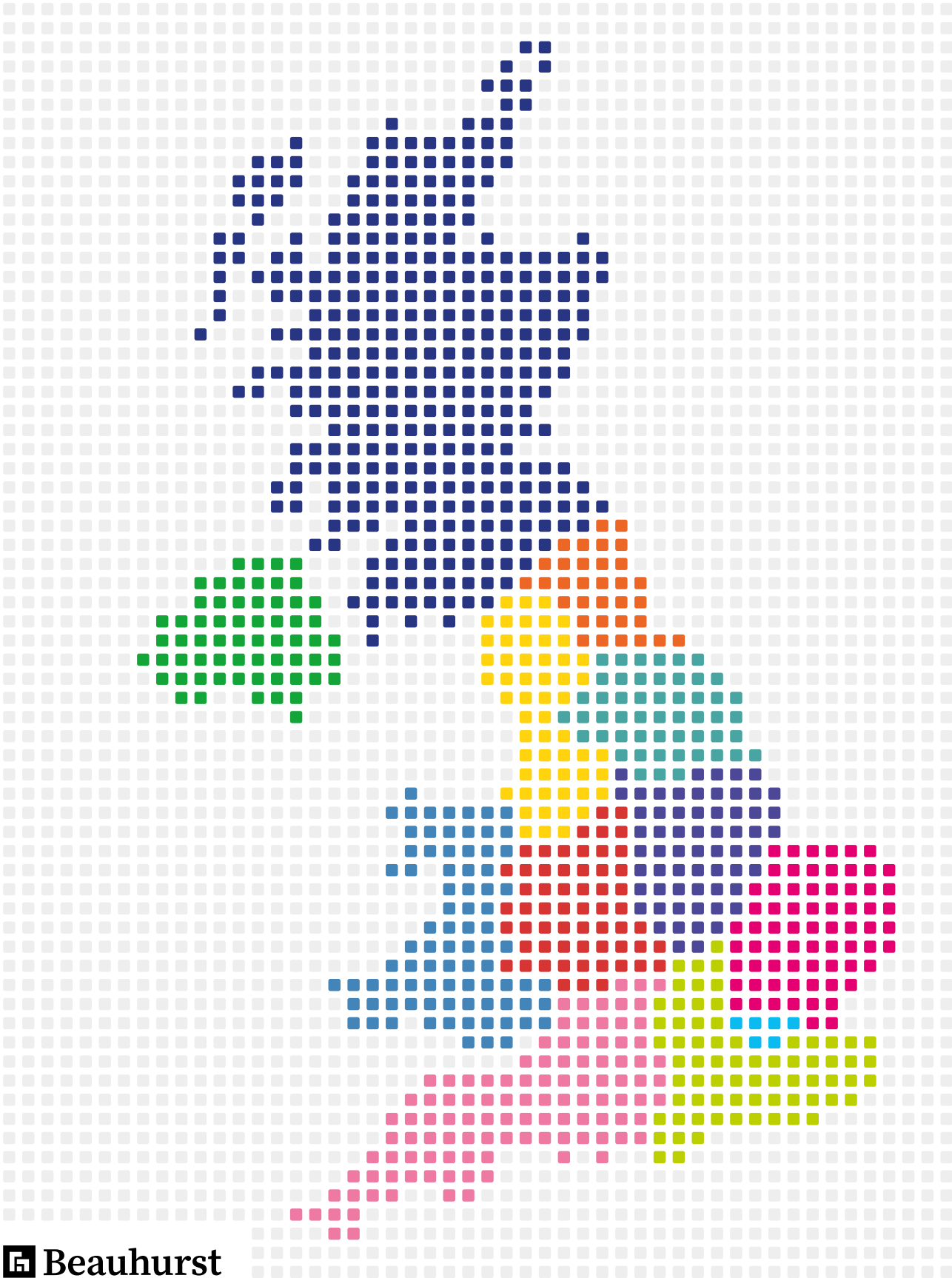


The Local Growth Index

A Beauhurst encyclopedia of local business data



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A word from our CEO, Toby Austin

We started Beauhurst in 2010 with a firm belief that better data enables better decisions. The idea for Beauhurst came whilst consulting for academic institutions, assisting them in securing funding for university spinouts. It became clear that a lack of data was hindering both us and our university clients from achieving the impact we sought, so we built a simple database of investors and grant providers.

Over 13 years later, that simple database has evolved into a comprehensive set of data and analytics on UK private companies and the network of people and organisations around them. It allows clients as diverse as government bodies, investment banks and venture capital funds to discover, track, and understand the UK's thriving business ecosystem. Our data has been used to shape government responses to the coronavirus pandemic, contributed to The Treasury's Patient Capital Review and the British Business Bank's Equity Tracker, and features regularly in major publications including the Financial Times and The Sunday Times.

Local governments play an indispensable role in nurturing the growth of their regions, fostering innovation and creating vibrant economic ecosystems. However, this task has historically been hindered by a lack of timely and comprehensive information about their local business landscape. We're proud to be

solving this problem across the public sector. Our platform and data are now in use at dozens of local councils across the UK, empowering them to make better data-driven decisions that bolster economic development.

This book is an attempt at something a little different. In a world increasingly dominated by screen time, we wanted to take the opportunity to showcase the UK's business population offline. We've always been interested in visualising data clearly, allowing you not just to access relevant information, but truly understand it. We believe that printed materials can aid understanding and chance discovery in a way that electronic media sometimes fails. We hope you enjoy the opportunity to view key regional business demographic information in this format.

We're working to create a world where organisations make data-driven decisions by default — and where the impact of those better decisions can be simply and reliably measured. In the public sector, this means providing the data and tools needed to measure, explore, and promote economic prosperity. If you would like to know more about how our platform can assist your organisation in real-time, do please get in touch with our friendly team. But first, we hope you enjoy the foray into economic data that this book provides.



Executive Summary

Henry Whorwood

Managing Director, Research & Consultancy

From some angles, the UK's economy is in rude health — and I'm not just talking about ONS revisions of post-pandemic growth (though they don't hurt). Looking at our data on the UK's private companies, we find a few cheering statistics. Firstly and mostly simply, there are a record number of active companies: 5.4 million. Not all companies are created equal, however: some are holding companies, some are scams, some are tax shields. But if we look just for companies with at least one full-time equivalent employee, there are still 2.4 million — another record. Over 240 thousand new companies incorporated in the first quarter of 2023 — another record.

At Beauhurst we don't just track the companies themselves, we track the ecosystem that supports them. To understand the economy, at the national or local level, it's important to understand the role that investment, accelerators, grants and many more play in supporting individual businesses to grow.

The purpose of this book is to provide a snapshot view of the UK's private company economy, revealing company demographics and related support statistics. Further in the book you can look at the stats for your area, and compare them with neighbours.

From our bird's eye view a few stats stand out. It's to be expected that London Boroughs dominate a number of the stats. But congratulations to Birmingham which performs best outside of London for new incorporations. Congratulations to Leeds which has the most scaleups. Congratulations to South Cambridgeshire which has the highest proportion of patent filers. There are many more

stats like these to be found through this book. Even more can be found on our platform — and there the stats are real-time.

