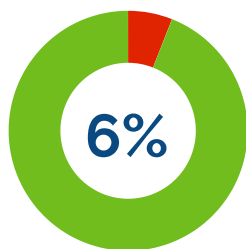
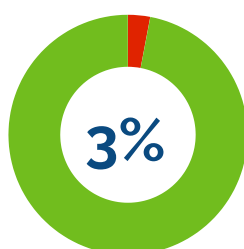


Mid-Sized Businesses (MSBs) are defined as those companies with turnover between £25m and £499m. They are recognised as companies who disproportionately contribute to economic growth; and are more likely to innovate, internationalise and have greater levels of employee engagement.

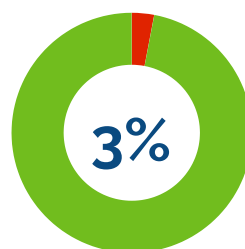
MSBs in summary



of all MSBs



of all MSB turnover

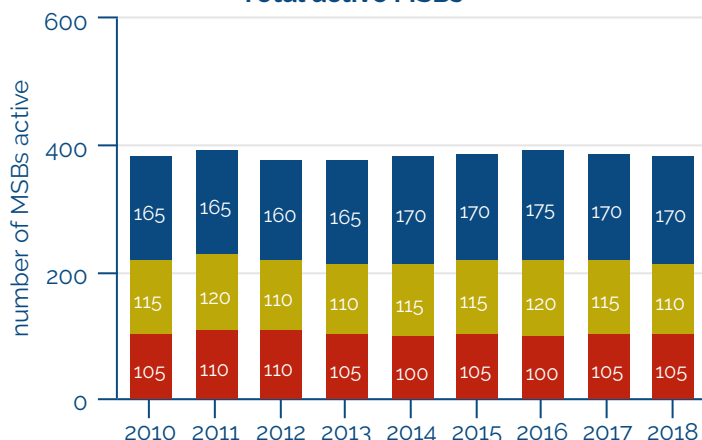


of all MSB employment

The Ayrshire local authorities are home to 6% of Scotland's MSBs, generating 3% of total MSB turnover in Scotland and employing 3% of Scotland's total MSB workforce.

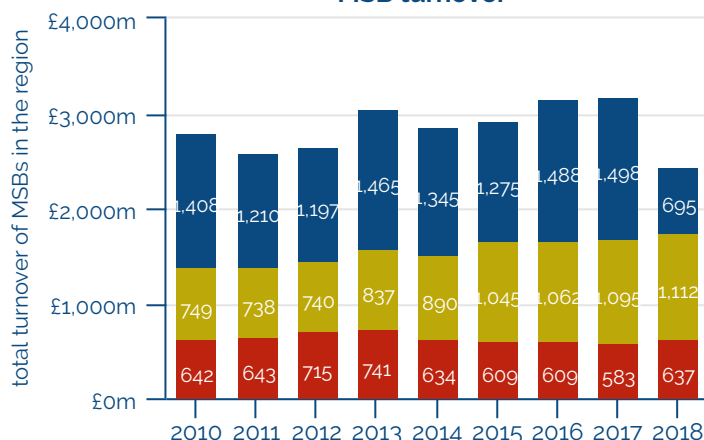
Change over time (2010-18)

Total active MSBs



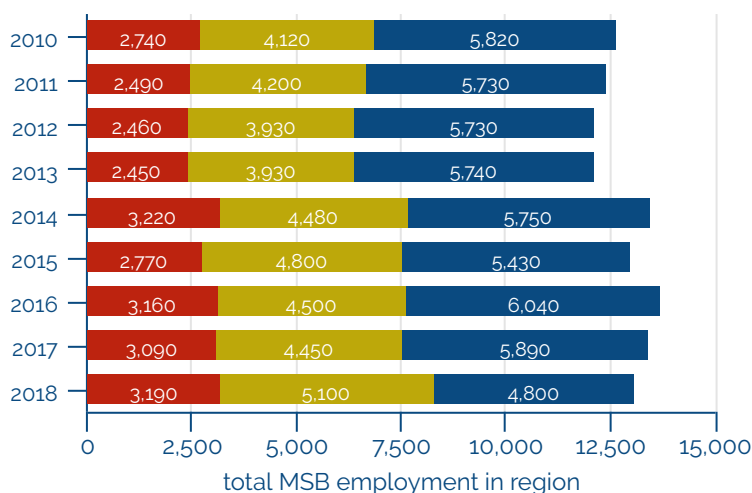
● East Ayrshire ● North Ayrshire ● South Ayrshire

