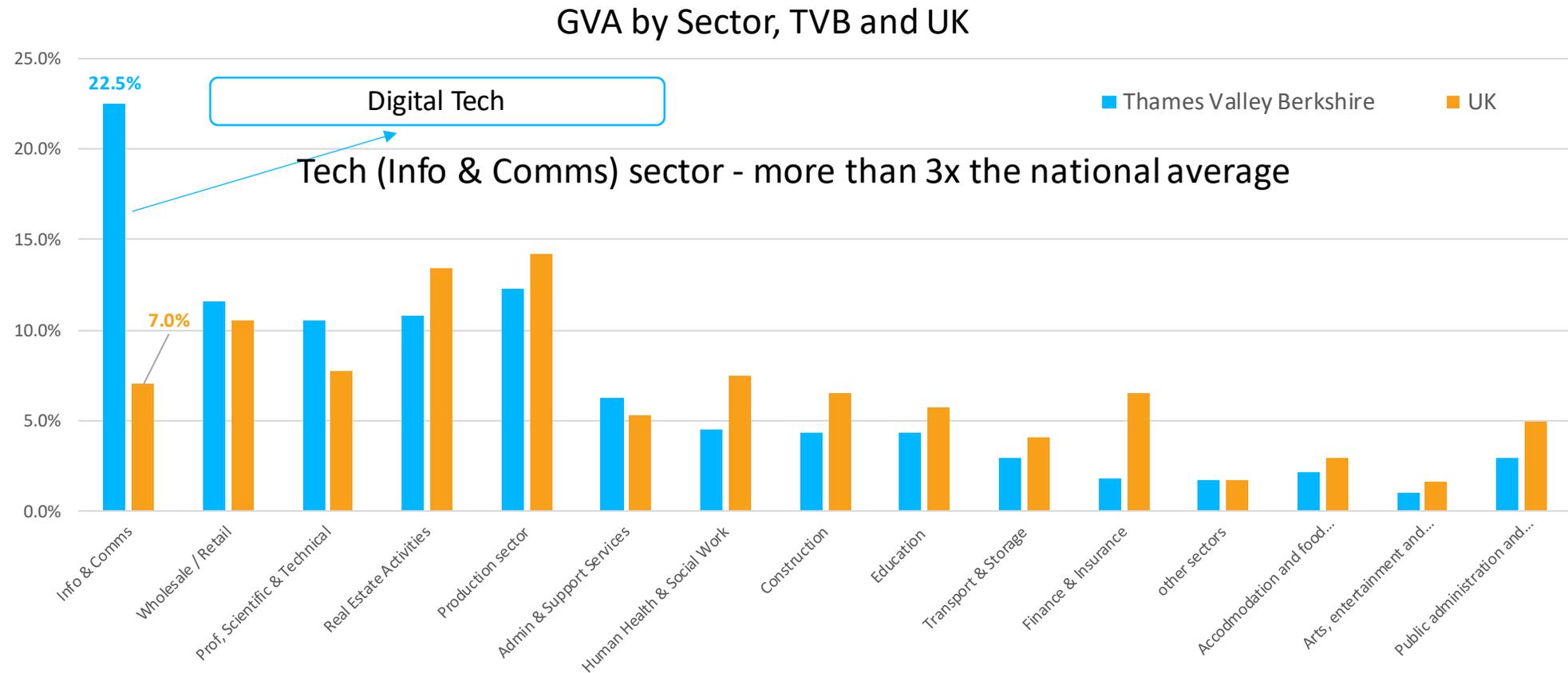


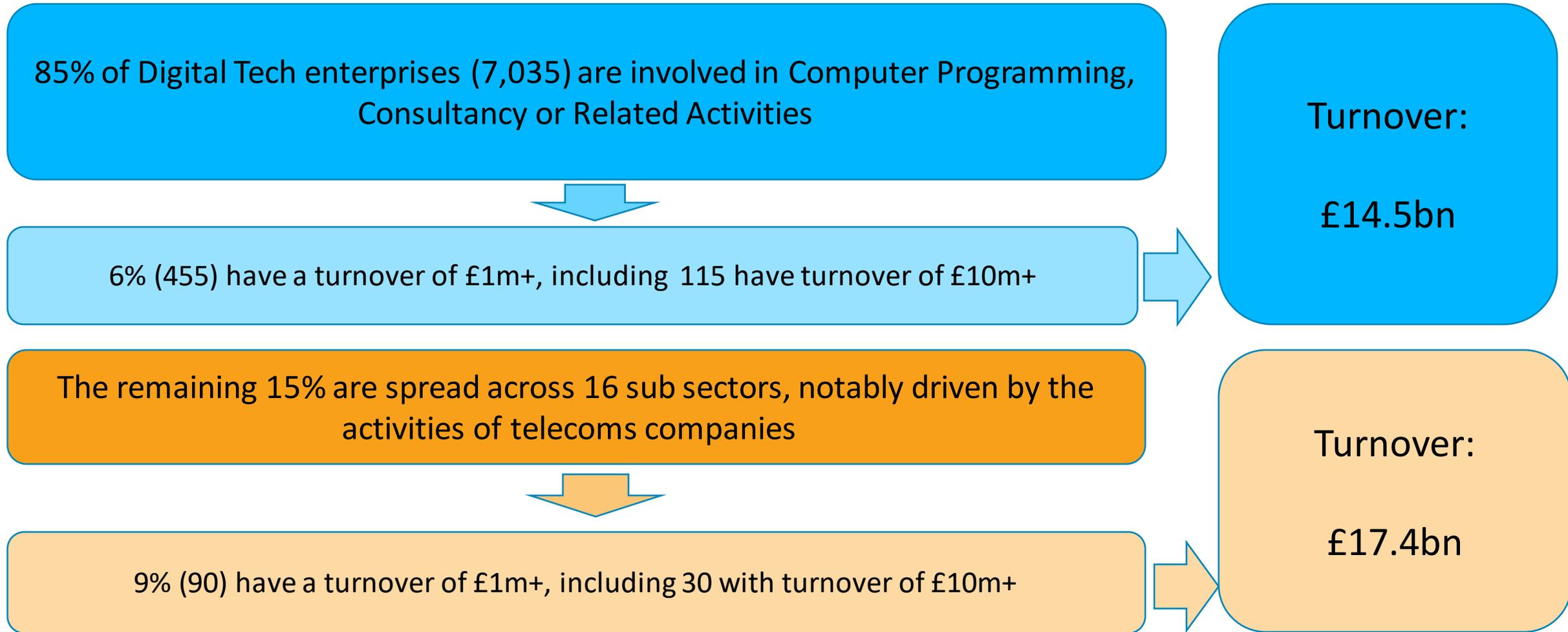
Digital Tech Sector Proposition 2022

Thames Valley Berkshire LEP

Thames Valley Berkshire enterprises generated GVA of £44.27bn in 2019: close to a quarter (22.5%) of this GVA was generated by the Digital Tech (Info & Comms) sector - more than 3x the national average

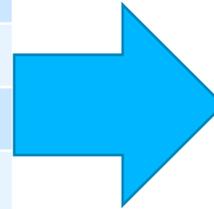


This noteworthy GVA contribution from Digital Tech is derived through the activities of 8,285 enterprises in Berkshire with a combined turnover of c.£31.9bn



13% of jobs in Berkshire (68k) are in the Digital Tech sector – over twice the national average (5%). Of these, 76% (55k) are in Digital Tech occupations

Digital Technology Industries	All TVB Jobs in the Digital Tech Sector (2020)
Publishing of books, periodicals & other publishing activities	699
Software publishing	930
Motion picture, video & TV programme activities	920
Sound recording & music publishing activities	68
Radio broadcasting	147
Television programming & broadcasting activities	105
Wired telecommunications activities	360
Wireless telecommunications activities	9,240
Satellite telecommunications activities	<10
Other telecommunications activities	7,562
Computer programming, consultancy & related activities	46,075
Data processing, hosting & related activities; web portals	1,852
Other information service activities	658
Total	68,616



Digital Technology Occupations	TVB Jobs in Digital Skills Occupations (2020)
IT & Telecoms directors	4,076
IT specialist managers	8,385
IT project & programme managers	2,902
IT business analysts, architects & systems designers	4,870
Programmers & software development professionals	13,019
Web design & development professionals	1,547
Other IT & telecoms professionals	7,683
IT operations technicians	3,244
IT user support technicians	3,411
Telecommunications engineers	2,083
IT engineers	1,780
Total	53,000

77% of all jobs in Digital Tech industries are in Digital Tech occupations.

Reading ranks #3 in Europe, and #1 in the UK, for FDI in HQs, notably driven by tech sector investments. There are also numerous other digital tech regional HQs across TVB

Despite a population of just 220,000 people, the university town has one of the brightest tech scenes, as well as a significant financial services, renewable energy and biopharma sectors.

Within Digital Tech, Reading houses the UK headquarters of Microsoft, Oracle, Veritas, Huawei and Thales group."

FDI Intelligence, April 2020



ORACLE®

VERITAS™

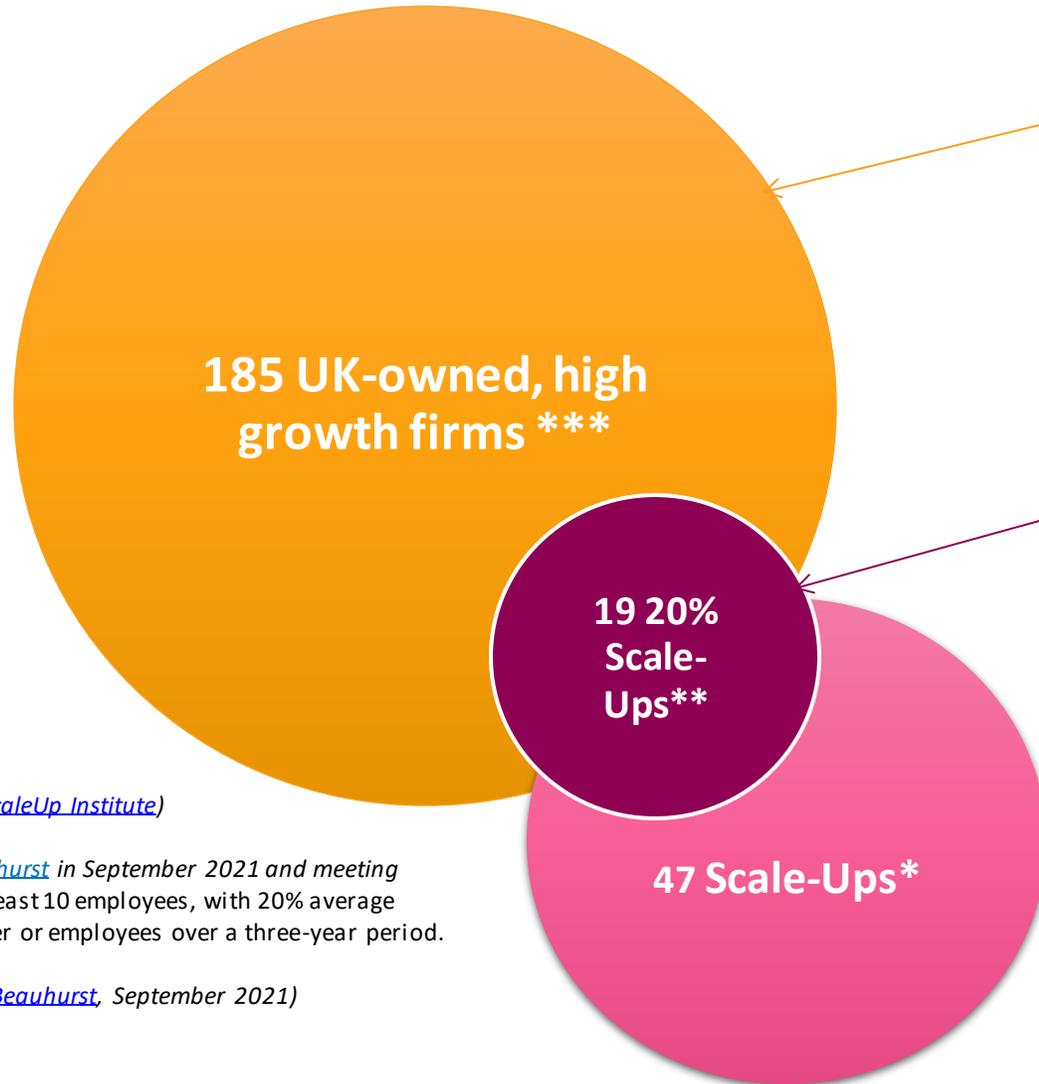
THALES



Telefonica



Berkshire also houses 47 official Digital Tech ‘Scale-ups’ and 185 ‘High Growth’ Digital Tech companies



