

# SCALEUP INSTITUTE

## SOUTH WEST SCALEUP INDEX



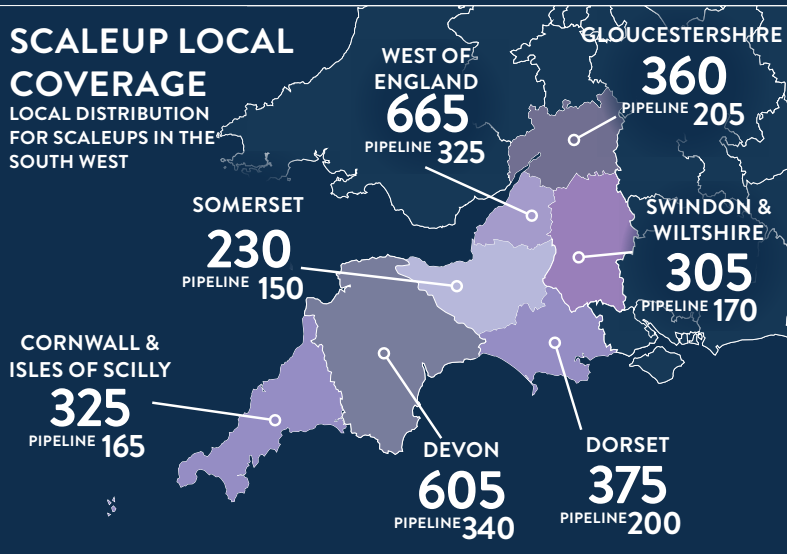
In 2024 this South West ScaleUp Index reflects 2,865 scaleup and 1,555 scaling businesses generating £71.4bn for the South West Economy, and employing more than 393k people. Of the 2,865 scaleups, the majority are growing over 30% yoy in either employment or turnover, and almost a quarter are growing by more than 50%. Furthermore, over 500 have broken through £10.2m in turnover or £5.1m in assets, attaining £1.7bn in external investment. These companies are across all sectors and geographies with Food and Drink and Accommodation and Wholesale and Retail representing the largest sectors. The biggest barriers highlighted by South West Scaleups CEOs to their further growth is Access to Markets at home and abroad; Talent and Infrastructure: ScaleUp Britain wants to make sure we continue to address these challenges and connect South West scaleups to the Money, People and Markets they need to propel their global ambitions.

### SOUTH WEST SCALEUPS OVERALL NUMBERS - ONS DATA



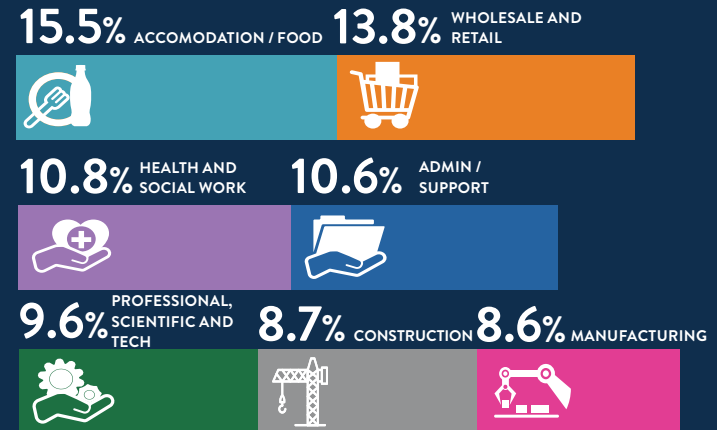
### SCALEUP LOCAL COVERAGE

LOCAL DISTRIBUTION FOR SCALEUPS IN THE SOUTH WEST



### OVERALL SECTORAL COVERAGE ACCORDING TO ONS DATA

ACROSS THE SOUTH WEST KEY SECTORAL CLUSTERS ARE ACCOMODATION & FOOD AND WHOLESALE & RETAIL



Sources: ONS IDBR 2019-2022

### SOUTH WEST VISIBLE SCALEUPS

Based on Companies House data this show the number of scaling businesses breaking through the £10.2m t/o; £5.1m assets and / or 50 employees barrier in 2023.



