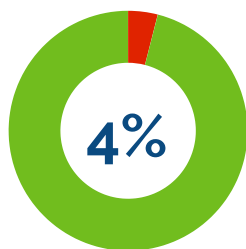
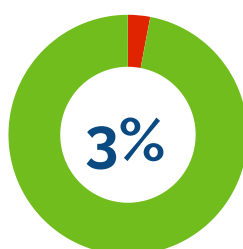


Mid-Sized Businesses (MSBs) are defined as those companies with turnover between £25m and £499m. They are recognised as companies who disproportionately contribute to economic growth; and are more likely to innovate, internationalise and have greater levels of employee engagement.

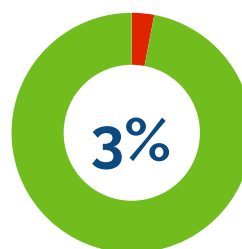
MSBs in summary



of all MSBs



of all MSB turnover

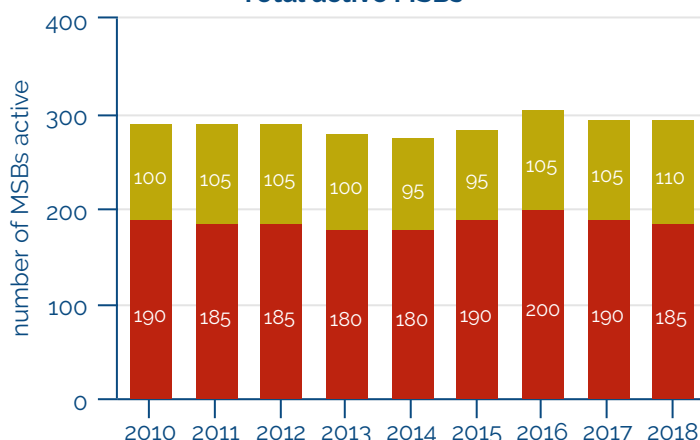


of all MSB employment

The South of Scotland is home to 4% of Scotland's MSBs, generating 3% of total MSB turnover in Scotland and employing 3% of Scotland's total MSB workforce.

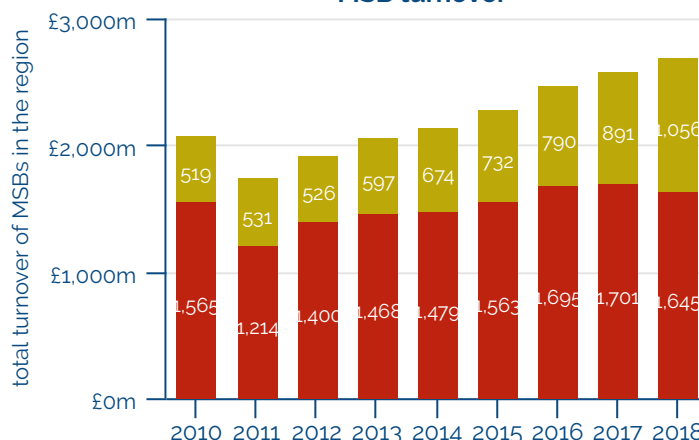
Change over time (2010-18)

Total active MSBs



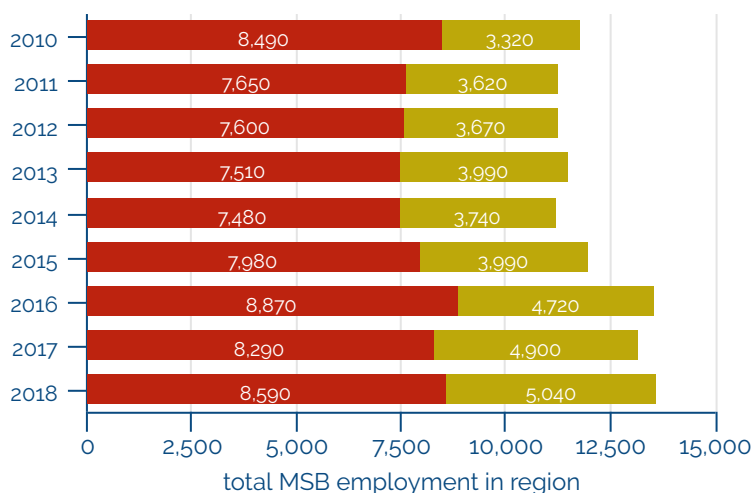
● Dumfries & Galloway ● South of Scotland