As we enter into the new economic status quo, it is important to support growth, innovation and job creation wherever it can be found. This book suggests some of the metrics that can be used to do just that. Whether it's identifying local strengths to inform local industrial strategy, or tracking KPIs to see whether support programmes in your area are working, or finding businesses in need of support, Beauhurst is here to help.

14,983 Scaleups

1,566 Spinouts

54,044 Startups

24,131 companies with equity fundraising

16,121 companies with an innovation grant

9,985 companies attended an accelerator



The ultimate UK private company data source

So, what is Beauhurst?

We're the leaders in private UK company data – tracking UK private companies since 2010.

Our founders, Toby and Stephen, first devised the idea for Beauhurst as consultants, tasked with finding potential investors for British companies. Whilst on the hunt for quality structured data and an advanced tool to help them, they soon realised that no such thing existed. So the duo set to work on building the solution.

Since then, we've built data platforms and a consultancy offering that are used by thousands of professionals every day to help them find, research, and monitor businesses in Britain.

We offer councils access to data and analytics via our platform, BeauhurstImpact, through advisory services, or through our API that plugs Beauhurst data directly into your systems.



BeauhurstImpact

An online data platform for councils, government bodies, and universities to access insights, create an impact, and measure its success.



Research & Consultancy

Our dedicated team provide bespoke advisory services, thought leadership, and data-led reports.



API

Beauhurst data can be pulled directly into your own systems and kept up-to-date with our API.



You probably don't realise how little you know about businesses until you have Beauhurst. It enables you to see the bigger picture, a company's origins, its people and their networks.

Shelley Collins-Trevett, Business Engagement & Dorset Gateway Manager



BeaurostImpact

BeaurostImpact is the dedicated platform for councils and local government, universities, and research and innovation hubs. It offers a comprehensive, up-to-date view of UK private companies in one intuitive, searchable database.

We help councils to find data on:

- Local businesses
- Economic and sector trends
- Environmental, Social and Governance
- Financial information
- Funding and growth
- Innovation, grants, and patents
- Trade data
- Industry insights
- Impact of interventions

Trusted by



How to use BeaurostImpact to make a difference

1. Understand your local economy

Get a birds-eye view of your local economy when you open BeaurostImpact, so you can understand which interventions should be implemented for maximum impact. Our data platform shows you the companies in your local area, growth and green sectors, diversity trends, employment and location data, alongside funding, grants and much more.

2. Deliver on initiatives

With the insights from BeaurostImpact, you can direct resources towards areas that will most benefit from additional support. We help councils to deliver on their initiatives for business growth, grant distribution, business engagement, and inward investment strategies.

(i) Conduct highly detailed searches

The platform's Advanced Search feature lets you create highly detailed searches to ensure no stone is left unturned when it comes to local support. Whether you want to find companies in a specific postcode, with a specific number of employees, in a certain sector, with a certain gender director, or a combination of any of these and more, you can do it in just a few clicks.

(ii) Understand entrepreneurs and companies

Use BeaurostImpact to research and understand the entrepreneurs and companies that may be of benefit to your region. By identifying those that will drive productivity and economic growth, you can progress to winning more funding and boosting the local economy.

3. Measure the impact of intervention

Utilise BeaurostImpact to easily and reliably understand the results of your intervention, so you never miss out on a success story.

(i) Data reporting and analysis

Say goodbye to out-of-date spreadsheets, and hello to clear reporting systems. Access accurate, live data on your local economy through the BeaurostImpact platform, and pull insights directly to demonstrate the impact that you've had on the local economy.

(ii) Benchmarking

Through our platform, you can track the performance of your council against other areas over time. This means you can understand your strengths in greater detail, and identify areas that may need additional support for growth or development.

Say goodbye to unreliable, outdated data

Make relying on ONS and Business Rates data a thing of the past with BeauhurstImpact.

We gather data from everywhere — from HMRC to news outlets, Companies House to our exclusive data partnerships. We collect it, clean it, and extract the data you want.

Accelerators	Information on accelerators, including acceptance criteria, portfolios, statistics, and common areas of interest, as well as details of accelerator attendances.
Acquisitions	Acquisitions, consideration paid, consideration type(s), company valuation, earn-out, and percentage stake sold.
Charges & mortgages	Data that reveals whether a company has received debt, from whom, and when it was registered and paid off.
Company descriptions	Descriptions of a company's activity.
Company news	News articles relating to a company taken from across the web.
Contact details	Email addresses and links to social media accounts.
ESG data	Company environmental, social, and governance data based on a company's business activity, funding, regulatory filings, and industry accolades.
Filing history	All of a company's filings with Companies House.
Financials	A company's financial summaries and accounts, including credit ratings.
Fundraisings	Equity fundraisings (even funding rounds that weren't announced to the media), including the verified amount, who invested and advised, the associated valuation, and turnover multiples.
Funds	Fund profiles, including portfolios, key people, investment criteria, and summary statistics.
Grants	Grants that a company receives, including amount, date, granting body, and project details.
High-growth lists	Details of a company's appearance on high-growth lists.
Hiring status	Information on whether a company is actively hiring.
IPOs	Details of IPOs, including dates, shares details, and advisors.
Locations	The company's head office location, as well as their registered and trading address(es).
MBOs and MBIs	Management Buy-Outs and Management Buy-Ins, including management participation, known advisors, and services.
Ownership and shareholders	A company's ownership structure and shareholders.
Patents	The patents a company has been granted, where it was granted, and its classification.
People	A company's key people (past and present), directors (past and present), and shareholders.
Regulatory data	Registered name, address, foundation date, SIC codes, and status for every UK company.
Scaleups	Companies that have scaled up by 10% or 20%.
Sectors	Detailed industry tags.
SME status	A company's SME status.
Spinouts	Academic spinout data, including the university they spun out of.
Target markets	A company's target market(s) — consumer, business, public sector, or third sector.
Tech stacks	The set of technologies that a company is currently using.
Trade data	Commodity trade data (imports and exports), including what is being traded and when.

How councils use Beauhurst to make a difference

Find companies to

- Contact and partner with
- Attract to your local area
- Build a sector cluster
- Provide support and advice to

Find people to

- Build a network of local investors
- Build relationships with influential people
- Attract talent

Increase funding and employment

- Better understand the companies likely to drive productivity and economic growth in your area, to help you win more funding
- Better understand significant employer companies to help attract them to your area

Understand, retain and grow the value of companies

- Prevent key companies leaving your area by monitoring their progress and providing support
- Provide support to low productivity and low innovation companies to drive better economic growth
- Monitor the business population in your area and get trends in turnover, employment, funding, and more

Market analysis and reporting

- Understand the economic landscape of your area
- Analyse market trends
- Verify sector and location statistics
- Make data-backed decisions to support policy
- Use statistics to report on companies in your area and on the impact of support programmes
- Benchmark against other regions

Thought leadership

Create data-driven content to:

- Highlight your regional clusters
- Share your successes
- Promote your area
- Demonstrate your expertise

Research and due diligence

Undertake due diligence on:

- Grant recipients
- Companies you're looking to support or partner with

So you can understand track records, and avoid scams, breach of state-of-aid rules, and reputational risks.

