

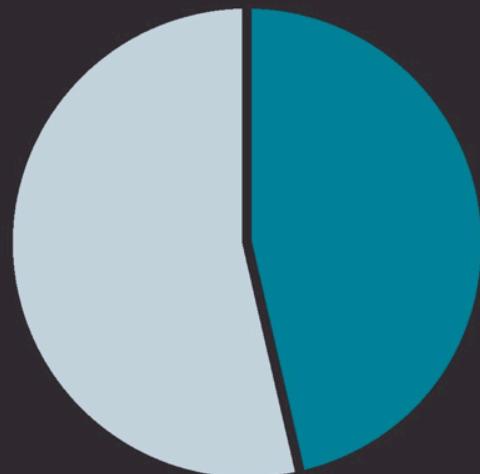
# SCALE-UP SURVEY

## 2015



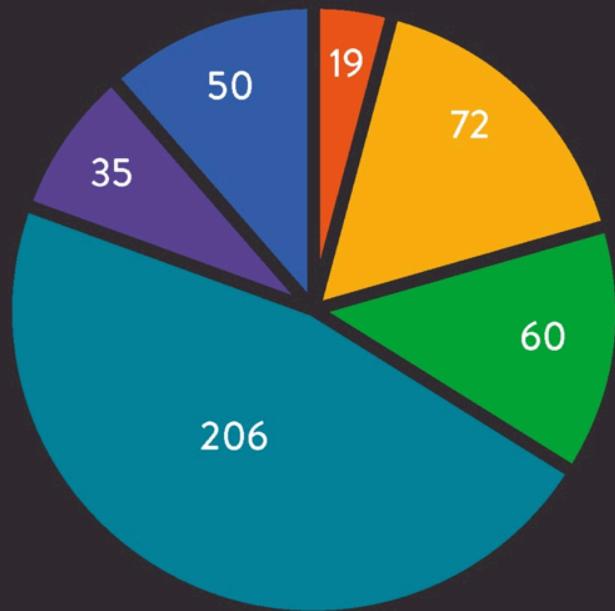
COMPLETED BY

**442** CEOs of  
companies



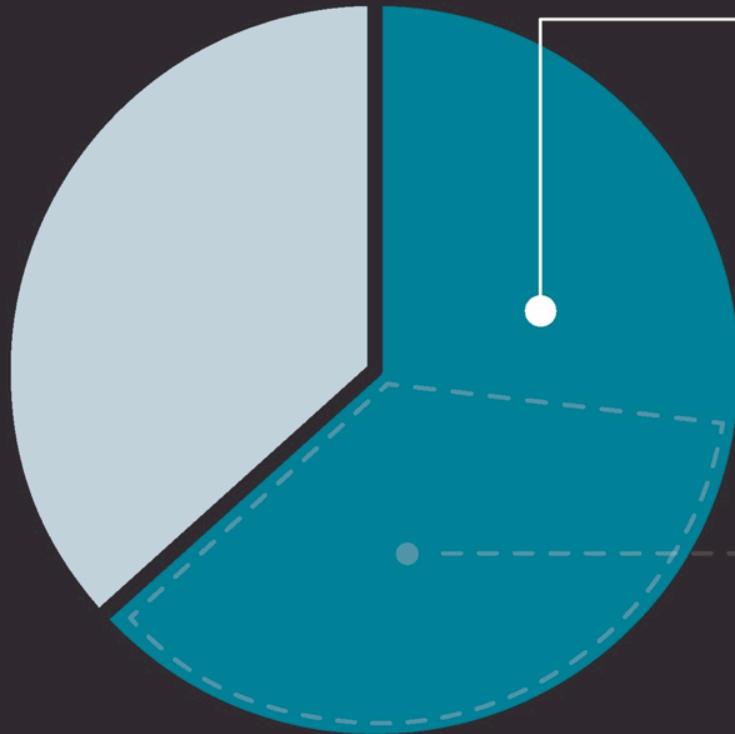
**206**

respondents were High Growth CEOs  
(that were growing >20% per annum)



