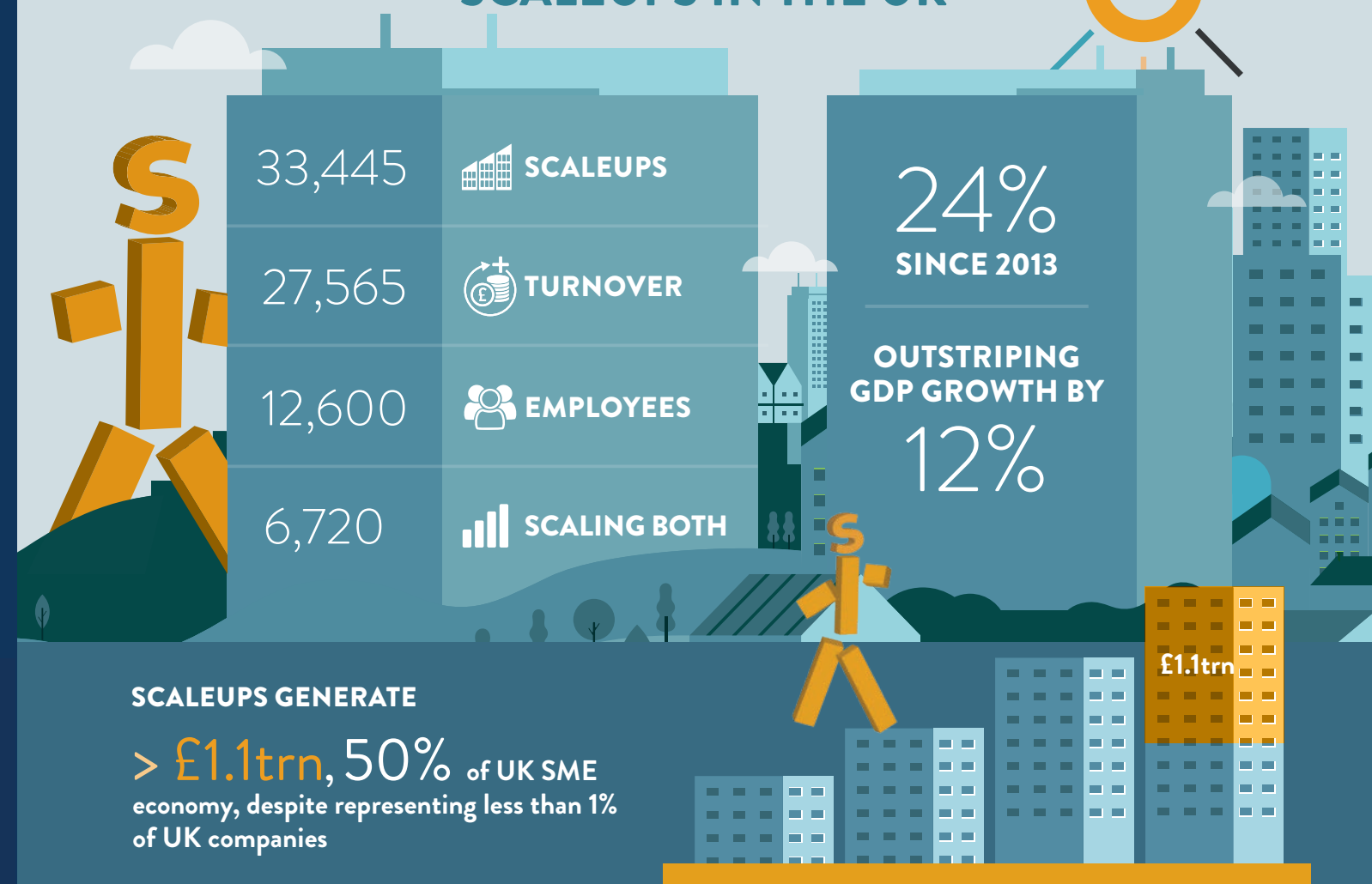
Over half describe themselves as being a social business, operating in the green economy or meeting ESG goals. 70% of scaleups offer opportunities to young people through work experience, internships or apprenticeships. They offer apprenticeships at twice the rate of typical firms.



THEY PLAN TO GROW

9 out of 10 scaleups expect to grow again in the coming year. Half expect 20%+ growth, 1 in 4 expect to achieve 50%+ growth in either turnover or employment.

SCALEUPS IN THE UK



SCALEUPS GENERATE

> £1.1trn, 50% of UK SME economy, despite representing less than 1% of UK companies

DRIVERS OF LOCAL GROWTH

8 FACTORS ASSESSED



Access to skilled talent



Clusters and hubs



Access to equity



Lending



Large firms



Start-up density



Start-up survival rate



Public transport

3 FACTORS THAT MADE A DIFFERENCE



Access to skilled talent



Clusters and hubs



Access to equity

QUALITATIVE FACTORS



Knowledge sharing

Peer networks

Local supply chains

NEDs



Active university engagement

Training

R&D collaboration

Scaleup-graduate interaction



Local collaboration

Collective ecosystem

Cooperation

Ambition an identity

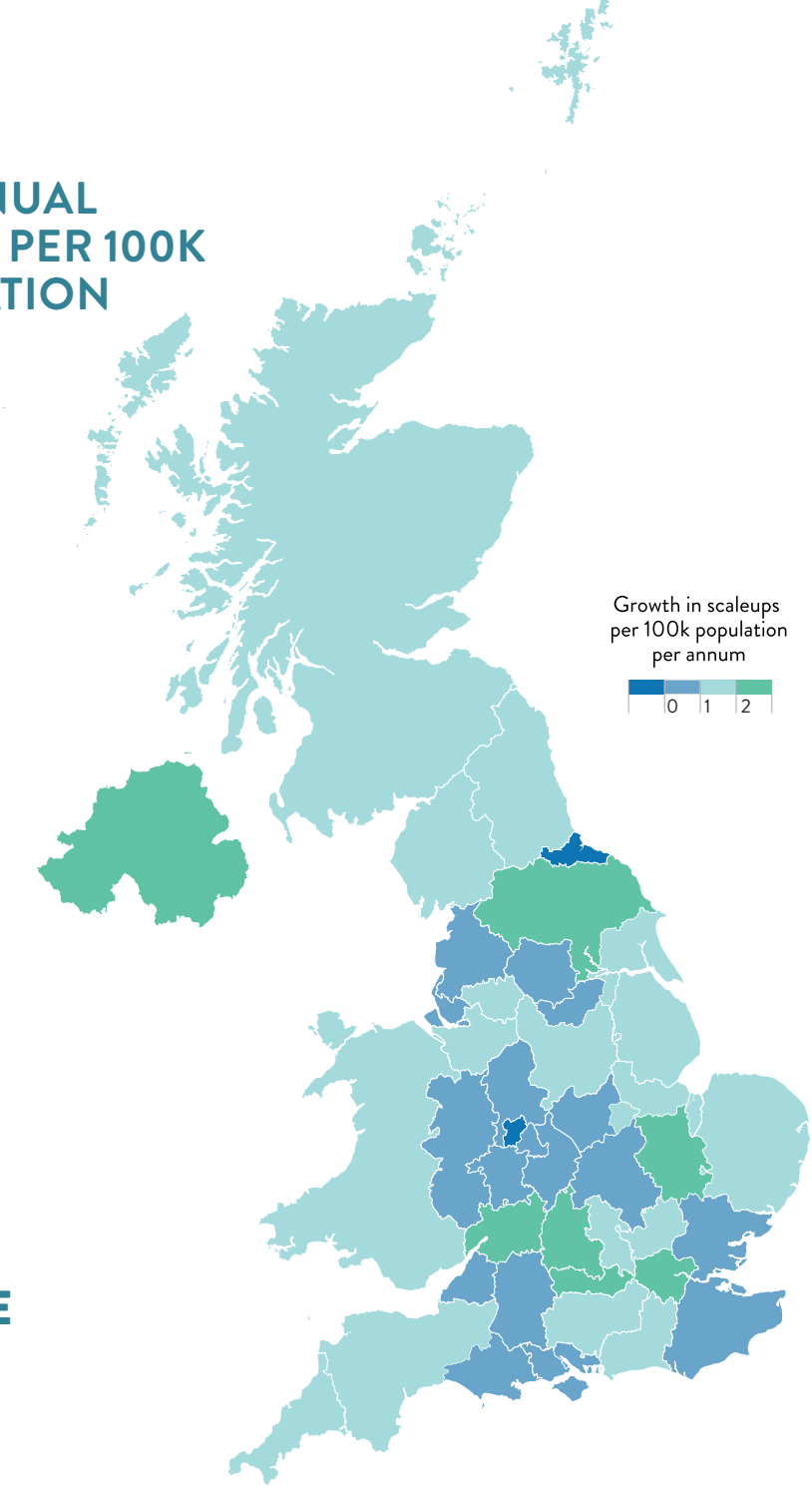
SCALEUP GROWTH IS SLOWING DOWN AND LOCAL
DISPARTIES REMAIN - LEVELLING UP IS A PRIORITY
AND CONVERSION OF SCALING PIPELINE KEY

LOCAL GROWTH RATES IN NUMBER OF SCALEUPS PER 100K POPULATION

LOCAL AREA	TREND		SCALEUPS PER 100K	
	2013-19	2013-18	2019	2018
London	2.9	3.1	81.3	79.3
Northern Ireland	2.6	2.6	47.3	44.4
York and North Yorkshire	2.6	2.7	55.5	53.4
Thames Valley Berkshire	2.5	3.3	70.0	71.9
Oxfordshire	2.4	2.4	68.7	66.2
Cambridgeshire and Peterborough	2.4	2.3	64.3	61.6
Gloucestershire	2.4	3.4	60.4	63.1
Coast to Capital	1.7	2.6	49.7	52.5
Enterprise M3	1.6	2.6	65.2	68.5
Hertfordshire	1.6	2.0	55.5	56.1
Cornwall and Isles of Scilly	1.4	2.5	45.5	49.3
Cheshire and Warrington	1.4	2.3	58.1	61.2
Wales	1.4	1.6	38.5	38.2
New Anglia	1.3	2.2	42.2	45.7
Scotland	1.2	1.5	40.2	40.3
Heart of the South West	1.2	1.5	42.0	42.2
North East	1.2	1.1	38.6	36.8
Buckinghamshire	1.1	1.6	58.8	60.2
D2N2	1.1	1.5	41.6	42.6
Hull and East Yorkshire	1.0	1.6	42.4	44.1
Greater Manchester	1.0	1.5	47.4	48.9
Greater Lincolnshire	1.0	1.7	37.5	40.4
Cumbria	1.0	1.6	42.0	44.1
West of England	0.9	2.1	50.6	56.0
South East	0.8	1.9	41.7	46.2
Dorset	0.8	1.1	46.5	47.3
Liverpool City Region	0.8	1.0	35.3	35.8
Sheffield City Region	0.7	1.6	36.9	40.6
Worcestershire	0.7	1.2	52.9	54.9
The Marches	0.6	2.1	43.8	50.7
Leicester and Leicestershire	0.6	0.1	53.3	50.3
Leeds City Region	0.5	1.3	45.0	48.3
Lancashire	0.5	1.0	44.7	47.1
Solent	0.4	1.4	38.0	42.9
Greater Birmingham and Solihull	0.4	0.4	44.2	44.1
South East Midlands	0.4	0.6	47.1	48.3
Stoke-on-Trent and Staffordshire	0.3	0.5	42.3	42.9
Swindon and Wiltshire	0.3	1.0	40.8	43.7
Coventry and Warwickshire	0.0	-0.3	47.4	45.9
Tees Valley	-0.1	0.1	32.5	33.4
Black Country	-0.9	-1.4	36.7	35.2

MAP OF AVERAGE ANNUAL
CHANGE IN SCALEUPS PER 100K
POP, BY DEVOLVED NATION

2013-2019



Growth in scaleups
per 100k population
per annum

0 1 2

ONS IDBR 2010-2019

THE SCALING PIPELINE

16,830

The total number of businesses
growing between 15-19.99% in 2019.

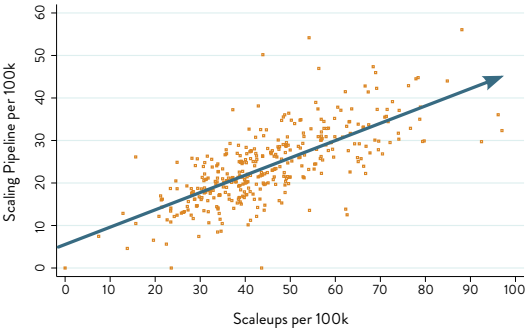
1.7m

People employed by
scaling businesses in 2019.

£474bn

The total amount of turnover
generated by scaling businesses.

