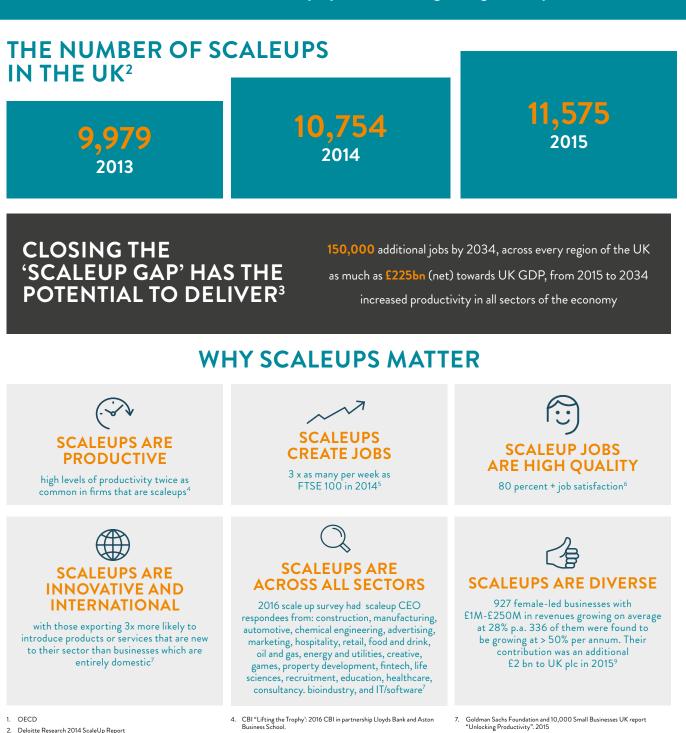


# SCALEUP REVIEW 2016

SCALEUPINSTITUTE.ORG.UK

A 'scaleup' is 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.<sup>1</sup>



- 2. Deloitte Research 2014 ScaleUp Report
- ONS Business Structure Database based on IDBR (Figures may differ by small amounts from those published in ONS outputs due to the application of rounding methodologies)

Octopus Investments High Growth Small Business: Centre for Economics and Business. 2015

- 6. Endeavor: Multiplying Impact through High Quality Jobs. 2012
- 8. ScaleUp Institute Survey 2016
- 9. Doteveryone and Founders4Schools October 2016

## WHAT SCALING BUSINESSES MOST WANT HELP WITH

ACCESS TO MARKETS













#### TARGETING, COORDINATING HOW WE CAN HELP AND PROMOTING SCALEUPS Improve Develop **Stakeholders** skills leadership Assist Increase international collaboration MEDIA INVESTORS expansion Release Champion Support data success stories LEADERSHIP CUSTOMERS FINANCE

## **SCALEUP UP SURVEY 2016 AT A GLANCE**

Views from more than 300 scaleup leaders



### OUR AMBITION IS THAT BRITAIN BECOMES THE MOST FERTILE GROUND FOR BUSINESSES, NOT ONLY TO START UP BUT TO SCALE UP AND GROW

If the UK is to capitalise on its long history as a trading nation and the vibrant entrepreneurial spirit which has seen an explosion in vitality over the past five years, it now needs to focus determinedly on how it 'leans in' to support its growing firms to scale. The UK's future economic prosperity and social wellbeing are critically dependent upon our being a world-leading environment in which companies thrive after they have been started, enabling opportunity for reach and scale and contributing positive impact for generations to come. The ScaleUp Institute collaborates with policy makers, corporate partners and educational establishments to advance understanding of how to scale up a business, and how to build the most effective environment in which scaleups can flourish. We spread best practice, providing opportunities for scale-up companies across industry sectors and regions to meet and share ideas. We undertake research, thought leadership and targeted projects with partners.We work with policy makers to identify opportunities that will support scale-up businesses. We share our methodology and ideas to create resources that will help aspiring scaleup businesses.