There's a wide cohort of 185 high-growth companies we can identify using data supplied by Beauhurst***

47 of these 185 Digital Tech firms in Berkshire are classified as 'scale-ups'*, as classified by the Scale-Up Institute, of which:

- 28 are 10% Scale-ups
- 19 are 20% Scale-ups

Current Stage of Evolution

Seed - 2

Venture - 5

Growth – 19

Established – 21

**(2015-2018 IDBR data, ONS, cited in [ScaleUp Review 2020 ScaleUp Institute](#))*

*** Firms being tracked by [Beauhurst](#) in September 2021 and meeting OECD definition (firms with at least 10 employees, with 20% average annual growth in either turnover or employees over a three-year period).*

**** (all firms being tracked by [Beauhurst](#), September 2021)*

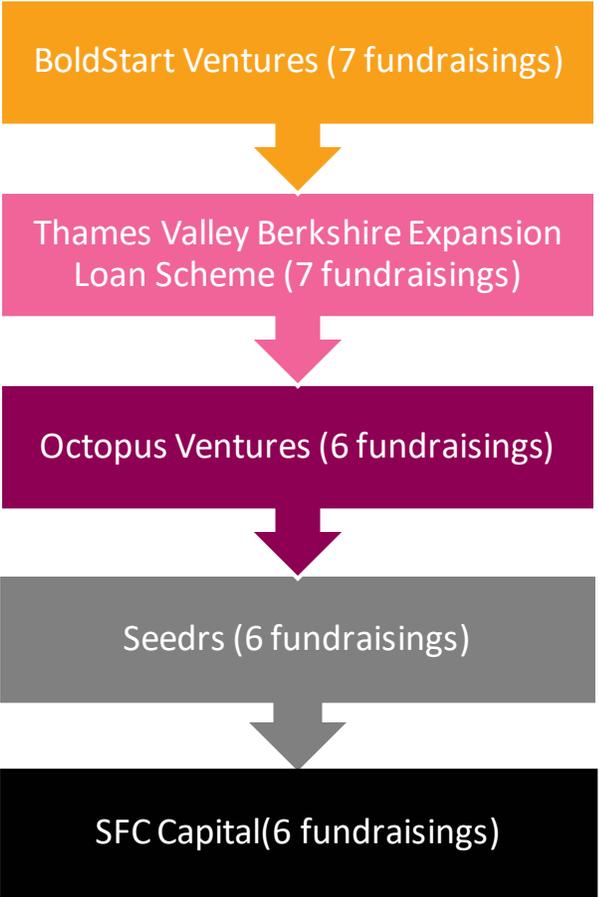
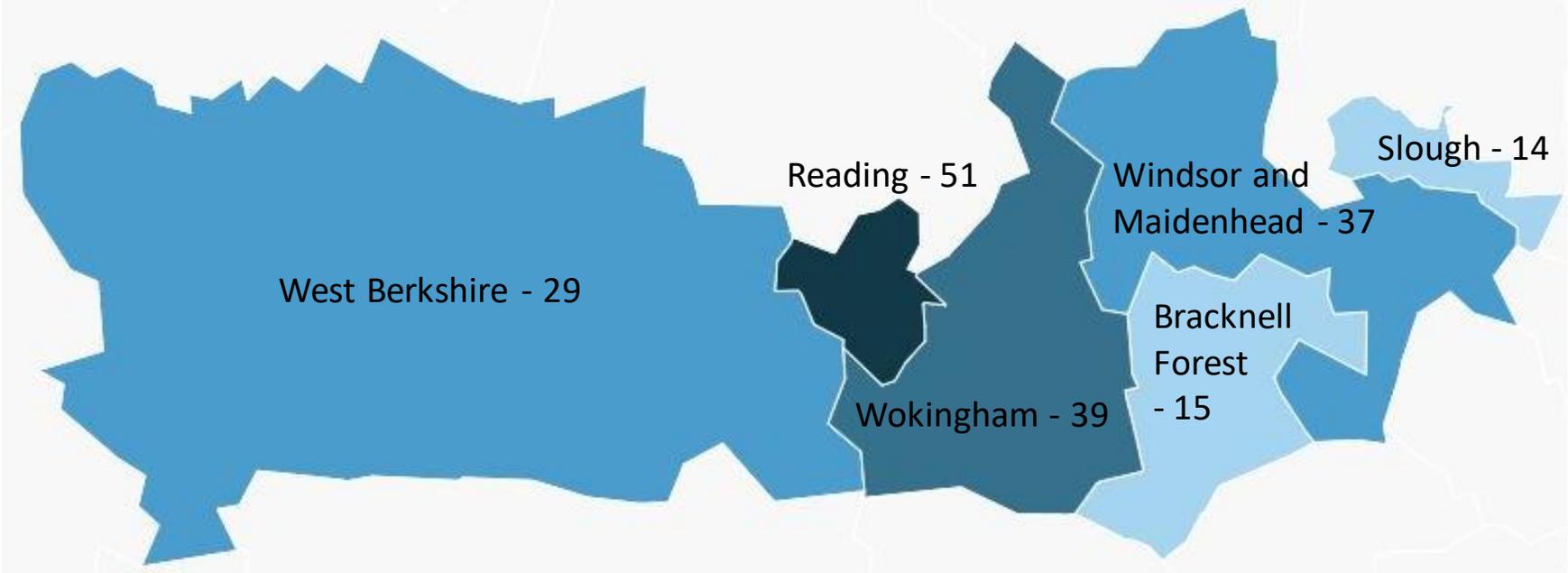
***www.beauhurst.com*

The 185 Digital Tech High Growth firms are broadly spread across Berkshire - and enjoy considerable backing

By unitary authority, Reading, Wokingham and Windsor & Maidenhead dominate the area in terms of the number of high growth digital tech firms.

Conversely, Bracknell Forest and Slough have the least number of high growth digital tech firms with 15 and 14 respectively.

Source: *Tracked Seed, Venture, Growth and Established Digital Tech Companies by Unitary Authority, Beauhurst, September 2021*



Reading ranked 2nd best city in Europe for Tech Start-Ups

Reading has been recognised as the second-best city in Europe for tech start-ups in a new report from fdi Intelligence in partnership with The Next Web. The first-ever European Tech Cities of the Future ranking places Reading behind only London in the Tech Start-Up Environment ranking and 17th overall in Europe as a European Tech City of the Future.

The Start-Up Environment ranking indexes venture capital availability, high-tech employment, university-industry collaboration in R&D and start-up prevalence in a number of tech sub-sectors. Reading ranks above renowned European tech cities such as Paris, Zurich, Munich, Berlin and Cambridge.

Nigel Horton-Baker, Executive Director of Reading UK, said: “Reading has long been known as a leading European tech city with a host of global tech giants based here. However, what is most heartening about this report is the recognition that Reading is being successful at fostering the next generation of tech innovators.

GLOBAL OUTLOOK TECH CITIES OF THE FUTURE

fDi x TNW Tech Cities of the Future 2020/21 **Winners**

TOP 10 TECH CITIES OF THE FUTURE 2020/21 – START-UP ENVIRONMENT

RANK	CITY	COUNTRY
1	London	UK
2	Reading	UK
3	Berlin	Germany
4	Warsaw	Poland
5	Munich	Germany
6	Zurich	Switzerland
7	Cambridge	UK
8	Stuttgart	Germany
9	Paris	France
10	Moscow	Russia

Tech Nation Report 2020

Focus on Reading

What do you do?

"We're a software company based in Reading. We provide software automation. That means we're helping customers bring together legacy systems and new systems so they can integrate them within their business... Our customers typically save 10 times what they're paying us as it speeds up their processes and saves their operational costs."

What changes do you feel your company has brought about in your region?

"There's good reason to do it here. We've got Oxford University and Reading University on our doorstep, great transport and railway links. We're in a perfect central location between London and Bristol. We'd like to help out with higher education and further education, for example putting competitions together to help people use our tech, but also to just be a sponsor for future talent through tech hackathons and similar events."

TECH NATION
The growth platform for tech
companies and leaders

**UK TECH FOR A
CHANGING WORLD**
TECH NATION REPORT 2020



Mat Rule
CEO
Tocalabs



The Talent Tech pipeline: the school and college output is healthy, from a STEM perspective

Berkshire schools / youth

- Secondary schools & colleges running academic and vocational STEM courses through BTEC and A Level

University Technical College (UTC), Reading

- UTC Reading delivers computer science and engineering education for 14-19 year olds within a 15 mile radius of Reading.
- Industry partners include Cisco and Microsoft.
- It was the first UTC in the UK to be graded 'outstanding'.



Institute of Technology (IoT)

A new IoT will be located at Bletchley Park with two additional hubs in Oxford and Reading (Reading College) following a £28 million grant from the Department of Education; providing a thousand students a year with an inclusive centre for technical qualifications, higher apprenticeships and training which will be vital in bridging the shortage in digital skills and Fintech sector across the nation.

The consortium, led by Milton Keynes College and supported by Bletchley Park Trust, that was granted this funding, boast a healthy group of prestigious partners including the following Berkshire-based partners:



Office in Theale



Works with Reading College



Office in Slough



Thames Valley Park, Reading

Solutions Labs

TVB LEP is helping to develop five new Further Education based Solutions Labs, which will equip young people with essential STEM skills. Three have been opened to date; two at Reading College and one at Newbury College.