SCALEUP DENSITY VS SCALING PIPELINE DENSITY



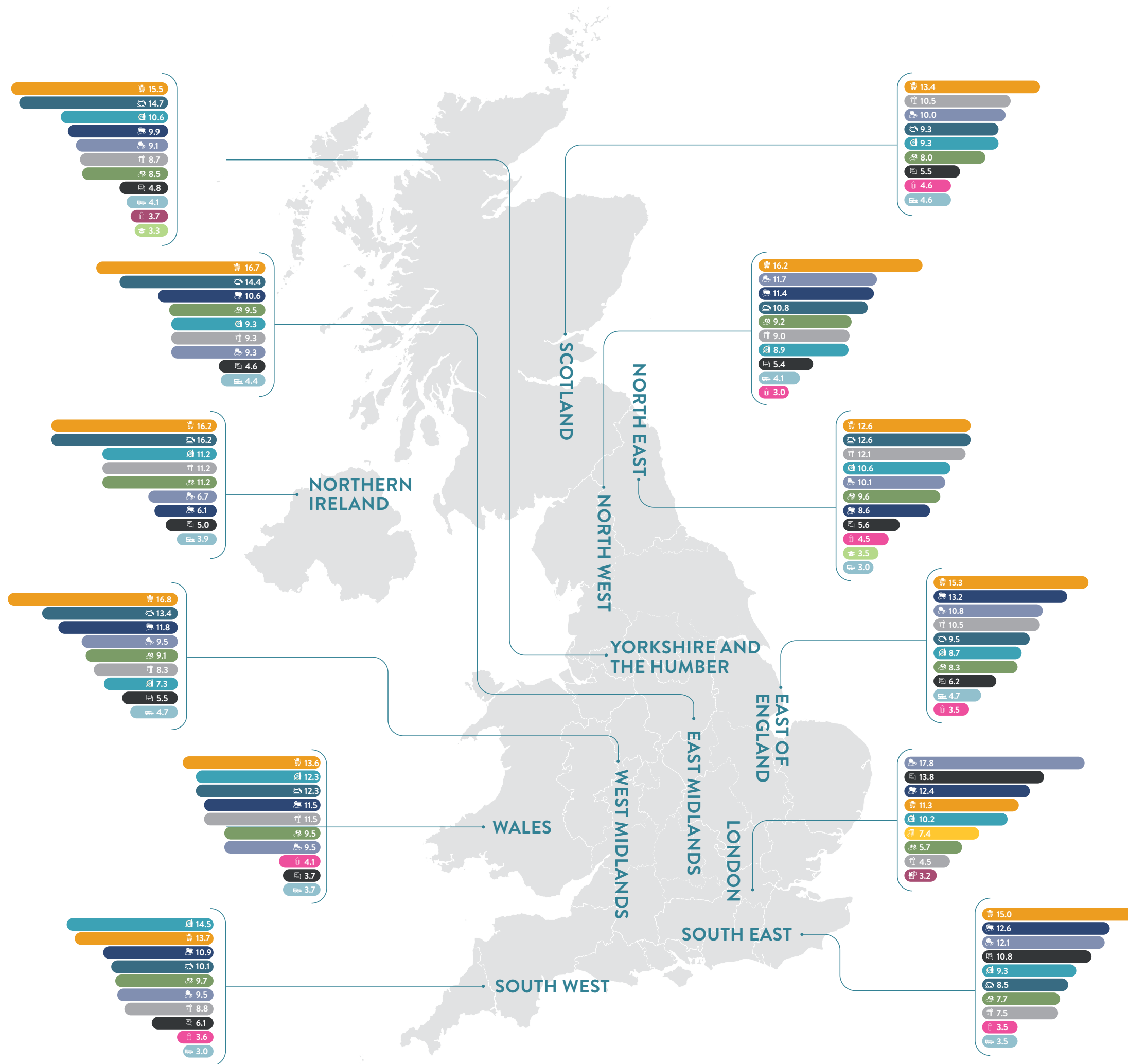
There is a strong positive
relationship between a
local area having a strong
scaling pipeline and a
strong scaleup population.
The graph below plots this
relationship.

REGIONAL SCALEUP SECTOR CLUSTERS

Our research has identified sectoral clustering as a driver of scaleup growth. On this map we identify the established regional clusters (>10%) of scaleups across the UK as well as those emerging (>3%). The ScaleUp Institute will continue to refine this analysis in coming months and across 2022.

KEY

- Accommodation/Food
- Admin & Support Services
- Construction
- Creative/Arts
- Education
- Finance/Insurance
- Health/Social Work
- Info & Communication
- Manufacturing
- Professional, Scientific & Tech
- Real Estate
- Transport
- Wholesale/Retail





£1.1trn

The total amount of turnover generated by scaleups, up from £1trn in 2018. This combined turnover of all SMEs is £2.2trn.

£32.6m

The average turnover of a scaleup compared to £29.5m in 2018.

96

The average number of employees in a scaleup, compared to 103 in 2018.

33,445

The total number of scaleups in the UK.

3.2m

People employed by scaleups in 2019, across all sectors and local areas of the UK economy.

THE SCALEUP LANDSCAPE

THE SCALING PIPELINE

16,830

The total number of businesses growing between 15-19.99% in 2019.

1.7m

People employed by scaling businesses in 2019.

£474bn

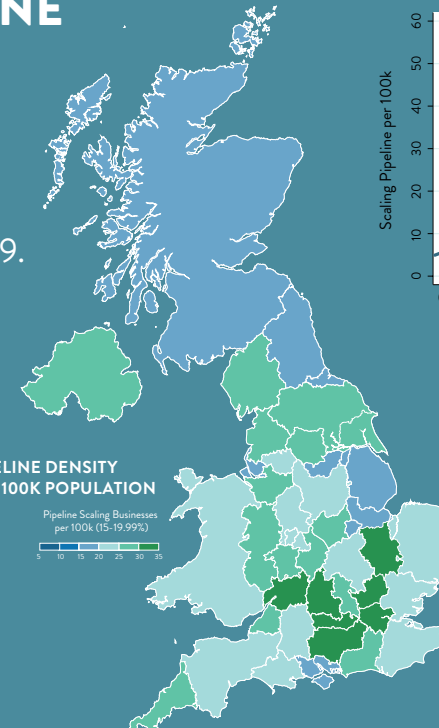
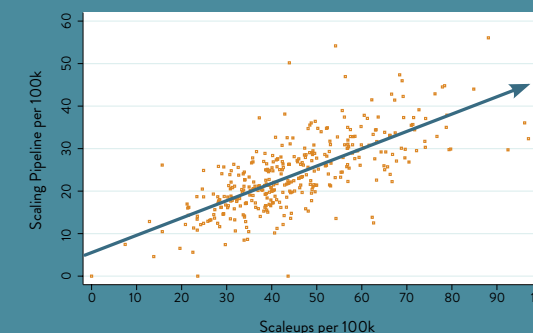
The total amount of turnover generated by scaling businesses.

PIPELINE DENSITY PER 100K POPULATION

Pipeline Scaling Businesses per 100k (15-19.99%)

5 10 15 20 25 30 35

SCALEUP DENSITY VS SCALING PIPELINE DENSITY BY LOCAL AUTHORITY DISTRICT



LONDON, NORTHERN IRELAND, YORK & NORTH YORKSHIRE

The three localities which have seen the highest scaleup growth relative to their population in 2016-2019.

WHOLESALE/RETAIL, INFORMATION & COMMUNICATION, AND MANUFACTURING

The three sectors which have seen the highest growth in scaleups since 2018.

TOP LOCAL AUTHORITIES: CAMBRIDGE, CRAWLEY AND HARLOW

saw the fastest scaleup growth outside of London.

24%

The increase in the total number of scaleups from 2013. This compares to 12% GDP growth over the same period. There were 6,460 more scaleups in the UK in 2019 compared to 2013.

VISIBLE SCALEUPS



Trending towards

10,000+

visible scaleups, according to initial insights from Companies House.

2021 SCALEUP SURVEY

AT A GLANCE

519
ScaleUp businesses
generating

£4bn
turnover and seeking to grow
this to £4.8bn in 2022

£198k
turnover per employee

These scaleups came from across all regions and sectors. They vary considerably in age, and many are long established businesses



THEY REMAIN AMBITIOUS

9 IN 10 SCALEUPS EXPECT TO GROW THEIR TURNOVER AND/OR EMPLOYEE HEADCOUNT IN 2021

9 IN 10
scaleups expect to grow turnover

8 IN 10
expect to grow employment

5 IN 10
expect to scale up again
(20%+ growth)

1 IN 4
expect growth over 50%

THEY ARE HIGHLY INNOVATIVE

9 IN 10 SCALEUPS HAVE BEEN INVOLVED IN SOME INNOVATIVE ACTIVITY IN THE LAST 3 YEARS

3 IN 4
have introduced a new/improved product,
service or process in the last three years

OVER 2x
the innovation rate
of typical firms

76%
of scaleups use software to
facilitate collaborative work

58%
of scaleups use software to monitor
business activities or productivity

4 IN 10 EXPECT TO LEVERAGE AI OR BIG DATA IN THE FUTURE

THEY ARE GOOD CORPORATE CITIZENS

70%
offer opportunities to young people through:
Work experience (5 in 10)
Apprentices/graduate apprentices (5 in 10)

2x
as many scaleups offer
apprenticeships as traditional
firms

5 IN 10
(47%) employ staff from the
EU and

4 IN 10
employ staff from outside
the EU

3 IN 10
(32%) considered themselves ESG compliant
(Environmental, Social and Governance)

3 IN 10
(31%) are operating in the
green economy

3 IN 10
(29%) are social businesses

OVER HALF
(55%) of scaleups met at least one
of these criteria

SCALEUP MARKETS **76%** scaleups sell primarily to other businesses (B2B) with **24%** selling direct to consumers (B2C)

THEY ARE INTERNATIONAL

6 IN 10
(57%) export

7 IN 10
(65%) plan to
export in the future

50%
are engaged in trade
with the EU

46%
are engaged in trade
outside the EU

B2B SCALEUPS HAVE (OR ASPIRE TO HAVE) LARGE CORPORATES AND GOVERNMENT AS CLIENTS

6 IN 10
of B2B scaleups
sell direct to large
corporates

3 IN 10
collaborate with them
to develop a new
product / service in
the last 3 years

2 IN 10
sell into local government
1 IN 10 sell into
national government

3 IN 10
have similarly
collaborated with
Government to develop
a new product / service
in the last 3 years

4 IN 10
are part of a supply
chain to large
corporates or
government

4 IN 10
aspire to sell to large
corporates
3 IN 10 aspire to sell to
Government

4 IN 10
collaborate with
universities

1 IN 4
consider access to
University R&D
facilities vital to their
business

LOOKING FORWARD

High ambitions continue but concerned it will become harder to scale in the UK
with limited support and barriers to be addressed

THE KEY FACTORS THAT WILL ALLOW SCALEUPS TO CONTINUE TO GROW ARE:

78%
Access to UK (63%) and
international (43%) markets

66%
Access to talent

48%
Access to right bank
/ equity finance

47%
Infrastructure

35%
Leadership development

When picking their top priorities, access to Markets is the most important to scaleup leaders
followed by access to Talent and access to Growth Capital.

65%
Access to UK and
international markets

61%
Access to talent

41%
Access to right bank
/ equity finance

24%
Infrastructure

19%
Leadership development

KEY SOURCES OF FUTURE HELP TO GROW ARE LOCAL:

4 IN 10
Access to NEDs and Peer
Networks/Growth Experience

3 IN 10

Financiers Access to
mentors Access to
universities

SCALEUPS WOULD LIKE EASIER ACCESS TO GOVERNMENT RESOURCES OF:

45%
Public sector funding for
innovation and R&D

43%
Innovate UK

39%
Growth Hubs/ LEPs and
Devolved Enterprise Agencies

39%
General business support
from government

6 IN 10

would like a single point
of contact to act as a
relationship manager
for them. Scaleups are
happy to be identified on
a public record, with 64%
stating that their scaleup
status should be shared
on an opt-in basis.

SCALEUPS KNOW THEY ARE DOING WELL

50% agree that they are outperforming their peers. However a similar proportion feel there is little support for businesses like them (46%) and 4 in 10 have concerns about whether the UK will continue to be a good place to do business (38%).

KEY CHALLENGES

MARKETS

Three quarters of scaleups sell to other businesses or government, with the rest primarily selling direct to consumers (24%).

Only 2 in 10 scaleups collaborate with government while 4 in 10 sell to the UK government; 4 in 10 collaborate with universities; and 3 in 10 collaborate with corporates while 6 in 10 B2B scaleups sell to them. Scaleup leaders cite selling into both government and large corporates is made more complicated by complex processes (63%), being able to spot relevant contracts to bid for (53%) and the time it takes to win a contract (45%). They value a relationship management approach and are keen to do much more with the private and public sectors.

TALENT

Key future skills for scaleup employees are critical thinking (70%) and cognitive flexibility (44%). 5 out of 10 employ staff from overseas (47%). 5 in 10 of which they believe is vital/very important they can continue to do so (47%).

When they consider their current leadership team, the skills that are felt to be most

critical for future growth are around Strategy development (61%), Sales and business development (58%) and Brand building, marketing and communications (57%).

INTERNATIONAL MARKETS

Scaleups are already doing business across the world, and want to do more in regions such as North America, India, Australasia, China and Latin America. Key barriers to exporting are difficulties finding overseas partners, limited access to international customers, not having the talent to make overseas sales, and uncertainty over Covid. Dedicated support to provide introductions to buyers overseas is valued.

LEADERSHIP

Just over half of scaleups (55%) have a Board or similar governance structure and a further 12% have plans to establish one in the future. They are diverse: 33% of these Scaleups had a female founder, 16% have a female CEO and 29% have women on the Board.

Scaleups are looking for support from a network of peers (32%) and non-executive directors (36%). They also want to develop

their existing leadership team by training (55%) and / or by recruiting (34%) experience growth leaders into the executive team. Access to effective mentoring is also recognised as valuable (30%).

FINANCE

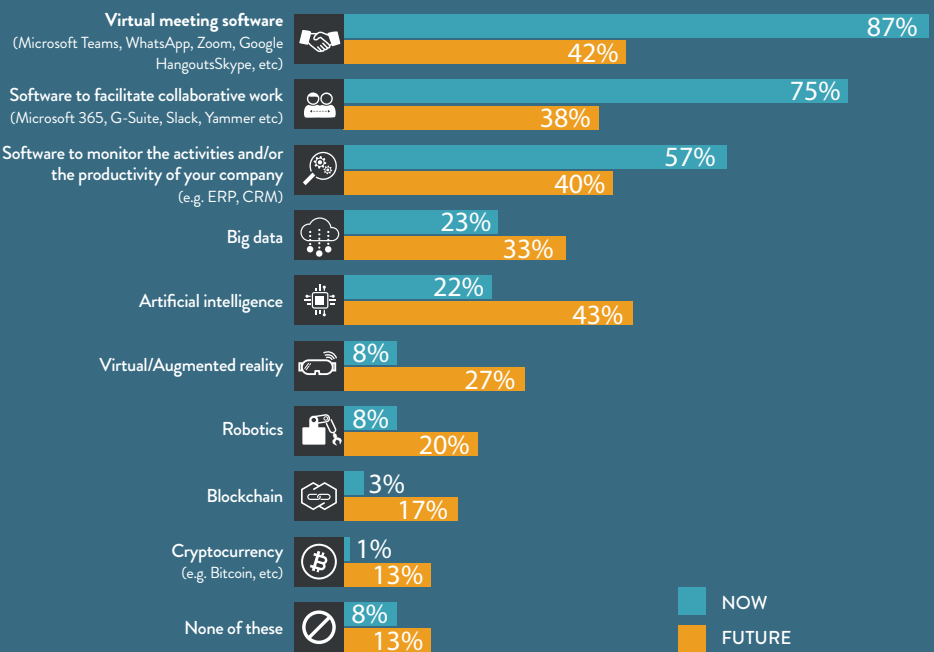
Eight in ten scaleups are using external finance (82%). Of those, 4 out of 10 feel they do not have the right finance in place for their business (45%). Three in ten scaleups are using equity finance and two in ten plan on using it in the near future. Many cite a fear of losing control (24%) and the short term focus of investors (23%) as their reasons for not using external finance. The knowledge gap about equity finance appears to be closing - the percentage of scaleups who do not know anything about equity finance remains at 5% having fallen from 10% in 2019.