MSB turnover



● Dumfries & Galloway ● Scottish Borders

MSB employment



● Dumfries & Galloway ● Scottish Borders

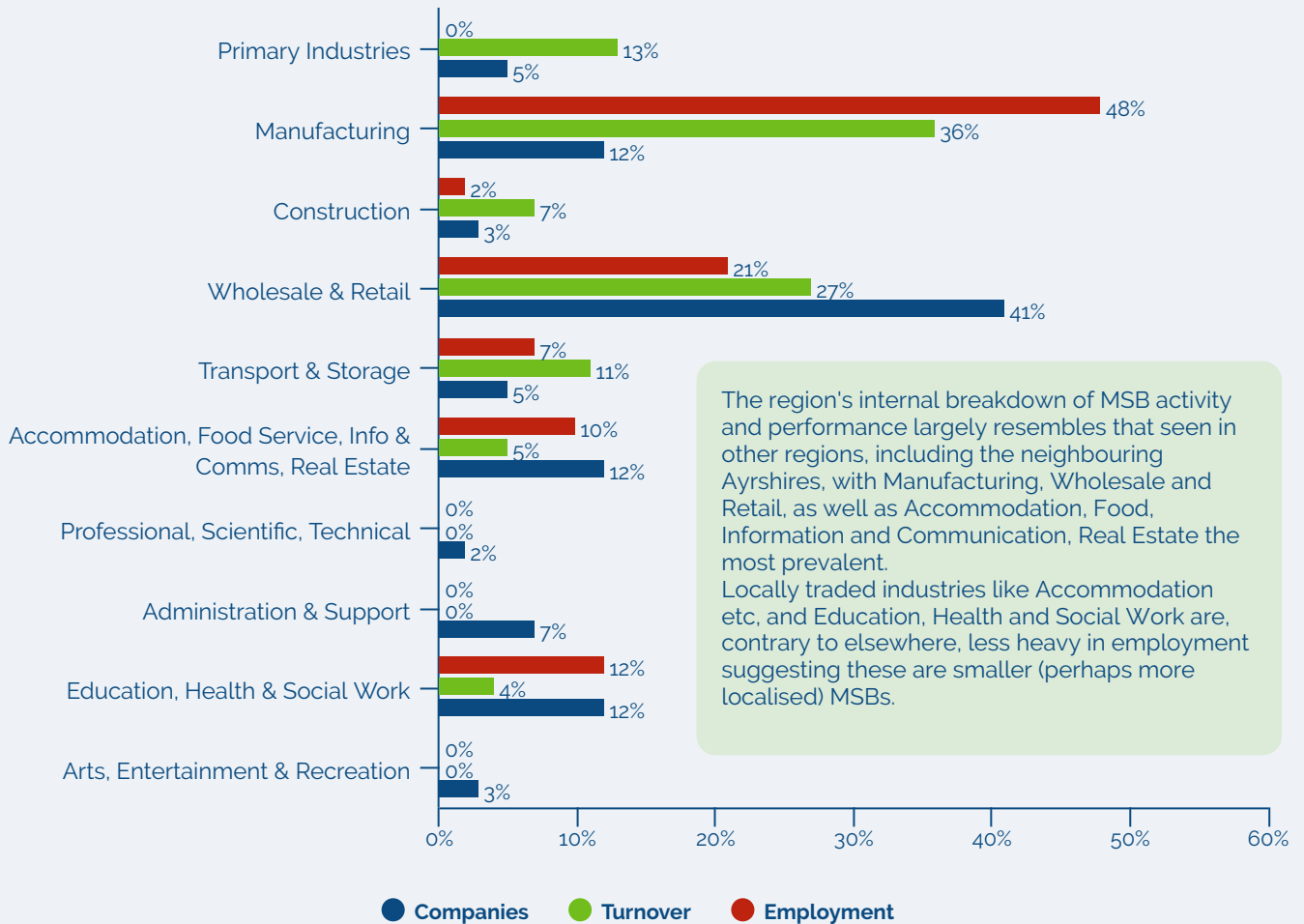
Overall, the total number of active MSBs have remained consistent; a pattern reflected in other less urban, more rural regions of Scotland.