The Tech Talent Pipeline: Graduate/Post Graduate qualifiers from local universities number in excess of 8k

The annual number of degree and post-grad qualifiers from **local top-ranking universities**, in relevant Digital Tech disciplines, numbered c. 8,225 in 2019/20

Establishments <ul style="list-style-type: none"> • The University of Reading • The University of Oxford • University College London (UCL) • Kings College, London • Imperial College, London • London School of Economics 	Engineering /Tech: Undergraduate qualifiers	Engineering /Tech: Post-graduate qualifiers	Computer Science Undergraduate qualifiers	Computer Science Post-graduate qualifiers	Mathematical Sciences Undergraduate qualifiers	Mathematical Sciences: Post-graduate qualifiers
Total within 1 hour catchment	1,730	2,240	645	1,295	1,275	1040

Source: 1. [Times Higher Education University Rankings, 2020](#)
 2. [HE qualifiers by HE provider and subject of study - a academic year 2019/20, HESA](#)



Berkshire's Digital Sub Sector Specialisms

Thames Valley Berkshire LEP

Digital Tech Sector

3 Major Berkshire Digital Tech Areas

7 Smaller Berkshire sector specialisms

Computer
Consultancy

Software
Development

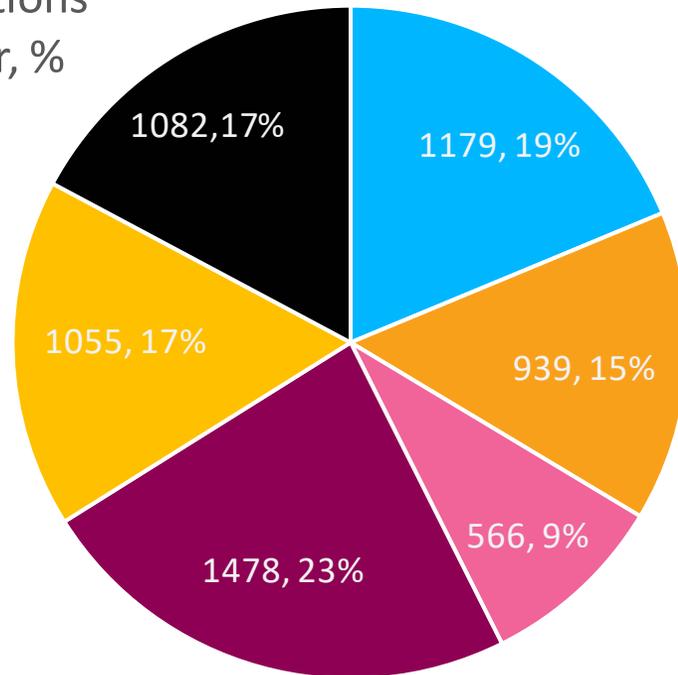
Telecoms

Total Digital Tech
Turnover = **£31.9**
billion



Major Digital Sectors

Number of organisations in sector, %



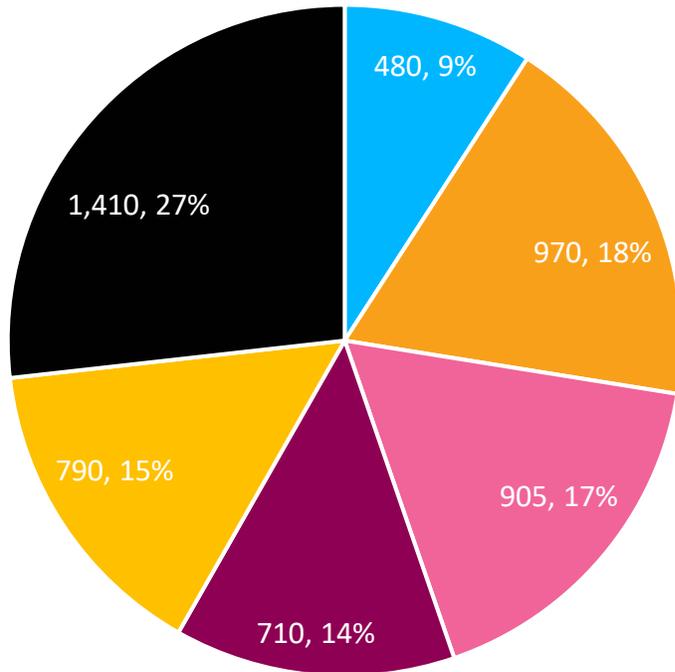
- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 202,918 companies in 'core digital' in the UK with 6,299 in Berkshire (see left)
- Digital technology generated the largest number of foreign direct investment (FDI) projects in the South East, a recent study by EY revealed.
 - The South East saw 36 digital tech FDI projects in 2019, according to the EY 2020 UK Attractiveness Survey - second only to London, which recorded 289.

Source: [EY 2020 UK Attractiveness Survey, Digital Tech FDI Projects](#)



Computer Consultancy

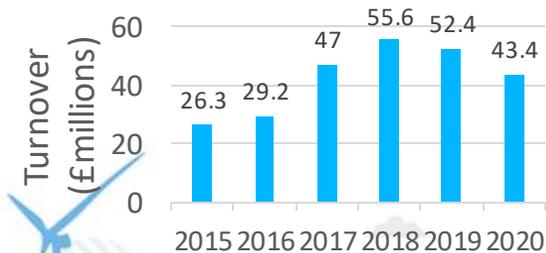


■ Bracknell Forest
■ Reading
■ Slough
■ West Berkshire
■ Windsor and Maidenhead
■ Wokingham

- 5,265 Computer Consultancy businesses – from micro to large - across Berkshire, including 33 that are tracked.
- SAP specialist Invenio – which received a £11.6m investment from BGF in March 2019 – featured in Beauhurst's Fast Track Profit Track 100 in April 2020 and the Fast Track International Track 200 in February 2020.



- IT consultancy Teneo has seen exponential growth, accelerating to turnover of £55.6m by 2018. This has since declined somewhat, however their total liabilities have significantly decreased (£25m to £18.3m)



ACTIVEOPS
Manage Differently

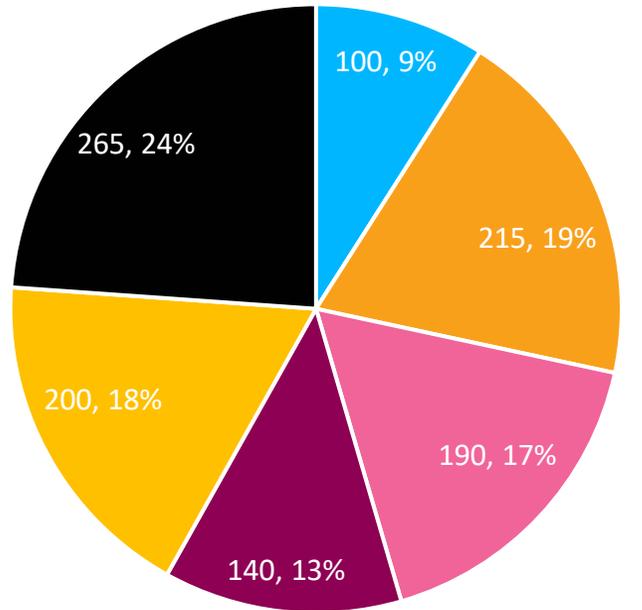


REDWOOD
TECHNOLOGIES GROUP

Software Development

Home to many EMEA and UK headquarters

Home to 3 of the world's top 10 largest enterprise software companies



■ Bracknell Forest
■ Reading
■ Slough
■ West Berkshire
■ Windsor and Maidenhead
■ Wokingham

- 1,115 Software Development businesses across Berkshire, including a vibrant mix of global market leaders, new entrants and growth companies.
 - 3 of the world's top 10 enterprise software companies & 150 tracked.
- **Coins**, a leading provider of Construction software, is used by 60,000 users in 21 countries.
- **Kerridge Commercial Systems** provides specialist software, services and support to deliver fully integrated trading and business management solutions to 15,000 trade, wholesale, manufacturing and distribution customers in more than 18,000 locations.
- **Vigilant Apps** – which develops software that helps detect and prevent unintentional, malicious or fraudulent online activity - secured £850,000 (July 2016), led by The FSE Group, with a combination of equity from the Thames Valley Berkshire Growth Fund, a group of business angels from the FSE Investor Network and others.

ORACLE

Microsoft

sage

MICRO FOCUS

coins

Kerridge Commercial Systems

VA vigilantapps

Cognito iQ

TANIUM

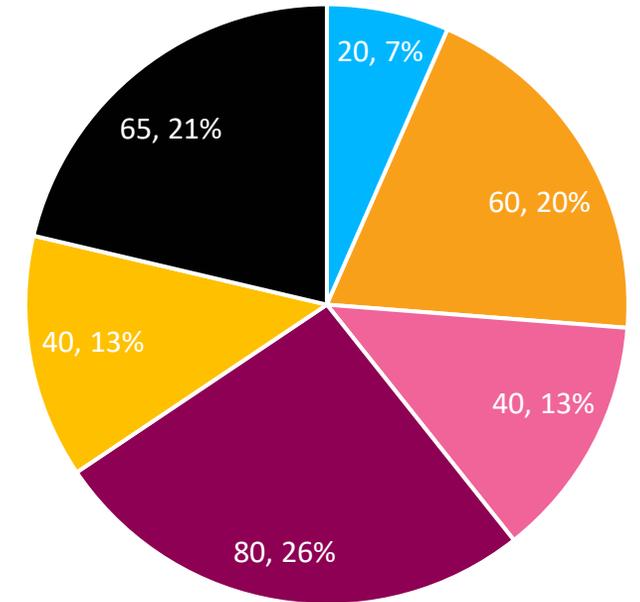
insource
BE DATA CONFIDENT

Venstro



Telecommunications

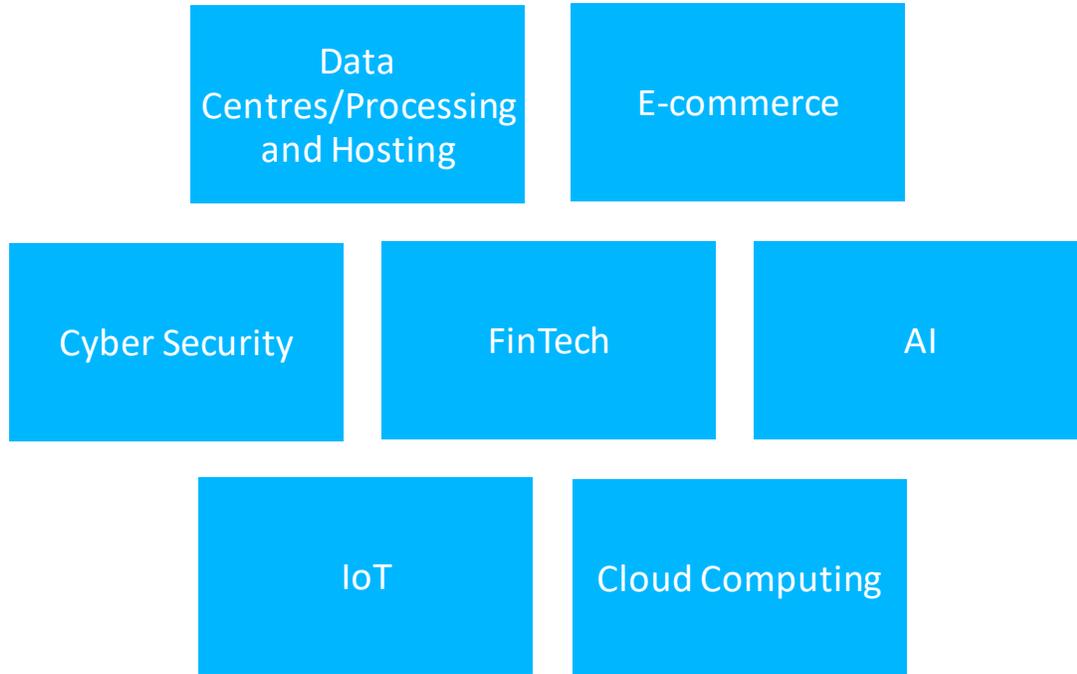
- 315 Telecoms businesses across Berkshire, 12 of which are tracked.
- Vodafone are one of Berkshire's 11 companies currently in the FTSE 100. They are at the pinnacle of a dynamic cluster of businesses and are joined by other famous brands located in-region, including BT; Ericsson; Huawei; Hutchinson 3 Mobile; Siemens and Virgin Media. Home to 3 of the world's top 10 telecom companies
- R&D at the University of Reading (communications, embedded systems and signals)
- 5G Innovation Centre at the University of Surrey (1 hour from central Berkshire) is a research centre dedicated to the next generation of mobile communications.



