



BUSINESS IN BERKSHIRE 2018

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FOREWORD

I am delighted to be able to report the continued vibrant health of the Thames Valley Berkshire economy and its ongoing capacity to attract strong levels of FDI.

As in previous years, our Business in Berkshire 2018 report provides a comprehensive evidence base for all those involved in supporting local businesses.

Throughout, we place an emphasis on growth. When more and more firms grow, more and more rapidly, sustained economic (and social) prosperity is more likely. With that in mind I would particularly recommend the section on high growth and scale-up businesses, the support of whom forms a key part of our strategic growth plan for Berkshire.

I hope that this report helps inform a wide range of local business support and economic development activities as we collectively continue to help Berkshire-based businesses thrive.

Robin Barnes

Programme Lead for Enterprise, Innovation & Business Growth

Thames Valley Berkshire LEP



OVERVIEW

We know that Berkshire has a strong economy. On the national stage, the area performs extremely well on most measures of economic health (economic output, productivity, employment rates, competitiveness, etc).

In this report we dig beneath the headlines to help those involved in business support to understand:

- The structure and nature of the local economy
- Which firms are powering the local economy, or have the potential to do so
- How the local business ecosystem is developing

Key findings for 2018:

- The **number of registered businesses in Berkshire has plateaued**, following six years of growth
- **Berkshire business 'births' have declined since 2015**, although they remain higher than business 'deaths'
- Berkshire continues to attract significant **Foreign Direct Investment (FDI)**
- The number of **Foreign-Owned Companies in Berkshire has topped 1,000** for the first time
- **Recruitment of permanent staff has slowed** and the use of temporary staff increased, possibly as a result of economic uncertainty following the EU referendum
- **Extensive urban regeneration and the much anticipated arrival of the Elizabeth Line** will add to Berkshire's locational strengths
- Recent announcements of **investment in Berkshire by leading professional services firms** (such as Deloitte and KPMG) suggest long-term optimism for the performance of Berkshire's businesses

Note: the terms 'Thames Valley Berkshire' and 'Berkshire' are used interchangeably within the report and refer to the same geographic area.



PHOTO CREDIT: Thames Tower, Reading

NUMBER AND SIZE OF BUSINESSES

BERKSHIRE BUSINESSES BY SIZE

44,630 registered businesses
(registered for VAT or PAYE) Of which...

245 large
(more than 250 employees)

4,220 mid-sized
(10-249 employees)

4,065 small
(5-9 employees)

36,100 micro
(0-4 employees)

54,550 unregistered business*
(self-employed, operating below VAT/PAYE thresholds)

There are 99,180** businesses in Berkshire, of which 44,630 (45%) are registered for VAT or PAYE. The vast majority (91%), of businesses in the sub region are micro (0-4 employees)***, over half of whom do not have any employees. Less than 1% of businesses employ more than 250 people, however these firms provide approximately 38% of local employment.