INFRASTRUCTURE

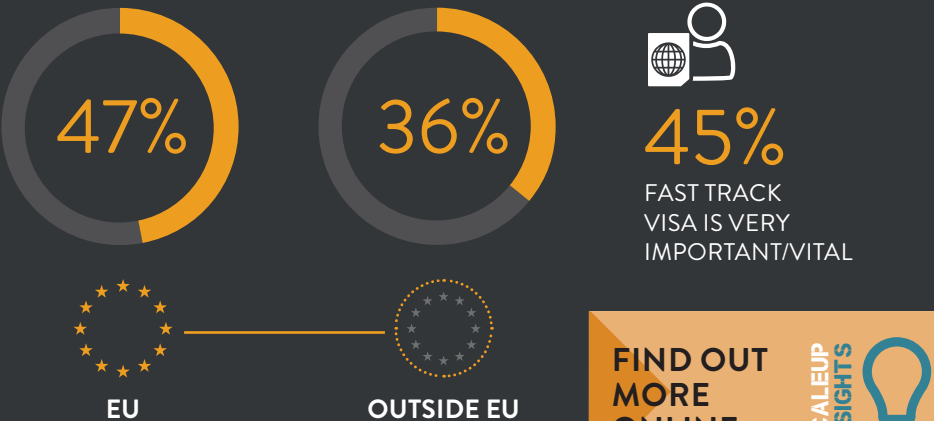
Infrastructure remains a critical component to get right for our scaleups, with 47% saying it was vital or very important. Scaleups are also seeking greater support from universities and R&D facilities.

The Talent, Skills and Leadership perspective

Scaleups: As innovators and early adopters, collaborative software is the most used technology currently, with AI, Big data, monitoring software and VR/VR dialling up in the future



Talent: Scaleups are significant UK employers with access to international talent also key. 1 in 5 scaleups (21%) say that a quarter or more of their staff come from outside the UK.



45%
FAST TRACK
VISA IS VERY
IMPORTANT/VITAL

**FIND OUT
MORE
ONLINE:**
ScaleUp Visa,
International Talent

TOP SKILLS



75%
SOCIAL



66%
TECHNICAL

KEY FUTURE SKILLS



70%
CRITICAL THINKING



44%
COGNITIVE FLEXIBILITY

**2 X RATE OF
SIMILAR FIRMS**



70%
OFFER OPPORTUNITIES
TO YOUNG PEOPLE



**TRAINEE
GRANTS**



**ENTREPRENEURIAL
EDUCATION**



**CAREERS
ADVICE**



**WORK
PLACEMENTS**



**EMPLOYER
ENCOUNTERS**



**VOCATIONAL
COURSES**



**ACCREDITATION
DIGITAL SKILLS**

53%



Grants to support
employers taking
on trainees

51%



Inclusion of
entrepreneurial
and leadership
education models

49%



Better understanding
of businesses like
yours within careers
advice and guidance

47%



Grants to support
employers offering
apprenticeships

39%



Funding for 6
month work
placements
(e.g. Government
'Kickstart' scheme)

39%



Increasing the number
of 'employer encounters'
students have with
businesses like yours

37%



More vocational
skills courses

32%



Clearer
accreditation of
digital skills for all
young people

BUILDING LEADERSHIP CAPABILITY

In 2021 we asked the scaleups to rank their roles needs at senior leader and Board level which are laid out in the table – this indicates where.

Scaleup continue to rank recruiting leaders with experience of growing a business as the most important factor (**53%**) followed by developing skills of the existing leadership team (**48%**).

58% of scaleups responding have a formal board (or governance structure) in place.

26% do not have a board and have no plans at present to establish one.

BOARD/SENIOR MANAGEMENT SKILLS DESIRED BY SCALEUPS	
Strategy development	61%
Sales/Business Development	58%
Brand building/Marketing/Comms	57%
Innovation/Product development	39%
Finance/Fundraising	31%
Compliance	12%
HR	12%
Risk Management	10%



4 IN 10

WANT BETTER ACCESS TO

ACCESS TO NEDs



4 IN 10

WANT BETTER ACCESS TO

ACCESS TO A NETWORK OF
PEERS AND EXPERIENCED
GROWTH LEADERS

**DEVELOPING THE SKILLS OF THE SENIOR
TEAM IS A CRITICAL PART OF OUR
SCALEUPS GROWTH STRATEGY**

Developing the skills
of the senior team



TRAINING FOR STAFF IS SUPPORTED BY:



The Markets Perspective



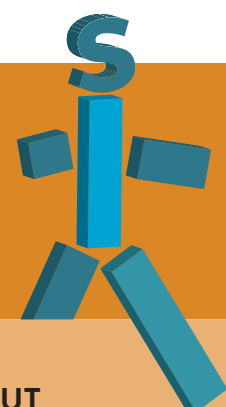
COLLABORATION



INTERNATIONALISM



PROCUREMENT



FIND OUT MORE ONLINE:

Corporate Collaboration and International Markets, Innovate UK and the Innovation Strategy

SCALEUP INSIGHTS



76%

PRIMARILY SELL TO OTHER BUSINESSES OR GOVERNMENT (B2B)



24%

SELL DIRECT TO CONSUMERS (B2C)



55%

Sell to large corporates

32%

Collaborate with large corporates

37%

Collaborate with Universities/Business Schools

33%

Aspirations to sell to large corporates

29%

Part of a supply chain that to sells to large corporates

23%

Collaborate with Government

27%

Aspirations to sell to Government

13%

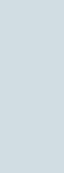
Part of a supply chain that to sells to the UK Government

22%

Sell to local government

14%

Sell to UK Government



SELLING TO

COLLABORATION

PART OF A SUPPLY CHAIN

ASPIRATIONS TO SELL TO

BARRIERS FOR B2C SCALEUPS

BARRIERS FOR B2B SCALEUPS



BRAND AWARENESS



FINDING THE RIGHT MARKETING CHANNELS



COSTS ASSOCIATED WITH ADVERTISING COSTS



COMPETITION FROM MORE ESTABLISHED LARGE CORPORATES



COMPLEX PROCUREMENT PROCESS



TIME TAKEN TO WIN A CONTRACT



FINDING OUT ABOUT OPPORTUNITIES TO BID



WE NEED TO BREAK DOWN BARRIERS TO EXPORTING

MARKETS FOR SCALEUPS ALREADY EXPORTING OR LOOKING TO EXPORT IN THE FUTURE



INTERNATIONAL MARKETS



73%

Looking to future export markets



48%

Better introductions to buyers overseas



27%

DIT point of contact



27%

Scaleup trade mission

SCALEUP PUBLIC PROCUREMENT

Based on visible scaleups from Companies House data, excluding charitable and third sector scaleups and listed companies.

Data analysed by ScaleUp Institute using Tussell database, based on the period Jan-Dec 2020.

Scaleups are champions of growth and innovation and also powerhouses of productivity, but they still face obstacles to growth - a notable one being access to markets. Government procurement – at both national and local level – is a huge potential market for scaleups and proven to be a tool leveraged by the US Government to foster scaleup growth. Although progress has been made in the UK, it remains slow and the scaleup gap remains significant. Since our first Procurement Index, 40% more scaleups have won Public procurement contracts - an increase of c.27% from 2018 to 2019 and 10% from 2019 to 2020. However, they still make up a small proportion (1.5%) of the total suppliers awarded government contracts in 2020 and in 2020 contract value and number fell with visible scaleups.

593 visible Scaleups won...

...1,522 contracts and appear in..

...377 frameworks issued by the wider public sector worth...

£1.9bn

This compares to...
23,286 SME peers winning
28,508 contracts and appear on
1,797 frameworks
10,411 Large corporates winning
23,531 contracts and appear on
1,737 frameworks

Visible scaleups won almost **3%** of all awards issued in 2020

£841m

2020 CENTRAL GOVERNMENT PROCUREMENT CONTRACT VALUE

£720m

FIRST HALF OF 2021 CENTRAL GOVERNMENT PROCUREMENT CONTRACT VALUE

£527m

LOCAL GOVERNMENT PROCUREMENT CONTRACT VALUE

£236m

FIRST HALF OF 2021 LOCAL GOVERNMENT PROCUREMENT CONTRACT VALUE

£25.6bn

TOTAL INVESTMENT

186K

TOTAL EXPORTS

In 2020 Visible Scaleups suppliers, accounted for less than 2% of the total Procurement suppliers

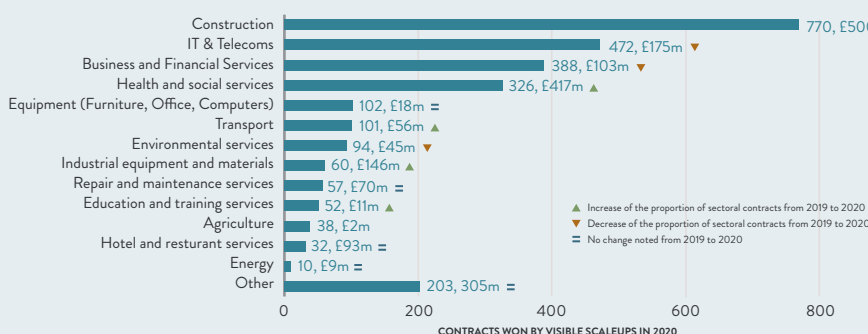
The first half of 2021 shows...

2.5% OF SUPPLIERS ARE SCALEUPS

£1.3bn VALUE

1.8% TOTAL VALUE OF ALL AWARDS ISSUED

Similar to previous years, most Public Procurement contracts issued to scaleups in 2020 were in the construction sector (28%)



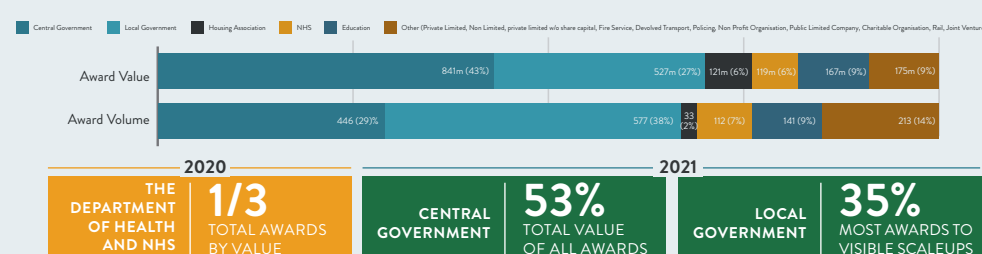
29% OF CONTRACTS GIVEN TO THE CONSTRUCTION SECTOR IN 2021

Top most common contract sectors issued to scaleups since 2018

- IT & TELECOMS
- BUSINESS AND FINANCIAL SERVICES
- HEALTH AND SOCIAL SERVICES

BUYERS

In 2020, Central Government was the largest buyer by value, while Local government buyers issued the most contracts



THE DEPARTMENT OF HEALTH AND NHS
1/3 TOTAL AWARDS BY VALUE

CENTRAL GOVERNMENT
53% TOTAL VALUE OF ALL AWARDS

LOCAL GOVERNMENT
35% MOST AWARDS TO VISIBLE SCALEUPS

TOP BUYERS (BY NUMBER OF AWARDS AND VALUE)

TOP BUYERS BY VALUE OF AWARDS

BUYER NAME	CONTRACTING AUTHORITY	TOTAL AWARD VALUE	NUMBER OF AWARDS TO VISIBLE SCALEUPS
Department of Health and Social Care	Central Government	£518.83m	42
Hertfordshire County Council	Local Government	£93.22m	9
Department for Education	Central Government	£53.94m	18
South Tyneside Metropolitan Borough Council	Local Government	£53.55m	10
Academies Enterprise Trust	Education	£43.33m	2

TOP BUYERS BY NUMBER OF AWARDS

BUYER NAME	CONTRACTING AUTHORITY	TOTAL AWARD VALUE	NUMBER OF AWARDS TO VISIBLE SCALEUPS
FCDO Services	Central Government	£3.65m	57
Cumbria County Council	Local Government	£740.62K	43
Department of Health and Social Care	Central Government	£518.83m	42
London Borough of Waltham Forest	Local Government	£232.83K	35
Ministry of Defence	Central Government	£34.23m	34

In 2020:



THE DEPARTMENT OF HEALTH

HIGHEST IN VALUE AWARDS WORTH MORE THAN THE COMBINED VALUE OF THE REST OF THE TOP TEN



BIGGEST BUYERS

CONTRACTS AWARDED CONCENTRATED ACROSS FEW SECTORS



FCDO SERVICES

PART OF THE FOREIGN & COMMONWEALTH OFFICE

LOCAL BUYERS FROM 9 OUT OF 12 CONTRACTING REGIONS ISSUED THE LARGE MAJORITY OF THEIR PROCUREMENT CONTRACTS TO THEIR LOCAL SCALEUPS

SCALEUP REGION	CONTRACTING AUTHORITY REGION											
	East Midlands	East Of England	London	North East	North West	Northern Ireland	Scotland	South East	South West	Wales	West Midlands	Yorkshire And The Humber
East Midlands	50	11	7	5	13	2	5	4	3	5	25	27
East Of England	8	43	61	10	37	0	7	9	20	1	16	9
London	20	43	238	20	90	4	12	36	38	7	25	25
North East	4	2	9	25	13	0	1	1	0	0	4	4
North West	17	11	23	13	116	1	8	6	5	9	27	23
Northern Ireland	0	0	3	3	10	29	3	3	2	2	3	1
Scotland	6	3	5	1	3	3	79	1	3	2	5	4
South East	10	15	58	3	33	1	9	33	13	3	26	13
South West	7	11	9	1	18	0	4	15	40	1	5	4
Wales	2	0	3	4	2	0	2	0	6	38	7	1
West Midlands	12	16	38	3	33	3	35	3	18	6	24	22
Yorkshire And The Humber	14	9	22	16	23	1	14	5	29	8	8	68

However, most contracts issued by East of England contracting authorities were equally distributed to Scaleups in East of England and London; and West Midlands contracting authorities issued almost equally the majority of their procurement contracts to scaleups based in North West (15%) South East (15%), London (14%), East Midlands (14%) and West Midlands (14%). South East contracting authorities issued most contracts to London-based scaleups (31%) and then South East based scaleups (28%).