Find funds and investors

Identify potential funders for businesses in your region.

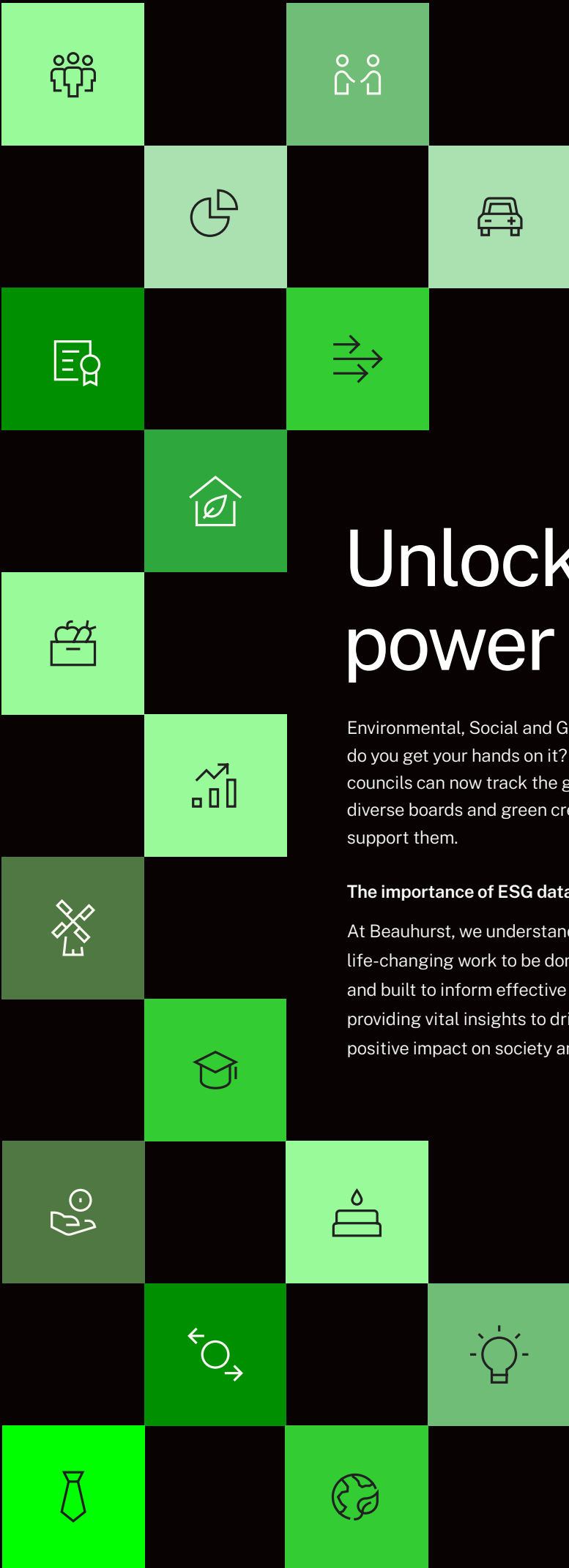
Work better with teams in your council, and with other councils

- Have a common data source to refer to between teams both in your council and outside
- Refer people and companies between councils
- Keep track of current and past companies you've supported and partnered with



Speak to an expert

To book a demo of the BeauhurstImpact platform or to speak with one of our friendly experts, scan this QR code.



Unlock the power of ESG data

Environmental, Social and Governance (ESG) data is crucial – but how do you get your hands on it? With our new data set and ESG Signals, councils can now track the green economy, identify companies with diverse boards and green credentials, and make data-led decisions to support them.

The importance of ESG data

At Beauhurst, we understand just how vital this data set is to enable life-changing work to be done. Our ESG data is accurate, up-to-date and built to inform effective decision making. Already, our ESG data is providing vital insights to drive growth, help mitigate risks and create a positive impact on society and the environment.

Beauhurst's market-leading ESG data

Environmental Signals



Green transport

Companies with activities related to developing electric vehicles and their parts, infrastructure, and storage, as well as consulting in this space.



Clean and renewable energy

Companies involved in developing alternative or renewable energy sources, such as wind and tidal. They may also manufacture parts, develop storage solutions, or work in clean energy consulting.



Green building and infrastructure

Companies with pollution and waste management activities, such as air or noise pollution, and recycling. They may also develop building technologies and infrastructure such as heat retention, flood management and insulation or focus on environmental consulting.



Sustainable farming and food production

Companies with sustainable agriculture and food production activities. This includes alternative farming methods, the development of natural pesticides and insecticides, and low-carbon meat or dairy alternatives.



Environmental accolades

Companies with this Signal have been backed by a fund, attended an accelerator, or featured in a high-growth list that has a positive environmental focus.

Social & Governance Signals



Gender pay equality

Companies achieve this Signal if the difference between men and women's average hourly pay is no greater than 5%.



Gender equality of directors

Companies hit this Signal if the percentage of women directors is between 45% and 55%, excluding companies with less than two directors and where the gender is unknown.



Age diversity of directors

Companies hit this Signal if the coefficient of variation of the board of directors is over 0.25, excluding companies with 1-2 active directors and those with directors under age 18 and over 100. Diversity means more generations on the board.



Social accolades

Companies with this Signal have either been backed by a fund, attended an accelerator, or featured in a high-growth list that has a social impact focus.

How councils are using ESG data

This new data set unlocks a whole new world of intelligence, so you can identify, monitor, and capitalise on ESG opportunities across the economy. Because we believe there doesn't need to be a trade-off between economic growth and a positive ESG impact.

- Track the 'green economy'
- Find and target companies in the ESG space
- Measure the impact of 'green' policies
- Evaluate your partnerships or portfolio based on companies' ESG impact
- Inform compliance processes
- Analyse market trends in the ESG economy
- Build relationships with companies that have the same values as your own

Lancashire County Council



“With Beauhurst, we have access to real-time information, with a level of detail that we wouldn’t get anywhere else. And we can use this information to reach out to new businesses.”

Amin Vepari, Business Finance & Scaleup Lead

We spoke to Amin Vepari, Business Finance & Scaleup Lead at Lancashire County Council, to understand how they are using BeauhurstImpact to get a better understanding of Lancashire’s business landscape.

What first led you to Beauhurst?

The Council has been using Beauhurst for two years now. We had already heard of Beauhurst and its high-growth tracking signals through conversations with other growth hubs and councils in our network, but the main reason we were interested was Beauhurst's scaleup data. We work very closely with the ScaleUp Institute and we wanted Beauhurst to help us identify scaling businesses within Lancashire.

How are you using Beauhurst to support your work?

The Council uses the BeauhurstImpact platform in a number of ways — everything from researching businesses before we speak with them through to trend analysis.

For me, since I oversee the Council's business finance programmes, I spend a lot of time looking at equity investment rates within Lancashire and using the platform's Advanced Search tool to identify businesses that are raising equity. I can see the kind of investment they've secured so far, what stage in their development they're at, and really drill down into the specifics, like borough, sector, size of business, and so on.