*estimated using Business Population Estimates data for the South East

**not all registered and unregistered businesses will be currently 'active'

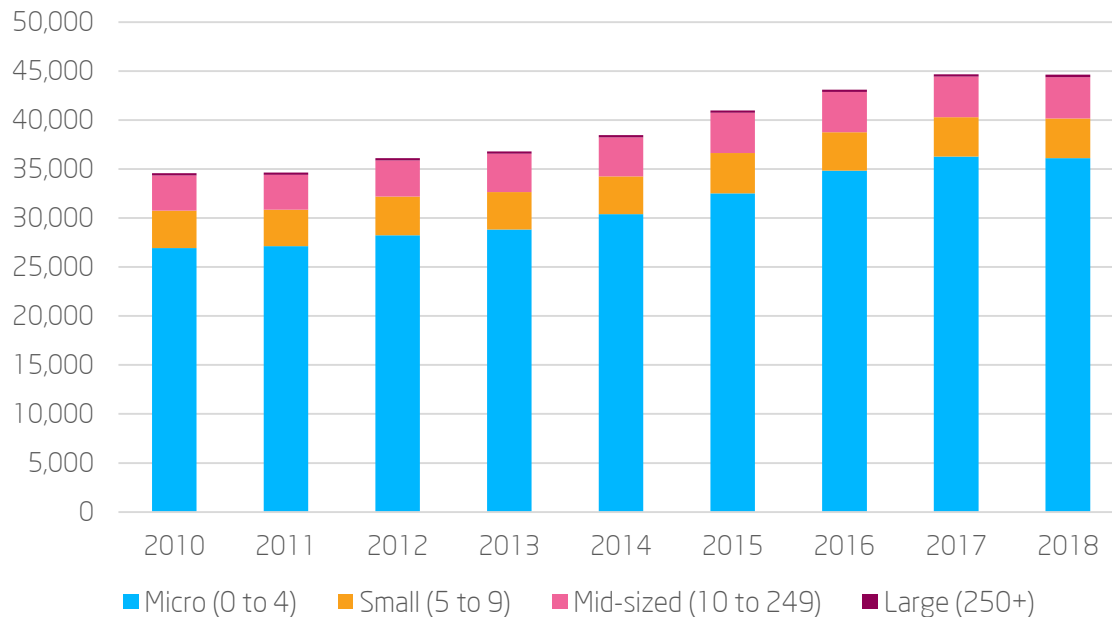
***definitions vary slightly from those conventionally used in order to illustrate the dominance of firms with 0-4 employees

Sources:

[UK Business Count, 2018, Office for National Statistics](#)
[Business Population Estimates, Department for Business, Energy and Industrial Strategy, 2018](#)

NUMBER OF REGISTERED BUSINESSES

Number of registered businesses in Berkshire, by size and year



The total number of registered businesses in Berkshire increased steadily between 2011 and 2017 and plateaued between 2017 and 2018.

Since 2010, there has been a 34%* increase in the number of **micro** firms** in Berkshire, a 17% increase in the number of **mid-size firms**, an 11% increase in the number of **large firms** and a 6% increase in the number of **small firms**.

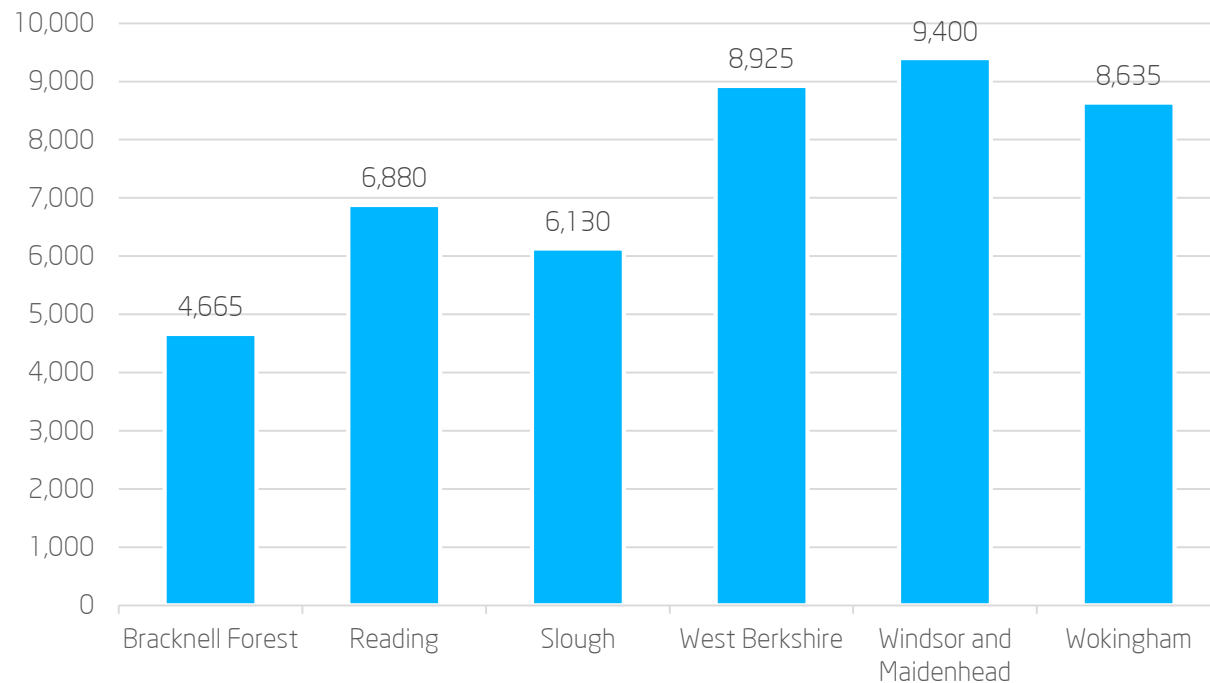
*it is likely that some of this increase is a result of administrative and data collection changes made by HMRC (2013-2014) and ONS (2015)