Innovate UK awarded 129 grants to 39 visible scalars worth £29.6 million supporting their scaleup journey. 20 of these scaleups have raised a total equity investment of £493m, a 16.7x multiplier of their grant funding.

### VISIBLE SCALEUP CLUSTERS

ACROSS THE SOUTH WEST, KEY SECTORAL CLUSTERS ARE BUSINESS AND PROFESSIONAL SERVICES AND INDUSTRIALS



### SOUTH WEST UNICORNS

THERE HAVE BEEN **6** UNICORNS FROM THE SOUTH WEST FROM **5** DIFFERENT SECTORS

- Dyson
- Graphcore
- OVO Energy
- Spectrum Medical
- Vectura
- Vertical Aerospace

- CONSUMER ELECTRONICS
- LIFE SCIENCES
- ARTIFICIAL INTELLIGENCE
- AEROSPACE
- ENERGY



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## TOP FUNDERS WITH 2 OR MORE FUNDRAISINGS

BY NUMBER OF FUNDRAISINGS FOR DEALS INTO VISIBLE SCALEUPS

Business Angel(s)	11	Pitango Venture Capital	4	Aviva Investors	2
Amadeus Capital Partners	9	Atomico	3	Gresham House	2
BGF	9	Baillie Gifford	3	Merian Global Investors	2
Foundation Capital	8	Crowdcube	3	Cornes Technologies	2
Bosch Ventures	8	Dell Technologies Capital	3	Dolby Family Ventures	2
24Haymarket	6	Livingbridge	3	British Business Bank (Direct)	2
IP Group	5	Samsung Catalyst Fund	3	Housing Growth Partnership	2
Mayfair Equity Partners	5	Sequoia Capital	3	Sofina	2
C4 Ventures	4	Winton Investment Management	3	Development Bank of Wales	2

## TOP 5 ADVISORS BY NUMBER OF VISIBLE SCALEUPS ADVISED

KPMG

TLT SOLICITORS

FOOT ANSTEY

BURGES SALMON

PWC

## BARRIERS TO GROWTH FOR SOUTH WEST SCALEUPS

As identified the follow barriers to growth in the recent ScaleUp Institute survey of over 135 scaleup CEOs located in the South West, across all sectors, whose businesses generate £746.5m in turnover and employing over 3,352 people.

### THE KEY CHALLENGES FOR FUTURE GROWTH HOLDING BACK SCALEUPS IN THE SOUTH WEST:

Access to markets in the UK / internationally

72%



Access to the talent you can hire

58%



Access to infrastructure

45%



Access to the right debt / equity finance

34%



Leadership development

21%



## SOUTH WEST SCALEUPS WANT MORE OF RELATIONSHIP MANAGEMENT AND IDENTIFICATION



**7 in 10** would like a single point of contact to act as a relationship manager for them. South West scaleups are happy to be identified on a public record, with **6 in 10** stating this should be on an opt-in basis.

### LOCAL RESOURCES TO HELP THEM SCALE

Access to peer networks is the local external resource that scaleups in the South West are most keenly seeking.

**4 in 10**  
Peer Networks

**3 in 10**  
Mentors NEDs Professional services Universities

### SCALEUPS WOULD LIKE EASIER LOCAL ACCESS TO:

**5 in 10**  
Growth Hubs

**4 in 10**  
Tailored Growth Support  
Advice on funding your business as it grows / Introductions to investors  
Innovate UK  
**3 in 10**  
Flexible leadership programmes and programmes to access domestic markets

Source: ScaleUp Institute Annual Scaleup Survey 2021-2023



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## THE TALENT, SKILLS AND LEADERSHIP PERSPECTIVE

The education system has a critical role to play not only in equipping young people with the skills they need for the future but also in guiding career choices and supporting scaleups develop the skills of their current workforce.



