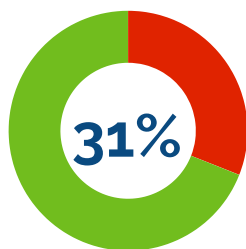
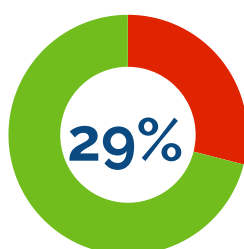


Mid-Sized Businesses (MSBs) are defined as those companies with turnover between £25m and £499m. They are recognised as companies who disproportionately contribute to economic growth; and are more likely to innovate, internationalise and have greater levels of employee engagement.

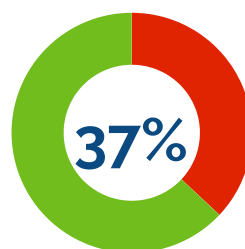
MSBs in summary



of all MSBs



of all MSB turnover

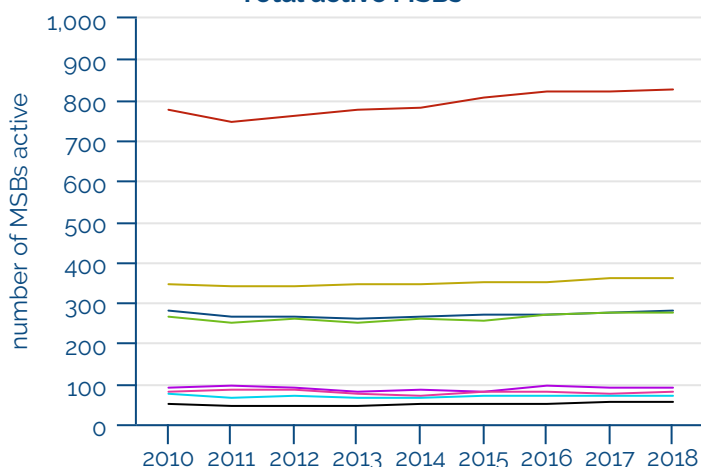


of all MSB employment

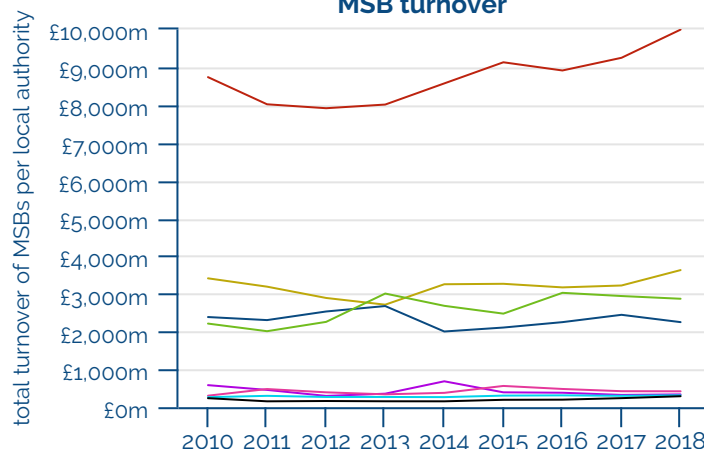
The Glasgow City Region is home to 31% of Scotland's MSBs, generating 29% of total MSB turnover in Scotland and employing 37% of Scotland's total MSB workforce.

Change over time (2010-18)

Total active MSBs



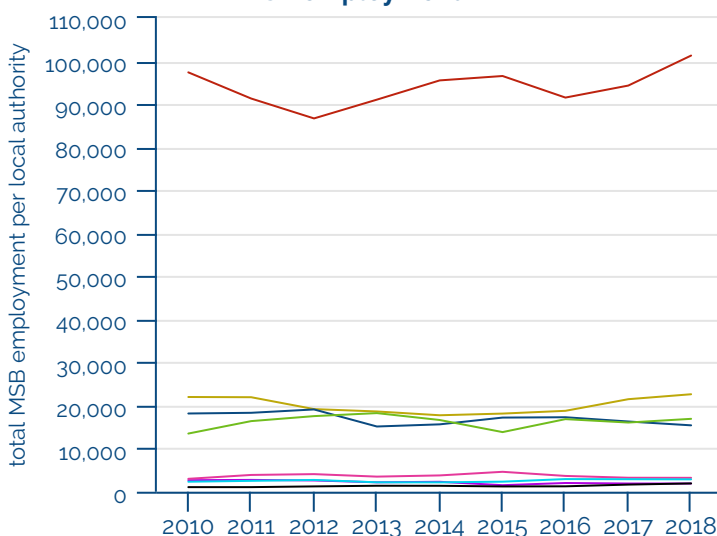
MSB turnover



— Glasgow City — North Lanarkshire — South Lanarkshire
— Renfrewshire — West Dunbartonshire — Inverclyde
— East Dunbartonshire — East Renfrewshire