We also use BeauhurstImpact to prepare for presentations to stakeholders, whether that be internal committees of councillors, local authorities, businesses, suppliers, private and public sector sub-committees or BEIS. Beauhurst gives us more credibility — say we want to discuss new aims and objectives, or certain trends we're seeing, we can use Beauhurst data to formulate and back up our argument.

One of my colleagues also uses the platform to collect data for weekly reports. By allowing us to draw information seamlessly from a single source, rather than having to trawl through different datasets, Beauhurst saves us a lot of time.

Has Beauhurst changed the way you target businesses?

The Council has an internal function that gathers intelligence on businesses that pay rates. We can also reach out to anyone who inquires about or receives support through the Council's growth hub programmes and other business initiatives.

But now, with Beauhurst, we have access to real-time information, with a level of detail that we wouldn't get



It's been a real pleasure working with Beauhurst's Account Management and Client Services team.

anywhere else. That's the great thing about it — whilst we're working with similar companies as before, we have much more oversight now, from their corporate structure and timeline of activity, to their employee count, revenue and whether they've accessed any grants or funding. And we can use this information to then reach out to businesses.

How do you use Beauhurst Collections?

Rather than searching across specific criteria on Beauhurst on a regular basis, I have Collections set up based on my key drivers. This means I can get weekly updates on relevant businesses, as well as any information I need for presentations. If something comes through that piques my interest, such as a company's credit score changing, I'll look into it further and use that to form my work for the week. Collections allow us to be more proactive and ahead of the curve. This access to real-time information also saves us from needing to have regular dialogue with businesses to update our own database.

What has your experience with our team been like so far?

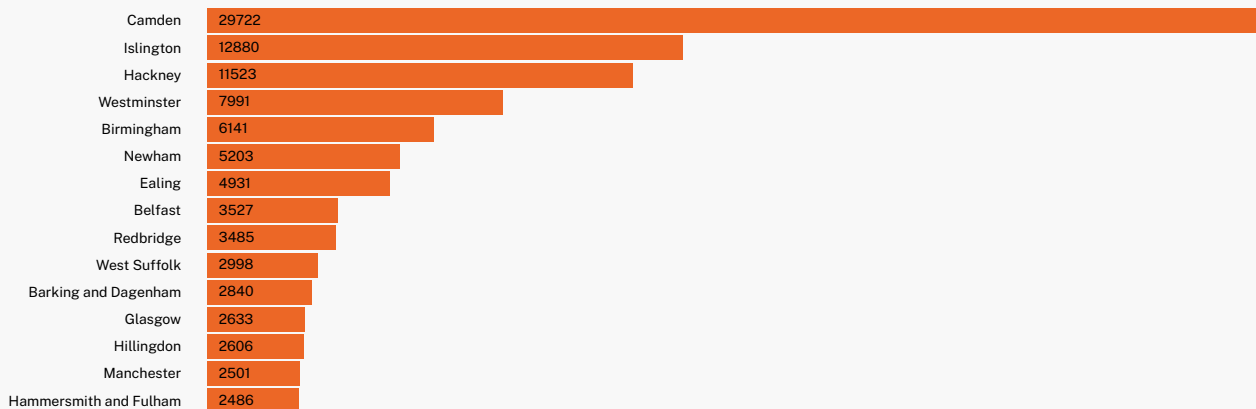
Faultless. It's been a real pleasure working with Beauhurst's Account Management and Client Services team. They check in on a regular basis, regularly share information reports with us, and are always available to provide users with additional training on the platform where needed.

How would you describe Beauhurst to another council?

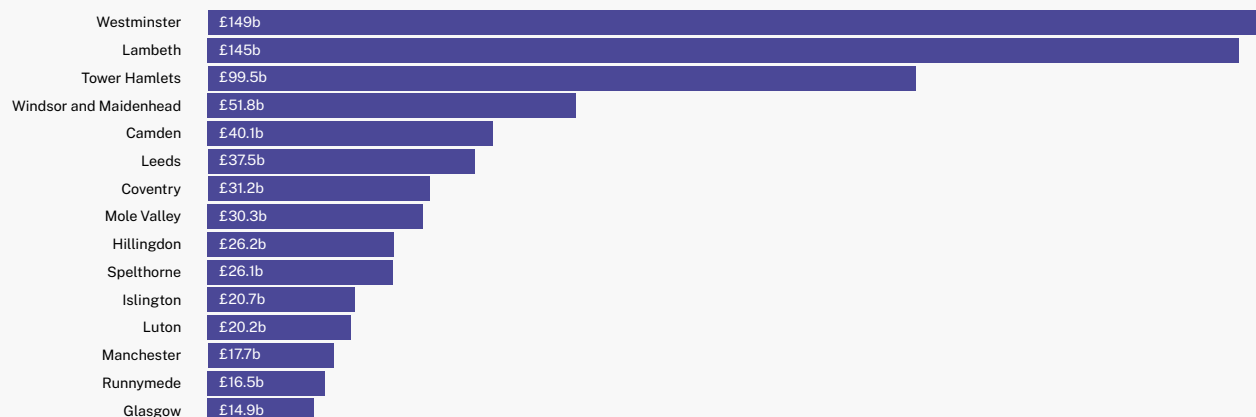
I would say that the BeauhurstImpact platform is a dynamic tool that gives you real-time information and a very detailed set of search criteria, helping you to understand and analyse the businesses you're working with. It will certainly save you time and it's very, very easy to use.