## HOW FAST DID YOU GROW LAST YEAR?

- 19 DECREASED
- 72 INCREASED 1-10%
- 60 INCREASED 1-20%
- 206 INCREASED 20% OR MORE
- 35 PREFER NOT TO SAY
- 50 SAME



442 CEOs

**325**

respondents were CEOs of companies  
employing >10 employees

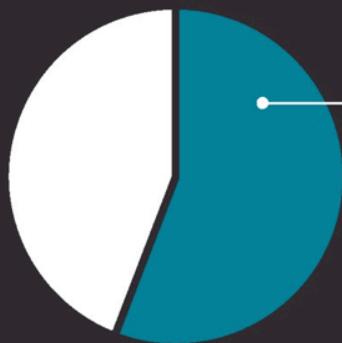
OF THESE...

**163**

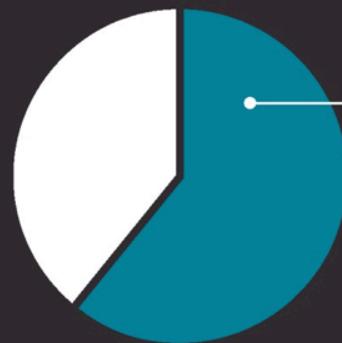
were Scale-up CEOs (companies  
with > 10 employees that are  
growing > 20% pa)

# OPEN QUESTION...

I would be able to grow my company faster if it were easier to attract large-company executives to join my company for the next phase of their careers.



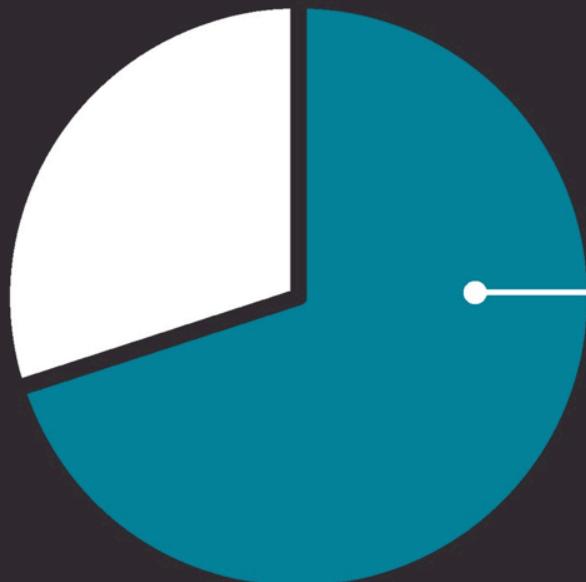
拇指<sup>▲</sup> **56%**  
of Scale-up CEOs



拇指<sup>▲</sup> **61%**  
of High Growth CEOs



# OPEN QUESTION...



70%



AGREED

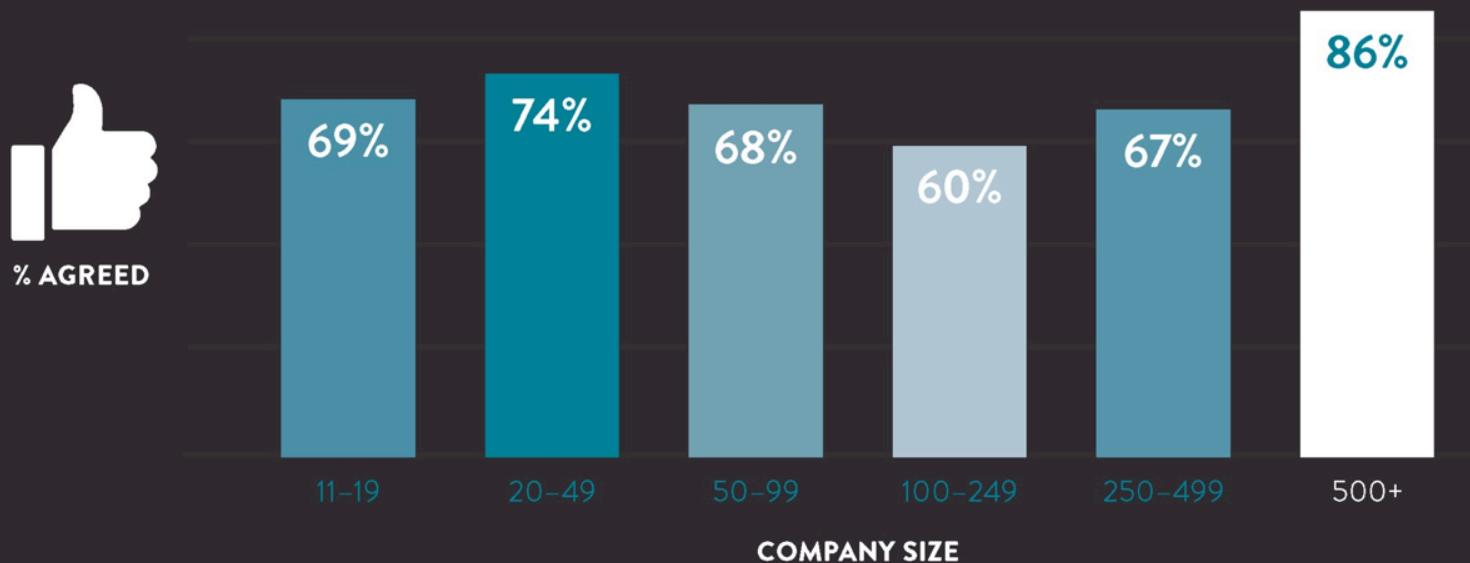
(REGARDLESS OF GROWTH RATE)