— Glasgow City — North Lanarkshire — South Lanarkshire
— Renfrewshire — West Dunbartonshire — Inverclyde
— East Dunbartonshire — East Renfrewshire

MSB employment



— Glasgow City — North Lanarkshire — South Lanarkshire
— Renfrewshire — West Dunbartonshire — Inverclyde
— East Dunbartonshire — East Renfrewshire

The contribution of MSBs in the City Region, to Scotland's overall MSB performance suggests the City Region is where larger MSBs are found, and they tend to have had their growth driven through employment, which may suggest they are in less productive industries,

Across the region, similar to Edinburgh, there are three tiers to which they contribute.

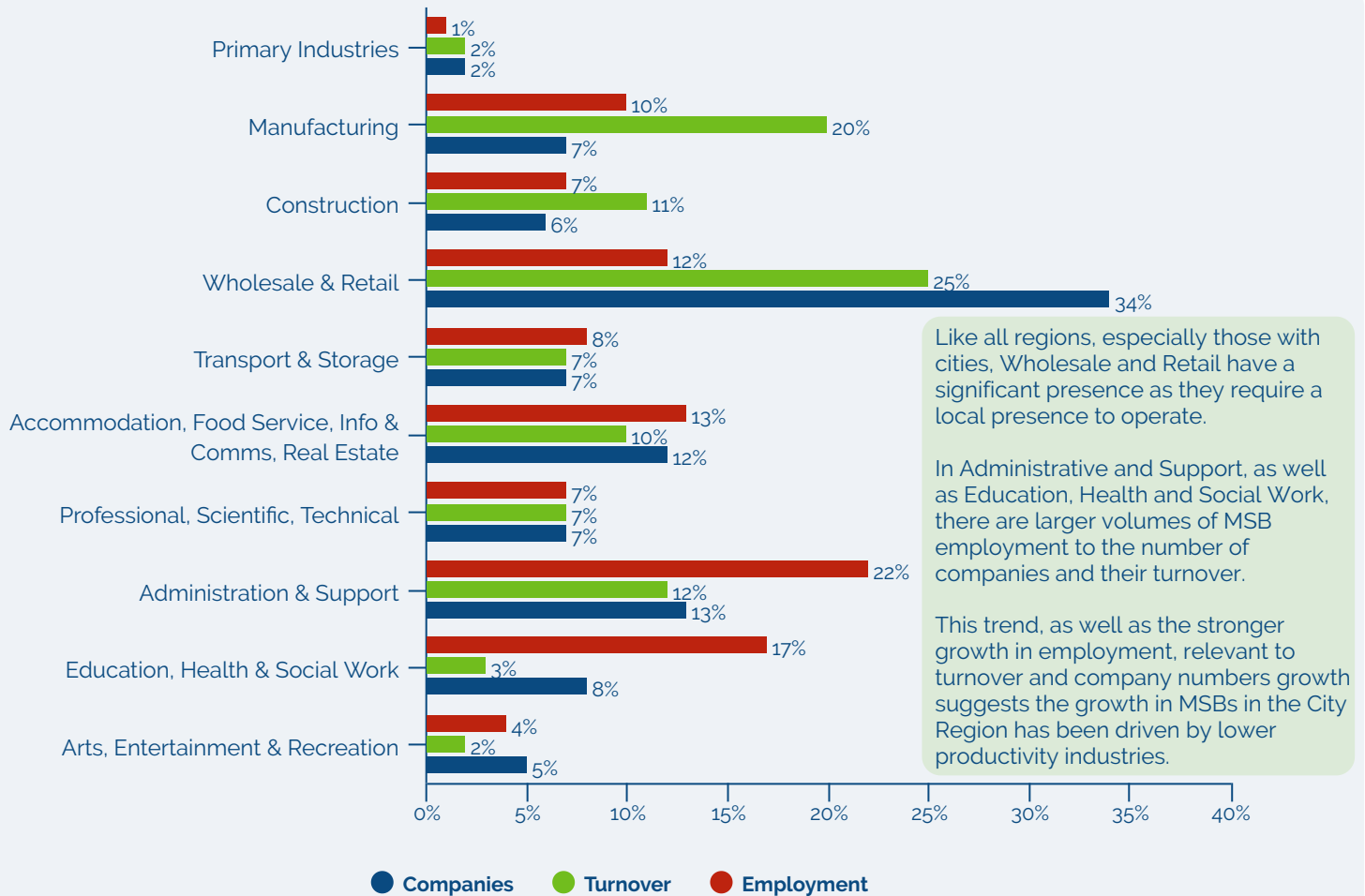
Glasgow City is the main MSB engine, which has shown an acceleration since 2016.