Beauhurst council ranking based on growth, innovation and trade

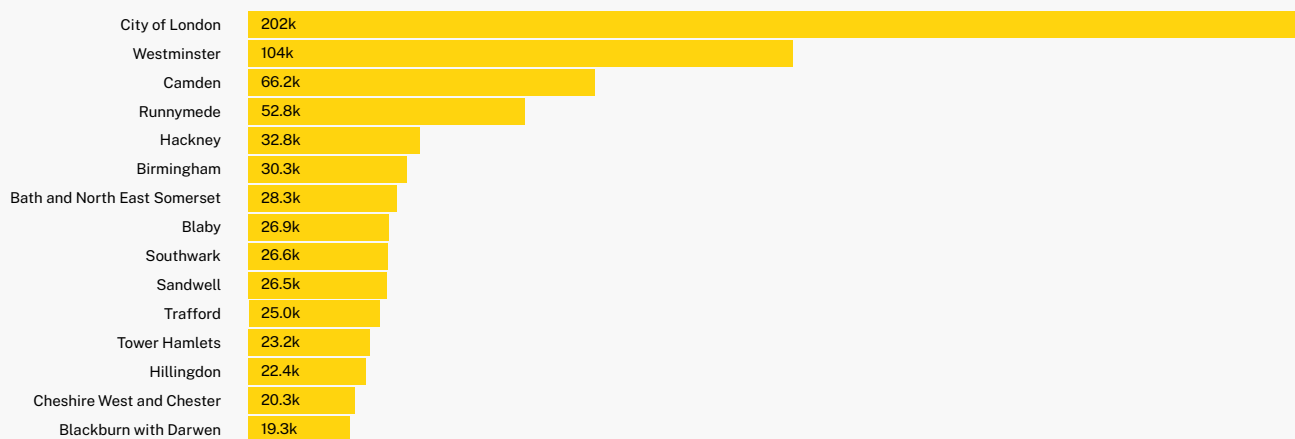
Growth in number of active companies



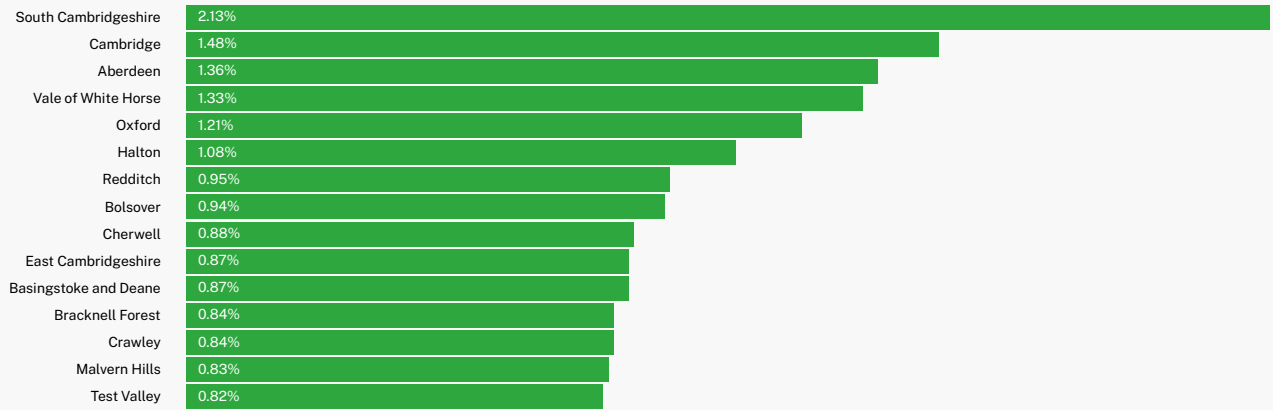
Growth in combined turnover of companies



Growth in number of employees



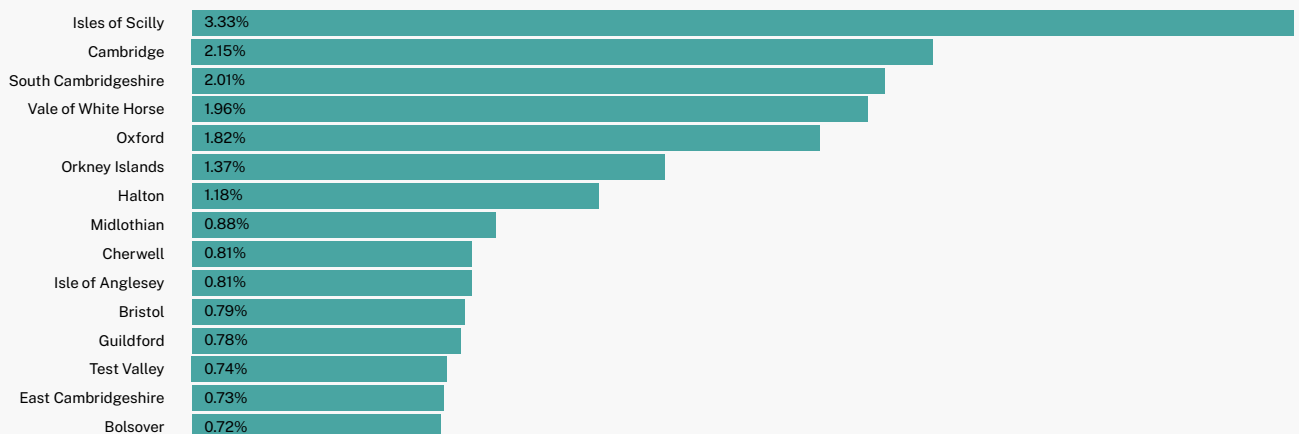
Proportion of companies with a patent



Proportion of companies exporting from the UK



Proportion of companies with an innovation grant



The data explained

Headline statistics

1

Active companies: the number of active registered companies and the percentage change from one year previously.

Total turnover: the combined total turnover of all active companies based on each company's most recent accounts, and the percentage change from the combined total of all company's previous accounts.

Total employees: the combined total number of employees of all active companies based on each company's most recent accounts, and the percentage change from the combined total of all company's previous accounts.

Average turnover: the mean turnover of all active companies based on their most recent accounts.

Average employees: the mean number of employees of all active companies based on their most recent accounts.

Foundations and cessations

2

This chart shows the total number of companies registered (foundations) and dissolved (cessations) each year. This graph also shows the total number of active companies at the end of each year.

ESG Signals

3

These two numbers show the number of active companies that have hit one or more of our Environmental, Social & Governance Signals. See page 9 for definitions of each ESG Signal.

Equity funding

4

This graph shows you the total amount raised in equity fundraising by companies in the Local Authority and the total number of funding rounds raised by these companies each year. This includes both rounds announced (i.e. released to the media) and unannounced rounds.

Director gender balance

5

This chart shows the percentage of active companies per gender balance category. Companies will only be included where their gender balance is known. For example, a company with six directors — three male, two female, one unknown — could either be equal split or majority male, therefore won't be included. The 'equal split' category only includes companies with an exact 50/50 gender distribution.

Other statistics

6

Companies with a patent: the number of active companies with at least one registered patent.

Scaleup companies: the number of active companies which are scaleups. For our definition of what a scaleup is, see page 417.

Companies with an innovation grant: the number of companies which have ever received a grant from InnovateUK.

Total value of innovation grants: the combined value of all InnovateUK grants awarded to companies in the Local Authority.

Importing and exporting

7

This graph shows the number of companies that imported at least one commodity to the UK and the number of companies that exported at least one commodity from the UK each year.