TOP CONTRACTS AWARDED TO VISIBLE SCALEUP

SCALEUP	DESCRIPTION	REGION	CONTRACTING AUTHORITY	CONTRACT TITLE(S)	SECTOR	VALUE
Oxford Nanopore Technologies Ltd	Oxford Nanopore Technologies develops a range of portable DNA and RNA sequencing devices, that are also capable of characterising epigenetic modifications.	South East	Department of Health and Social Care	Provision of LamPORE testing materials	INDUSTRIAL EQUIPMENT AND MATERIALS	£112.66m JUL
Globus (Shetland) Ltd	Globus designs protective gloves for the manufacturing, engineering, construction, healthcare, oil & gas, and waste management industries.	North West	Department of Health and Social Care	Test kits assay, reagents, training material and support	HEALTH AND SOCIAL SERVICES	£28m APR
Care By Us Ltd	Care By Us provides nursing and home care services.	East of England	Hertfordshire County Council	Supply of FFP3 Respirators	OTHER	£93.71m JUL
Abingdon Health PLC	Abingdon Health specialises in medical diagnostics on samples taken outside of the body.	East of England	Hertfordshire County Council	The Provision of Reablement and Support at Home - Strategic Lead Provider Services	HEALTH AND SOCIAL SERVICES	£84.00m JUL
Abingdon Health PLC	Abingdon Health specialises in medical diagnostics on samples taken outside of the body.	Yorkshire and The Humber	Department of Health and Social Care	Lateral Flow Test Kits	HEALTH AND SOCIAL SERVICES	£75.00m DEC
Bluetree Design And Print Ltd	Bluetree provides commercial printing services, specialising in large format print and 3D POS design and production.	Yorkshire and The Humber	Department of Health and Social Care	Supply of Personal Protective Equipment for Healthcare Workers for the Care of Patients with Suspected or Confirmed Novel Coronavirus (COVID-19)	HEALTH AND SOCIAL SERVICES	£64.10m JUN
Health Care Resourcing Group Ltd	A healthcare recruitment business that provides permanent and temporary staff to clients that include the Ministry of Defence (MOD), NHS, HM Prisons and private sector companies.	North West	South Tyneside Metropolitan Borough Council	Help To Live At Home Service	COMMUNITY AND SOCIAL SERVICES	£52.66m MAR
Ask Real Estate Ltd	Property construction and redevelopment company, specialising in urban developments for the commercial, retail and hospitality sectors.	North West	Home Group	Appointment of a Developer for a New Head Office	CONSTRUCTION	£30.00m NOV
Monarch Acoustics Ltd	Monarch Education Furniture manufactures furniture for schools and colleges.	East Midlands	Department of Health and Social Care	Supply of Personal Protective Equipment for Healthcare Workers for the Care of Patients with Suspected or Confirmed Novel Coronavirus (COVID-19)	HEALTH AND SOCIAL SERVICES	£28.80m MAY
Axis Europe PLC	Axis Europe provides property related services such as building repairs and maintenance to both the private and public sector.	London	Optivo	Sussex Responsive Repairs and Void Works	REPAIR AND MAINTENANCE SERVICES	£28.00m APR

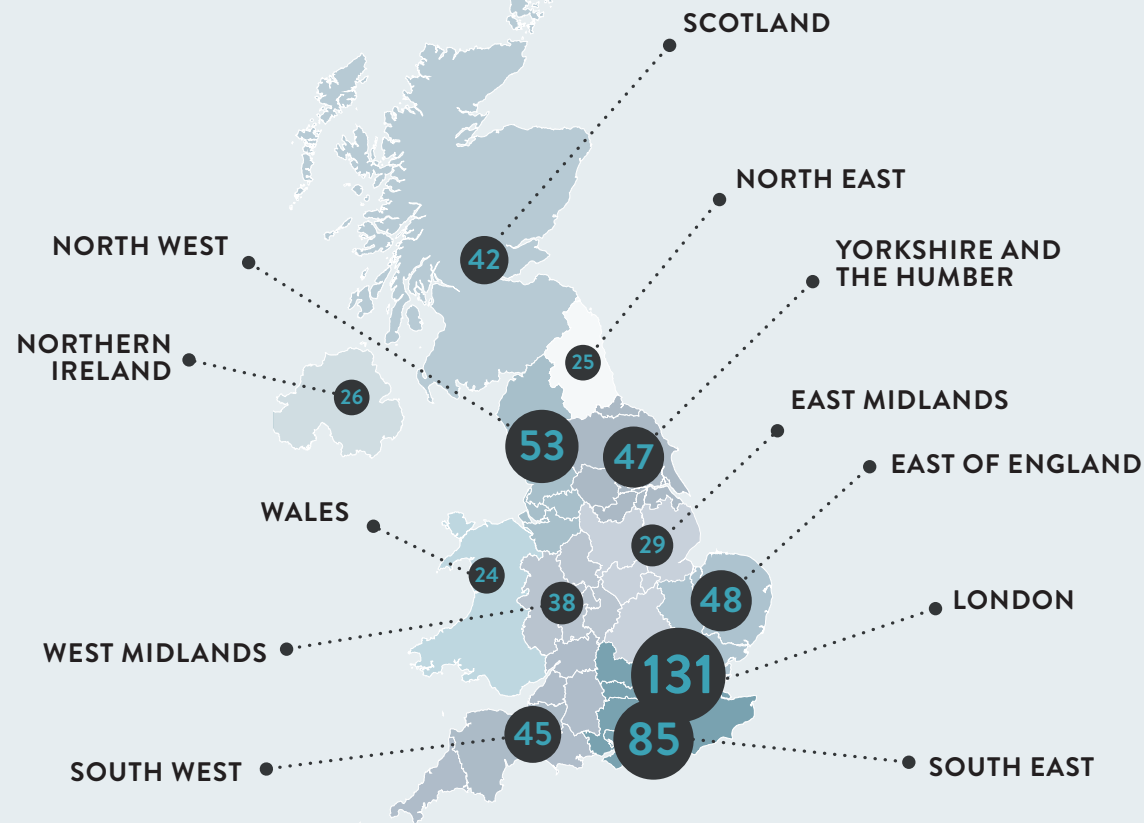


6 of the top 10 awards were related to the COVID-19 pandemic in providing protective equipment, test kits, training material and supporting services.

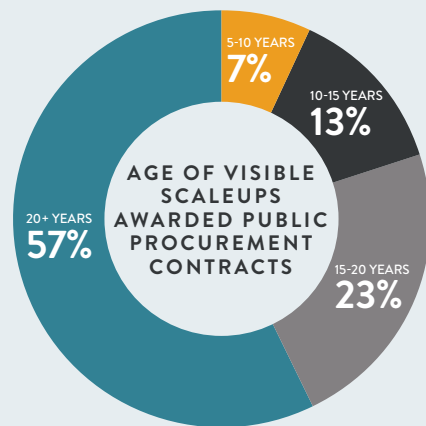
OXFORD NANOPORE TECHNOLOGIES
WINNER
2 of the 10 largest awards

THE DEPARTMENT OF HEALTH AND SOCIAL CARE
issued over
50%
of the top ten contracts
by value in 2020

Like in previous years the visible scaleups that won contracts issued in 2020, were largely concentrated in London and the South East.

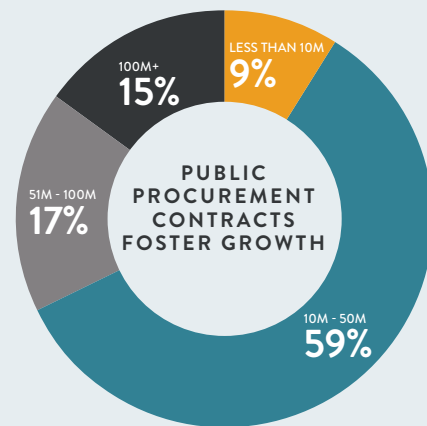


TOP REGIONS OUTSIDE LONDON



More experienced scaleups awarded most public procurement contracts

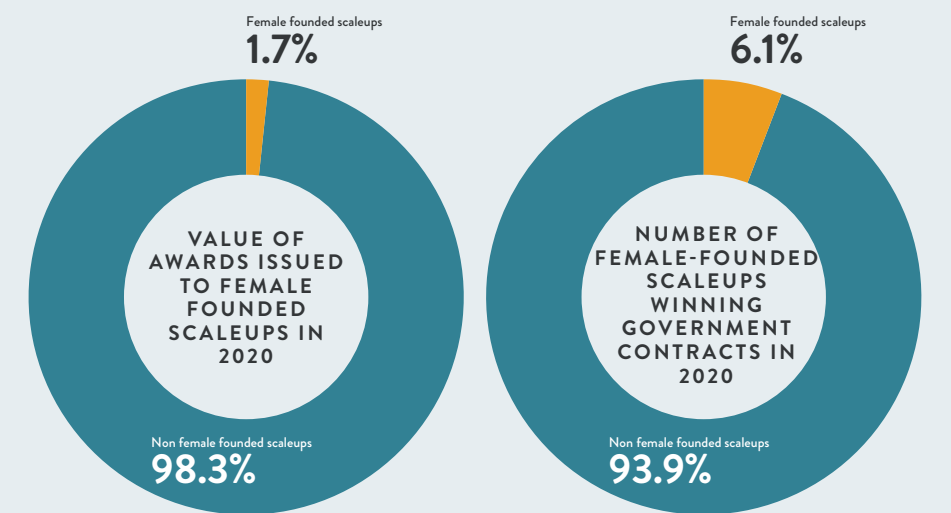
8 in 10
contracts awarded to scaleups aged more than 15 years old



6 in 10
scaleups awarded a procurement contracts in 2020, had turnover between £10m-£50m

36
FEMALE FOUNDED SCALEUPS WON PUBLIC PROCUREMENT CONTRACTS

WORTH £32.5m



In 2020 **2x** more FF scaleups won government contracts with a... **3x** higher award value compared to 2019

B.C.B. International Limited	Board Intelligence Limited	Bodywise (UK) Limited	C & C Catering Equipment Limited	Cadline Limited
Capital Care Group Limited	Cdsm Interactive Solutions Limited	Diabetes Digital Media Limited	Diversity Travel Limited	Direct Medics Limited
Ebeni Limited	Eden Scott Limited	G3 Remarketing Limited	Gibbs Hybrid Limited	H & A Mechanical Services Limited
Hobbs Rehabilitation Limited	In Cloud Solutions Limited	J & B Hopkins Limited	Lemon Business Solutions Limited	Let ME Play Limited
London Hire Limited	Mega Resources Limited	Middleton Food Products Limited	Montpeliers (Edinburgh) Limited	Morningside Pharmaceuticals Limited
Nurse Plus And Carer Plus (UK)	Pacific Care Limited	Polecat Limited	Potensial Limited	Q5 Partners LLP
Quantumdx Group Limited	R.N. Wooler & Company Ltd	Resolute Care Limited	The Agency of Someone Limited	W M Donald Limited
Yesss (A) Electrical Limited				

PUBLIC PROCUREMENT & NET ZERO

IN 2020, **7** SCALEUPS WERE AWARDED **8** CONTRACTS WHICH DIRECTLY REFERENCED NET ZERO. THESE CONTRACTS CAME FROM A VARIETY OF SECTORS, INCLUDING:



RENEWABLE ENERGY PROJECTS



SUSTAINABLE TRANSPORT WITH A FOCUS ON ELECTRIC VEHICLES



THE DEVELOPMENT OF ENERGY-EFFICIENT HOUSING SYSTEMS

5 in 8

AWARDS WERE ISSUED BY CENTRAL GOVERNMENT

OVER THE LAST **5 YEARS**

1,022
CONTRACTS AWARDED DIRECTLY REFERENCED TO NET ZERO

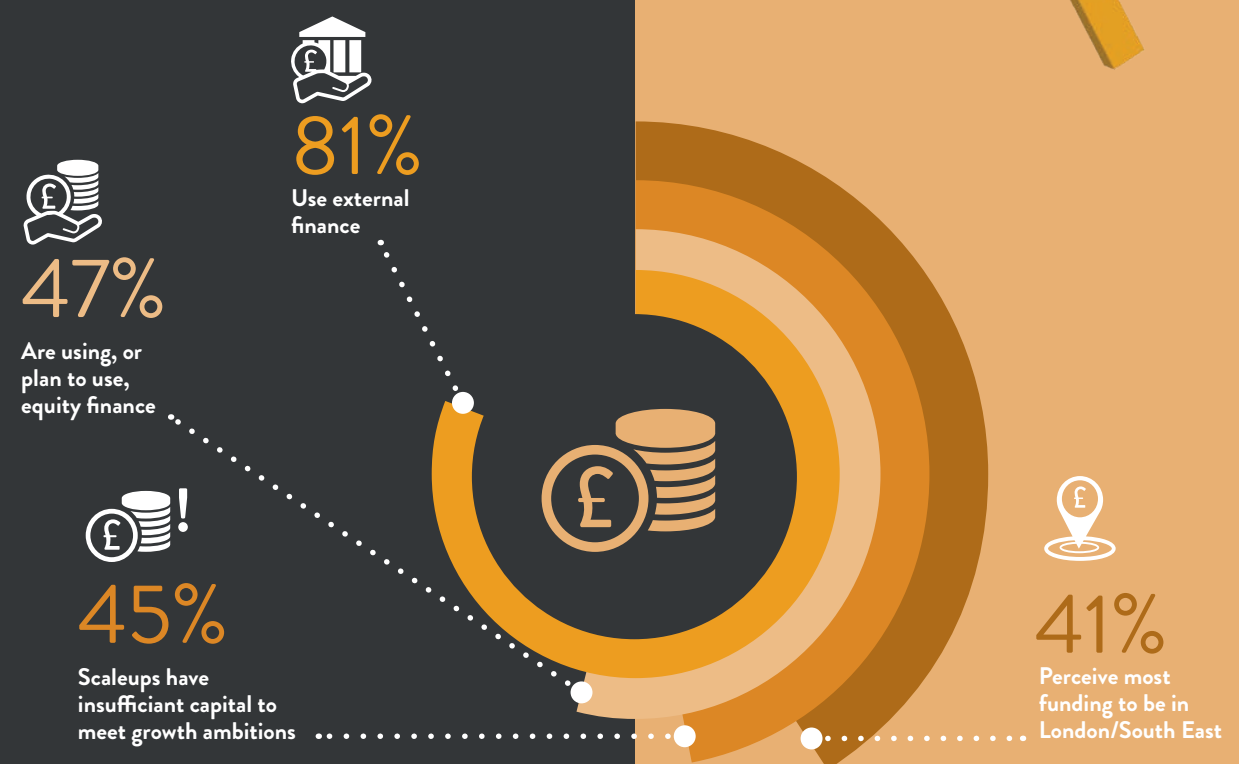
62
OF THESE WERE AWARDED TO 35 VISIBLE SCALEUPS