40%

SOUTH WEST SCALEUPS OFFER  
APPRENTICESHIPS OPPORTUNITIES  
TO YOUNG PEOPLE

### Board/senior management skills desired by South West scaleups

Sales / Business Development	73%
Brand building / marketing / communications	49%
Innovation / product development	40%
Strategy development	34%
HR / Talent / Culture Management	28%
Finance / Fundraising	26%
Compliance/Risk Management	4%

### KEY FUTURE SKILLS

#### MOST IMPORTANT SKILLS FOR THE FUTURE WORKFORCE



64%

PROBLEM SOLVING

#### CRITICAL THINKING

64%

#### ADAPT TO NEW TECH

63%

#### JUDGEMENT & DECISION MAKING

63%

#### PEOPLE MANAGEMENT

61%

#### RESILIENCE & FLEXIBILITY

61%

#### ORIENTATION / INITIATIVE

56%

#### CREATIVITY

56%

Using Maths and modern technologies  
- statistical analysis, modelling, AI,  
advanced coding, etc

How business funding, investment  
and venture capital works

76%

55%

'MATHS TO 18' PLAN

## THE MARKET PERSPECTIVE

### WE NEED TO BREAK DOWN BARRIERS TO EXPORTING



6 IN 10  
CURRENTLY  
EXPORT



7 IN 10  
LOOKING TO  
FUTURE EXPORT  
MARKETS

74%

PRIMARILY SELL TO OTHER  
BUSINESSES OR GOVERNMENT  
(B2B)

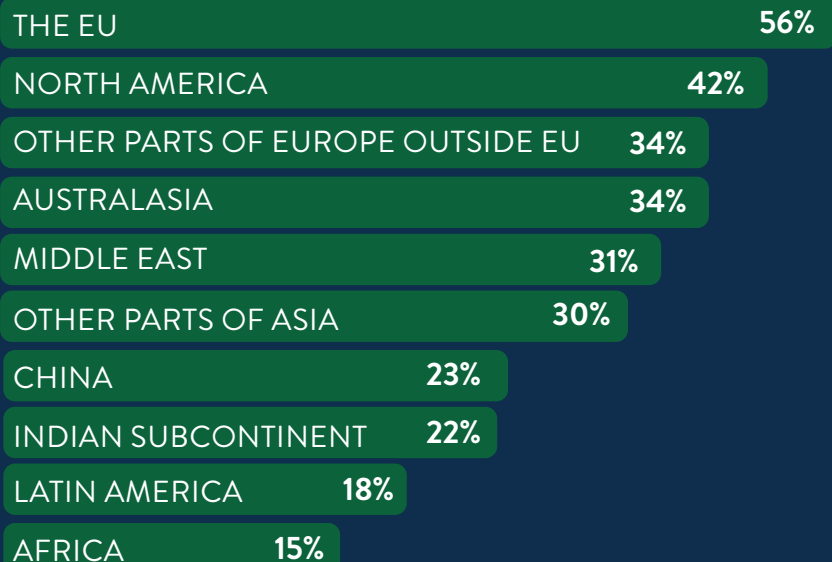


26%

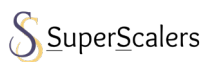
SELL DIRECT TO CONSUMERS  
(B2C)



### KEY EXPORT MARKETS FOR SCALEUPS IN THE SOUTH WEST



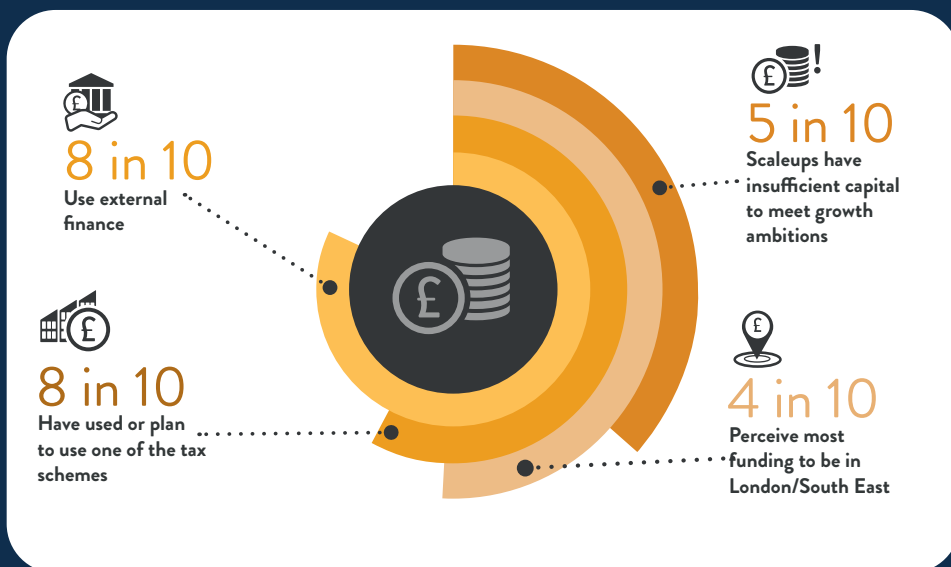
Source: ScaleUp Institute Annual Scaleup Survey 2021-2023