Lambeth

Greater London Authority

28.3k +3%

Active companies

£417b +53%

Total turnover

299k +6%

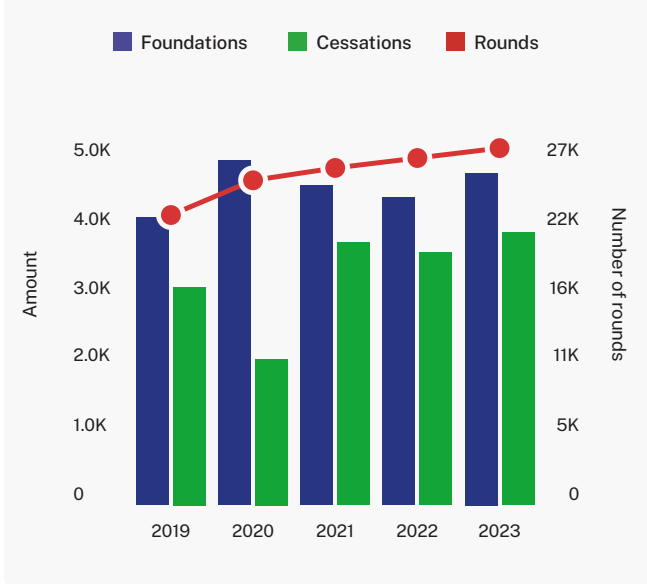
Total employees

£251m Average turnover

28 Average employees

1

Foundations and cessations 2

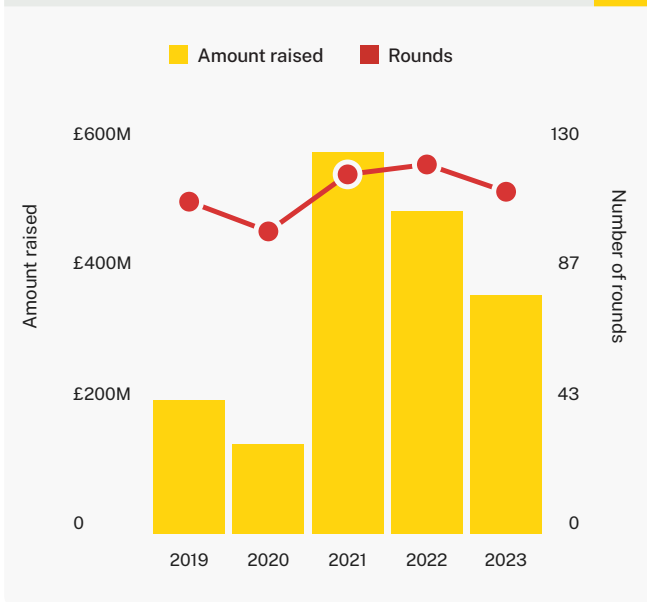


ESG Signals 3

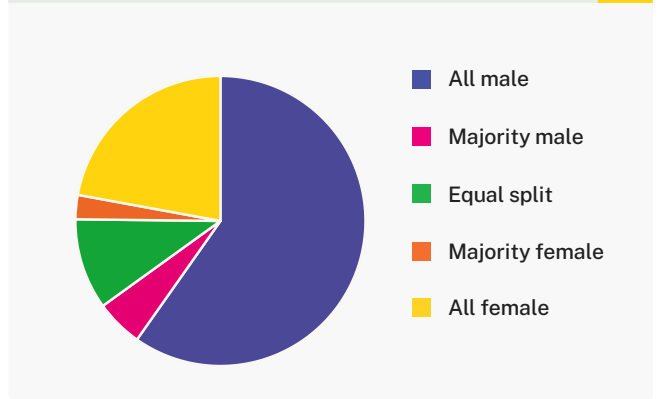
101 Companies with Environmental Signals

1081 Companies with Social & Governance Signals

Equity funding 4



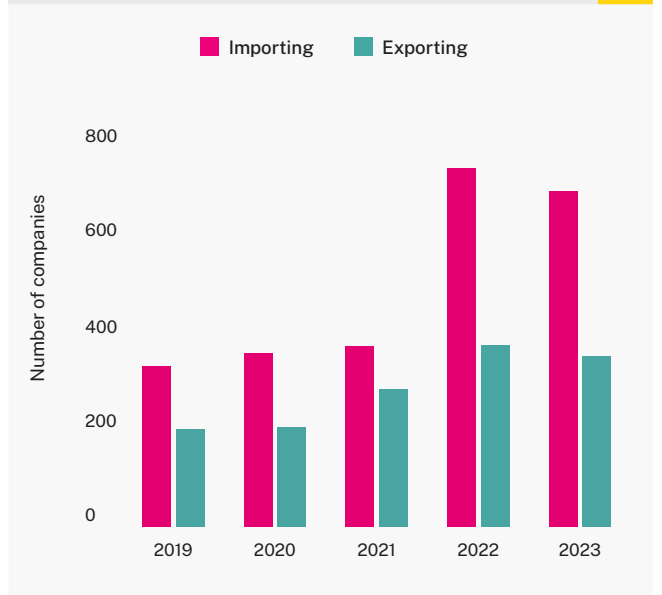
Director gender balance 5



Patents and Innovation Grants 6

Companies with a patent	58
Scaleup companies	89
Companies with an innovation grant	117
Total value of innovation grants	£70.3m

Importing and exporting 7





United Kingdom

5.43m +4%

Active companies

£8.93t +23%

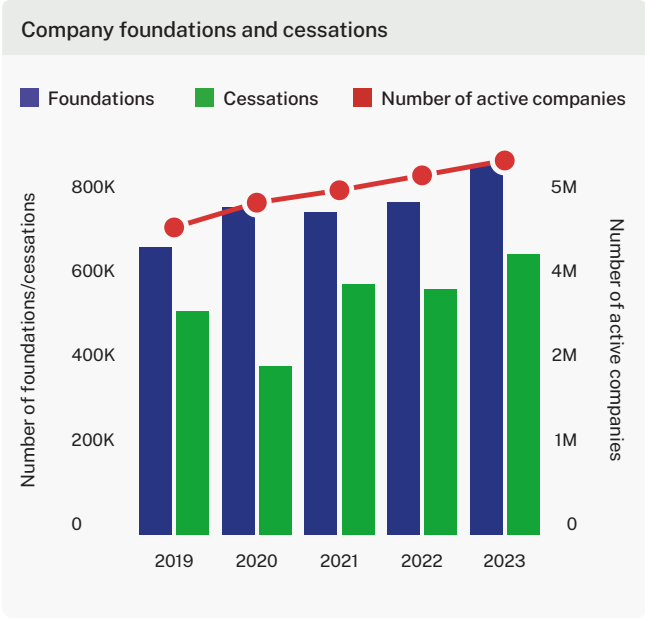
Total turnover

39.6m +11%

Total employees

£36.0m Average turnover

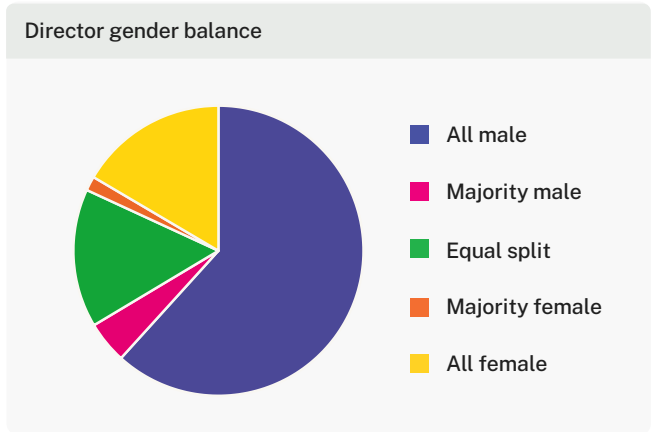
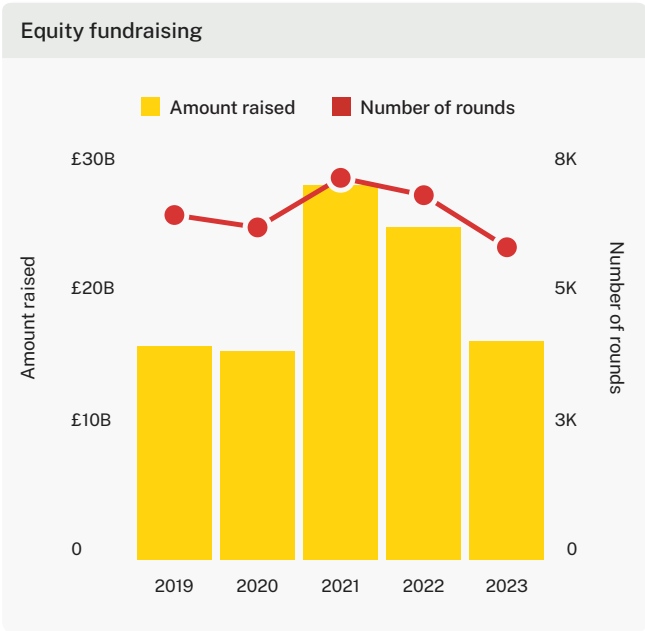
17 Average employees