■ Bracknell Forest ■ Reading
■ Slough ■ West Berkshire
■ Windsor and Maidenhead ■ Wokingham

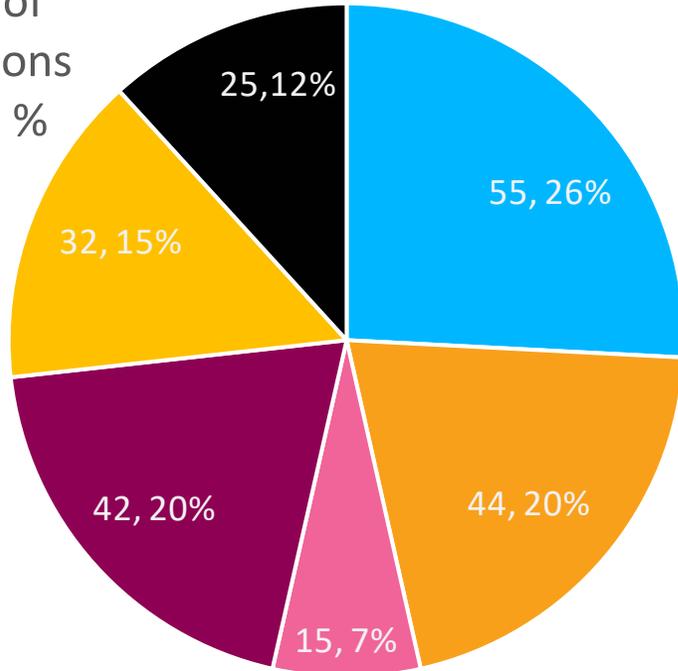


High growth Digital Tech sectors represented in Berkshire



Data processing and hosting

Number of organisations in sector, %



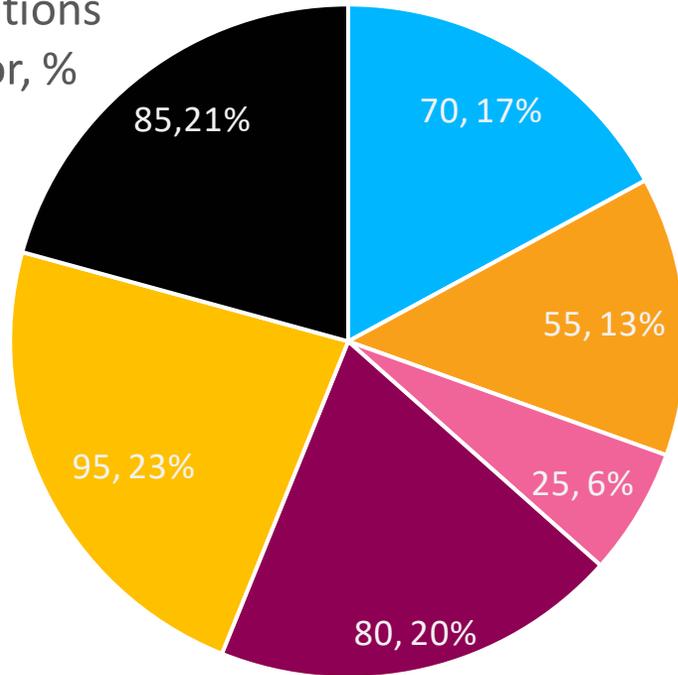
- Reading
- Bracknell Forest
- Slough
- West Berks
- Wokingham
- Windsor and Maidenhead

- 213 data processing/hosting businesses in Berkshire, of which 8 'Big Data' companies are tracked.
- [Slough Trading Estate](#) (owned by SEGRO) is one of the largest data centre clusters in Europe.
 - “By most analyses, Slough would be considered the 2nd largest global data centre cluster, behind Ashburn, Virginia (USA)” – [LINK](#).
 - Black Swan is a pioneer in using proprietary AI techniques to transform raw social data into refined datasets that, through the use of patent-pending machine learning techniques, generate remarkably accurate insights into consumer trends
 - They have secured £14.6m in fundraising to date and saw their turnover increase from £16.5m in 2018 to £30m in 2019 (most recent financials)
- The University of Reading:
 - Has research expertise in data science and computational science
 - Is home to the Institute of Environmental Analytics
 - Collaborates with the Transport Research Laboratory on Road Infrastructure Analytics



eCommerce

Number of organisations in sector, %



- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 415 eCommerce businesses in Berkshire, of which 11 are tracked.
- West Berkshire based company **Displaydata** is a world leader in the design and supply of fully graphic Electronic Shelf Labels (ESLs).

Displaydata

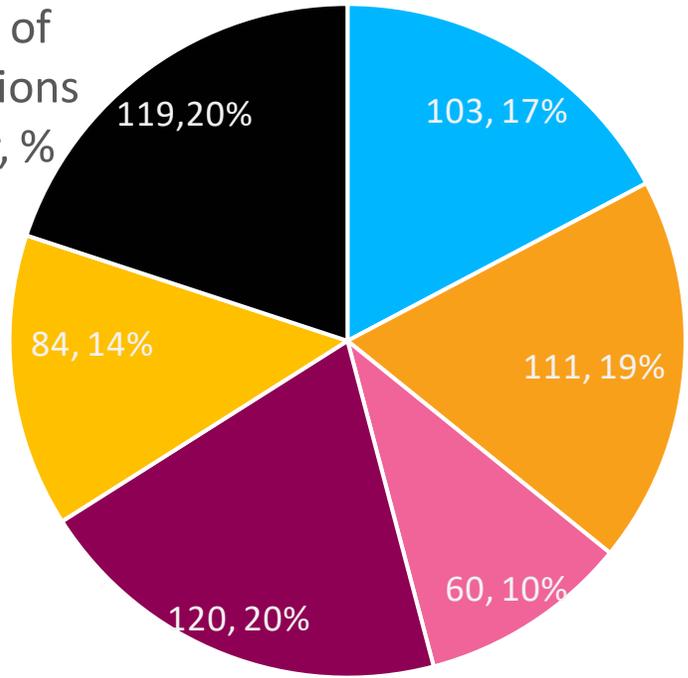


THE ATCORE GROUP



Cyber Security

Number of organisations in sector, %



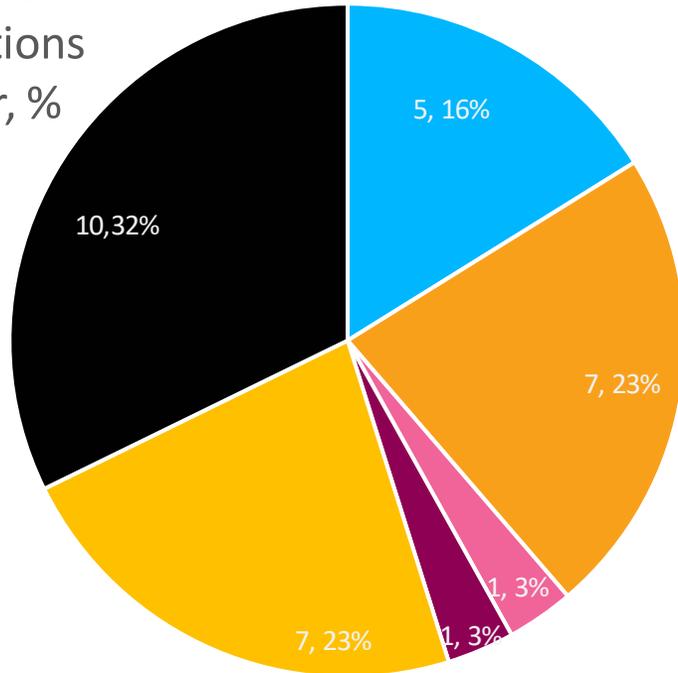
- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 597 businesses with Cyber / IT security interests in Berkshire, including 26 that are tracked.
- World leading security leader, Thales Group, has one of its global R&D hubs at Green Park Business Park in Reading.
- Two Cybersecurity Unicorns – CrowdStrike and Tanium – are also located in Green Park.
- Intelligent Systems Research Lab at the University of Reading undertakes R&D in:
 - Privacy-by-co-design
 - Trustworthy Internet of Things
 - Machine Learning
 - Video Analytics
- Three further COEs in Cyber Security Research within 1 hour of Reading:
 - University of Oxford
 - University of Surrey
 - Royal Holloway University, London



FinTech

Number of organisations in sector, %



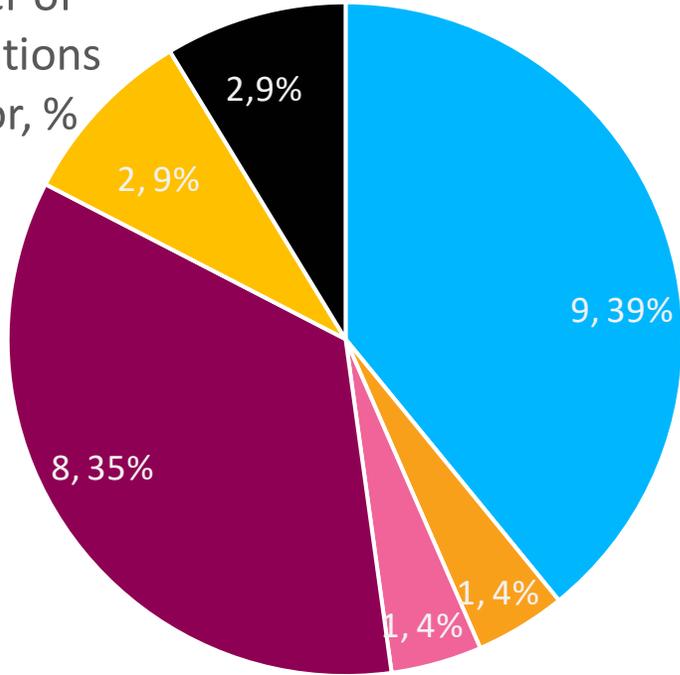
- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 31 FinTech companies across Berkshire, including 12 that are tracked
- Launched in 2015, Reading-based online mortgage broking and lending platform, **Habito**, has secured £83.2 million in fundraising since April 2016.
 - Voted Best Mortgage Broker in the British Bank Awards 2020
- Before choosing Reading as the location for its second office, US company **Stash** analysed 20 different cities across the US and Europe to scope out where would be the best cultural fit, and which city would support our growing engineering and product needs.
 - "Reading, as an up-and-coming fintech hub in the UK, stood out to us as the prime location for our second office."



AI

Number of organisations in sector, %



- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 23 AI businesses in Berkshire, including 18 tracked companies in the AI space
- **Volume** provide AI-related technology, including chatbots, humanoid robots and virtual reality scenarios.
 - Their products and services are used by global businesses such as BP, Dell, eBay, HSBC, Hulu, Oracle and Virgin Media.
- IMGeospatial has automated the data pipeline from end-to-end using proprietary AI technology.
 - Received the Geospatial World Start-up of the Year Award in 2019 and a Tech Nation Rising Star Award in 2020.
- The [Thames Valley AI Hub](#) has been created to pull together the community of Thames Valley based academics, researchers, technologists, clinicians and business strategists in order to network, share knowledge, explore business opportunities together in the AI area.
- The depth of Thames Valley's digital and AI expertise has garnered a reputation as the 'UK's Silicon Valley'.