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

Source: [UK Business Count, 2018, ONS](#)

NUMBER OF REGISTERED BUSINESSES

Number of registered businesses by unitary authority area (2018)



Within Berkshire, the Royal Borough of Windsor & Maidenhead unitary authority area has the largest number of registered businesses, followed by West Berkshire and Wokingham.

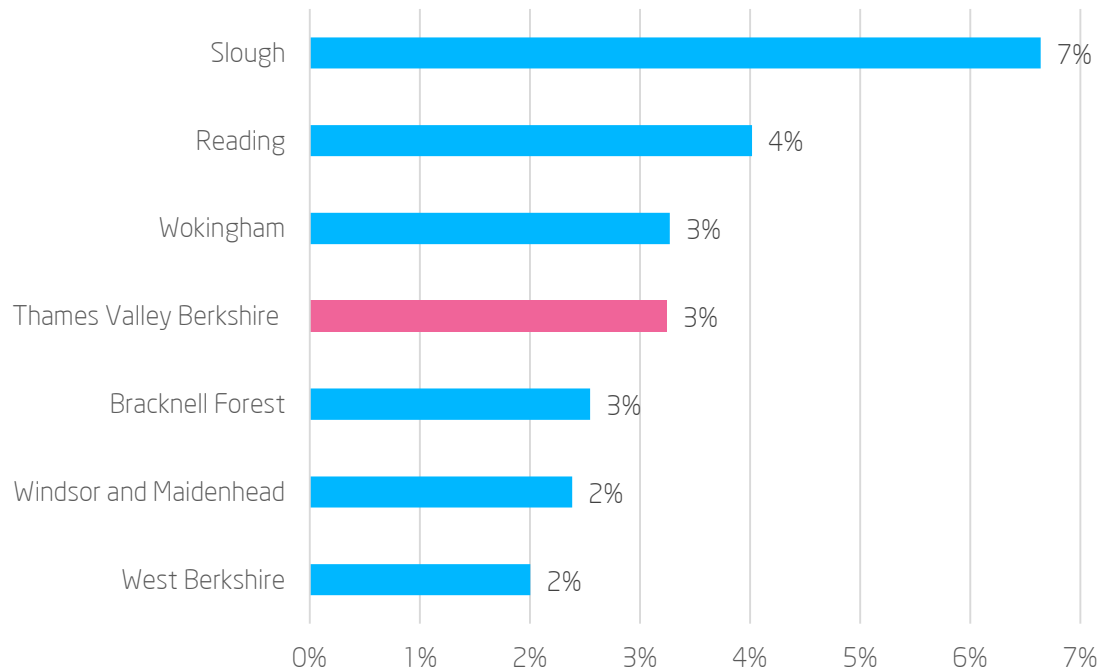
The business populations of Reading and Slough unitary authority areas are similar.

Bracknell Forest has the fewest registered businesses of the six unitary authority areas.

Source: [UK Business Count, 2018, Office for National Statistics](#)

NUMBER OF REGISTERED BUSINESSES

Average annual growth rate in number of registered businesses by unitary authority area (2010 to 2018)