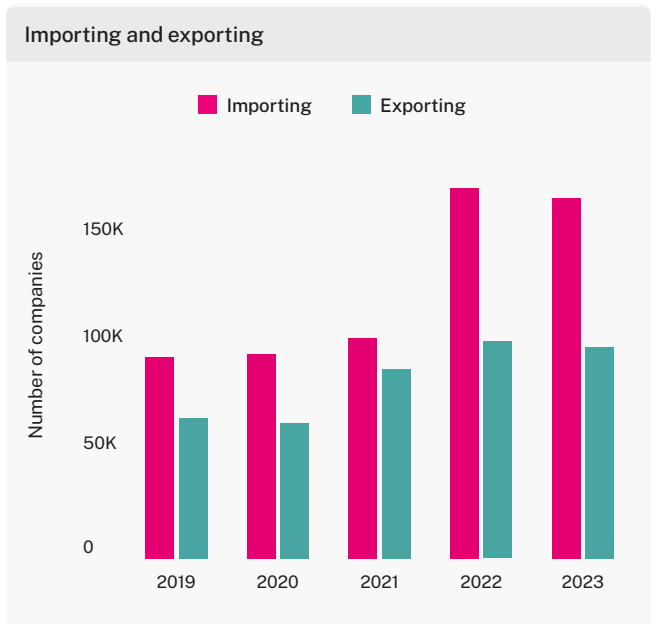
ESG Signals

18,940 Companies with Environmental Signals

172,718 Companies with Social & Governance Signals



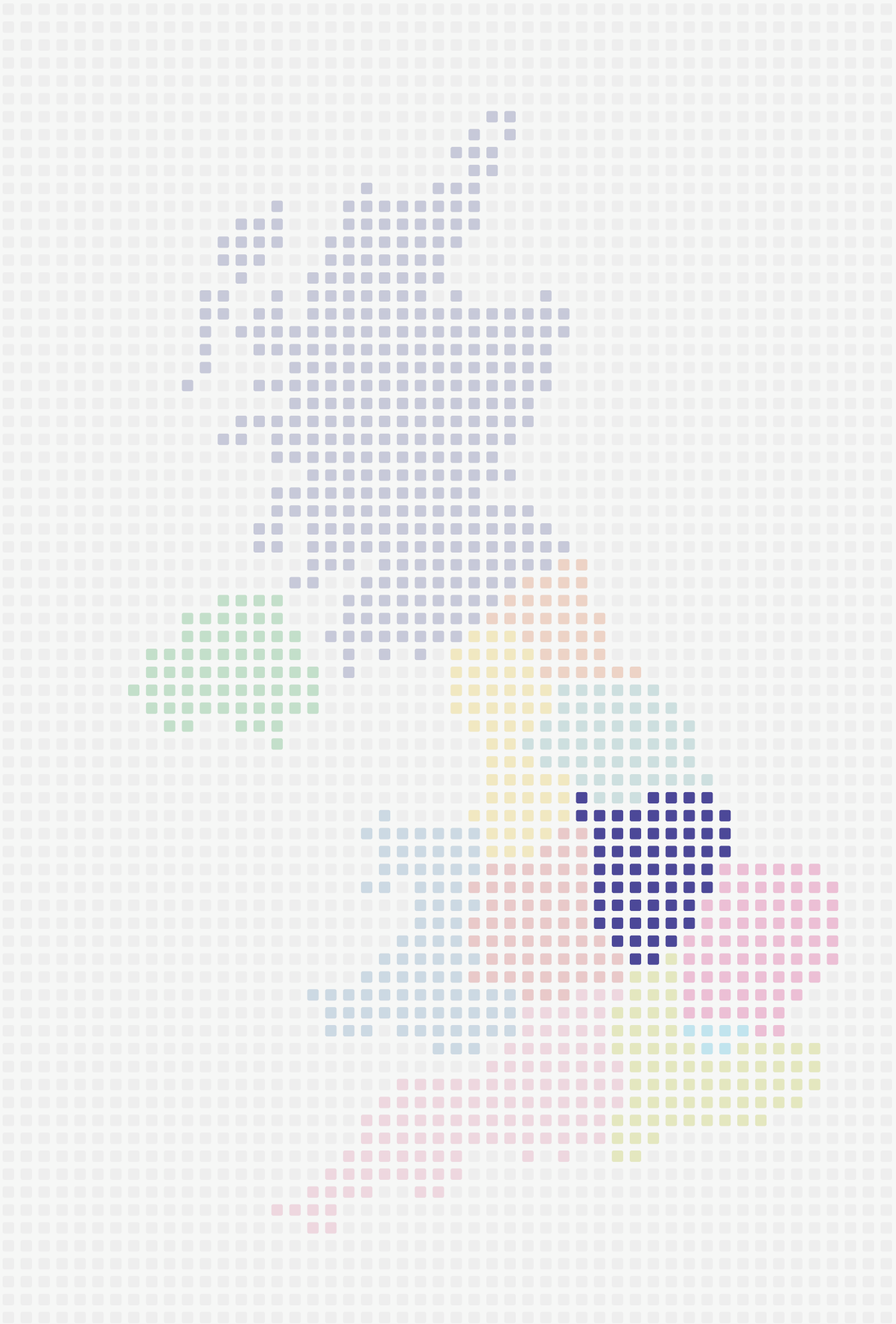
Companies with a patent	16,571
Scaleup companies	14,983
Companies with an innovation grant	16,121
Total value of innovation grants	£12.5b