SCALE-UP SURVEY 2015

BUT...

A difference emerged by the size of the company



SCALE-UP SURVEY 2015

I would be able to grow my company faster if it were easier to find mentoring and professional support schemes near me that were effective...

# OPEN QUESTION...

## PROCUREMENT

I would be able to grow my company faster if it were easier to attract larger corporates as customers in the UK.



SCALE-UP  
BUSINESS CEOs



FAST GROWTH  
BUSINESSES



BUSINESSES WITH  
>10 EMPLOYEES



IF YOU INCLUDE  
MICRO BUSINESSES



SCALE-UP SURVEY 2015

BUT...

A difference emerged by the size of the company



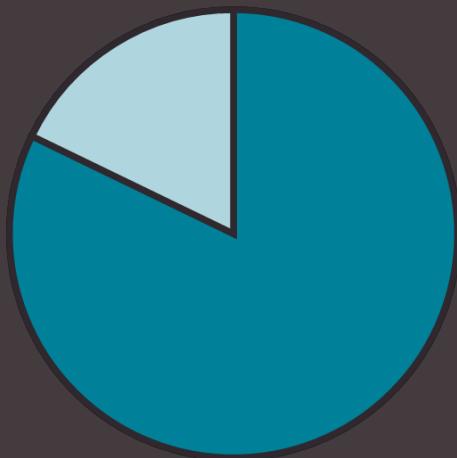
SCALE-UP SURVEY 2015

I would be able to grow my company faster if it were easier to attract larger corporates as customers in the UK.

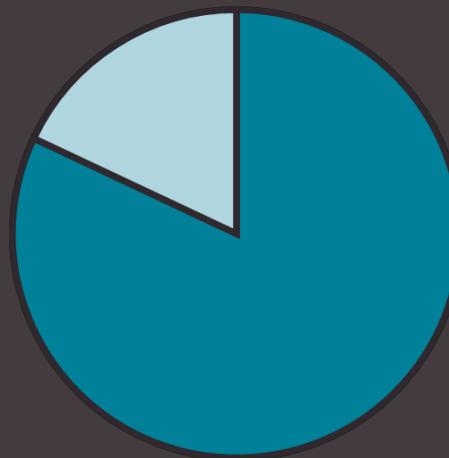
# OPEN QUESTION...

