

Medium-Sized Businesses (MSBs) are defined as companies with turnover between £25m and £500m.

## WHY DO MSBs MATTER?

Evidence demonstrates MSBs disproportionately contribute to economic growth. Therefore, increasing the numbers and size of Scotland's mid-market is critical to achieving sustained economic growth.

## KEY FACTS

- MSBs are found in every sector and industry across the economy.
- MSBs have higher levels of productivity.
- They are also more likely to be innovation active.
- MSBs are more likely to have greater gender balance in leadership.
- Offer apprenticeships at a higher rate than other firms.
- Employees have higher levels of satisfaction.

## KEY FIGURES

2,320 MSBs active in Scotland

MSBs have total employment in Scotland of 436,730

MSBs in Scotland generate £70.8bn of turnover



An additional 320 MSBs in Scotland since 2010.

An additional 32,610 jobs in Scotland since 2010.

An additional £12.7bn in turnover since 2010.

**Mid-Sized Businesses in Scotland make up:**

- 0.7% of the business base
- 16% of total employment
- 25% of total private sector turnover

**Since 2010, MSBs have contributed:**

- 1.3% of the growth in the business base
- 30% of Scotland's employment growth
- 75% of total Scottish turnover growth

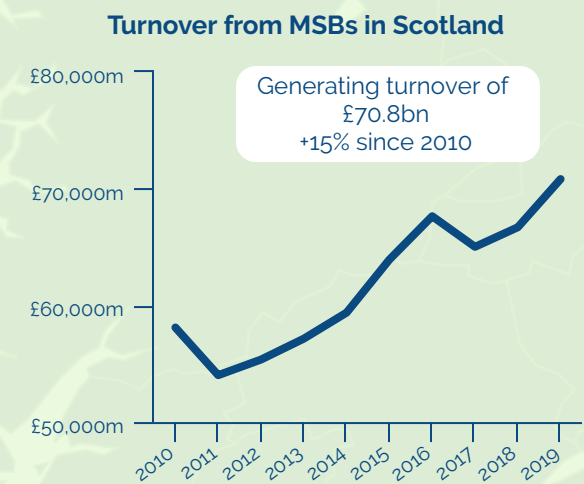
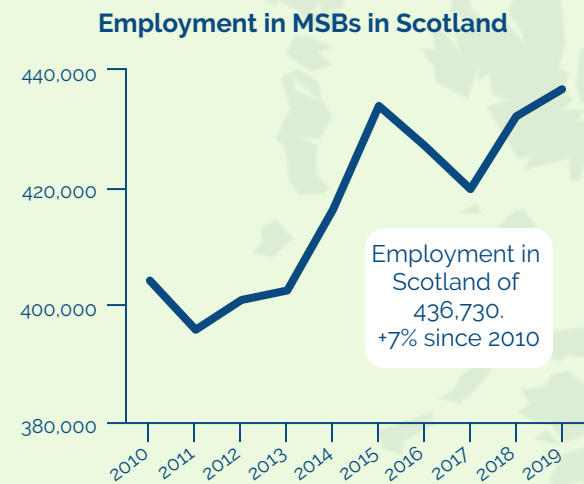
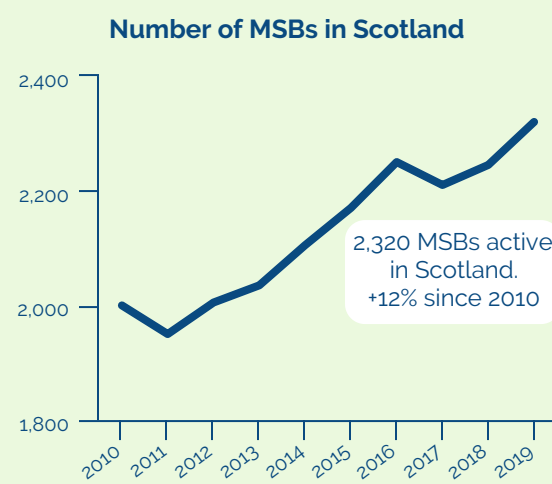
**Main sectors:**

- Wholesale & Retail 28%
- Manufacturing 13%
- Accommodation, Info & Comms, Real Estate 11%
- Admin & Support 10%
- Professional, Scientific & Technical 10%

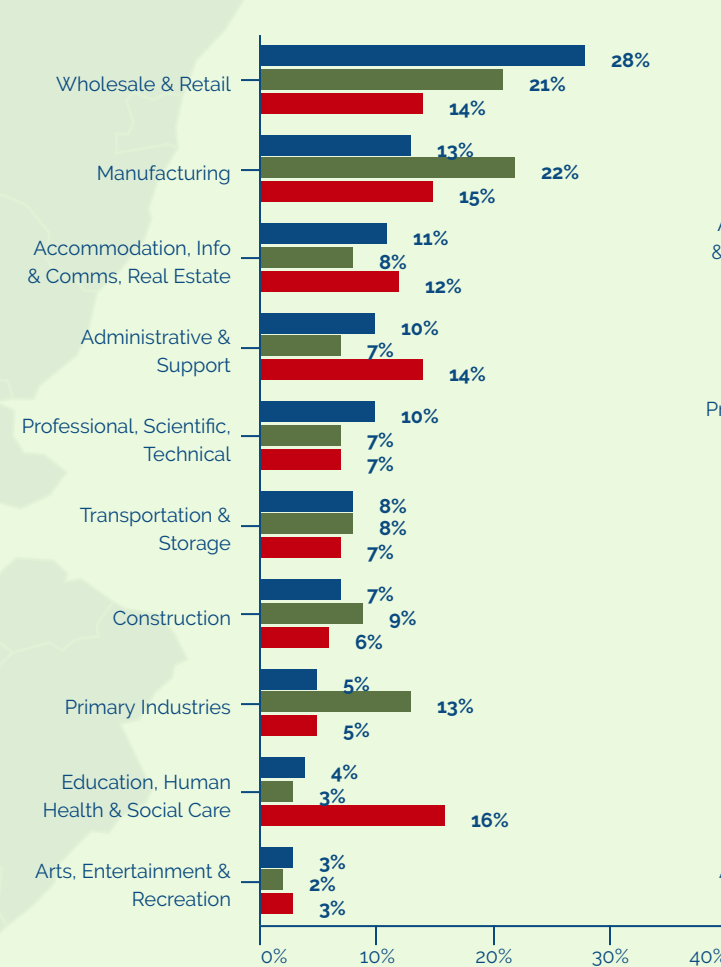
**Nation of ownership:**

	Total	Turnover	Employment
Scottish	21%	46%	43%
Overseas	42%	36%	43%
rUK	36%	19%	14%

## WHAT ARE THE TRENDS?



Structure of Scotland's MSB activity 2019, by sector



Change in MSBs 2010-19, by sector