WORTH £75m

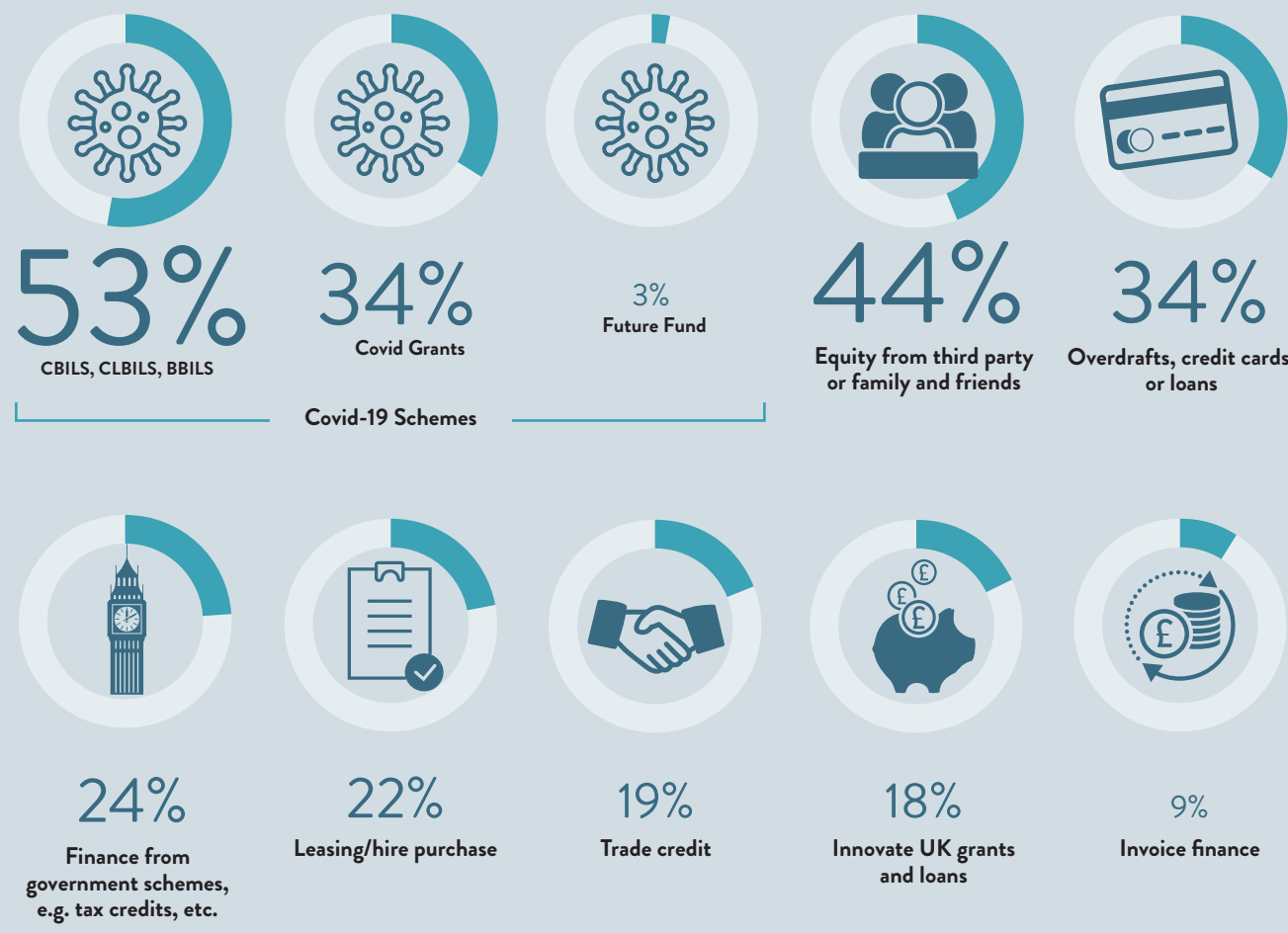
MOST PROMINENT SCALEUPS WINNING CONTRACTS
Vivid Economics, Chargemaster, Genserv and Oxford Policy Management

£46.8m
ACCOUNTING FOR OVER HALF OF THE TOTAL VALUE

The Finance Perspective



SOURCES OF FINANCE



KEY SOURCES OF EQUITY

Positivly there is greater awareness of equity finance with scaleup leaders saying they don;t know anything about this type of finance halving from 10 to 5 percent since 2019.



BARRIERS TO FINANCE



ENERGISING SCALEUPS THROUGH PEER NETWORKS



Scaleup Leaders consistently tell us about the great value they derive from learning from their peers. Strong, trusted peer networks between scaleups can have a powerful impact on their individual performance, and they must be fostered.

Progress has been made across the country with many programmes embedding peer to peer activities in existing support and establishing new purpose built groups for local scaleups.

Innovate UK EDGE and the ScaleUp Institute have also piloted regional groups around the UK for scaling innovation-led businesses within Innovate UK's portfolio.



OVER 120 BUSINESSES ENGAGED SO FAR

20% female participants | 11% BAME participants



PEER TO PEER:
COMMUNITY OF SUCCESS

KEY ELEMENTS OF EFFECTIVE SCALEUP PEER NETWORKS

PARTICIPANTS SHOULD ALWAYS DRIVE THE AGENDA FOR DISCUSSION.

Not the sponsors of the network or those who organise or facilitate the meetings.

EFFECTIVE CURATION REALLY MATTERS.

Enabling members to share different experiences and expertise at appropriate events and forums can optimise peer learning.

HAVE A MIX.

Peer networks work well as both cross-sector and sector-specific groups. Trust between individual members is built more effectively and quickly if they are not commercial competitors.

INCLUDE SCALEUPS AT DIFFERENT STAGES OF BUSINESS GROWTH.

Scaleup leaders learn more effectively from peers who have encountered similar issues to their own, particularly if recently.

DISCUSSIONS MUST BE CONFIDENTIAL.

Effective peer groups discuss their plans, strategy, finance, and people in an open and frank environment.

MAKE EACH MEMBER ACCOUNTABLE TO THE GROUP.

Scaleup peer networks should report on their progress to one another, testing plans and assumptions with time bounded measurable goals.

INNOVATION

- Accessing grants and funding - how to make successful applications
- Developing an innovation culture

BUILDING LEADERSHIP CAPACITY

- Developing soft skills and behaviours, e.g. communication
- Building out top teams
- Succession planning
- Accessing NEDs and building a board

ACCESS TO FINANCE

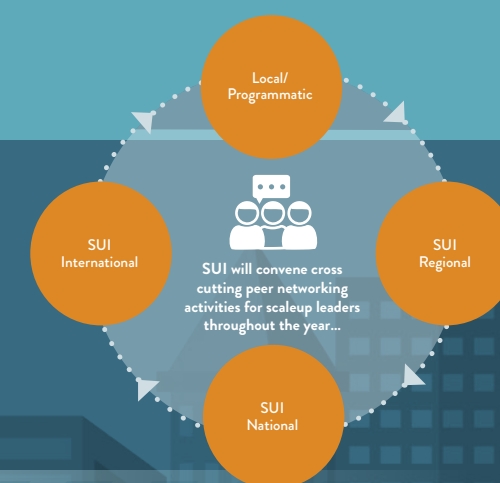
- Accessing different forms of growth capital, different types of investors
- Working capital for growth
- Planning exit

ACCESS TO MARKETS

- Building sales and markets
- Setting up a sales team, building metrics, etc.
- Branding & marketing
- Managing supply chains
- Accessing international markets

TALENT & SKILLS

- Attracting and retaining talent - being a 'destination for talent'.
- Creating a culture of scaling up
- Talent mapping and workforce planning
- Building wellbeing & resilience in teams
- Managing conflict



Enhancing international connectivity for a selective group of UK scaleups with peers in key global markets

Bringing together scaleup peers from every part of the UK more broadly and with sectoral focus at key national events like the ScaleUp Annual Review

Joining up scaleup leaders at a regional level from various local & programme solutions in cross cutting peer networks

Local, private and education peer activities provided by a range of ecosystem players as part of programmes



NATIONAL AND LOCAL PROGRAMMES

TOTAL PROGRAMMES: 203			
GENERAL WITH SCALING ELEMENTS	61	SCALING FIRM FOCUS	78
		SUI ENDORSED / ONE TO WATCH	64

NATIONAL PROGRAMMES ENDORSED & ONES TO WATCH

TALENT DEBATEMATE CAREERS & ENTERPRISE COMPANY F4S (FORMERLY FOUNDERS4SCHOOLS) GOOGLE DIGITAL GARAGE LIFESKILLS, CREATED WITH BARCLAYS TEACH FIRST: CAREERS LEADER PROGRAMME	LEADERSHIP ROYAL ACADEMY OF ENGINEERING: RAENG SCALE UP ACCELERATOR GOLDMAN SACHS 10,000 SMALL BUSINESSES UK TECH NATION: UPSCALE THE SUPPER CLUB VISTAGE	MARKETS SHARING IN GROWTH (SIG) SILICON VALLEY COMES TO THE UK (SVC2UK) MATCH MAKER VENTURES
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FINANCE CAMBRIDGE INNOVATION CAPITAL (CIC) FROG CAPITAL MMC VENTURES ACCEL AMADEUS CAPITAL BALDERTON CAPITAL BERINGEA	BGF BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND CROWDCUBE DRAPER ESPRIT EIGHT ROADS ENVESTORS INDEX VENTURES IP GROUP	LDC LIVINGBRIDGE NOTION OCTOPUS TITAN VCT PARTECH SANTANDER GROWTH CAPITAL FUND BREAKTHROUGH PROGRAMME SCOTTISH EQUITY PARTNERS SEEDRS	INFRASTRUCTURE BARCLAYS EAGLE LABS FCA REGULATORY SANDBOX NATWEST ENTREPRENEUR ACCELERATOR DIGITAL CATAPULT
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✓ SUI ENDORSED / ONE TO WATCH