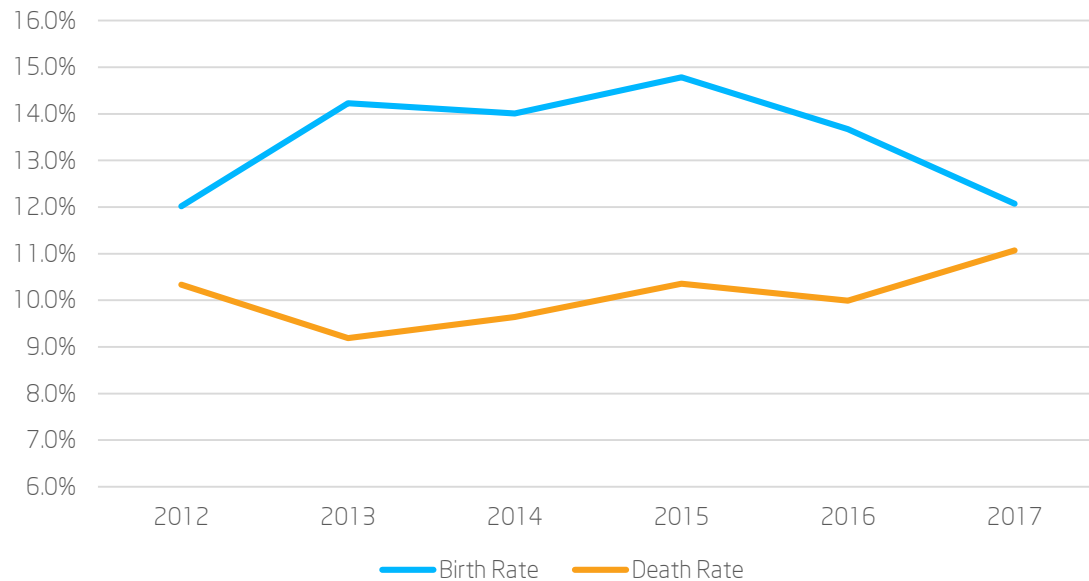
The number of registered businesses in Berkshire grew by an average annual growth rate of 3% between 2010 and 2018.

Slough experienced the greatest average annual growth in registered businesses and West Berkshire the slowest growth over this period.

Source: [UK Business Count, 2018, Office for National Statistics](#)

BUSINESS BIRTHS AND DEATHS

Birth and death rates of Berkshire businesses (2012 to 2017)



Berkshire business 'birth' rates have fallen since 2015, whilst business 'death' rates have increased since 2016. This mirrors the national pattern.

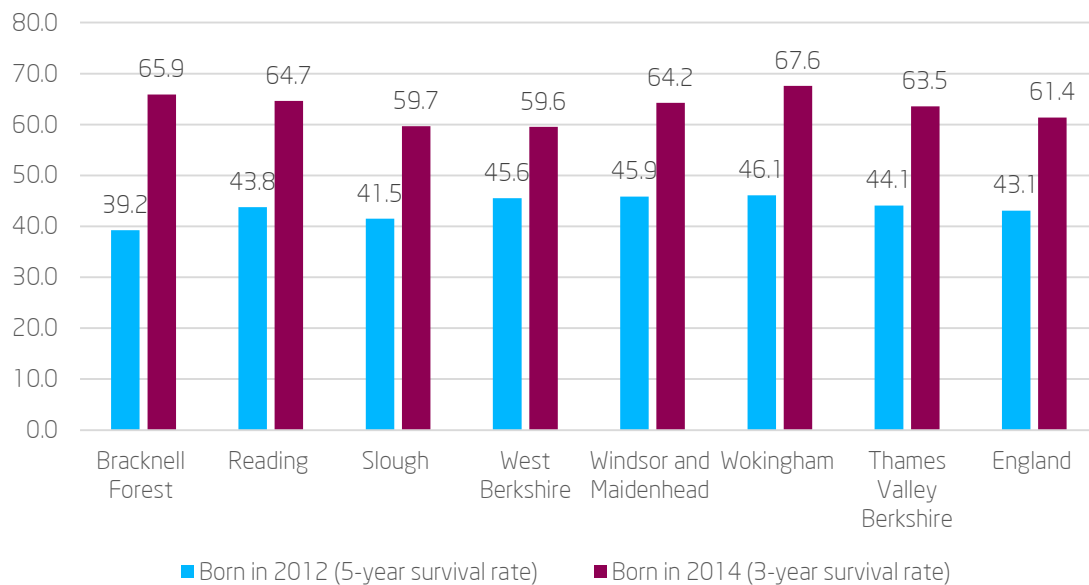
The gap between business birth and death rates has narrowed, and is the smallest since 2012.