The impact and performance of MSBs in the Borders has begun to accelerate since 2016.

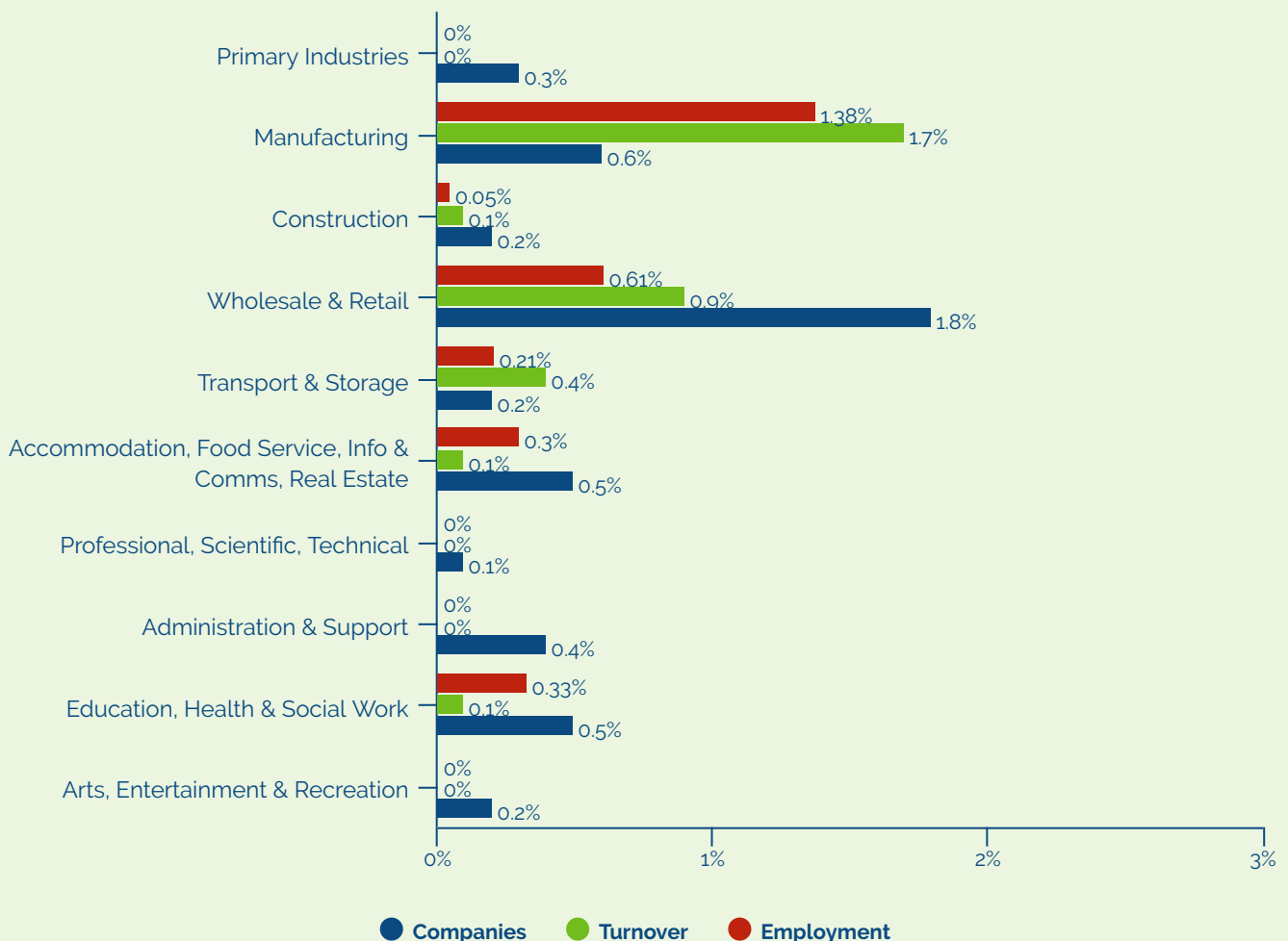
Despite this, Dumfries and Galloway contributes a greater share of MSB activity and performance in the South.