YORKSHIRE AND THE HUMBER 10 MANUFACTURING GROWTH PROGRAMME NORTHERN POWERHOUSE INVESTMENT FUND STRATEGIC BUSINESS GROWTH PROGRAMME SPARK FUND ✓ SHEFFIELD CITY REGION: RISE PRODUCT AND PROCESS INNOVATION THE SUPPLY CHAIN NETWORK MANUFACTURING CHAMPIONS PROGRAMME STRATEGIC BUSINESS GROWTH PROGRAMME AD:VENTURE	SCOTLAND 18 YOUNG PRESIDENTS ORGANISATION LEADERSHIP ESSENTIALS MIT ENTREPRENEURSHIP DEVELOPMENT PROGRAMME PRINCIPALLY WOMEN RURAL LEADERSHIP PROGRAMME SALTIRE FELLOWSHIP LEADERSHIP DEVELOPMENT PROGRAMME SCALE UP SCOTLAND LEADERSHIP PROGRAMME SCOTTISH ENTERPRISE LEADERSHIP	✓ GROWTH ADVANTAGE PROGRAMME PRODUCTIVITY THROUGH PEOPLE UNLOCKING AMBITION CHALLENGE YOUNG PRESIDENTS ORGANISATION ✓ SCALE UP SCOTLAND ✓ SCOTTISH ENTERPRISE GROWTH INVESTMENT TEAM ✓ SCOTTISH EQUITY PARTNERS PATHFINDER ACCELERATOR IMPACT30 NEXUS
NORTHERN IRELAND 11 HALO BUSINESS ANGEL NETWORK (HBAN) IOD ACADEMY KERNEL CAPITAL SCALING FOR GROWTH TECHSTART NI WAY TO SCALE ACCESS TO FINANCE AMBITION TO SCALE LEADERSHIP 4 GROWTH LEADER PROGRAMME SCALEX ACCELERATOR PROGRAMME	NORTH EAST 11 ARCH SUPPLY CHAIN NORTH EAST BESPOKE BIDS LTD (BBL) BUSINESS SCALEUP SERVICE ✓ SCALE-UP LEADERS ACADEMY HOLDERNESS COAST, FISHERIES LOCAL ACTION GROUP (FLAG) FUNDING NORTHERN POWERHOUSE INVESTMENT FUND SCALEUP NORTH EAST EXECUTIVE WOMEN LEADERS SKILLS FOR GROWTH BOOST BESPOKE PROGRAMME	
EAST MIDLANDS 25 HIGH PERFORMANCE LEADERSHIP PROGRAMME SCALE UP MANAGEMENT AND LEADERSHIP PROGRAMME BUILDING BETTER SUPPLY CHAINS IN GREATER LINCOLNSHIRE DIGITAL DEVELOPMENT PROGRAMME DIGITAL GROWTH PROGRAMME GAIN ENTERPRISE GROWTH PROGRAMME GRANTS4GROWTH GREEN BELLE LEICESTER CREATIVE BUSINESS DEPOT LORICI & BUSINESS INSPIRATION PROGRAMME MANUFACTURING GROWTH PROGRAMME MIDLANDS ENGINE INVESTMENT FUND SKILLS SUPPORT TO THE GREATER LINCOLNSHIRE WORKFORCE SOLSTICE EXECUTIVE LEADERSHIP AND MANAGEMENT GREATER LINCOLNSHIRE AGRI-FOOD INNOVATION PLATFORM (GLAIFP) INVEST TO GROW LEICESTER INNOVATION HUB THE BIG HOUSE PROGRAMME ✓ CRANFIELD SCHOOL OF MANAGEMENT: BUSINESS GROWTH PROGRAMME DIGITAL UPSCALER WOMEN IN LEADERSHIP COURSE SMART INNOVATION AND NETWORKING FOR GROWTH BUSINESS GROWTH GRANT ✓ BIZSMART	NORTH WEST 19 ✓ ALDERLEY PARK CHESHIRE AND WARRINGTON GROWTH HUB GREATER CONNECTED NEW MARKETS 2 NORTHERN POWERHOUSE INVESTMENT FUND RECIPE4SUCCESS SPARK2SCALE STEP INTO HEALTHCARE GROWTH CATALYST MBA BUSINESS SCALE-UPS ✓ PRODUCTIVITY THROUGH PEOPLE SCALE-UP FORUM CREATIVE SCALE-UP PROGRAMME TWO ZERO INNOVATION SPRINT PROGRAMME E3M FUTURE INNOVATION FUND GATHER ✓ GREATER MANCHESTER GLOBAL SCALE UP PROGRAMME EXCEED HROUGH PEOPLE SCALE-UP FORUM	
WEST MIDLANDS 23 THE PLATINUM GROUP BUSINESS ENERGY EFFICIENCY PROGRAMME MANUFACTURING GROWTH PROGRAMME MIDLANDS ENGINE INVESTMENT FUND SMARTER GROWTH AGRI-TECH GROWTH AND RESOURCES FOR INNOVATION AMCASH BUSINESS SUPPORT SERVICES ASTON SMALL BUSINESS GROWTH PROGRAMME BUILT ENVIRONMENT CLIMATE CHANGE INNOVATION (BECCI) CREST FOCUS DIGITAL PROJECT INNOVATION VOUCHERS KEEN ✓ PRODUCTIVITY THROUGH PEOPLE SMART CONCEPT FUND SCITECH INNOVATION HUB BIZSMART ASTON BUSINESS MENTORING PROGRAMME WM CREATIVE SCALE UP PROGRAMME CREATIVE BUSINESS RESPONSE AND RESILIENCE PROGRAMME ELEVATE GROWTH PROGRAMME BETADEN BIZSMART SMARTBOARDS	EAST OF ENGLAND 26 CAMBRIDGE WIRELESS FUTURE BUSINESS CENTRES SCHOOL FOR SCALE-UPS TRAINING COURSES APPRENTICESHIPS NORFOLK BUSINESS SUPPORT ✓ CAMBRIDGE CLUSTER INSIGHTS MANUFACTURING GROWTH PROGRAMME NEW ANGLIA ADVANCED MANUFACTURING GROUPS SCALE UP NEW ANGLIA SCALEUP ADVICE ACCELERATE CAMBRIDGE ✓ BABRAHAM RESEARCH CAMPUS ✓ CRANFIELD BUSINESS GROWTH PROGRAMME INNOVATION BRIDGE KEEP+ KNOWLEDGE TRANSFER PARTNERS LOW CARBON INNOVATION FUND ARISE STRATEGIC BUSINESS GROWTH PROGRAMME SILVER TO GOLD GROWTH PATHWAY SCALE UP MASTERMIND PATHWAY SCALE UP MASTERCLASSES SCALE YOUR BUSINESS GROWTH WORKS ONE NUCLEUS	
WALES 4 ✓ DEVELOPMENT BANK OF WALES ACCELERATED GROWTH PROGRAMME SETSQUARED SCALE UP PROGRAMME SUSTAINABLE SCALE UP CLUSTER	SOUTH EAST 23 BUSINESS UNITED FINANCE SOUTH EAST FUTURE BUSINESS CENTRES ✓ LEVEL39 ✓ OCTOPUS TITAN VCT ESCALATOR PROGRAMME ✓ MAYOR OF LONDON'S INTERNATIONAL BUSINESS PROGRAMME ✓ INNOVATING FOR GROWTH MANUFACTURING GROWTH PROGRAMME SCALE UP ASHFORD SCALE UP BERKSHIRE SOUTH EAST BUSINESS BOOST THAMES VALLEY INVESTMENT NETWORK KEEP+ KNOWLEDGE TRANSFER CENTRE ✓ BRITISH LIBRARY INNOVATING FOR GROWTH (ENDORSED) ✓ BAMBOO CLUB ✓ SCALE UP NETWORK ✓ CEO CLUB ✓ HENLEY BUSINESS ANGELS ESCALATE BUSINESS INVESTMENT FUND CAPITAL GRANT SCHEME HARWELL CROSS-CLUSTER INDUSTRIAL ENGAGEMENT PROOF OF CONCEPT	
SOUTH WEST 10 TRANSFORM ✓ ENGINE SHED HEART OF THE SOUTH WEST GROWTH SUPPORT PROGRAMME ENTERPRISE SOLUTIONS ✓ PRODUCTIVITY THROUGH PEOPLE SCALE-UP PROGRAMME ✓ INSPIRE ELITE (OTW) CIOS INVESTMENT FUND FUTURE FOCUS CIOS SKILLS HUB		



LOCATION, LOCATION, LOCATION

Driving UK economic growth through scaleup ecosystems

LOCAL EXEMPLARS

2017/18 ● 2019/20/21 ●

SCOTLAND: COMBINING SCALEUP FORCES, PUBLIC AND PRIVATE SECTOR PARTNERS COLLABORATE TO BRING BENEFITS TO SCALEUPS

MANCHESTER UNIVERSITY: SCALEUP FORUM POWERING LOCAL PEER-TO-PEER NETWORKS

NORTHERN IRELAND: 2021 A YEAR OF SCALEUP RESILIENCE

LIVERPOOL: MASTERING SCALING UP THROUGH MBAS, LEADERSHIP PROGRAMMES & AN INNOVATION FUND

GREATER BIRMINGHAM AND SOLIHULL: DEVELOPING CROSS SECTOR SCALEUP SUPPORT

WORCESTERSHIRE: COMMERCIALISING INNOVATION AND GROWING LOCAL CLUSTERS VIA SEGMENTED SCALEUP SUPPORT AND PEER LEARNING

WEST OF ENGLAND: CREATIVE SCALEUP SUPPORTING LOCAL CLUSTERS

HEART OF THE SOUTH WEST: LEVERAGING UP: BUILDING ON LEARNING FROM WHAT ALREADY WORKS

CORNWALL & ISLES OF SCILLY: SCALING IN RURAL AND COASTAL LANDSCAPES THROUGH SEGMENTATION AND TARGETED ACTION

SCALEUP NORTH EAST: A PROGRAMME DESIGNED AND DELIVERED BY ENTREPRENEURS, FOR ENTREPRENEURS

LANCASHIRE: BOOSTING LOCAL GROWTH BY DEVELOPING A PLATFORM FOR SCALEUP LEADERS

LEEDS CITY REGION: BUILDING PUBLIC/PRIVATE COLLABORATION AND SECTOR FOCUSED SUPPORT FOR SCALEUPSS

GREATER MANCHESTER: TAILORED PROGRAMMES TO POWER UP SCALEUPS IN TARGETED SECTORS, HELPING THEM GROW AT HOME AND ABROAD

SHEFFIELD CITY REGION: RISE: CONNECTING THE TALENT PIPELINE

D2N2: BUILDING ON WHAT WORKS - LEARNING FROM UPSCALERS

CAMBRIDGESHIRE AND PETERBOROUGH: ENABLING SCALEUP THROUGH DATA DRIVEN OBSERVATION, MAPPING AND TAILORED ENGAGEMENT

NEW ANGLIA: SCALEUP NEW ANGLIA BUILDING A LOCAL SCALING PIPELINE WITH STRUCTURED REFERRALS ON TO THE ESCALATOR OF SUPPORT

OXFORDSHIRE: SEGMENTING SUPPORT FOR SCALEUPS AND DEVELOPING WORLD CLASS INFRASTRUCTURE

THAMES VALLEY BERKSHIRE: SCALEUP BERKSHIRE: CONNECTING SCALEUPS TO GROW THROUGH SHARED IDEAS, EXPERIENCES AND OPPORTUNITIES

SOUTH EAST: ADOPTING A TAILORED APPROACH TO SCALEUP SUPPORT BUILDING ON LESSONS LEARNED

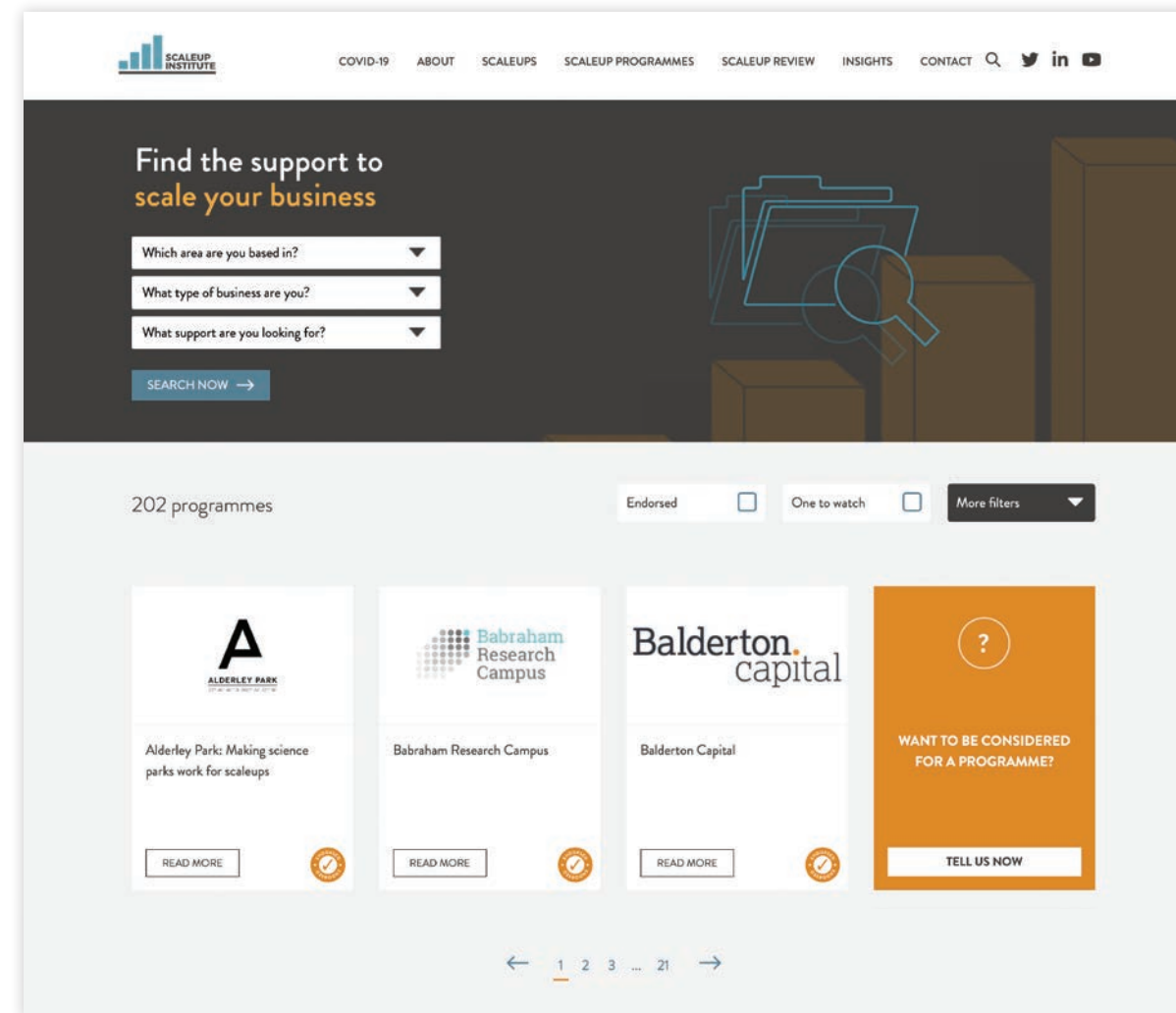
COAST TO CAPITAL: SUSTAINING SCALEUP SUPPORT WITH RELATIONSHIP MANAGEMENT AND PEER ENGAGEMENT

SOME OF THE PROGRAMMES EMERGING SINCE DEG

Scaleup Northeast Scaleup Berkshire Scale Up Lancashire Scotland Can Do Scale



FIND OUT MORE ONLINE: SUPPORTING SCALING BUSINESSES - The journey since 2014

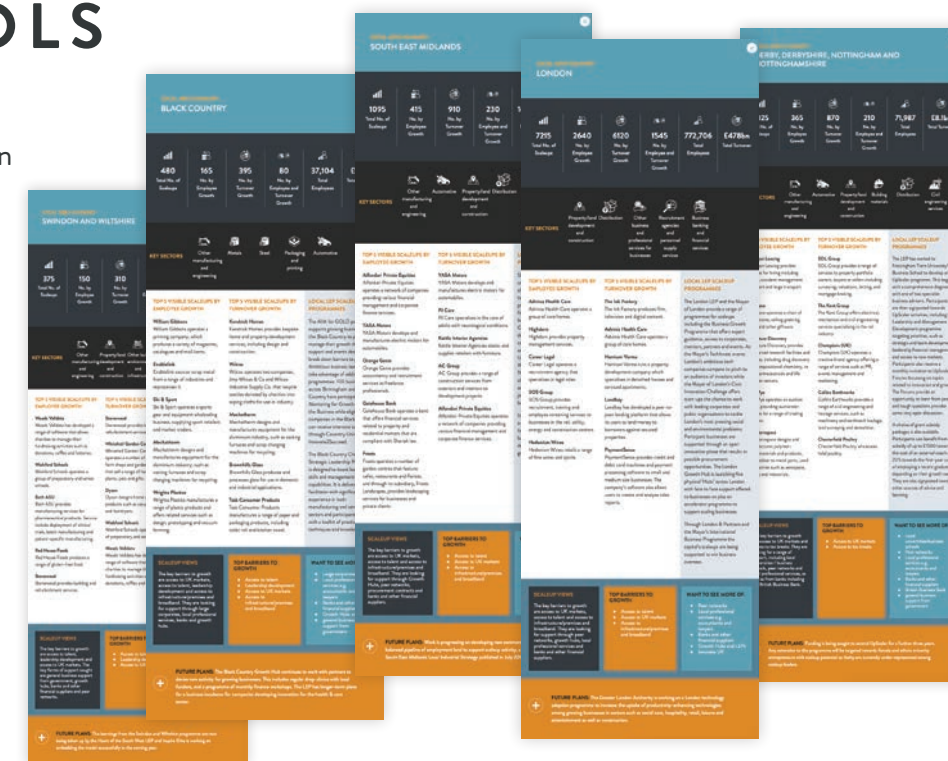


LOCAL TOOLS

Annexes detailing all LEP areas and each devolved administration are available on the SUI website