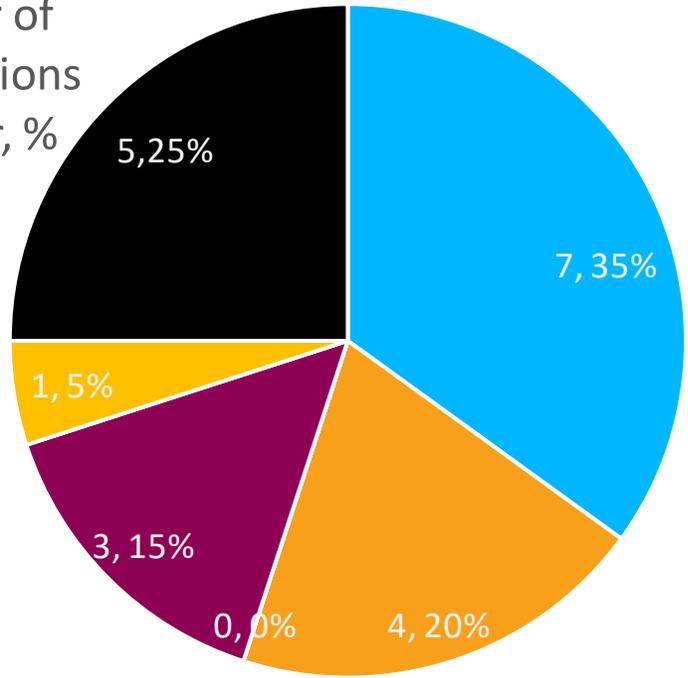
volume



IoT



Number of organisations in sector, %



- Reading
- West Berks
- Bracknell Forest
- Wokingham
- Slough
- Windsor and Maidenhead

- 20 IoT businesses in Berkshire, all of 20 of which are tracked.
- **Wireless Logic** was founded in Berkshire in 2000 and now delivers complete M2M / IoT managed service for mobile and satellite wireless networks plus fixed line solutions.
 - They were backed by CVC Partners in 2015 and subsequently backed by Montagu Private Equity in 2018 before expanding into Europe in 2019.
 - The company now has over 6 million IoT subscriptions active in 165 countries, with collaborative partnerships that provide reach into more than 750 mobile networks across the globe.



IoT: The Thames Valley Berkshire Smart City Cluster Project

- The Thames Valley Berkshire Smart City Cluster Project, funded by TVB-LEP, is a £1.73m, two-year project delivering state-of-the-art communications across the region.
- The project is being led by Reading Borough Council with partner authorities, Wokingham, West Berkshire and Bracknell Councils.
 - The first wave of initiatives are:
 - Tackling loneliness.
 - Reducing falls amongst the elderly.
 - Supporting independence in travel.
 - Improving energy efficiency in homes.

Thingitude
Community led Internet of Things Projects

IoT Stars

Tendertec
personalised technology that cares



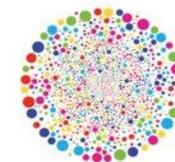
measurable.energy



volume



Stantec



Thames Valley | Berkshire
SMART CITY CLUSTER

Cloud Computing

- There are 54 tracked Software as a Service (SaaS) companies in the digital tech sector within TVB.
- University of Oxford, 1 hour from central Berkshire, is a leading UK university for cloud research
- On 1 May 2020, a collaboration with Amazon Web Services (AWS) was announced, which will focus on a portfolio of cloud-based research projects.

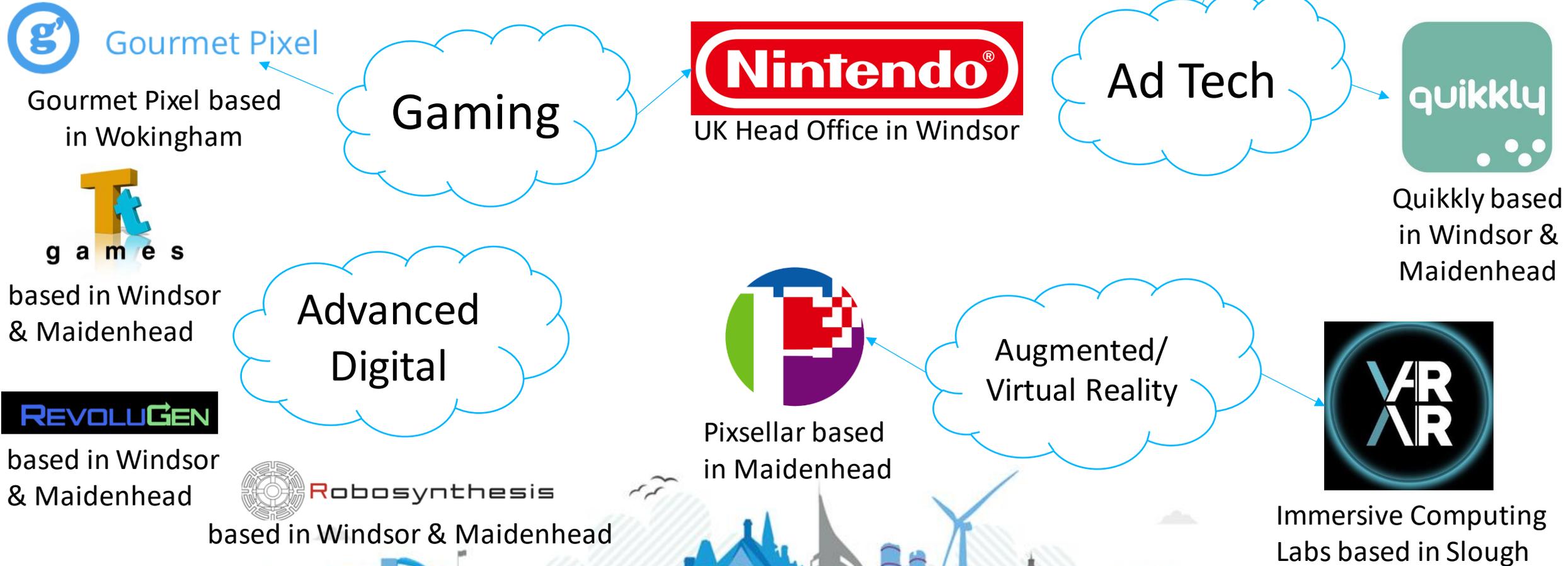
- 3 of the world's Top 20 Cloud Companies have a base in Berkshire (AppDynamics, Fuze, Mulesoft)



buckhill



Developing Digital Tech Specialisms in Berkshire



Summary: why Thames Valley Berkshire for Digital Tech?

Thames Valley Berkshire LEP

Why Thames Valley Berkshire for Digital Tech?

8,285 Digital Tech enterprises in Berkshire

Hosts HQ/regional HQ of numerous global tech giants: Reading ranks #3 in Europe, and #1 in the UK, for FDI in HQs

13% of Berkshire jobs (68k) are in the sector – over 2x the national average - of which 55k are digital tech specialists

Combined Digital Tech turnover of £31.8bn

Hosts 2 Unicorns, 185 tracked High Growth/Potential and 47 Scale-up companies

Berkshire's transport links are exceptional: its towns top connectivity rankings amongst EU Micro & Small 'cities'

The sector generates 22.5% of Berkshire's GVA – more than 3x the national average

World-class academic and corporate R&D facilities and COEs

Berkshire offers a high volume of prestigious office and co-working spaces, with remaining capacity - & is still building

Top 10: Local Enterprise Partnerships of the Future

1. London
2. Thames Valley Berkshire
3. Oxfordshire

Top 10: Local Enterprise Partnerships of the Future (economic potential)

1. London
2. Thames Valley Berkshire
3. Oxfordshire

Top 10: Local Enterprise Partnerships of the Future (business friendliness)

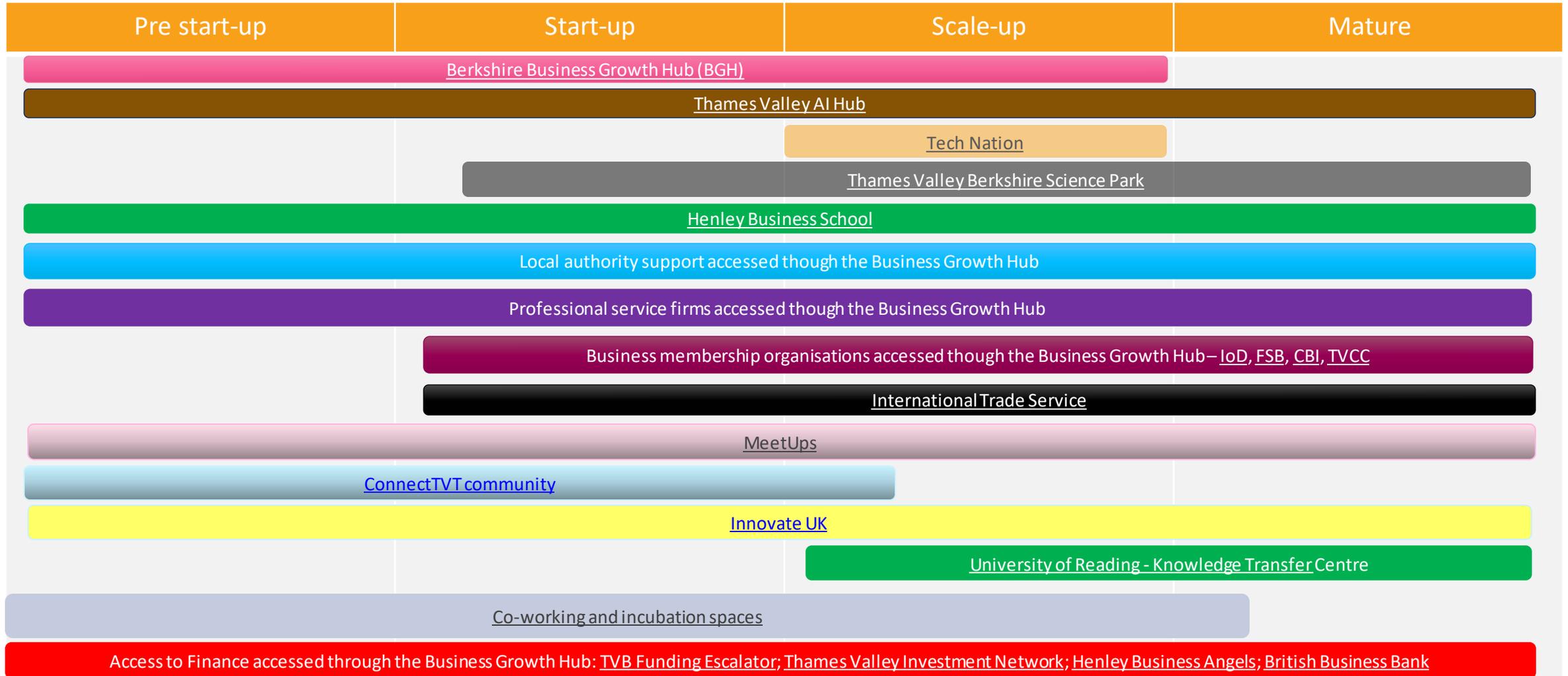
1. London
2. Thames Valley Berkshire
8. Oxfordshire

Top 10: Local Enterprise Partnerships of the Future (human capital)

1. London
4. Oxfordshire
10. Thames Valley Berkshire

Local Business support ecosystem

advice and knowledge exchange (indication of local services and activities)



ACCESS TO FINANCE

- In addition to national funding opportunities, local sources of funding for certain types of businesses (some of which is restricted to Thames Valley Berkshire based firms) are listed here.
- More details on these and national opportunities are available from the [Berkshire Business Growth Hub](#) and the [British Business Bank](#)

About

[TVB Funding Escalator](#)

Thames Valley Berkshire LEP created a funding escalator of loans and equity across three funding initiatives managed by The FSE Group. FSE fund managers offer guidance and support during the application process and further help after the loan or investment is made

[Thames Valley Investment Network](#)

Part of the OION Ltd group of angel networks, TVIN works with entrepreneurs and companies that are looking to raise finance by connecting them with highly active potential investors

[Henley Business Angels](#)

A network of experienced business leaders, successful entrepreneurs and investors. Its aim is to facilitate opportunities for members to invest in and mentor (S)EIS registered early stage businesses launched by entrepreneurs who graduated from or are connected with the Henley Business School and University of Reading

Key Berkshire business support facilitators

- With some of the highest start-up and scale-up rates in the country, Berkshire has a strong business support system for new and growing firms.

The Berkshire Growth Hub is the local first-stop-shop for business support within Thames Valley Berkshire. It aims to enhance and accelerate business performance and help more businesses to take advantage of national and local support programmes.

www.berkshirebusinesshub.co.uk



The Thames Valley Berkshire Funding Escalator provides loans and equity to support early-stage SMEs and offers finance to those that have the potential to deliver growth but are unable to access finance from traditional sources.