The Office for National Statistics suggests that uncertainty relating to the UK's future relationship with the EU, and the depreciation of sterling following the EU referendum result, may have influenced recent business birth and death rates.

Source: [Business Demography 2017, Office for National Statistics](#)

BUSINESS SURVIVAL

Business survival rates



Business survival rates are slightly higher in Thames Valley Berkshire than the national average. 44% of firms 'born' in Berkshire in 2012 survived for at least five years, compared to 43% nationally.

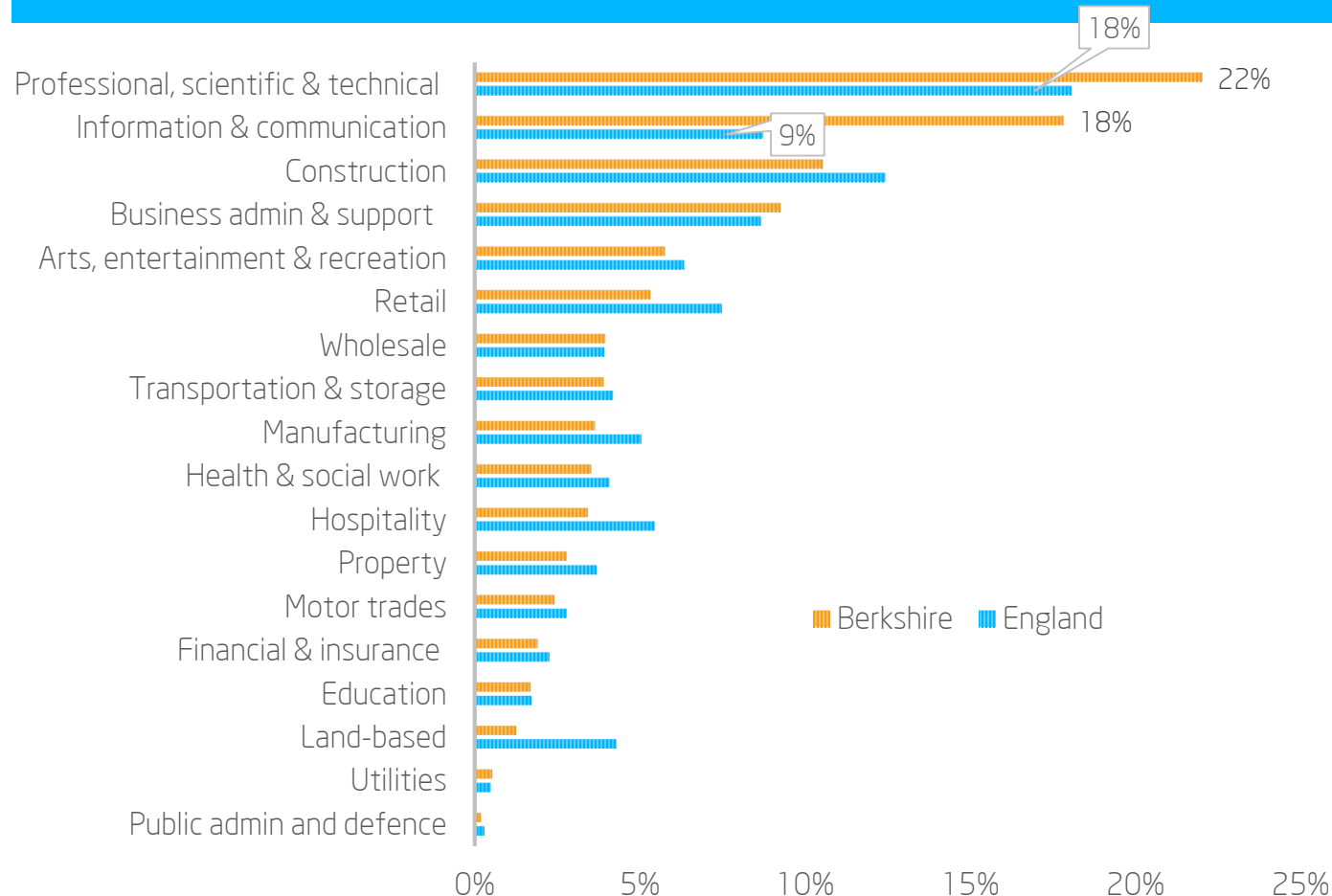
Within Berkshire, 5-year survival rates for firms born in 2012 were highest in Wokingham and lowest in Bracknell Forest.