## ATTRACTING TALENT, SKILLS AND BUILDING LEADERSHIP

I would be able to grow my company faster if it were easier to develop the leadership talent already working at my firm



**83%**  
of Scale-Up CEOs



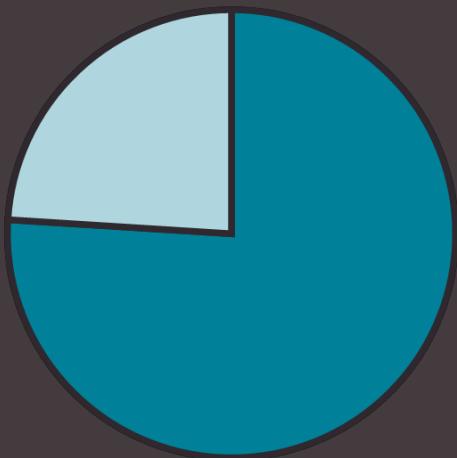
**82%**  
of High Growth Businesses



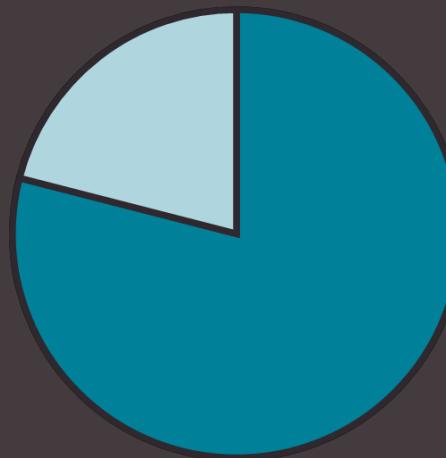
# OPEN QUESTION...

## ATTRACTING CUSTOMERS - ACCESS TO MARKETS

I would be able to grow my company faster if it were easier to attract large corporates as customers overseas



**76%**  
of Scale-Up CEOs



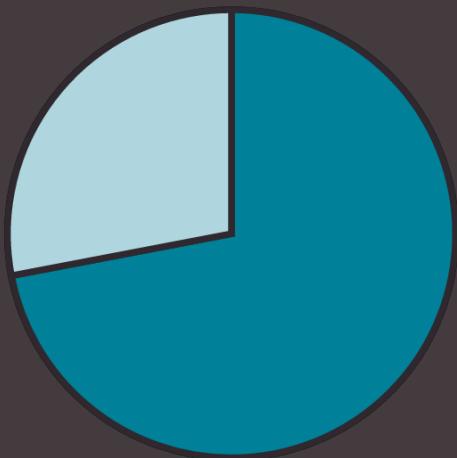
**79%**  
of High Growth Businesses



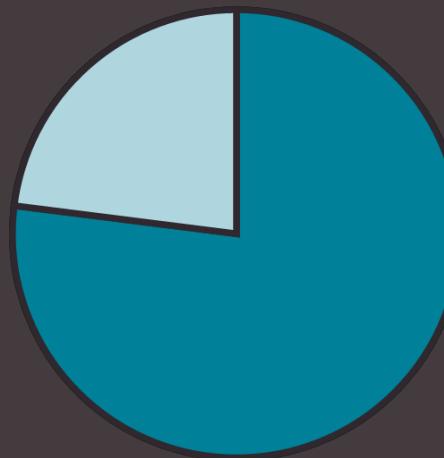
# OPEN QUESTION...

## ATTRACTING CUSTOMERS - ACCESS TO MARKETS

I would be able to grow my company faster if I were invited to join international trade missions that introduced me to potential overseas companies I could sell to or partner with



**72%**  
of Scale-Up CEOs



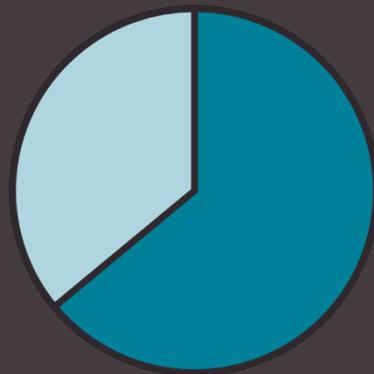
**77%**  
of High Growth Businesses



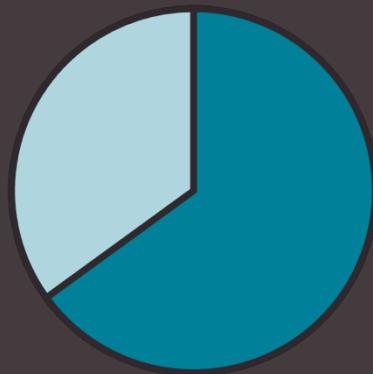
# OPEN QUESTION...

