

## Key facts



Between 2011-16 there were 2394 companies achieving 20% turnover growth once.



The sectors which have the most companies achieving this are Financial & Business Services, Construction and Technology & Engineering.



624 of these saw 'sustained' high-growth (defined as 20% turnover growth in 2+ years), with Financial & Business Services and Construction sectors having the greatest numbers.



A further 123 combined a single year of 20%+ turnover growth with 2+ years of 10-20% growth. Half of these companies had turnover of between £10-£30m.



There are 244 companies who achieved turnover growth of 10-20% in 2+ years with nearly one-third of these in the £10-£30m turnover range.

## 10 key points of analysis



High-growth can occur anywhere across Scotland and spans all sectors of the economy – with many in sectors outwith those SE traditionally supports.



Cities and urban areas see the highest numbers of sustained and intermittent high-growth companies.



Whilst cities and urban areas have greater overall numbers of companies achieving sustained high-growth, the rate at which they sustain this tend to be below Scotland's average.



Companies in the £5-£10m turnover bracket are less likely to achieve high-growth and then to sustain it over multiple years.



Once companies reach £10m+, the chances of them continuing to sustain it begins to increase.



Despite seeing the largest numbers of companies achieving 20% turnover growth, Financial & Business Services and Construction underperform other sectors in sustaining this within the £5-£10m turnover band.



Technology & Engineering has challenges in sustaining high-growth across every turnover band, not just in £5-£10m.



Food & Drink, Textiles and Tourism companies also have difficulties, and this extends across each turnover bracket used in the research.



Companies in Food & Drink and Tourism begin to appear in greater numbers compared to other sectors, in the 10-20% growth range.



The local authority with the greatest number of companies identified as likely to achieve sustained high-growth of 20% (based on achieving 1 year of 20% and 2+ years between 10-20% growth) is West Lothian.