MSB turnover



● East Ayrshire ● North Ayrshire ● South Ayrshire

MSB employment



● East Ayrshire ● North Ayrshire ● South Ayrshire

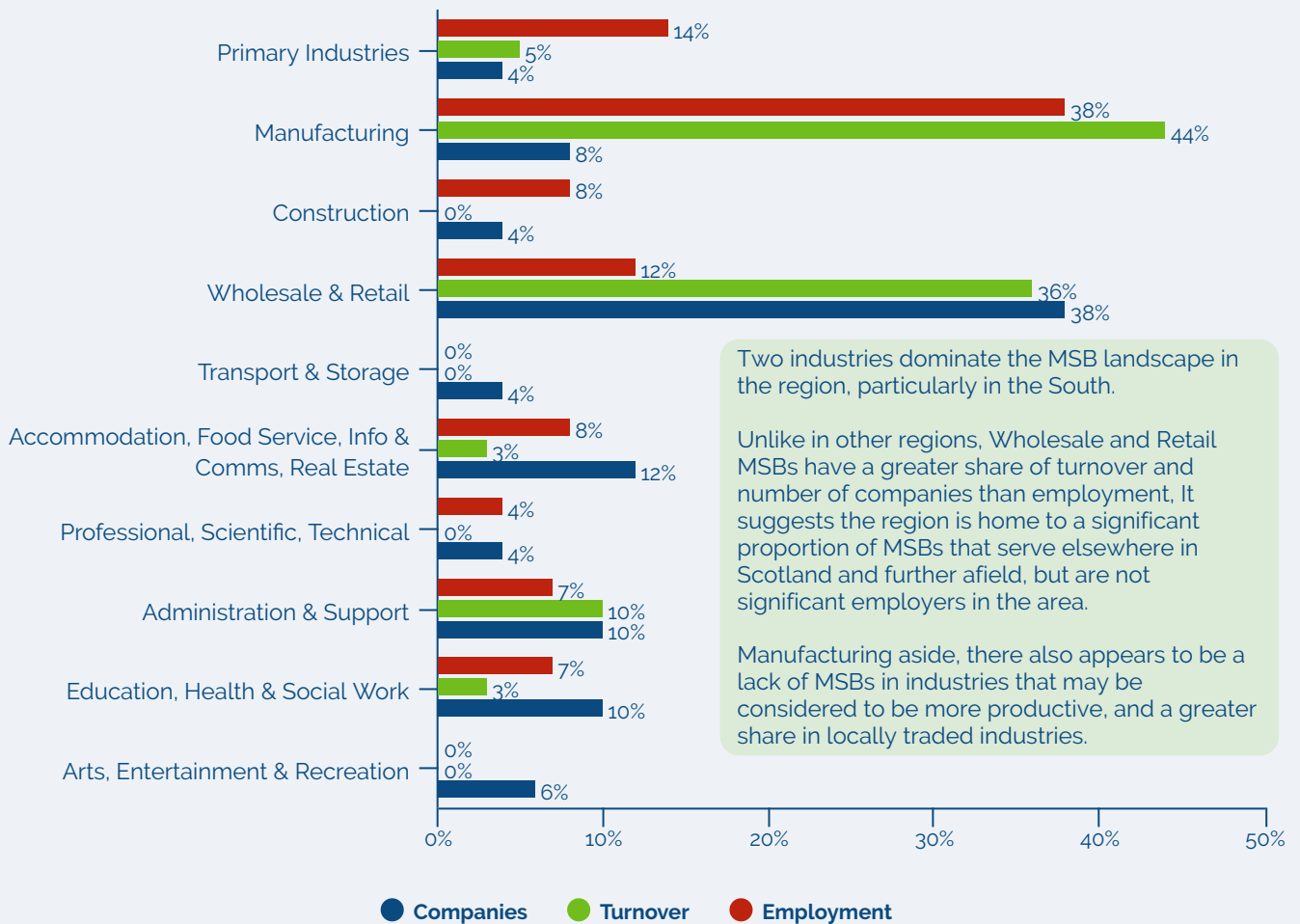
Ayrshire saw very little change in its composition and totals of MSBs between 2010 and 2018, suggesting there was very little new MSBs emerging or significant growth in activity (turnover or employment) amongst existing MSBs.