The pattern is slightly different for firms born in 2014 and surviving for at least 3-years. For these firms, those based in Wokingham again have the highest survival rates, whilst those based in West Berkshire and Slough are least likely to have survived.

Source: [Business Demography 2017, Office for National Statistics](#)

KEY SECTORS

NUMBER OF REGISTERED BUSINESSES BY INDUSTRY



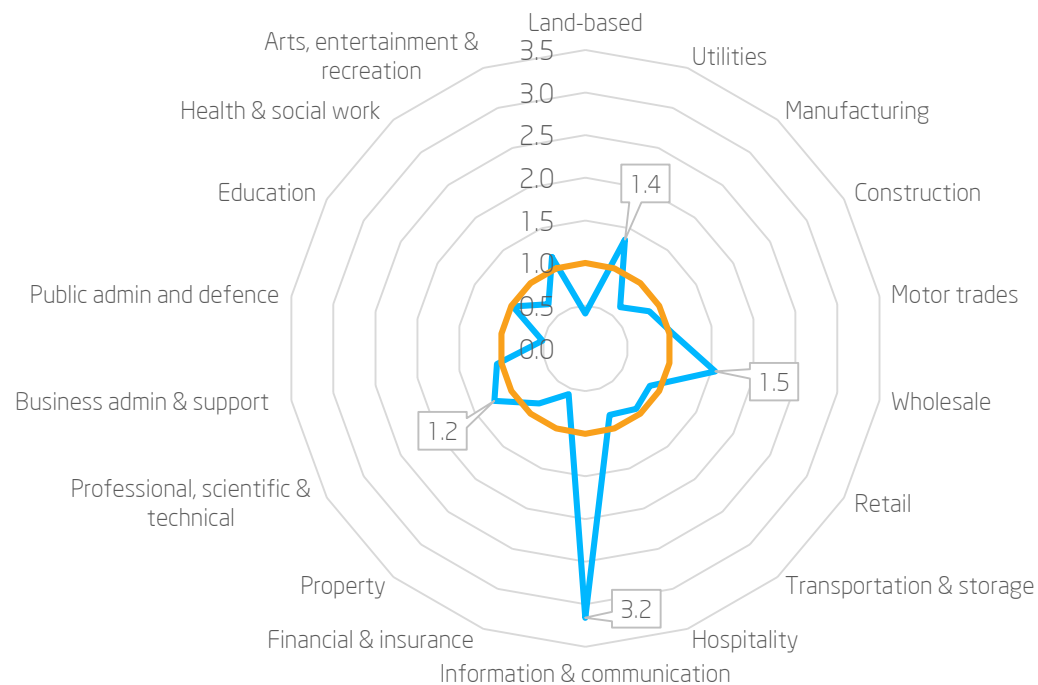
Analysing data using Standard Industrial Classification (SIC) codes enables a comparison to be made between the structure of the economies of Berkshire and England as a whole.

Over a fifth of Berkshire firms operate in the 'professional, scientific and technical' industry and just under a fifth in the 'information and communication' industry. The sub region has a higher concentration of firms in both of these sectors than the national average.

Source: [UK Business Count, 2018, Office for National Statistics](#)

EMPLOYEES BY INDUSTRY

Employees by industry – Location Quotients



— Thames Valley Berkshire — England

Employment data (employee jobs) reiterates the dominance of the 'information and communication' industry in Berkshire's economy. Over three times as many people work in this industry in Berkshire than is the case in the England economy as a whole.

One and a half times as many people work in the wholesale industry, 1.4 times as many in the utilities industry and 1.2 times as many in the 'professional, scientific and technical' industry than the national average.

This data does not illustrate the importance of Berkshire's life sciences sector, which is hidden within the 'wholesale' and 'professional, scientific & technical' industries in the broad Standard Industrial Classifications codes.