PUT THE SPOTLIGHT ON SCALE-UPS - SUPPORT COMMUNICATION

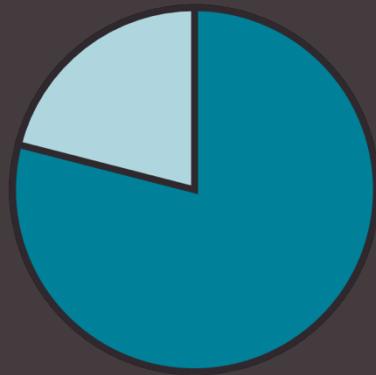
I would be able to grow my company faster if interaction with regulators were easier



**64%**  
of Scale-Up CEOs



**65%**  
of High Growth Businesses



**79%**  
if you include  
Microbusinesses

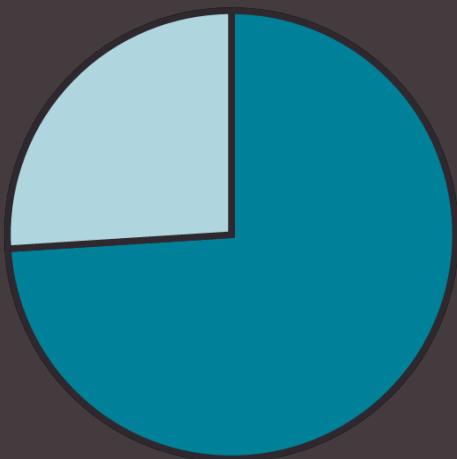


SCALE-UP SURVEY 2015

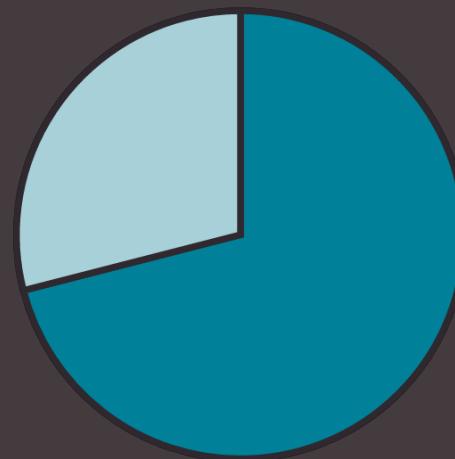
# OPEN QUESTION...

PUT THE SPOTLIGHT ON SCALE-UPS - SUPPORT COMMUNICATION

I would be able to grow my company faster if interactions with government departments were easier