<http://www.thefsegroupp.com/thames-valley-berkshire-funding-escalator/>



BERKSHIRE TRANSPORT LINKS

Airport Connections		
Route	Car	Train
Reading to Heathrow Airport	36 mins	55 mins
Reading to Gatwick Airport	1 hr 8 mins	1 hr 30 mins
Reading to Stanstead Airport	1 hour 33 mins	1 hr 44 mins
Reading to Luton Airport	1 hr 9 mins	1 hrs 50 mins
Reading to Bristol Airport	1 hr 39 mins	1 hr 53 mins
Reading to Southampton Airport	1 hour 1 mins	43 mins

Train Connections	
Route	Duration
Reading to London Paddington	25 mins
Reading to Birmingham	1 hr 34 mins
Reading to Manchester	3 hrs 9 mins
Reading to Leeds	3 hrs 12 mins
Reading to Cardiff	1 hr 26 mins
Reading Bristol	1 hr 11 mins
Reading to Edinburgh	5 hrs 59 mins

Driving Connections



- Major motorway (M4) run horizontally through the Thames Valley Berkshire
 - Ease of access to M3 (South East), M5 (West) and M25 (London Circular)

Top 10: Small European Cities of the Future (connectivity)*	Top 10: Micro European Cities of the Future (connectivity)*
1. Slough	1. Windsor
7. Reading	2. Maidenhead
9. Bracknell	

*Source: [fDi's European Cities and Regions of the Future 2020/21 – Winners](#)

Green Park, Slough Trading Estate and Thames Valley Park



Green Park, Reading

61 Occupiers

Over 1,600,000 sq ft of accommodation



Slough Trading Estate, Slough

321 Occupiers

87 current property vacancies

Europe's largest trading estate in single ownership



Thames Valley Park, Reading

18 Occupiers

Over 279,000 sq ft available

22-acre park on bank of the Thames



Arlington Business Park, Arlington Square and Newbury Business Park



Arlington Business Park, Theale
81 Active Occupiers
Over 83,000 sq ft available



Arlington Square Business Park, Bracknell
100 Active Occupiers
74,000 sq ft available



Newbury Business Park, Newbury
18 Active Occupiers
Over 28,000 sq ft



Winnersh Triangle, Greenham Business Park and Ascot Business Park



Winnersh Triangle, Wokingham
61 Active Occupiers
Over 178,000 sq ft available



Greenham Business Park, Thatcham
Over 180 Active Occupiers



Ascot Business Park, Ascot
26 Active Occupiers
4,774 sq ft available



Berkshire also has a wealth of Co-Working/Innovation spaces



[Work.Life](#) based in Reading



[The Curious Lounge](#) based in Reading



[The Work Station](#) based in Wokingham



THE
WORKARY
MAIDENHEAD

[The Workary Maidenhead](#) based in the Royal Borough of Windsor & Maidenhead



[The Porter Building](#) based in Slough



[Bracknell Enterprise & Innovation Hub](#) based on Bracknell





Arena provides working environments for businesses across Berkshire, Surrey, Hampshire and Dorset, with flexible office workspaces from two to 500 desks aimed at entrepreneurs, SMEs and larger corporates.

Arena's latest, state-of-the art building in Reading adds to locations in Camberley, Farnborough, Basingstoke, Southampton, Fareham, Ferndown and Poole.

Helen Deverill, marketing director, Arena Business Centres, said: "We are thrilled to form a partnership with the IoD. Right from the start, we have worked closely to create an offering that will be valuable to IoD members. Coinciding with the launch of Arena Reading in Winnersh Triangle, we look forward to showcasing our inspirational working environments across Berkshire, Surrey, Hampshire and Dorset."

Other IoD hubs in the south of England include the Leander Club in Henley-on-Thames, voco Reading and Reading FC Conference & Events Centre, Buckinghamshire Enterprise Hub at the University of Buckingham and Your Office Space, Milton Keynes.

Source: [The Business Magazine, July 2021](#)



Broader Business Environment

Thames Valley Berkshire LEP

Berkshire businesses by size

45,715 registered businesses
(registered for VAT or PAYE) Of which...

265 large
(more than 250 employees)

4,240 mid-sized
(10-249 employees)

4,050 small
(5-9 employees)

37,165 micro
(0-4 employees)

59,312 unregistered business*
(self-employed, operating below VAT/PAYE thresholds)

There are 105,237 businesses in Berkshire, of which 45,715 (43%) are registered for VAT and/or PAYE.

The number of registered businesses in Berkshire grew by an average annual growth rate of 3.2% between 2010 and 2020.

The vast majority (90.2%) of registered businesses in Berkshire are micro (0-4 employees) or small (5-9 employee enterprises).**

*estimated using Business Population Estimates data for the South East

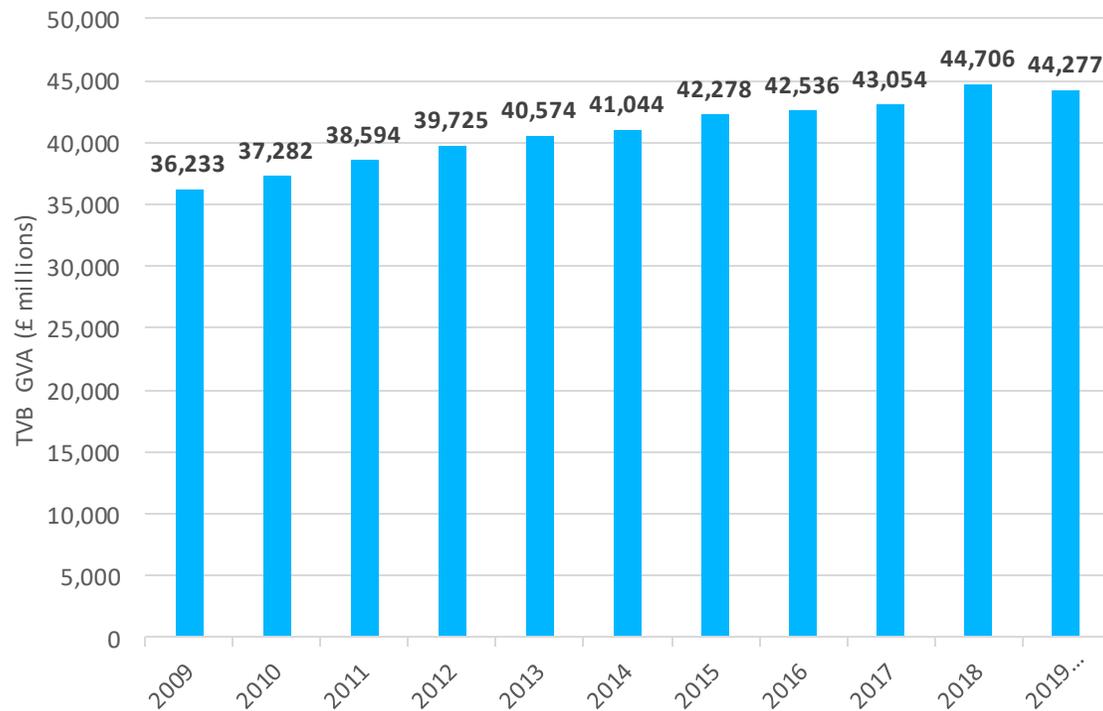
**definitions vary slightly from those conventionally used in order to illustrate the dominance of firms with 0-4 employees

Sources:

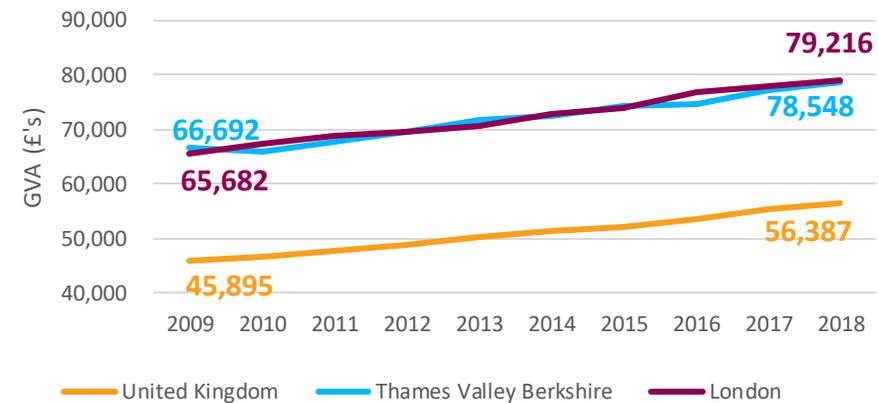
[UK Business Count, 2020, Office for National Statistics](#)
[Business Population Estimates, Department for Business, Energy and Industrial Strategy, 2020](#)

Thames Valley Berkshire: TOTAL GVA, GVA per job filled and GVA per hour

Berkshire's GVA growth
(chained value measures, 2018 prices)

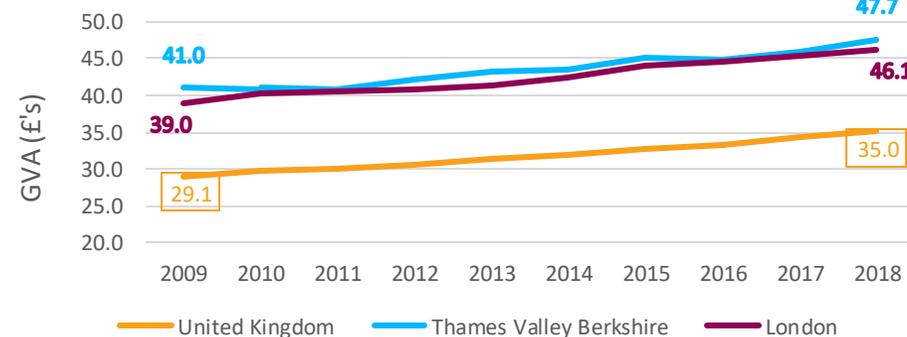


Nominal (unsmoothed) GVA per filled job (£'s)