Neighbouring North and South Lanarkshire comprise a second tier, with the remaining council areas making marginal contributions to the overall.

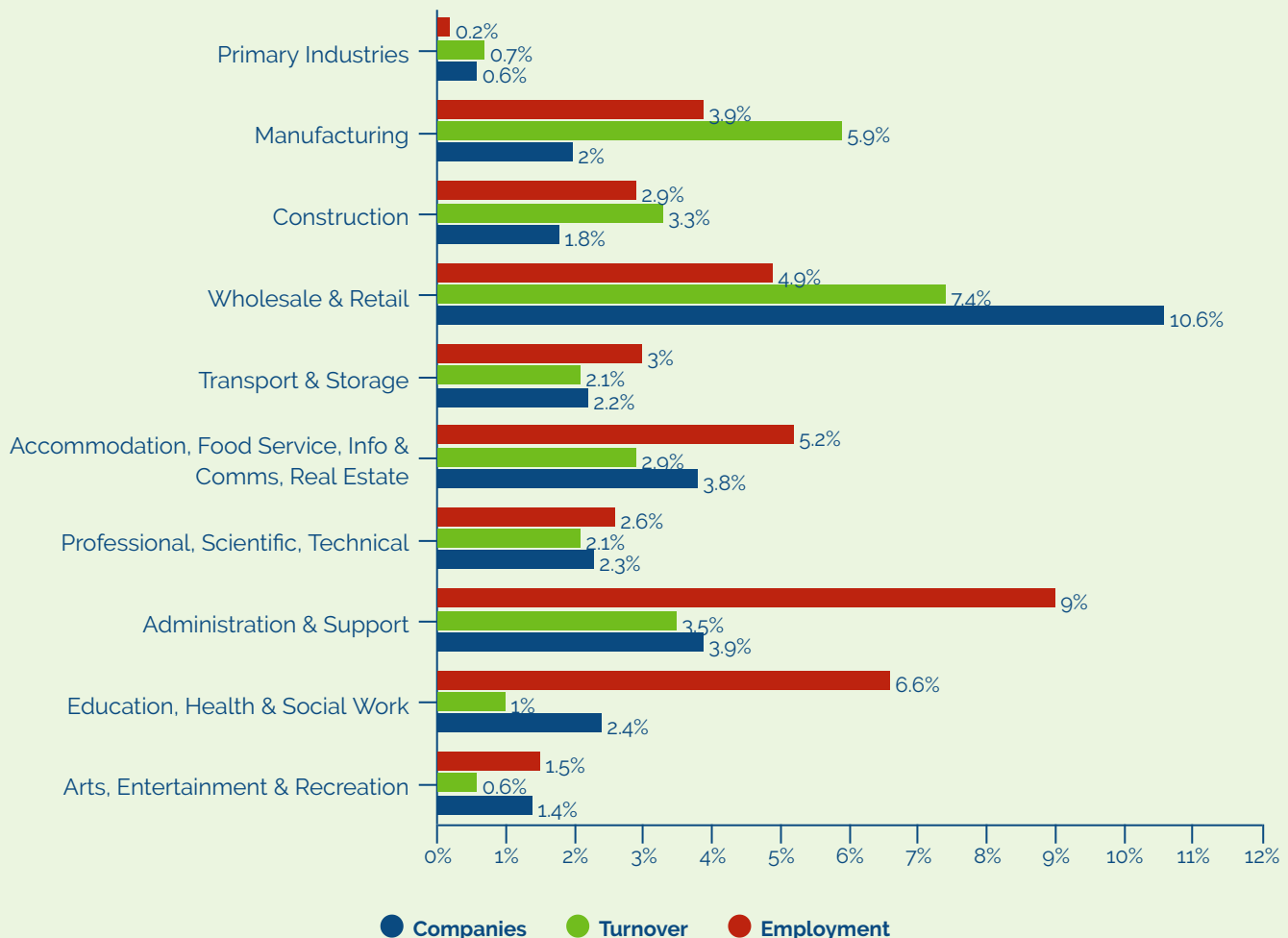
This reflects the economic geography in the City Region and highlights the city as the driver of economic performance in large MSBs, particularly in employment.