This static environment suggests a challenging environment for competition and growth, and that growth challenges exist *before* companies are able to become MSBs.

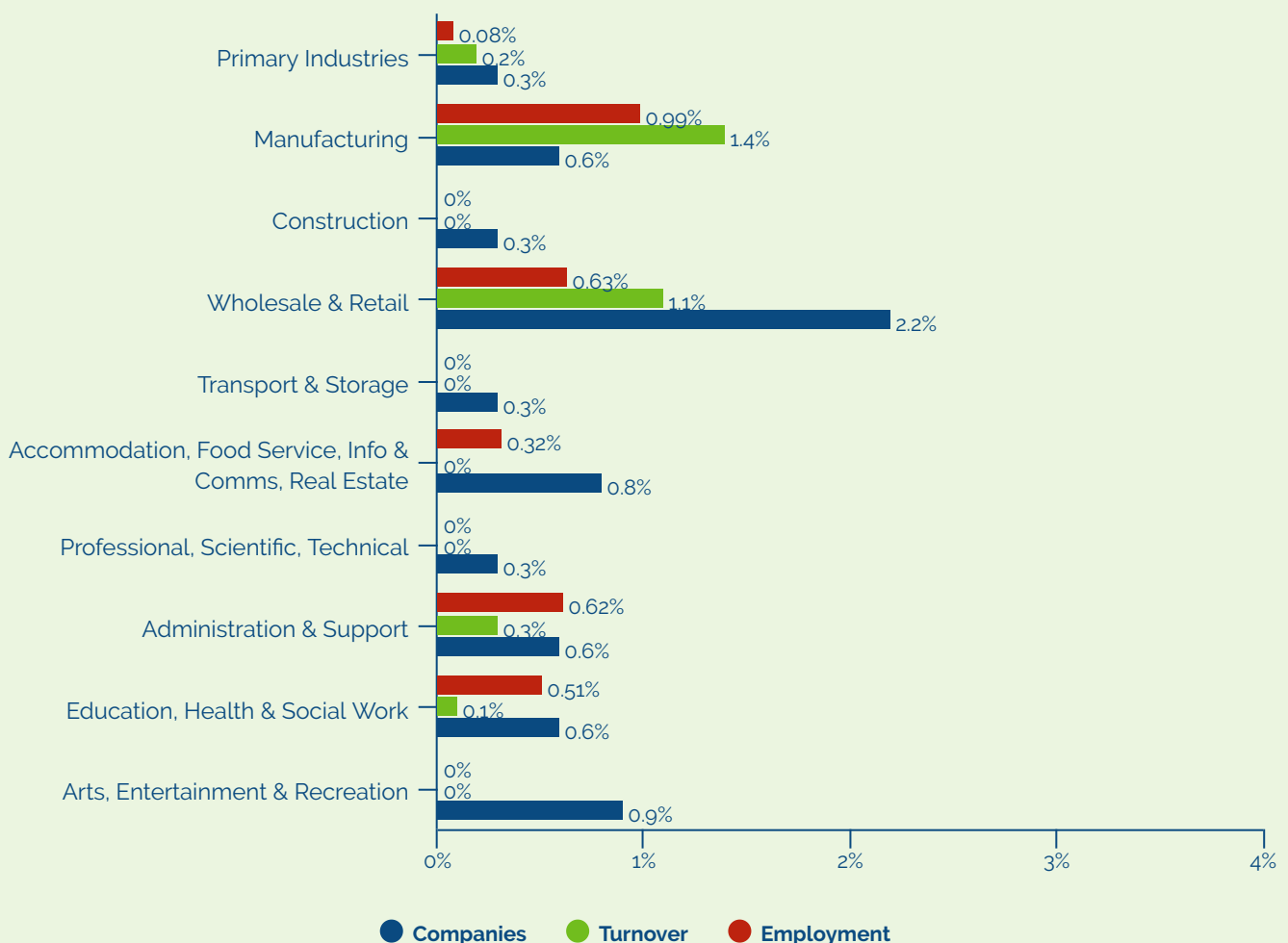
Within the region, whilst there has been some fluctuations in performance, South Ayrshire is where the bulk of numbers and activity amongst MSBs takes place,

Industry breakdown

Performance of MSBs in the Ayrshires (2018) By industry



The Ayrshires contribution to Scotland's MSBs (2018) By industry



Contribution to Scotland's overall MSB performance from 2010-18

0%
of growth in
MSBs

-4%
of turnover
growth

+1%
of
employment
growth

The contribution of the region to Scotland's MSB performance from 2010-18 was weak, at best.