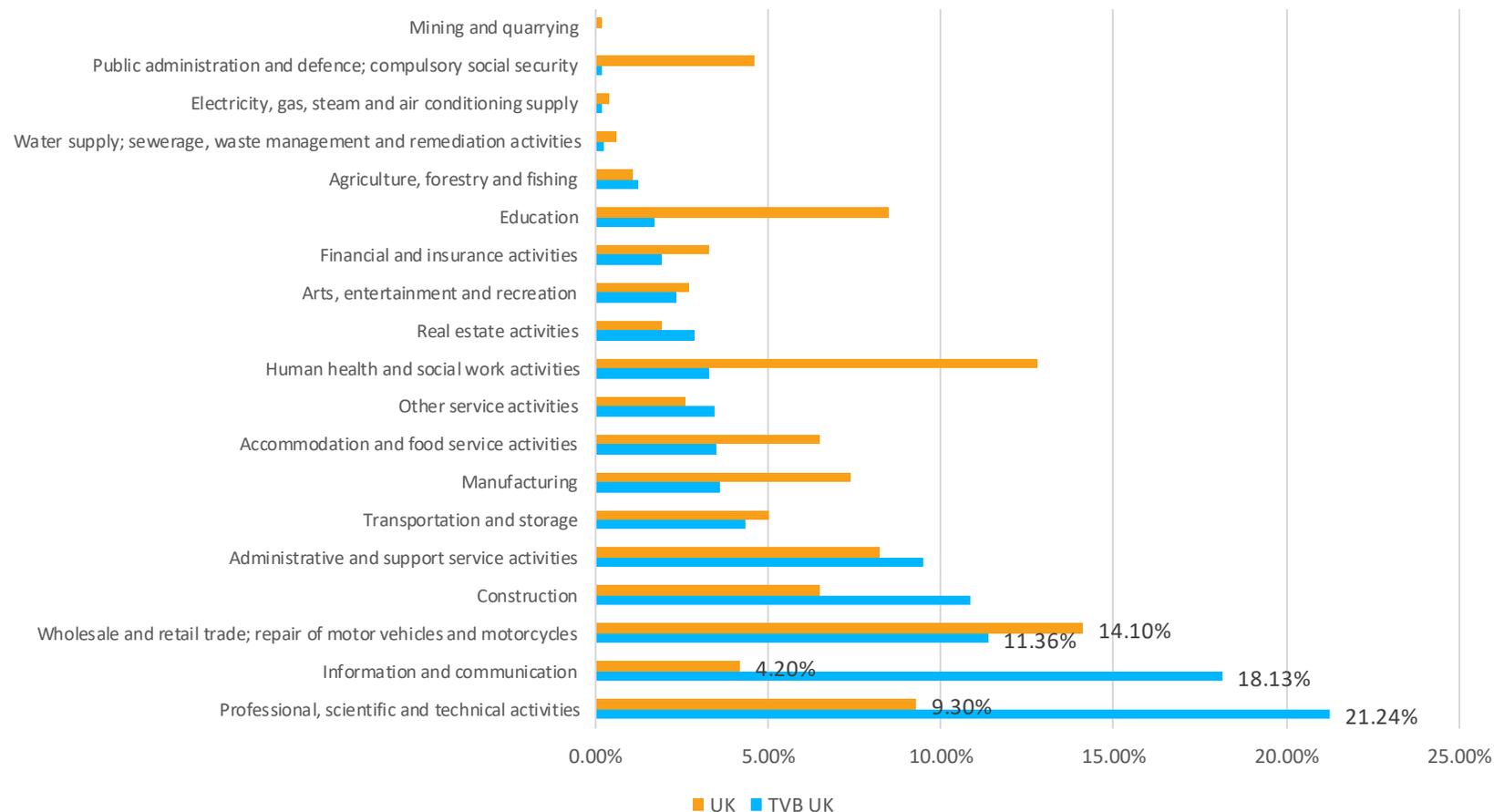
TVB's GVA per filled job is approximately **£22,800 (40%)** above the UK figure and second only to London by LEP

Nominal (unsmoothed) GVA per hour worked (£'s)



TVB is Ranked **1st** by the GVA per hour worked (£'s) 2018 Index for LEPs – above London

Almost four in ten Berkshire businesses operate in either the Professional, Scientific & Technical arenas or in Info & Comms (Digital Tech)



Analysing data using Standard Industrial Classification (SIC) codes enables a comparison to be made between the structure of the economies of Berkshire and the UK as a whole.

Over a fifth of Berkshire firms operate in the 'professional, scientific and technical' industry (21.24%) and just under a fifth in the 'information and communication' industry (18.13%)

TVB has a higher concentration of firms in both of these sectors than the national average.

TVB's sector with the third highest number of registered businesses is 'wholesale and retail trade' at 11.36% - lower than the UK figure of 14.10%. This sector is one of the largest across most areas of the country given the pervasive importance of wholesale and retail.

Source: [UK Business Count, 2020, Office for National Statistics](#)

Berkshire-based FTSE 100 companies

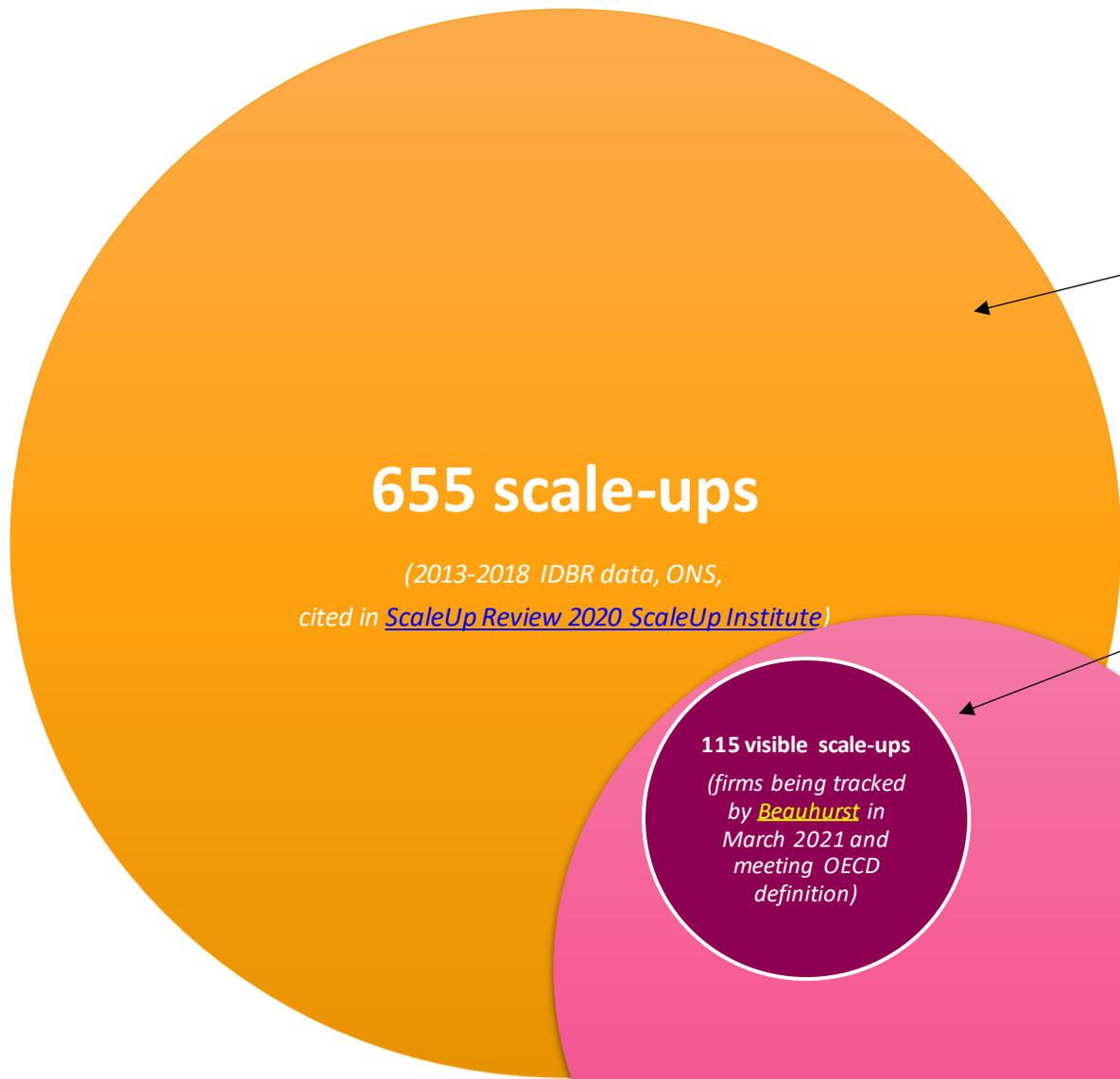
	Location	Sector
<u>Ferguson plc</u>	Wokingham	Support Services
<u>GlaxoSmithKline</u>	M Maidenhead and Slough	Pharmaceuticals & Biotechnology
<u>Johnson Matthey</u>	Reading	Chemicals
<u>National Grid plc</u>	Wokingham	Gas, Water & Multi-utilities
<u>Prudential plc</u>	Reading	Life Insurance
<u>Reckitt Benckiser</u>	Slough	Household Goods & Home Construction
<u>Sage Group</u>	Reading and Winnersh	Software & Computer Services
<u>Segro</u>	Slough	Real Estate Investment Trusts
<u>SSE plc</u>	Reading	Gas, Electricity & Multi-utilities
<u>Vodafone Group</u>	Newbury and Bracknell	Mobile Telecommunications



...and a myriad of other large public and world-renowned private sector enterprises

Name	Employees (local estimate)	Location
NHS	16,500	Various
Six Unitary Authorities	9,300	Various
Vodafone	5,000	Newbury and Bracknell
AWE	4,500	Aldermaston and Burghfield
University of Reading	4,000	Reading
Waitrose (HQ and distribution centre)	3,400	Bracknell
Microsoft	3,000	Wokingham (Thames Valley Park)
Telefonica O2	2,500	Slough
GlaxoSmithKline	2,000	Maidenhead and Slough
Merlin (Legoland)	2,000	Windsor
Oracle	2,000	Wokingham (Thames Valley Park)
Royal Mail	2,000	Slough
SSE	2,000	Reading
Fujitsu	1,600	Bracknell
Virgin Media	1,500	Reading (Green Park)





655 scale-ups

(2013-2018 IDBR data, ONS,
cited in [ScaleUp Review 2020](#) [ScaleUp Institute](#))

115 visible scale-ups

(firms being tracked
by [Beauhurst](#) in
March 2021 and
meeting OECD
definition)

586 high growth and high growth potential firms

(all firms being tracked by [Beauhurst](#), May 2021)

655 firms in Berkshire are classified as 'scale-ups'*, of which 525 are turnover scale-ups, 270 are employment scale-ups and 140 scaled both their employees and turnover

Of these, 115 are 'visible', in that we can identify who they are via the data they submit to Companies House

These 115 are part of a wider cohort of 586 high-growth or high growth potential companies we can identify using data supplied by Beauhurst**

*using the OECD definition of:
firms with at least 10 employees, with 20% average annual growth in either turnover or employees over a three-year period.
Note: IDBR stands for Inter-Departmental Business Register