Industry breakdown

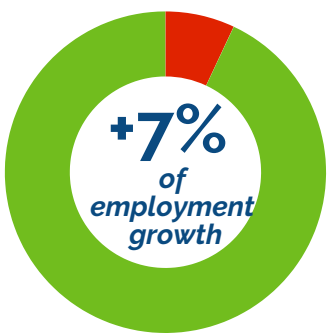
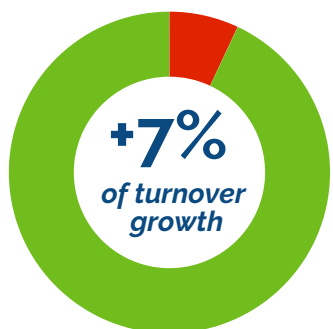
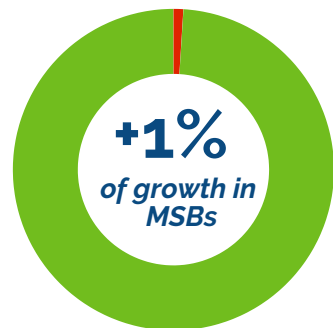
Performance of MSBs in the South of Scotland (2018) By industry



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



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



As set out on page 1, the total number of active MSBs in the South has remained relatively consistent since 2010.

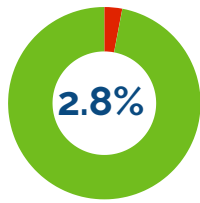
However, those MSBs with a base or presence in the region have shown greater growth in their turnover and/or their employment, both of which exceeded the +1% contribution to the total number of active MSBs in Scotland.

The breakdown in the change since 2010 by industry highlights this trend has been largely driven by Manufacturing MSBs, but with more modest growth across other industries counteracted by slight declines in others.

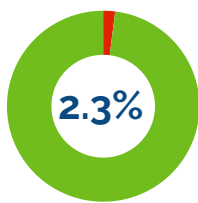
These trends across industries - strong growth in Manufacturing, decline in Wholesale and Retail, as well as Accommodation etc, and Education, Health and Social Work, mirror those seen in the neighbouring region covering the three Ayrshire local authorities.

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

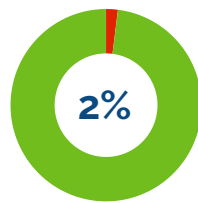
	Total MSBs	MSB turnover (£m)	MSB employment
Primary Industries	+5	£0m	0
Manufacturing	+5	+£456m	+2,480
Construction	0	+£54m	+200
Wholesale & Retail	-10	+£18m	-370
Transport & Storage	+5	-£45m	+20
Accomm, Food, Info & Comms, Real Estate	0	+£10m	+140
Professional, Scientific, Technical	0	£0m	0
Administration & Support	-5	-£81m	-440
Education, Health & Social Work	+15	+£48m	+180
Arts, Entertainment & Recreation	0	£0m	0



of all MSBs



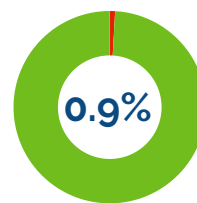
of all MSB turnover



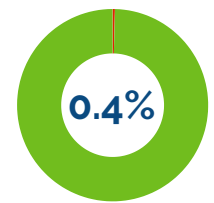
of all MSB employment



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 Dumfries & Galloway (2018)