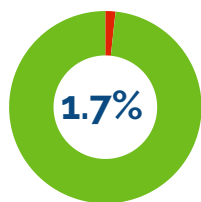
There has been some degree of shift away from Wholesale and Retail with growth in others like Professional, Scientific and Technical; Administration and Support; and Education, Health and Social Work.

However, these are not delivering growth in MSBs that is seen elsewhere in Scotland, and suggests that Ayrshire is in danger of being left behind.

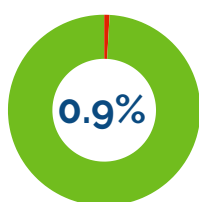
The lack of growth in the total number of MSBs also suggests a challenge in the growth journey of companies in the region, *before* they become mid-sized.

Change in performance of MSBs in the Ayrshires (2010-2018) By industry

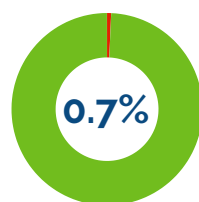
	Total MSBs	MSB turnover (£m)	MSB employment
Primary Industries	+5	+£101m	+340
Manufacturing	+5	+£923m	+3970
Construction	+5	+£0m	0
Wholesale & Retail	-35	+£95m	-590
Transport & Storage	0	+£0m	0
Accomm, Food, Info & Comms, Real Estate	-10	+£0m	+120
Professional, Scientific, Technical	+15	+£0m	0
Administration & Support	+5	+£120m	+840
Education, Health & Social Work	+10	+£35m	+1380
Arts, Entertainment & Recreation	+5	-£15m	-180



of all MSBs



of all MSB turnover



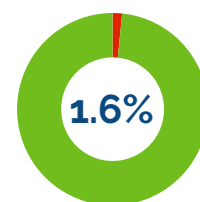
of all MSB employment



contribution to total growth
in MSBs from 2010-18



contribution to the
total MSB turnover
growth in Scotland
2010-18

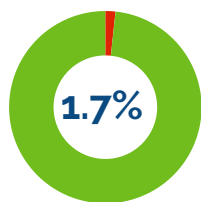


contribution to total MSB
employment in Scotland
2010-18

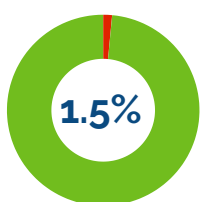
<u>Breakdown of MSBs in East Ayrshire (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	9%	17%	7%
Manufacturing	9%	38%	22%
Construction	5%	0%	0%
Wholesale & Retail	27%	14%	9%
Transport & Storage	5%	0%	0%
Accomm, Food, Info & Comms, Real Estate	9%	2%	8%
Professional, Scientific, Technical	5%	0%	0%
Administration & Support	14%	22%	35%
Education, Health & Social Work	14%	6%	19%
Arts, Entertainment & Recreation	5%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.2%	0.08%
Manufacturing	0.2%	0.3%	0.26%
Construction	0.1%	0.0%	0.00%
Wholesale & Retail	0.5%	0.1%	0.10%
Transport & Storage	0.1%	0.0%	0.00%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.0%	0.09%
Professional, Scientific, Technical	0.1%	0.0%	0.00%
Administration & Support	0.2%	0.2%	0.41%
Education, Health & Social Work	0.2%	0.1%	0.22%
Arts, Entertainment & Recreation	0.1%	0.0%	0.00%

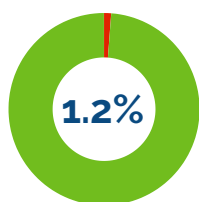
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	+5	+£101m	+340
Manufacturing	0	+£221m	+1,030
Construction	+5	£0m	0
Wholesale & Retail	-10	-£107m	-290
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	-5	+£1m	+90
Professional, Scientific, Technical	+5	+£0m	0
Administration & Support	+5	+£66m	+330
Education, Health & Social Work	+5	+£33m	+870
Arts, Entertainment & Recreation	0	£0m	0