THESE INCLUDE:

- Number of scaleups
- Top scaleups in the area
- Local Scaleup Programmes
- Local Scaleup Views
- Top three barriers to growth
- What scaleups want more of
- What next / future plans



LEADING PROGRAMMES



Talent and Skills





Leadership





Markets





Finance





Infrastructure



NEW CASE STUDIES



Talent and Skills





Leadership





Markets





Finance



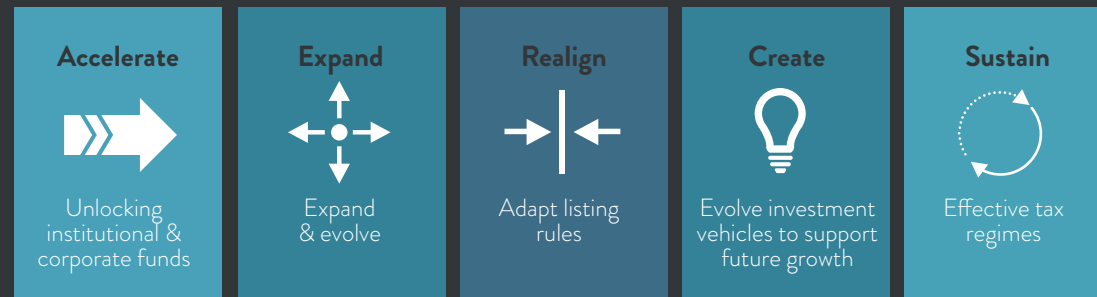


Infrastructure



ENERGISING THROUGH THE FINANCE CONTINUUM

ADDRESSING THE GROWTH CAPITAL GAP



SCALEUP
INSIGHTS

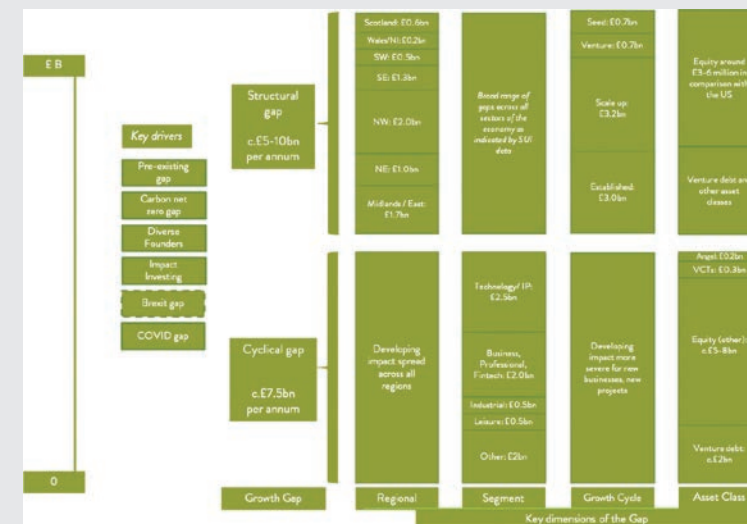


FIND OUT
MORE
ONLINE:
Growth
Capital
and British
Business Bank
insights

GAP

FUTURE OF GROWTH CAPITAL RECOMMENDATIONS

- 1 Create a 'National Blueprint for Growth'
- 2 Accelerate the unlocking of Institutional and Corporate Funding
- 3 Expand and build upon the British Business Bank and our Devolved Nation Development entities, and Regional Funds
- 4 Expand the role and scale of Innovate UK
- 5 Create a Future Opportunity Fund

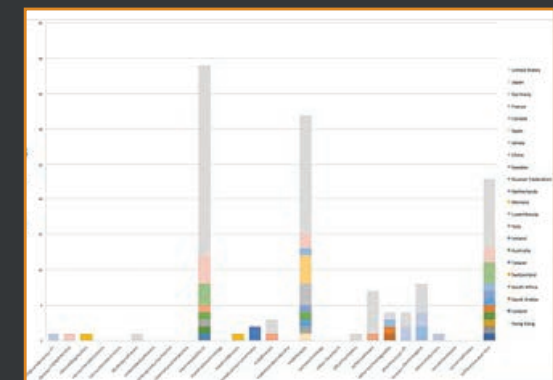


FUTURE OF GROWTH CAPITAL REPORT - MARKET GAP SUMMER 2020

growth capital

PROXY PATTERNS

Proxy pattern of investment per tech sub sector. Shows extent of US investment in Internet Platforms, Mobile Apps and SaaS, other country focus and where there is limited overseas engagement. As well as other country interest.



ENERGISING THROUGH EDUCATION BRITISH BUSINESS BANK REGIONAL ROUNDTABLES

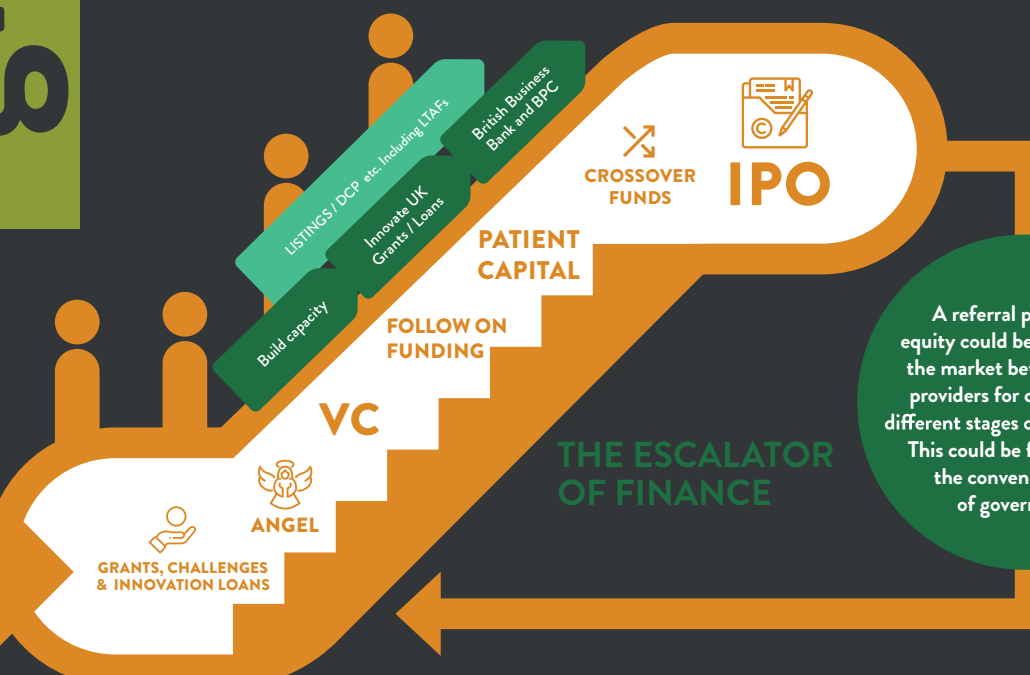
8x
roundtables

5x
education session

450+
attending delegates

£15bn

THE RIGHT
GROWTH FINANCE
NEEDS TO BE AVAILABLE



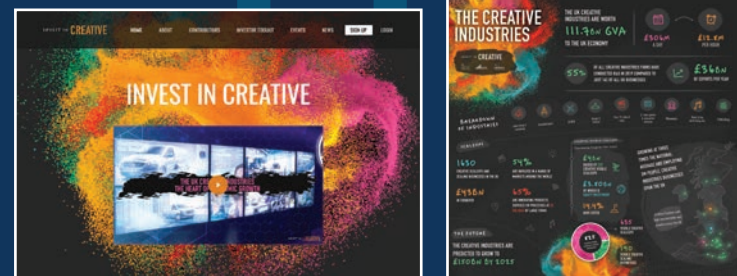
ENERGISING SCALEUP SECTORS

CREATIVE INDUSTRIES

Peer to Peer Learning about investing in the creative industries via 5 sector-specific modules drawing on more than 50 investors, industry experts and successful founders.



Link to Insight:
Driving investment
and growth in the
creative industries



200+

investors have signed up to the platform with an approximate investment capacity of £300m.

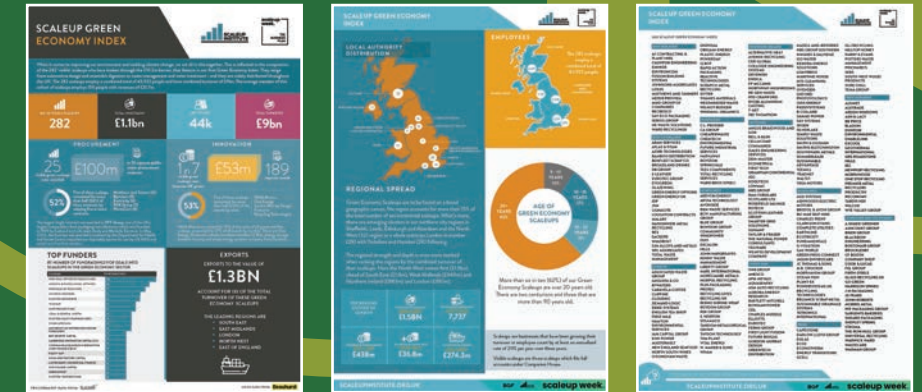
GREEN ECONOMY

31%

of scaleups say they are operating in the green economy

32%

1 in 3 scaleups are innovating to reduce their carbon output and energy consumption or improve environmental performance.



FEMALE FOUNDERS



39%
of visible scaleups have a female founder or director.



Link to Insight: Scaling Perspectives:
Diverse Scaleup



LIFESCIENCES



Link to Insight: Building
the UK as a Life Sciences
superpower - the power of
clusters and collaboration



FINTECH



2020 RECOMMENDATIONS PROGRESS

STRONG PROGRESS

PROGRESS

FURTHER PROGRESS NEEDED

SIGNIFICANT PROGRESS NEEDED

01



ENHANCE DATA ACCESS & VERIFICATION

A verification process with Government should be created to allow for local and national stakeholders to verify the 'Scaleup status' of a business, building on the recent work of the ScaleUp Institute with Government. This should tap into datasets that combine ONS, Companies House and HMRC datapoints to enable stakeholders to fast track solutions to scaleup leaders.

If necessary, legislation should be passed to enable this strategy to be implemented effectively and be factored into any future data strategy. In the meantime, the scaleup data pilots initiated with Government should be continued.

02



CONNECT TALENT - SCALEUP VISA

A 'Scaleup Visa' should be made available in communities where there are 100+ scaleup companies to enable scaleup leaders, across all sectors, to recruit the staff they need to increase their capacity to grow. The Government should make the international skills needs of scaling businesses a priority. Local authorities, education establishments, advisory and finance companies should be able to be sponsors of such.

03



ALIGN FUNDING TO LOCAL SCALEUP INITIATIVES

Funding for local communities should continue to be tied to the effective deployment of initiatives that close the scaleup gap as well as the results and impacts that they have on the number of scaleup businesses in their area. Every local area should have a scaleup strategy, including an access to markets strategy for scaling businesses. A scaleup cluster map should be developed based on currently available datasets.

04



DEPLOY LOCAL SCALEUP CHAMPIONS

All local communities should appoint a Scaleup Champion and develop a relationship management structure for scaleup businesses.

05



SEGMENT SCALEUPS LOCALLY & NATIONALLY

The next Government – in any initiatives and Comprehensive Spending Review – should ensure that funding for impactful business support (whether it be mentors, leadership or networks) has a significant focus and segmentation towards our scaleup businesses, which are generators of wealth, exports and productivity to the UK economy. No gap in scaleup support provision is allowed to arise in light of the UK's changing relationship with the EU.

06



IMPLEMENT SCALEUP EXPORT STRATEGY

We recommend that Central Government implements its export strategy and ensures a significant portion of resources to scaleups, including the EITA service and trade missions for scaleups. All local areas should be encouraged to set up a local exchange programme for scaling businesses, such as that developed by the Mayoral 'Go to Grow' campaign in London.

07



SIMPLIFY ACCESS TO PUBLIC PROCUREMENT

We recommend that Public bodies use the Visible Scaleup Public Procurement Index to further improve their understanding and reporting on the procurement from UK scaleups, including scaling businesses not yet visible at Companies House. All public bodies should improve the way opportunities are promoted to scaleup companies by significantly raising the visibility of procurement champions and ensuring their roles have objectives and measurements. The Government should continue the evolution of Contracts Finder to become a smart platform and continue to develop more scaleup specific 'meet the buyer' events working with local areas and build on the current work underway as regards sandbox environments.

08



IMPROVE CORPORATE/ SCALEUP COLLABORATION

Large companies should report on the level of collaboration and procurement they source from scaleup companies. Any procurement contracts with Government should require an increase in the amount of business undertaken with scaleups as part of the contracting process which should be monitored.

09



ENHANCE LINKS WITH EDUCATORS & PEERS

The Department for Education, Local Enterprise Partnerships and the Careers & Enterprise Company should use their convening and promotional power to ensure that students at schools, colleges and universities come into contact with business leaders and that APIs to the National Pupils database and the destinations database (with suitable protections) are made available so that the impact of these interventions can be measured. The public, private and education sector should continue to work together to close the gap on provision of high-quality flexible scaleup leadership programmes, including mentoring, peer networks and matchmaking of non-executive directors who have scaled businesses before. Better connections should also continue to be made between national programmes and local ecosystem leaders.

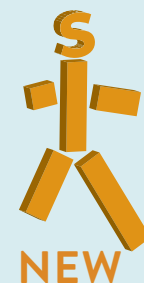
10



CLOSE THE FINANCE GAP

Government and industry ensure progress is made closing the finance gap for scaleup by continuing the work to implement the Patient Capital Review. Growth finance to be included as core curriculum in all local scaleup leadership programmes enabling them to seek out and secure the most appropriate funding at each stage of their company's growth. The status of current EU sources of funding needs to be monitored, and replaced as appropriate.