**74%**  
of Scale-Up CEOs



**71%**  
of High Growth Businesses

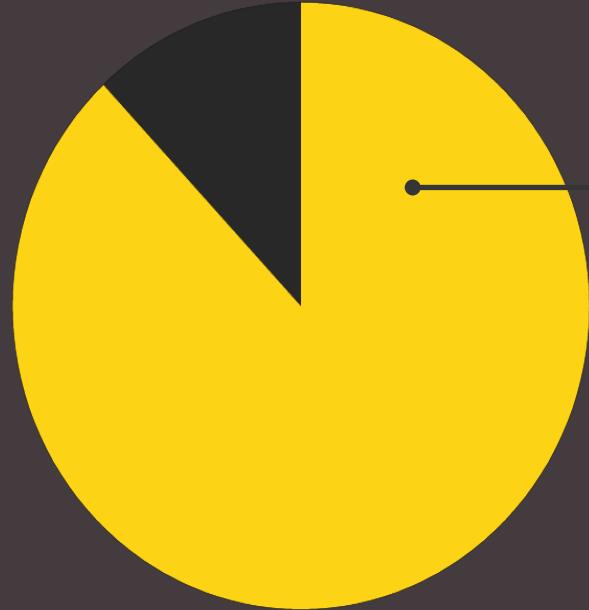


SCALE-UP SURVEY 2015

# PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA

YouGov®

SCALE-UP SURVEY  
2015



88%

OF 163 SCALE-UPS  
POLLED 88% AGREE

# PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA

YouGov®

SCALE-UP SURVEY  
2015



97%

OF 163 SCALE-UPS  
97% WERE IN FAVOUR

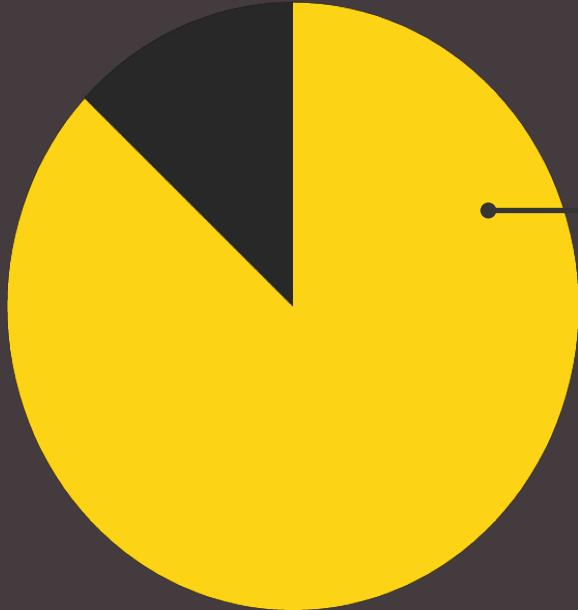
**Are You in favour of the Government INTERNALLY sharing (with other government departments or agencies) the fact that your company is one the fastest growing companies in any sector?**



# PUT THE SPOTLIGHT ON SCALE-UPS - SHARE DATA

YouGov®

SCALE-UP SURVEY  
2015

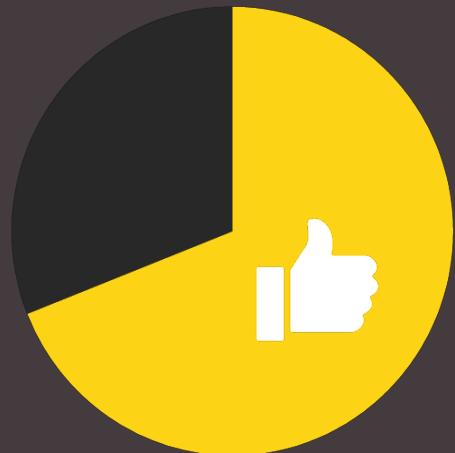


87%

OF 163 SCALE-UPS  
87% WERE IN FAVOUR

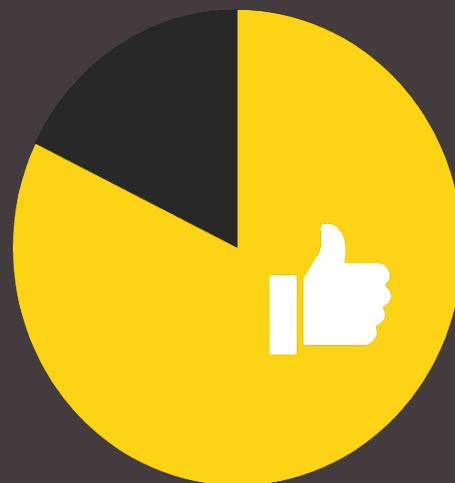
**Are you in favour of the Government EXTERNALLY sharing (with companies outside of Government) the fact that your company is one of the fastest growing companies in any sector?**