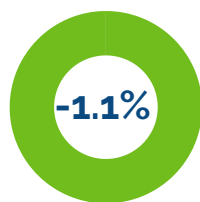
of all MSBs



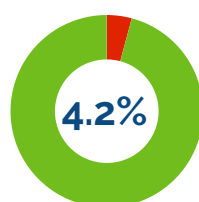
of all MSB turnover



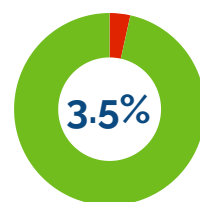
of all MSB employment



contribution to total growth
in MSBs from 2010-18



contribution to the
total MSB turnover
growth in Scotland
2010-18

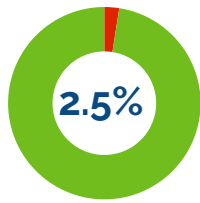


contribution to total MSB
employment in Scotland
2010-18

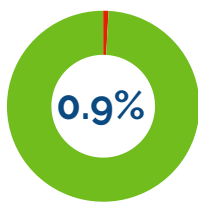
<u>Breakdown of MSBs in North Ayrshire (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	5%	0%	0%
Manufacturing	9%	52%	48%
Construction	5%	0	0%
Wholesale & Retail	36%	43%	22%
Transport & Storage	5%	0	0%
Accomm, Food, Info & Comms, Real Estate	9%	2%	9%
Professional, Scientific, Technical	5%	0%	0%
Administration & Support	9%	2%	9%
Education, Health & Social Work	9%	1%	12%
Arts, Entertainment & Recreation	9%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.1%	0.0%	0.00%
Manufacturing	0.2%	0.8%	0.49%
Construction	0.1%	0.0%	0.00%
Wholesale & Retail	0.6%	0.6%	0.23%
Transport & Storage	0.1%	0.0%	0.00%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.0%	0.09%
Professional, Scientific, Technical	0.1%	0.0%	0.00%
Administration & Support	0.2%	0.0%	0.09%
Education, Health & Social Work	0.2%	0.0%	0.12%
Arts, Entertainment & Recreation	0.2%	0.0%	0.00%

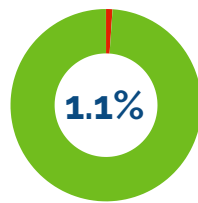
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	+5	+£499m	+1,960
Construction	0	£0m	0
Wholesale & Retail	-15	+£199m	+20
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	-5	+£3m	+80
Professional, Scientific, Technical	+5	£0m	0
Administration & Support	0	+£22m	+360
Education, Health & Social Work	0	-£13m	-170
Arts, Entertainment & Recreation	+5	£0m	0



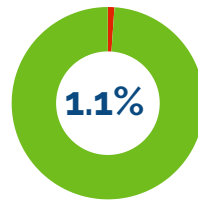
of all MSBs



of all MSB turnover



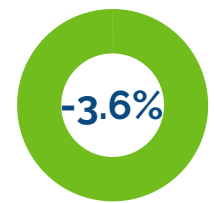
of all MSB employment



contribution to total growth in MSBs from 2010-18



contribution to the total MSB turnover growth in Scotland 2010-18



contribution to total MSB employment in Scotland 2010-18

Breakdown of MSBs in South Ayrshire (2018)

	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0%	0%
Manufacturing	6%	36%	25%
Construction	3%	0%	0%
Wholesale & Retail	45%	48%	31%
Transport & Storage	3%	0%	0%
Accomm, Food, Info & Comms, Real Estate	15%	5%	14%
Professional, Scientific, Technical	3%	0%	0%
Administration & Support	9%	9%	12%
Education, Health & Social Work	9%	3%	17%
Arts, Entertainment & Recreation	6%	0%	0%

Contribution to Scotland's MSBs (2018)

	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.2%	0.3%	0.24%
Construction	0.1%	0.0%	0.0%
Wholesale & Retail	1.1%	0.4%	0.30%
Transport & Storage	0.1%	0.0%	0.00%
Accomm, Food, Info & Comms, Real Estate	0.4%	0.0%	0.14%
Professional, Scientific, Technical	0.1%	0.0%	0.00%
Administration & Support	0.2%	0.1%	0.12%
Education, Health & Social Work	0.2%	0.0%	0.17%
Arts, Entertainment & Recreation	0.2%	0.0%	0.00%

Change between 2010-18

	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	+£203m	+980
Construction	0	£0m	0
Wholesale & Retail	-10	+£3m	-320
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	-£4m	-50
Professional, Scientific, Technical	+5	£0m	0
Administration & Support	0	+£32m	+150
Education, Health & Social Work	+5	+£15m	+680
Arts, Entertainment & Recreation	0	-£15m	-180