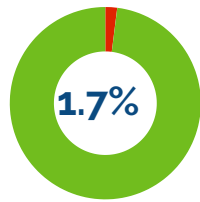
	Total MSBs	MSB turnover	MSB employment
Primary Industries	3%	0%	0%
Manufacturing	14%	50%	44%
Construction	5%	4%	3%
Wholesale & Retail	41%	21%	18%
Transport & Storage	8%	16%	11%
Accomm, Food, Info & Comms, Real Estate	11%	6%	11%
Professional, Scientific, Technical	3%	0%	0%
Administration & Support	5%	0%	0%
Education, Health & Social Work	11%	4%	13%
Arts, Entertainment & Recreation	3%	0%	0%

Contribution to Scotland's MSBs (2018)

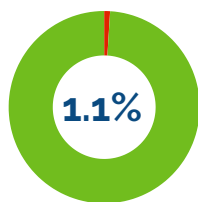
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.1%	0%	0%
Manufacturing	0.4%	1.1%	0.82%
Construction	0.2%	0.1%	0.05%
Wholesale & Retail	1.1%	0.5%	0.35%
Transport & Storage	0.2%	0.4%	0.21%
Accomm, Food, Info & Comms, Real Estate	0.3%	0.1%	0.21%
Professional, Scientific, Technical	0.1%	0%	0%
Administration & Support	0.2%	0%	0%
Education, Health & Social Work	0.3%	0.1%	0.25%
Arts, Entertainment & Recreation	0.1%	0%	0%

Change between 2010-18

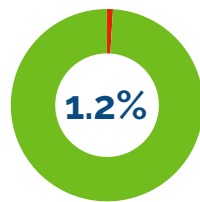
	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	+5	+£95m	+250
Construction	0	+£54m	+200
Wholesale & Retail	-10	-£89m	-640
Transport & Storage	+5	-£45m	+20
Accomm, Food, Info & Comms, Real Estate	0	+£0m	+120
Professional, Scientific, Technical	0	£0m	0
Administration & Support	-5	-£81m	-440
Education, Health & Social Work	+10	+£41m	+50
Arts, Entertainment & Recreation	0	£0m	0



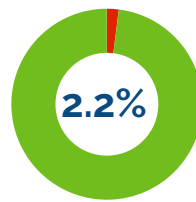
of all MSBs



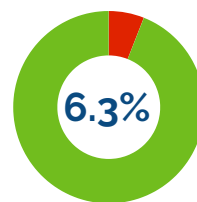
of all MSB turnover



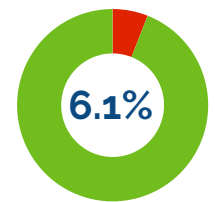
of all MSB employment



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 Scottish Borders (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	9%	0%	0%
Manufacturing	9%	54%	56%
Construction	0%	0	0%
Wholesale & Retail	41%	41%	27%
Transport & Storage	0%	0%	0%
Accomm, Food, Info & Comms, Real Estate	14%	4%	9%
Professional, Scientific, Technical	0%	0%	0%
Administration & Support	9%	0%	0%
Education, Health & Social Work	14%	2%	8%
Arts, Entertainment & Recreation	5%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.0%	0.0%
Manufacturing	0.2%	0.6%	0.56%
Construction	0.0%	0.0%	0.0%
Wholesale & Retail	0.7%	0.4%	0.26%
Transport & Storage	0.0%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.0%	0.09%
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%	0.8%
Arts, Entertainment & Recreation	0.1%	0.0%	0.0%

<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	+5	£0m	0
Manufacturing	0	+£361m	+2,230
Construction	0	£0m	0
Wholesale & Retail	0	+£107m	+270
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	0	£0m	+20
Professional, Scientific, Technical	0	£0m	0
Administration & Support	0	£0m	0
Education, Health & Social Work	+5	+£7m	+130
Arts, Entertainment & Recreation	0	£0m	0