Industry breakdown

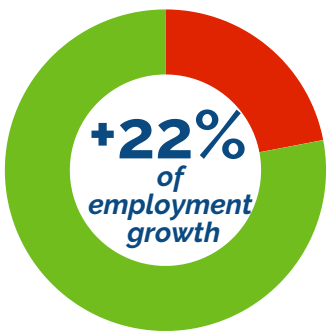
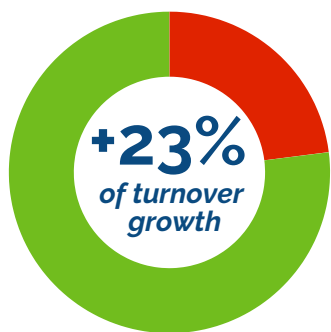
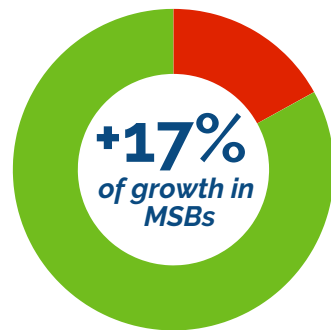
Performance of MSBs in the Glasgow City Region (2018) By industry



The Glasgow City Region contribution to Scotland's MSBs (2018) By industry



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



In terms of contribution to growth in the overall number of MSBs active in Scotland, it could be argued the City Region underperformed against other cities. Despite going through significant declines since 2015 and 16, the Aberdeen City and Shire region contributed +20% of the growth, compared to +17% in the Glasgow City Region.

The trend observed elsewhere that the City Region appears to have a greater proportion of larger MSBs with larger number of employees, and who have grown more through adding employees as opposed to growth predominantly via turnover.

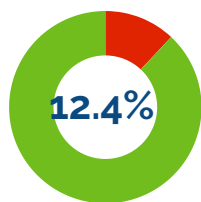
There were declines in some key industries such as Wholesale and Retail as well as Transport and Storage, which also occurs in other regions. This may indicate a change in the nature of these industries within Scotland,

Other industries across the City Region experienced significant increases in turnover, but the employment growth appeared to be more concentrated in less industries.

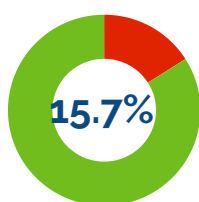
Change in performance of MSBs in the Glasgow City Region (2010-2018) By industry

	Total MSBs	MSB turnover (£m)	MSB employment
Primary Industries	+20	£418m	+840
Manufacturing	-5	£591m	-950
Construction	-5	£259m	-130
Wholesale & Retail	-90	£745m	-3,440
Transport & Storage	+10	£37m	-2,330
Accomm, Food, Info & Comms, Real Estate	+25	£413m	+4,630
Professional, Scientific, Technical	+40	£611m	-5,600
Administration & Support	+30	£614m	+2,380
Education, Health & Social Work	+55	£201m	+8,240
Arts, Entertainment & Recreation	+5	£226m	+4,680

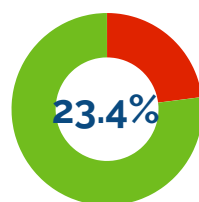
Mid-Sized Businesses in Glasgow City 2010-18



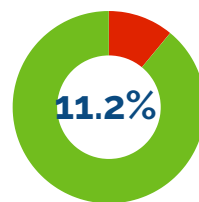
of all MSBs



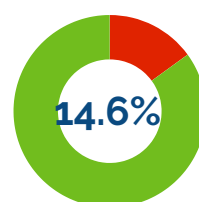
of all MSB turnover



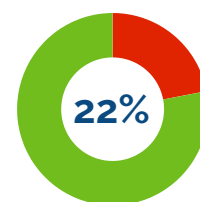
of all MSB employment



contribution to total growth
in MSBs from 2010-18



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

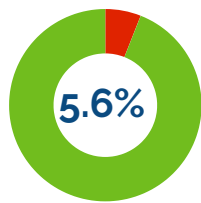


contribution to total MSB
employment in Scotland
2010-18

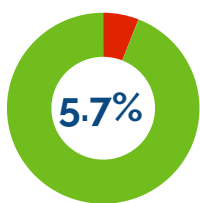
<u>Breakdown of MSBs in Glasgow City (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	1%	1%	0.5%
Manufacturing	4%	13%	4%
Construction	5%	12%	6%
Wholesale & Retail	34%	21%	9%
Transport & Storage	5%	6%	5%
Accomm, Food, Info & Comms, Real Estate	15%	13%	14%
Professional, Scientific, Technical	12%	10%	7%
Administration & Support	13%	16%	28%
Education, Health & Social Work	7%	5%	20%
Arts, Entertainment & Recreation	4%	3%	5%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.2%	0.08%
Manufacturing	0.5%	2.1%	1.04%
Construction	0.7%	1.9%	1.54%
Wholesale & Retail	4.2%	3.3%	2.30%
Transport & Storage	0.6%	0.9%	1.34%
Accomm, Food, Info & Comms, Real Estate	1.9%	2.1%	3.61%
Professional, Scientific, Technical	1.4%	1.6%	1.88%
Administration & Support	1.6%	2.5%	7.06%
Education, Health & Social Work	0.8%	0.7%	5.10%
Arts, Entertainment & Recreation	0.5%	0.5%	1.36%