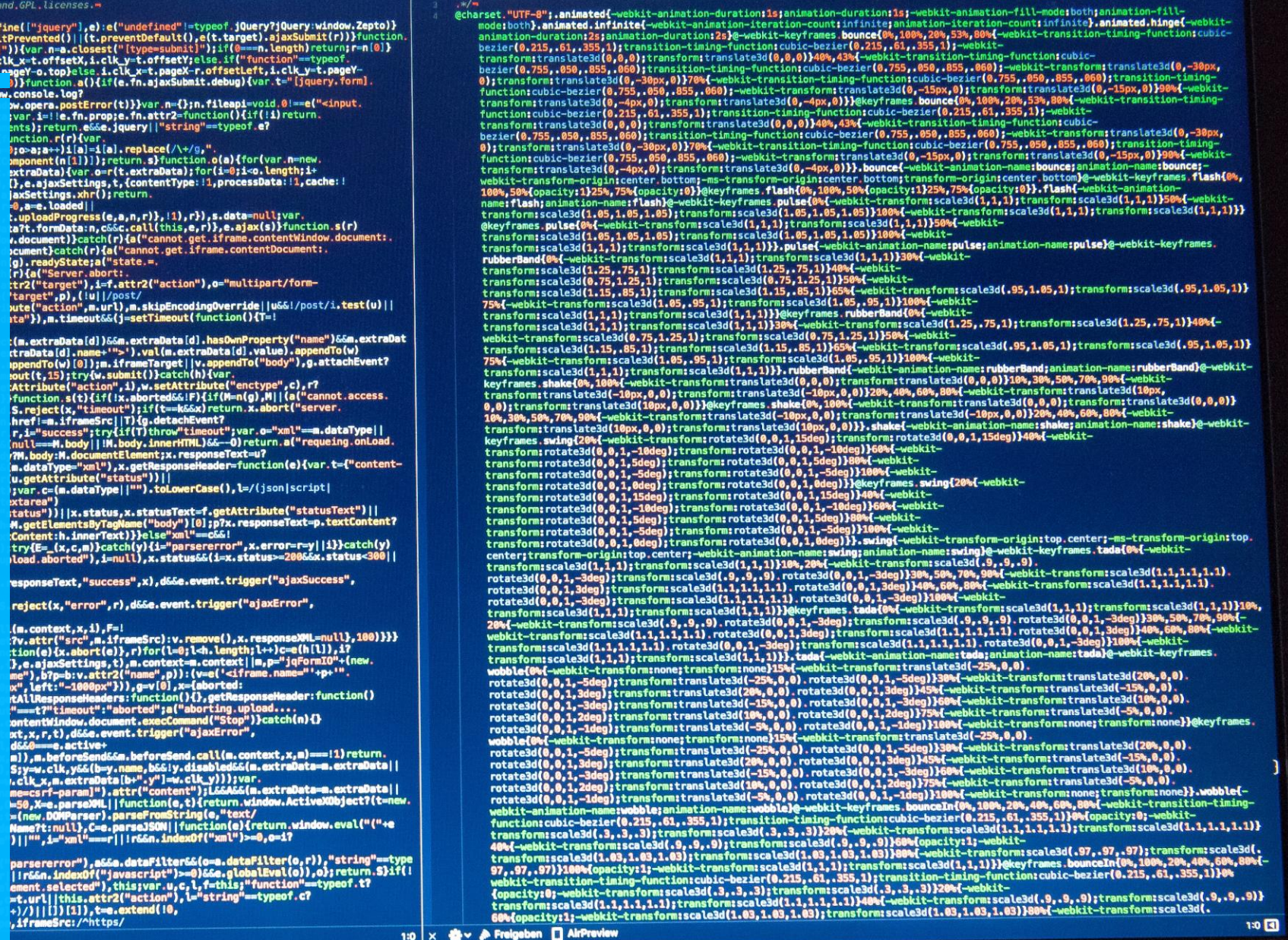
A high proportion of wholesale activity in Berkshire is related to the 'information and communication' industry.