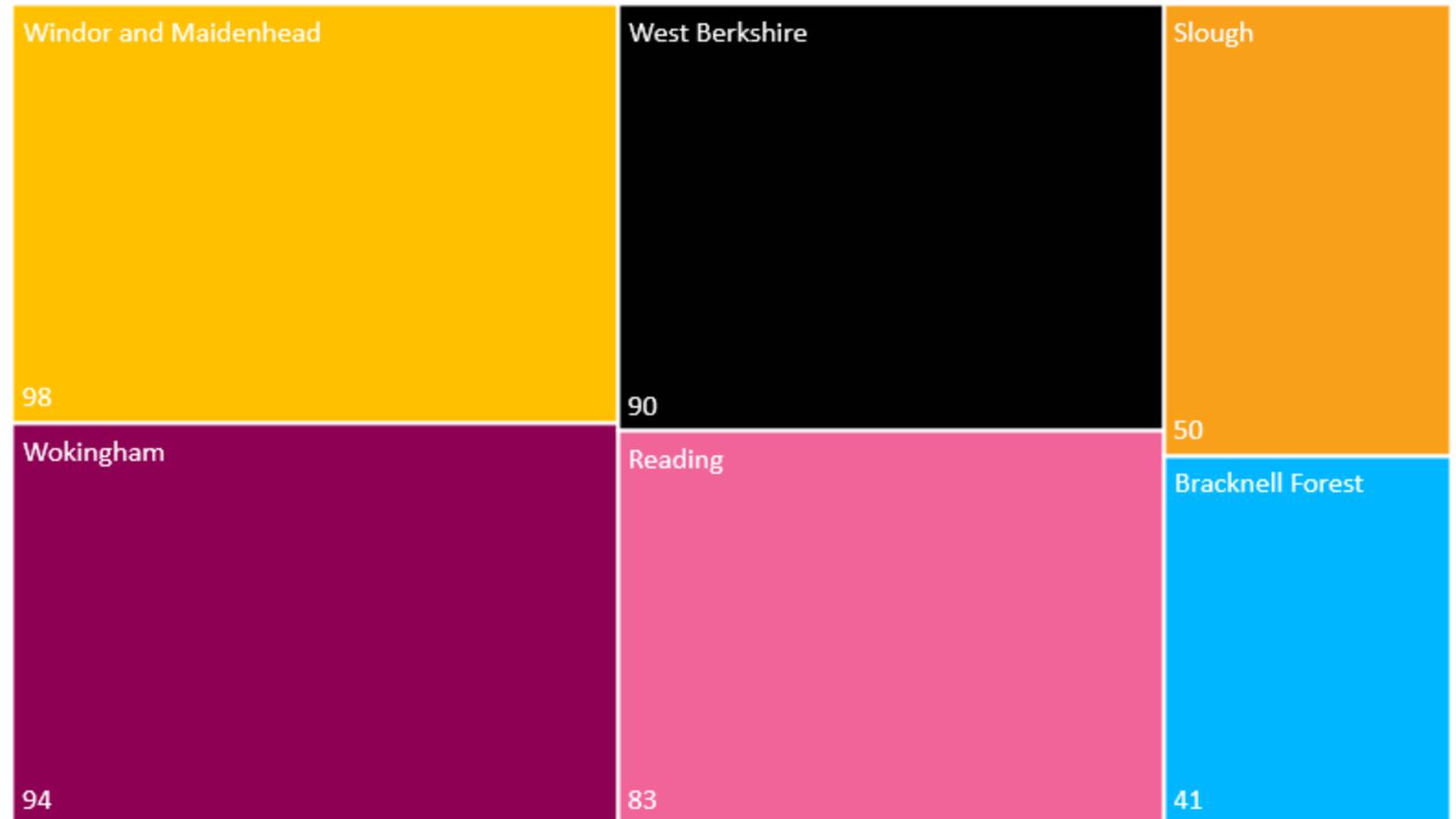
**www.beauhurst.com

High Growth / High growth potential Firms

Although all unitary authorities have seen an increase in high growth or high growth potential firms in the past year, some have seen a greater increase than others; Windsor & Maidenhead, Wokingham and Reading with particularly noticeably increases.

Conversely, Bracknell Forest followed by Slough have the least number of high growth / high growth potential firms.

Source: [Tracked Seed, Venture, Growth and Established Companies by Unitary Authority, Beauphurst, March 2021](#)



Centres of excellence



Firms undertaking significant R&D activity in Berkshire:

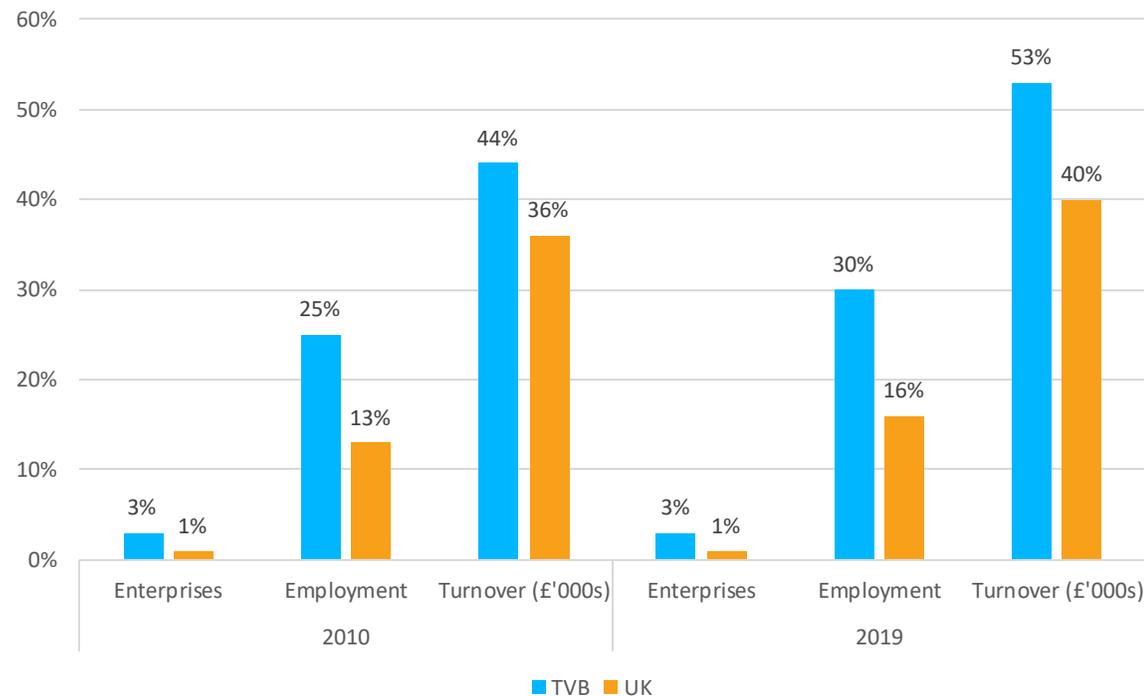
- Mars
- Johnson & Johnson
- Thales
- Syngenta
- AWE
- Gillette (P&G)
- Costain
- Vodafone (5G)
- Hanovia (UV technology)

Key Centres of Excellence:

- [European Centre for Medium-Range Weather Forecasting](#)
- [Thatcham Research \(Car Safety Research\)](#)
- [TRL \(Transport Research\)](#)
- [BSRIA \(Engineering\)](#)
- [Deloitte Cyber Intelligence Centre](#)
- [EIT Food, at the University of Reading](#)
- [StoryFutures \(AR/VR Creative Cluster\)](#)
- [National Foundation for Educational Research](#)
- [Rutherford Cancer Centre \(Proton Beam Therapy\)](#)
- [Centre for Integrative Neuroscience and Neurodynamics \(CINN\)](#)

International economy

Foreign-Owned Companies: contribution to employment and turnover



Berkshire has the highest concentration of Foreign-Owned Companies of all LEP areas.

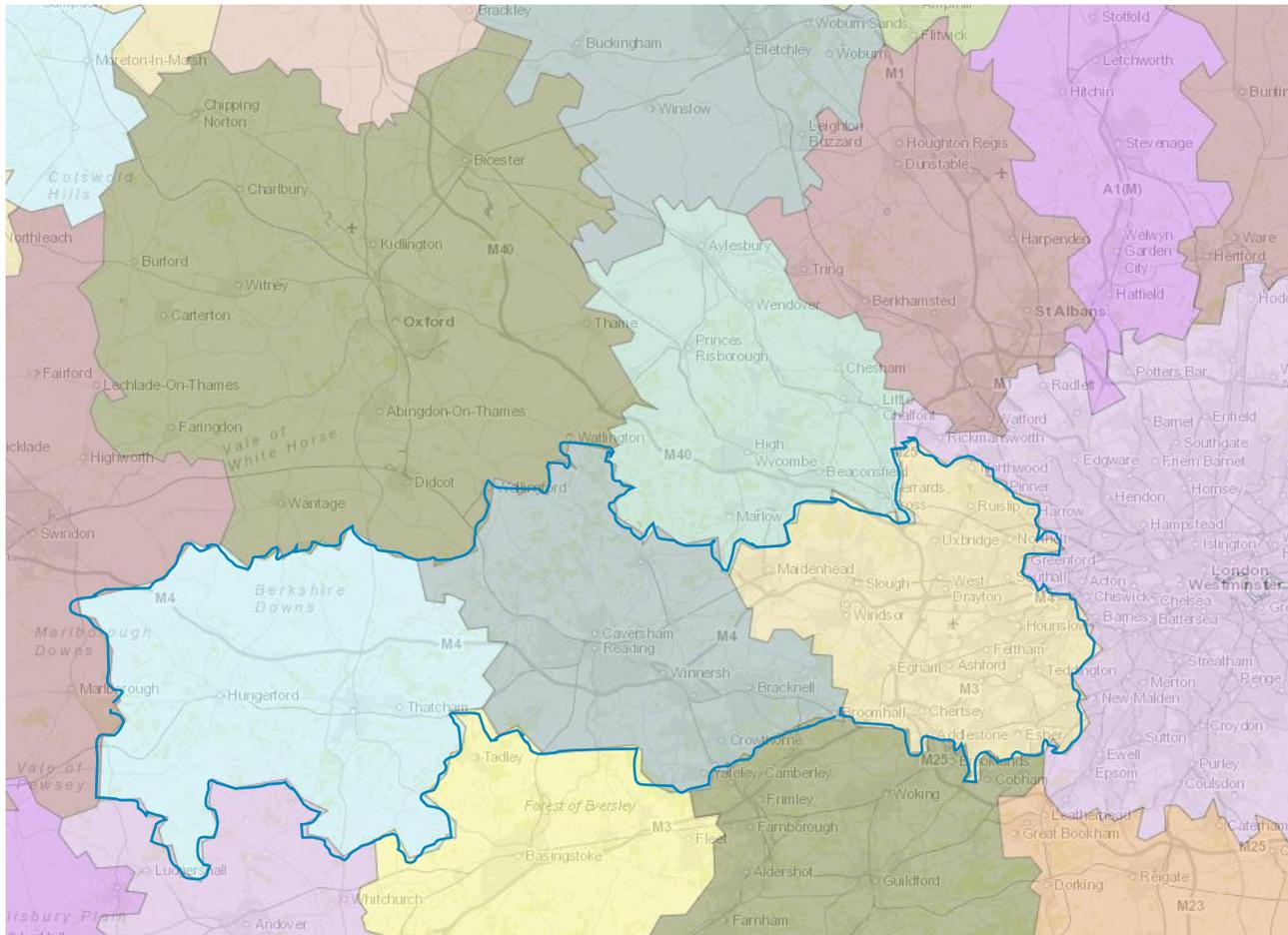
Berkshire has achieved strong Foreign Direct Investment figures in recent years, leading to an increase in the number of Foreign-Owned Companies, from 945 in 2010 to 1,295 in 2019.

Whilst Berkshire's Foreign-Owned Companies only represented 3% of all local businesses in 2019, they generated 30% of local employment and 53% of local turnover.

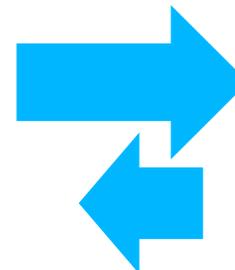
Since 2010, the proportion of local jobs in Foreign-Owned Companies has increased from 25% to 30%. Slough has the greatest proportion of employment in EU owned firms and Bracknell in 'rest of the world' owned firms (details overleaf).

Source: [ONS, February 2020](#)

Access to skills: Berkshire draws from wider Travel to Work Areas (TTWAs), but also loses workers – notably to London



	Newbury TTWA	Reading TTWA	Slough / Heathrow TTWA	Thames Valley Berkshire	Additional potential
Population (2011)	129k	558k	1,662k	Minus 911k (2018)	= 1,438k
Working Aged Population (16-64) (2019)	86k	352k	1,094k	Minus 576k	= 1,532k
Workforce (16-64) => potential pool (2019)	70k	285k	830k	Minus 473k	= 712k



43k residents from Thames Valley Berkshire commute into London

24k London residents commute out into Thames Valley Berkshire (Census 2011)



Access to skills: wage levels for employees in Berkshire are 22.7% higher than the UK average

	Mean wage of employees working in (2020)	YoY change (2019-20)
Bracknell Forest	£42,024	+10.9%
Reading	£36,754	+5.9%
Slough	£36,126	-15.9%
West Berks	£36,480	+0.9%
Windsor & Maidenhead	£40,315	+6.9%
Wokingham	£40,918	-3.3%
Thames Valley Berkshire	£38,770	
London	£47,345	+4.2%
UK	£31,590	+3.0%
TVB versus UK	22.7%	



HM Government



Thames
Valley
Berkshire
LOCAL ENTERPRISE PARTNERSHIP

Dexter Levick
Economic and Labour Market Analyst
dexter@thamesvalleyberkshire.co.uk

Thames Valley Berkshire LEP
100 Longwater Avenue
Green Park
Reading
RG2 6GP