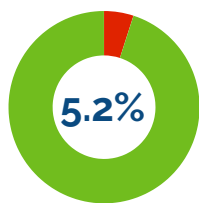
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	+5	+£100m	+340
Manufacturing	-5	+£341m	+490
Construction	0	+£162m	-920
Wholesale & Retail	+5	-£286m	-570
Transport & Storage	-5	-£201m	-3,710
Accomm, Food, Info & Comms, Real Estate	+25	+£224m	+4,040
Professional, Scientific, Technical	+10	+£298m	-8,540
Administration & Support	0	+£526m	+5,410
Education, Health & Social Work	+15	+£151m	+5,490
Arts, Entertainment & Recreation	-5	+£327m	+5,440



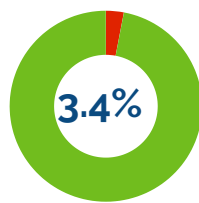
of all MSBs



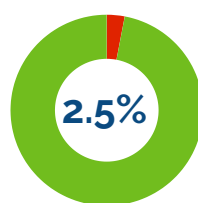
of all MSB turnover



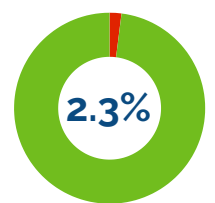
of all MSB employment



contribution to total growth
in MSBs from 2010-18



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

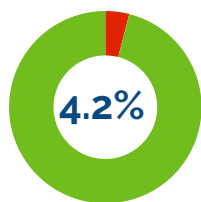


contribution to total MSB
employment in Scotland
2010-18

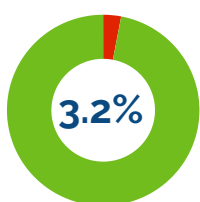
Breakdown of MSBs in North Lanarkshire (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	4%	9%	2%
Manufacturing	11%	20%	14%
Construction	9%	17%	17%
Wholesale & Retail	28%	17%	11%
Transport & Storage	11%	8%	11%
Accomm, Food, Info & Comms, Real Estate	8%	7%	8%
Professional, Scientific, Technical	5%	9%	13%
Administration & Support	15%	13%	18%
Education, Health & Social Work	4%	1%	6%
Arts, Entertainment & Recreation	4%	0.3%	1%

Contribution to Scotland's MSBs (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.5%	0.12%
Manufacturing	0.6%	1.2%	0.79%
Construction	0.5%	1.0%	0.93%
Wholesale & Retail	1.6%	1.0%	0.63%
Transport & Storage	0.6%	0.4%	0.62%
Accomm, Food, Info & Comms, Real Estate	0.5%	0.4%	0.44%
Professional, Scientific, Technical	0.3%	0.5%	0.73%
Administration & Support	0.8%	0.8%	1.01%
Education, Health & Social Work	0.2%	0.09%	0.33%
Arts, Entertainment & Recreation	0.2%	0.09%	0.04%

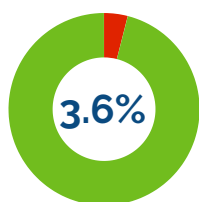
Change between 2010-18	Total MSBs	MSB turnover	MSB employment
Primary Industries	+10	+£318m	+500
Manufacturing	+5	-£264m	-1,210
Construction	+10	+£321m	+1,880
Wholesale & Retail	-30	-£454m	-1,770
Transport & Storage	+5	+£48m	+240
Accomm, Food, Info & Comms, Real Estate	0	+£145m	+460
Professional, Scientific, Technical	+10	+£313m	+2,940
Administration & Support	+10	+£141m	-1,080
Education, Health & Social Work	+5	-£11m	+530
Arts, Entertainment & Recreation	+5	-£91m	-550



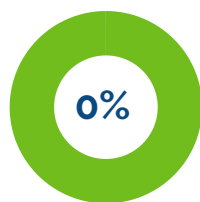
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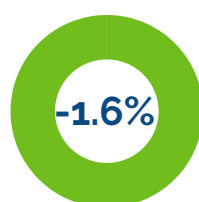
of all MSB turnover



of all MSB employment



contribution to total growth in MSBs from 2010-18



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

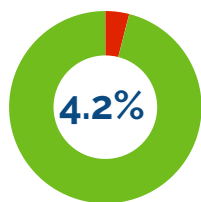


contribution to total MSB employment in Scotland 2010-18

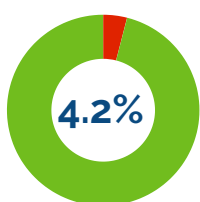
Breakdown of MSBs in South Lanarkshire (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	4%	0%	0%
Manufacturing	7%	27%	23%
Construction	7%	12%	11%
Wholesale & Retail	38%	49%	25%
Transport & Storage	5%	4%	8%
Accomm, Food, Info & Comms, Real Estate	13%	5%	12%
Professional, Scientific, Technical	5%	0%	0%
Administration & Support	9%	3%	11%
Education, Health & Social Work	9%	2%	10%
Arts, Entertainment & Recreation	4%	0.4%	1%