■ East Midlands



Scan to find out more



Amber Valley

Derbyshire County Council

6.70k +2%

Active companies

£5.28b +10%

Total turnover

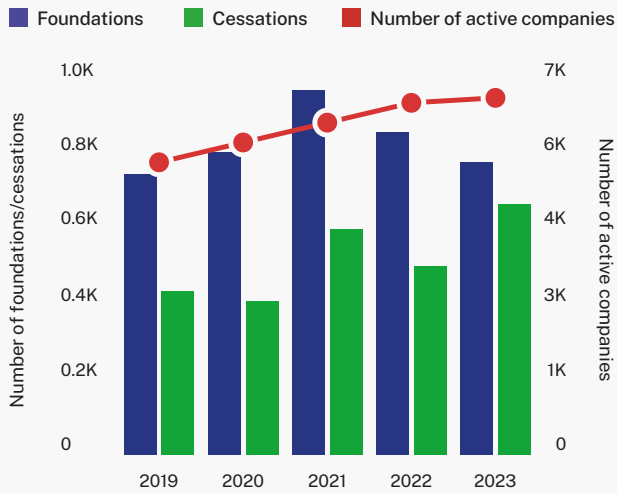
36.1k +4%

Total employees

£17.6m Average turnover

9 Average employees

Company foundations and cessations



ESG Signals

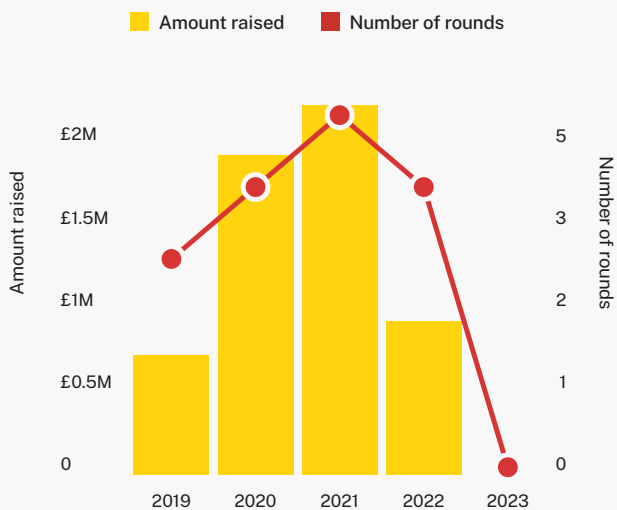
30

Companies with Environmental Signals

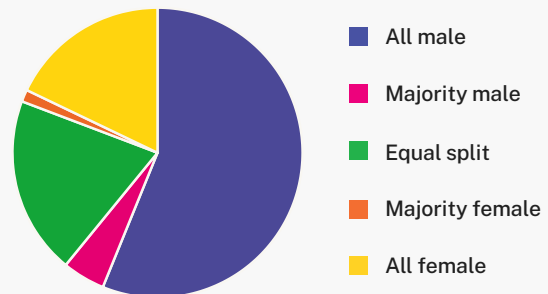
248

Companies with Social & Governance Signals

Equity fundraising

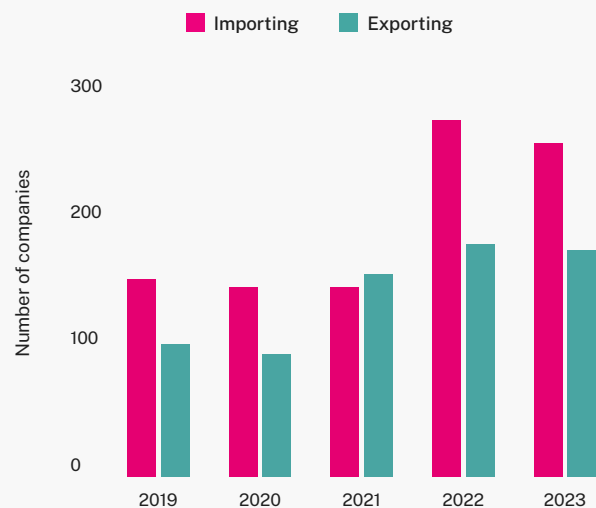


Director gender balance



Companies with a patent	42
Scaleup companies	24
Companies with an innovation grant	18
Total value of innovation grants	£7.55m

Importing and exporting



Bolsover

Derbyshire County Council

3.20k +4%

Active companies

£16.6b +30%

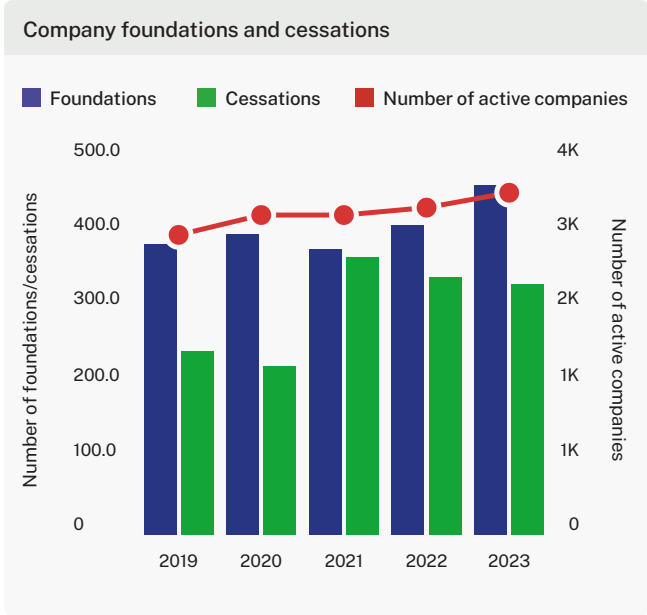
Total turnover

79.0k +13%

Total employees

£43.7m Average turnover

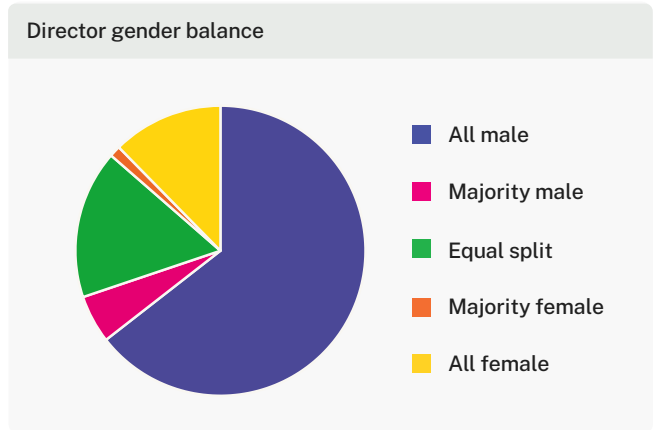
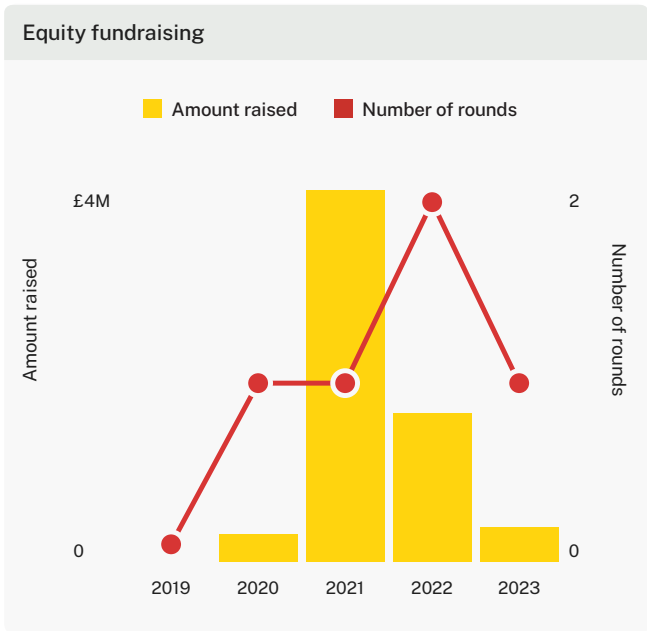
53 Average employees



ESG Signals

24 Companies with Environmental Signals

129 Companies with Social & Governance Signals



Companies with a patent	26
Scaleup companies	11
Companies with an innovation grant	23
Total value of innovation grants	£4.78m