2021 RECOMMENDATIONS



1



DATA

Use Data To Identify And Facilitate Connection To And Access By Scaleups.

2



TALENT

Connect Talent - Implement the Scaleup Visa and Ensure Talent Schemes (such as apprenticeships/ work experience) are dialled up and aligned to Scaleup Needs. Ensure enhanced connections between scaleups and educators leveraging Careers Hubs. Mandate examination of, or develop appropriate accreditation for, Computing (including Digital skills) in Computing in Secondary Education, Continue to foster Lifelong learning.

3



SCALEUP CLUSTERS & HUBS

Align Funding to Local Scaleup Initiatives and Create Scaleup Hubs In Every Locality / Strategic Sector to increase the Scaleup Density and Trends over Time. Make the UK a frictionless environment be and locate to Scale.

4



CHAMPION SUCCESS

Deploy Local Scaleup Champions. Knowledge share. Scaleup and coordinate interventions that work.

5



SEGMENTATION

Segment Scaleups Locally & Nationally; including dedicated relationship managers for scaling businesses as part of a High Growth Team strategy.

6



EXPORT

Align Greater Export Resources To Scaleups, At Home And Abroad, Including Dedicated International Programmes.

7



PROCUREMENT

Simplify and Increase Scaleup Access to Public Procurement And R&D Collaboration

8



COLLABORATION

Improve Corporate/ Scaleup Collaboration

9



PEER TO PEER

Improve Corporate/ Scaleup Collaboration

10

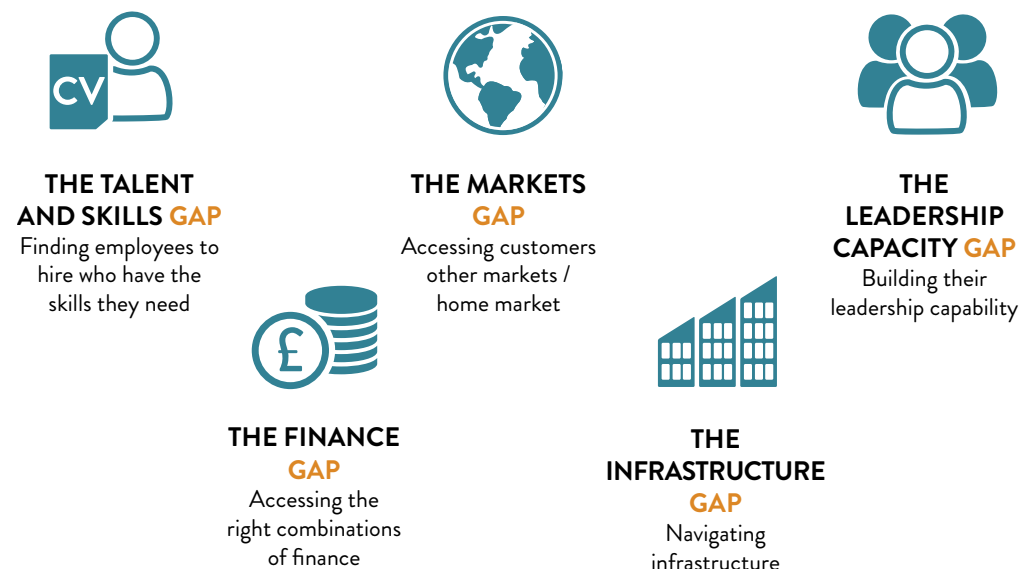


GROWTH CAPITAL

Close the Growth Capital Gap across the Continuum of finance; increase connectivity between investors and scaleups and the knowledge in both.

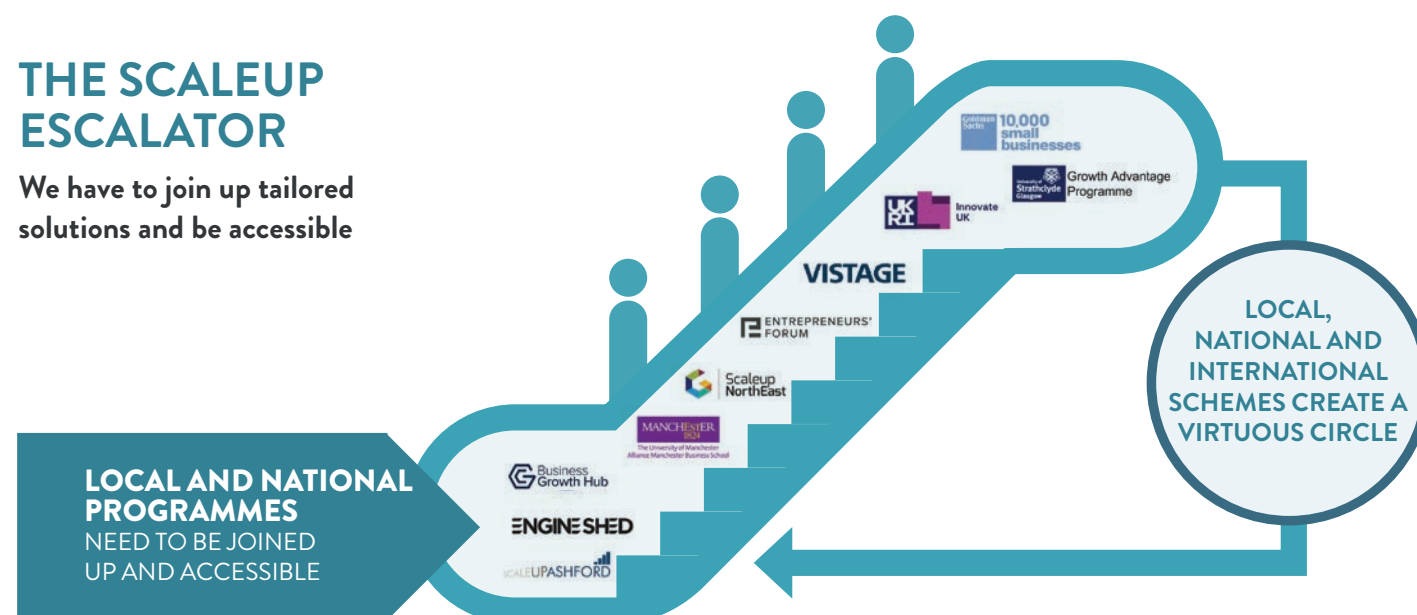
THE 5 KEY SCALEUP CHALLENGES

Remain with access to UK and international markets and talent dialling up



THE SCALEUP ESCALATOR

We have to join up tailored solutions and be accessible

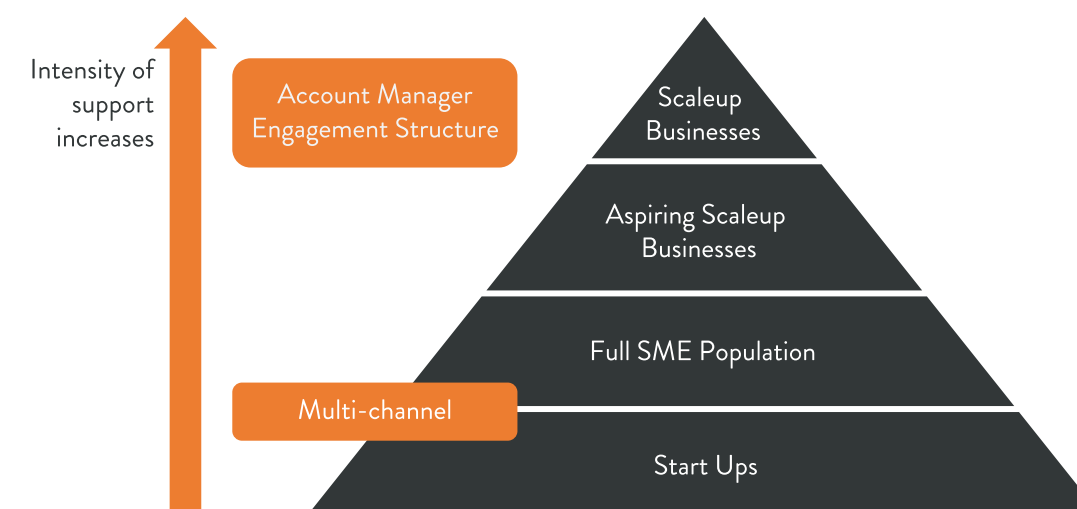


We need to build clusters and hubs with joined up solutions and nurture our scaling pipeline and scaleups in a proactive relationship manner to enable their fullest growth.

WE NEED TO SEGMENT BUSINESSES

**According to growth,
aspiration and potential**

Account Managers will actively engage with Scaleup Businesses within local areas, working with them to understand their developing needs as they grow. They will provide appropriate suggestions, and make sensible introductions both within the local ecosystem and relevant national programmes across the public and private sector.



WE HAVE TO HARNESS AND ALIGN RESOURCES

To address our scaleup challenges

TARGETING, COORDINATING & PROMOTING SCALEUPS

SCALEUP ECOSYSTEM	ENTREPRENEURS	GOVERNMENT	EDUCATORS
	LARGE CORPORATES	MEDIA	INVESTORS
SUPPORT	TALENT	CUSTOMERS	INFRASTRUCTURE
	LEADERSHIP	FINANCE	



WE NEED TO USE DATA TO ENABLE TARGETED SCALEUP SUPPORT, INCLUDING VERIFICATION OF THE 'SCALEUP STATUS' OF A BUSINESS TO FAST TRACK SOLUTIONS TO SCALEUP LEADERS

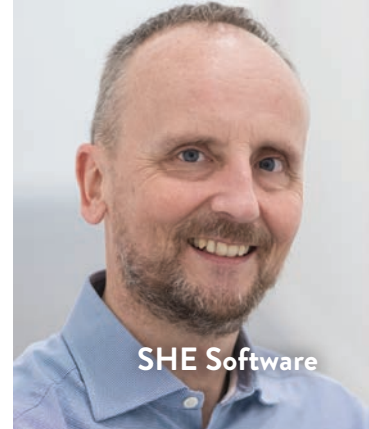


WE NEED TO LEVERAGE BETTER
WHAT WORKS THROUGH
SUI INSIGHTS, KNOWLEDGE
EXCHANGE AND GOOD
PRACTICE



**WE NEED TO CHAMPION
SCALEUPS – THEIR SUCCESS
STORIES AND ROLE MODELS**

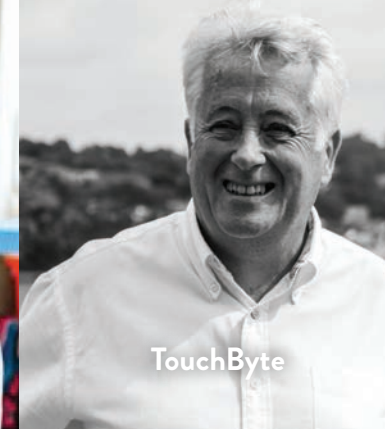
SCALEUP STORIES



SHE Software



The Strings Club



TouchByte



Zerolight



Cutitronics



Chase Plastics



Olivehorse



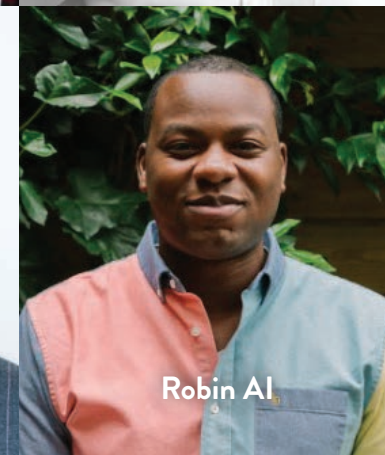
Consilia Legal



Bio-Bean



DPO Centre



Robin AI



SnapDragon Monitoring



87 Percent



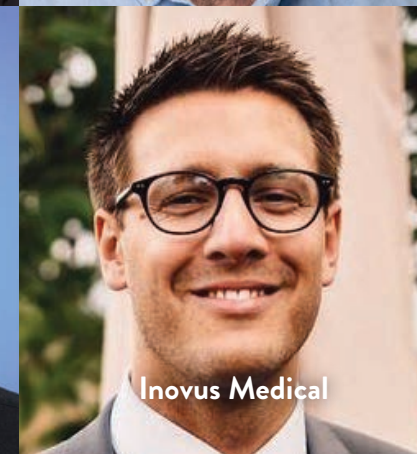
Doris Jones



Connect Assist



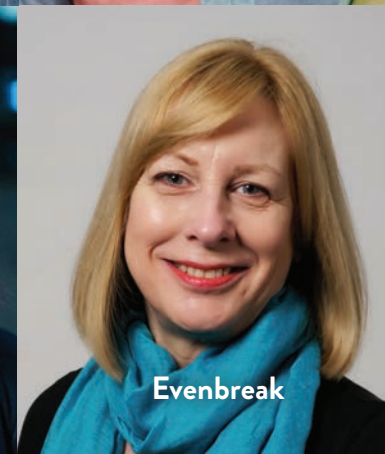
Future DJs



Inovus Medical



Triggera



Evenbreak



Ooni



Gousto



Iceotope



Fundamentals



Otto Car



Form 3a



Urban Planters



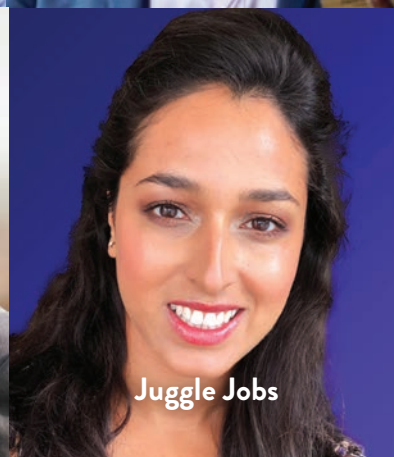
Guykat



The Figaro Shop



Neueda



Juggle Jobs



On Buy



Loop Technology



Sales Geek



Absolutely Collagen



Sponge Hammer



Blake Mill



THE SCALEUP INSTITUTE

The ScaleUp Institute is a private sector-led, not-for-profit organisation focused on collaborating with policy makers, corporates, finance players, educators and government at a local and national level.

Our mission is to help the UK to become the best place in the world to grow a business as well as start one, and enable our existing high-growth businesses to scale up even further.



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