Contribution to Scotland's MSBs (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.0%	0.00%
Manufacturing	0.3%	0.9%	0.83%
Construction	0.3%	0.4%	0.39%
Wholesale & Retail	1.6%	1.6%	0.88%
Transport & Storage	0.2%	0.1%	0.27%
Accomm, Food, Info & Comms, Real Estate	0.5%	0.1%	0.42%
Professional, Scientific, Technical	0.2%	0.0%	0.00%
Administration & Support	0.4%	0.1%	0.39%
Education, Health & Social Work	0.4%	0.1%	0.34%
Arts, Entertainment & Recreation	0.2%	0.0%	0.04%

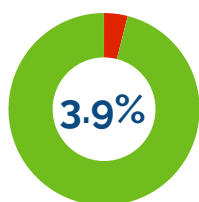
Change between 2010-18	Total MSBs	MSB turnover	MSB employment
Primary Industries	+5	£0m	0
Manufacturing	-10	+£38m	-820
Construction	-5	-£35m	-280
Wholesale & Retail	-25	+£38m	-290
Transport & Storage	+5	+£3m	-60
Accomm, Food, Info & Comms, Real Estate	+5	-£23m	+290
Professional, Scientific, Technical	+10	£0m	0
Administration & Support	0	-£100m	-2,130
Education, Health & Social Work	+10	+£9m	+500
Arts, Entertainment & Recreation	-5	-£12m	-220



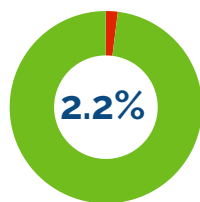
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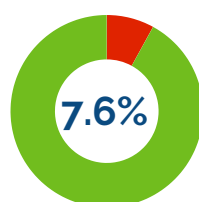
of all MSB turnover



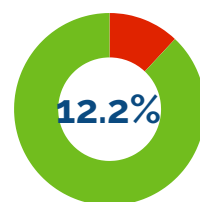
of all MSB employment



contribution to total growth
in MSBs from 2010-18



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

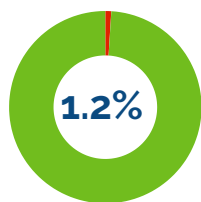


contribution to total MSB
employment in Scotland
2010-18

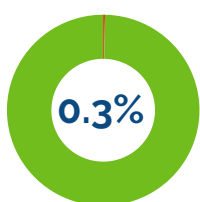
<u>Breakdown of MSBs in Renfrewshire (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	1%	0%	0%
Manufacturing	11%	45%	31%
Construction	4%	0%	0%
Wholesale & Retail	36%	27%	17%
Transport & Storage	13%	15%	20%
Accomm, Food, Info & Comms, Real Estate	9%	5%	9%
Professional, Scientific, Technical	4%	0%	0%
Administration & Support	11%	5%	12%
Education, Health & Social Work	7%	2%	10%
Arts, Entertainment & Recreation	5%	1%	1%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.1%	0.0%	0.0%
Manufacturing	0.5%	1.9%	1.20%
Construction	0.2%	0.0%	0.00%
Wholesale & Retail	1.5%	1.1%	0.65%
Transport & Storage	0.5%	0.6%	0.78%
Accomm, Food, Info & Comms, Real Estate	0.4%	0.2%	0.35%
Professional, Scientific, Technical	0.2%	0.0%	0.00%
Administration & Support	0.5%	0.2%	0.45%
Education, Health & Social Work	0.3%	0.1%	0.38%
Arts, Entertainment & Recreation	0.2%	0.0%	0.06%

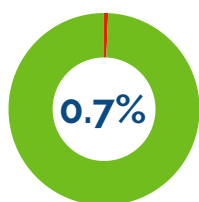
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	+5	+£38m	+590
Construction	-5	-£35m	-810
Wholesale & Retail	0	+£38m	+70
Transport & Storage	0	+£m	+1,200
Accomm, Food, Info & Comms, Real Estate	-5	-£23m	-30
Professional, Scientific, Technical	+5	£0m	0
Administration & Support	0	-£100m	+180
Education, Health & Social Work	5	+£9m	+1,140
Arts, Entertainment & Recreation	5	-£12m	+10