**69%**

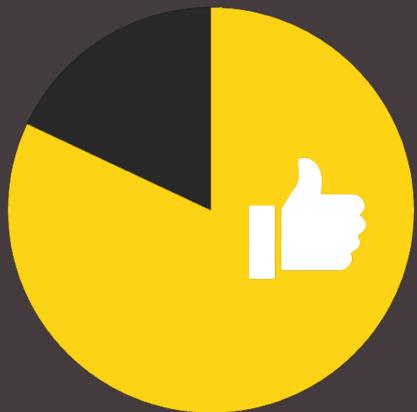
OF 163 SCALE-UPS AGREE



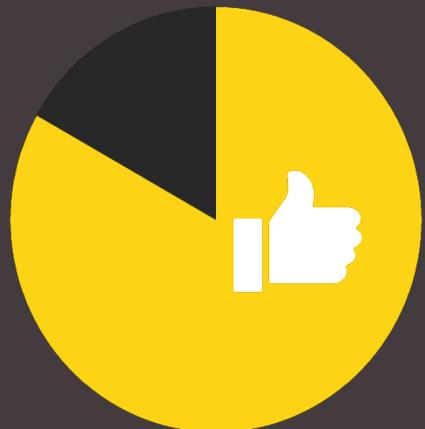
**74%**

OF 442 CEOs AGREE

I would be able to grow my company faster if universities and large corporates opened up their research and development facilities to me.



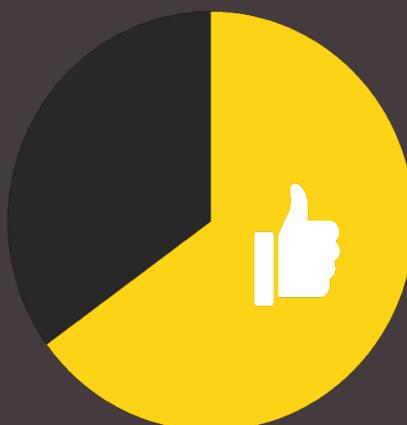
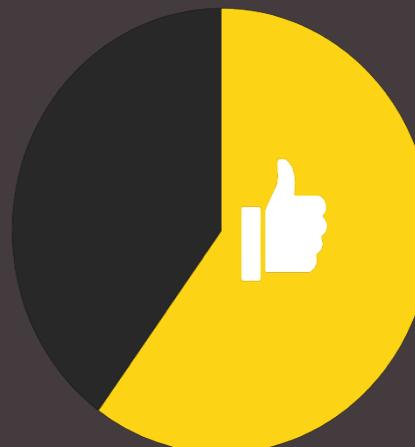
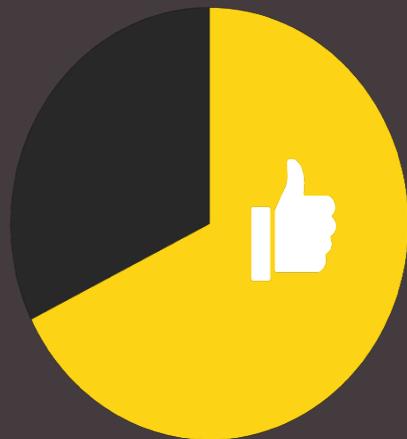
**82%**  
OF 163 SCALE-UPS AGREE



**79%**  
OF 442 CEOs AGREE

I would be able to grow my company faster if university graduates had the skills needed to meet my customer demand.

**I would be able to grow my company faster if the government were a customer.**



**“Our organisation has been a successful supplier to government for 20 years. Our contracts with government have played a key role in supporting our scale up.”**

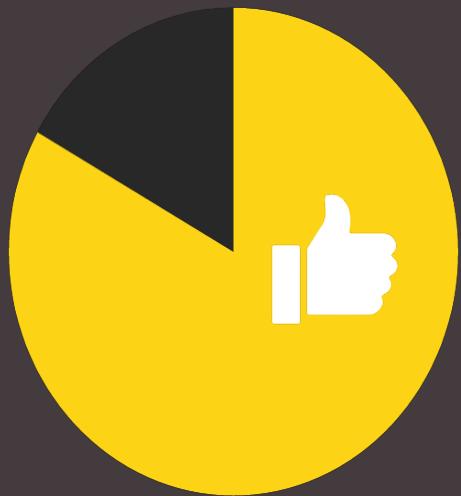


# ATTRACTING FLEXIBLE SPACE

YouGov®

SCALE-UP SURVEY  
2015

I would be able to grow my company faster if local and sub-national government made available publicly-owned offices and buildings on flexible, short-term contracts.



77 %

OF 163 SCALE-UPS AGREE  
& ALL GROWTH  
BUSINESSES

## WHAT WE CAN DO

Work with local and regional public and private sector to develop, source and promote opportunities of dedicated space for scaling businesses