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## THE FINANCE PERSPECTIVE

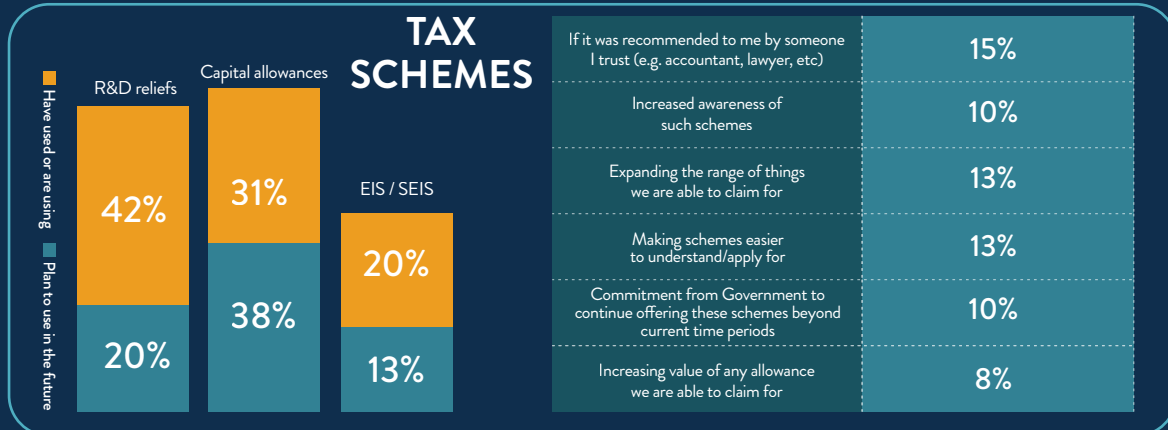


### BARRIERS TO FINANCE

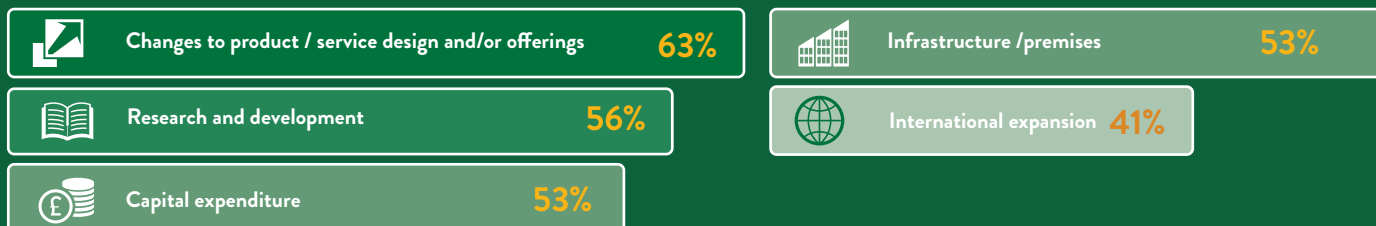


**£1.3BN -  
£2.6BN**

**GROWTH  
CAPITAL GAP  
IN THE SOUTH  
WEST**



## PLANS FOR INVESTMENT



**SCALEUPS  
ARE SEEKING  
SUPPORT  
TO ACCESS  
INVESTMENT**