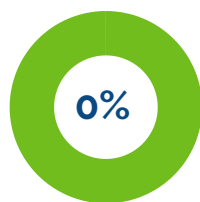
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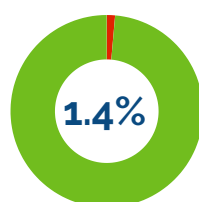
of all MSB turnover



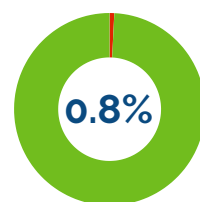
of all MSB employment



contribution to total growth
in MSBs from 2010-18



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

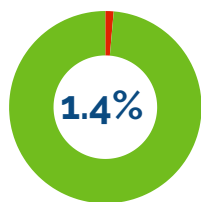


contribution to total MSB
employment in Scotland
2010-18

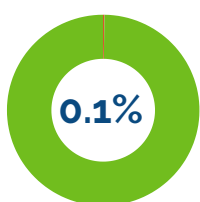
<u>Breakdown of MSBs in Inverclyde (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0%	0%
Manufacturing	0%	0%	0%
Construction	0%	0%	0%
Wholesale & Retail	43%	72.1%	29%
Transport & Storage	7%	0%	0%
Accomm, Food, Info & Comms, Real Estate	14%	20%	32%
Professional, Scientific, Technical	0%	0%	0%
Administration & Support	14%	0%	0%
Education, Health & Social Work	14%	7.9%	39%
Arts, Entertainment & Recreation	7%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.0%	0.0%	0.0%
Construction	0.0%	0.0%	0.0%
Wholesale & Retail	0.5%	0.2%	0.11%
Transport & Storage	0.1%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.1%	0.12%
Professional, Scientific, Technical	0.0%	0.0%	0.0%
Administration & Support	0.2%	0.0%	0.0%
Education, Health & Social Work	0.2%	0.0%	0.15%
Arts, Entertainment & Recreation	0.1%	0.0%	0.0%

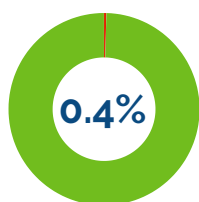
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	£0m	0
Construction	0	£0m	0
Wholesale & Retail	-15	+£1m	-550
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	+£38m	+480
Professional, Scientific, Technical	0	£0m	0
Administration & Support	+5	£0m	0
Education, Health & Social Work	0	-£18m	-390
Arts, Entertainment & Recreation	0	£0m	0



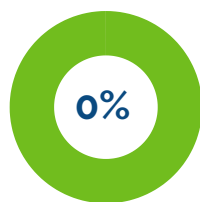
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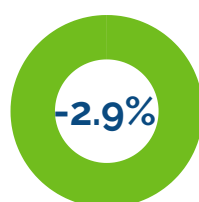
of all MSB turnover



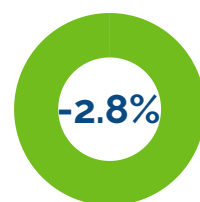
of all MSB employment



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 West Dunbartonshire (2018)

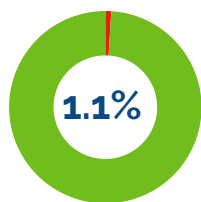
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0.0%	0%
Manufacturing	5%	0.0%	0%
Construction	0%	0.0%	0%
Wholesale & Retail	42%	64.1%	47%
Transport & Storage	5%	0.0%	0%
Accomm, Food, Info & Comms, Real Estate	11%	25.6%	20%
Professional, Scientific, Technical	5%	0.0%	0%
Administration & Support	11%	0.0%	0%
Education, Health & Social Work	11%	23.2%	33%
Arts, Entertainment & Recreation	11%	0.0%	0%

Contribution to Scotland's MSBs (2018)

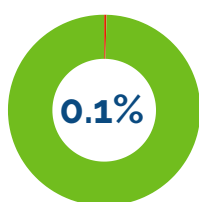
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.1%	0.0%	0.0%
Construction	0.0%	0.0%	0.0%
Wholesale & Retail	0.6%	0.1%	0.11%
Transport & Storage	0.1%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.0%	0.05%
Professional, Scientific, Technical	0.1%	0.0%	0.0%
Administration & Support	0.2%	0.0%	0.0%
Education, Health & Social Work	0.2%	0.0%	0.08%
Arts, Entertainment & Recreation	0.2%	0.0%	0.0%

