

What matters most to Scaleups?

In partnership with **ScaleUp Institute**

Scaleups are growing businesses in the UK. They generate jobs and growth and are a vital part of the UK economy.

This infographic outlines what the landscape is like for Scaleups in the UK and what matters most to them.



What is a Scaleup business?

36,510 scaleups in the UK

13,165 grew by employees

30,650 grew by turnover

7,305 grew by both

[Source: ScaleUp Institute research]

Scaleup

noun:

An enterprise with average annual growth in employees or turnover greater than 20 per cent per annum over a three year period, and with more than 10 employees at the beginning of the period.

Synonyms:
Growing business



The Scaleup impact

“Scaleup companies boost productivity across all parts of the country and across all sectors”

Irene Graham
CEO @ **ScaleUp Institute**



What do Scaleups need most?

Help securing talent

Access to markets

Access to leadership

Smart money*

Smart money

noun:

1. Money which also brings knowledge, skills and customer and market connections with it. More than just cash.



People and Place matter most to Scaleups

“Scaleup leaders most value locally-rooted resources to foster their growth. They want more local solutions tailored to their needs. Where there are national initiatives, they want those delivered locally in an easy-to-navigate manner.”

Irene Graham
CEO @ **ScaleUp Institute**

But Scaleups aren't home birds. They're trading internationally and are hungry for more:



64% of Scaleups are involved in international trade

[Source: ScaleUp Institute research]



The regional split

Scaleups in London and the south-east are much more likely to be using equity finance than those based elsewhere in the UK.



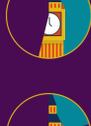
36% use equity finance in London and the south-east



18% use equity finance in the rest of the UK



London received **54%** of all equity deals by number



London received **41%** of all equity deals by value



But only **19%** of high-growth businesses are located in London

[Source: ScaleUp Institute research and Small Business Equity Tracker 2019]



Funding confusion and equity success

“There is a direct correlation between equity investment and growth. The more equity investment a company receives, the more likely it is to grow at a very fast rate.”

ScaleUp Institute

So why aren't more businesses accessing finance?

3 in 4 Scaleups use external finance but debt outweighs equity

17% of Scaleups are unsure about which form of finance to apply for and/or provider to apply to

[Source: ScaleUp Institute research]

Are you looking to grow your business? Find suitable finance options for your business with the Finance Hub's simple six-step tool.

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