Change between 2010-18

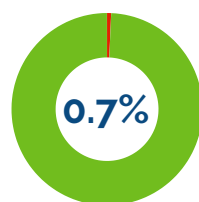
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	£0m	0
Construction	-5	£0m	0
Wholesale & Retail	-5	-£9m	-160
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	-£17m	-630
Professional, Scientific, Technical	+5	£0m	0
Administration & Support	+5	£0m	0
Education, Health & Social Work	0	+£8m	+320
Arts, Entertainment & Recreation	+5	£0m	0



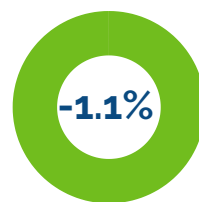
of all MSBs



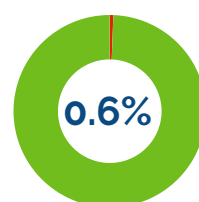
of all MSB turnover



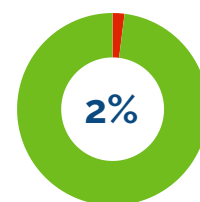
of all MSB employment



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 East Dunbartonshire (2018)

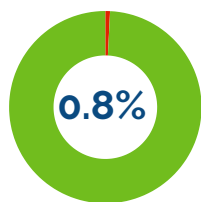
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0%	0%
Manufacturing	7%	0%	0%
Construction	7%	0%	0%
Wholesale & Retail	27%	78%	18%
Transport & Storage	0%	0%	0%
Accomm, Food, Info & Comms, Real Estate	13%	0%	36%
Professional, Scientific, Technical	7%	0%	0%
Administration & Support	13%	0%	0%
Education, Health & Social Work	20%	22%	37%
Arts, Entertainment & Recreation	7%	0%	0%

Contribution to Scotland's MSBs (2018)

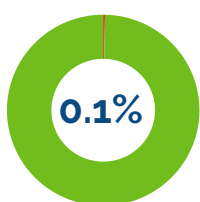
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.1%	0.0%	0.0%
Construction	0.1%	0.0%	0.0%
Wholesale & Retail	0.3%	0.1%	0.12%
Transport & Storage	0.0%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.0%	0.16%
Professional, Scientific, Technical	0.1%	0.0%	0.0%
Administration & Support	0.2%	0.0%	0.0%
Education, Health & Social Work	0.2%	0.0%	0.16%
Arts, Entertainment & Recreation	0.1%	0.0%	0.0%

Change between 2010-18

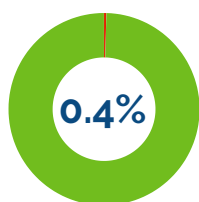
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	£0m	0
Construction	0	£0m	0
Wholesale & Retail	-10	-£2m	-100
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	£0m	+20
Professional, Scientific, Technical	0	£0m	0
Administration & Support	+5	£0m	0
Education, Health & Social Work	+10	+£16m	+650
Arts, Entertainment & Recreation	0	£0m	0



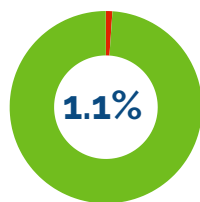
of all MSBs



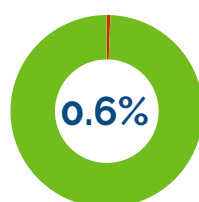
of all MSB turnover



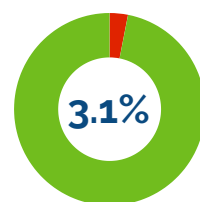
of all MSB employment



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

Breakdown of MSBs in East Renfrewshire (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0%	0%
Manufacturing	0%	0%	0%
Construction	8%	0%	0%
Wholesale & Retail	33%	100%	100%
Transport & Storage	8%	0%	0%
Accomm, Food, Info & Comms, Real Estate	8%	0%	0%
Professional, Scientific, Technical	0%	0%	0%
Administration & Support	17%	0%	0%
Education, Health & Social Work	17%	0%	0%
Arts, Entertainment & Recreation	8%	0%	0%

Contribution to Scotland's MSBs (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.0%	0.0%	0.0%
Construction	0.1%	0.0%	0.0%
Wholesale & Retail	0.3%	0.1%	0.7%
Transport & Storage	0.1%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.1%	0.0%	0.0%
Professional, Scientific, Technical	0.0%	0.0%	0.0%
Administration & Support	0.2%	0.0%	0.0%
Education, Health & Social Work	0.2%	0.0%	0.0%
Arts, Entertainment & Recreation	0.1%	0.0%	0.0%

Change between 2010-18	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	£0m	0
Construction	0	£0m	0
Wholesale & Retail	-10	-£70m	-70
Transport & Storage	+5	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	£0m	0
Professional, Scientific, Technical	0	£0m	0
Administration & Support	+5	£0m	0
Education, Health & Social Work	+10	£0m	0
Arts, Entertainment & Recreation	0	£0m	0