Source: [UK Business Count, 2018, Office for National Statistics](#)

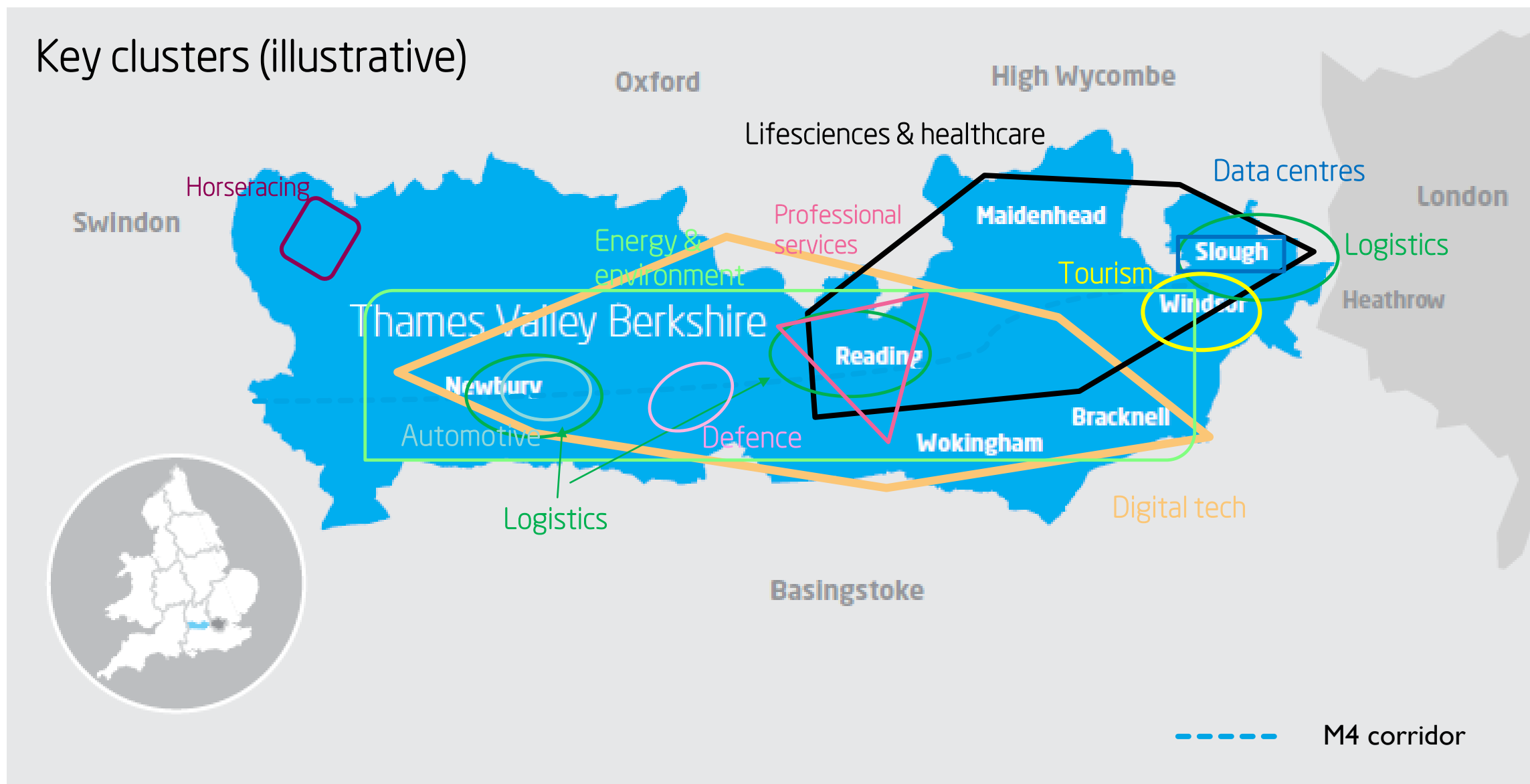
SECTOR SPECIALISMS

Using a variety of data and intelligence, Thames Valley Berkshire LEP has identified sector specialisms (in terms of either clusters of business activity or research expertise). These are mapped overleaf.

For three of these sectors: digital tech, life sciences & healthcare, and energy & environment, the LEP has produced Sector Propositions. These showcase the competitive advantages of being located in Berkshire to prospective inward investors and can be downloaded at thamesvalleyberkshire.co.uk/International



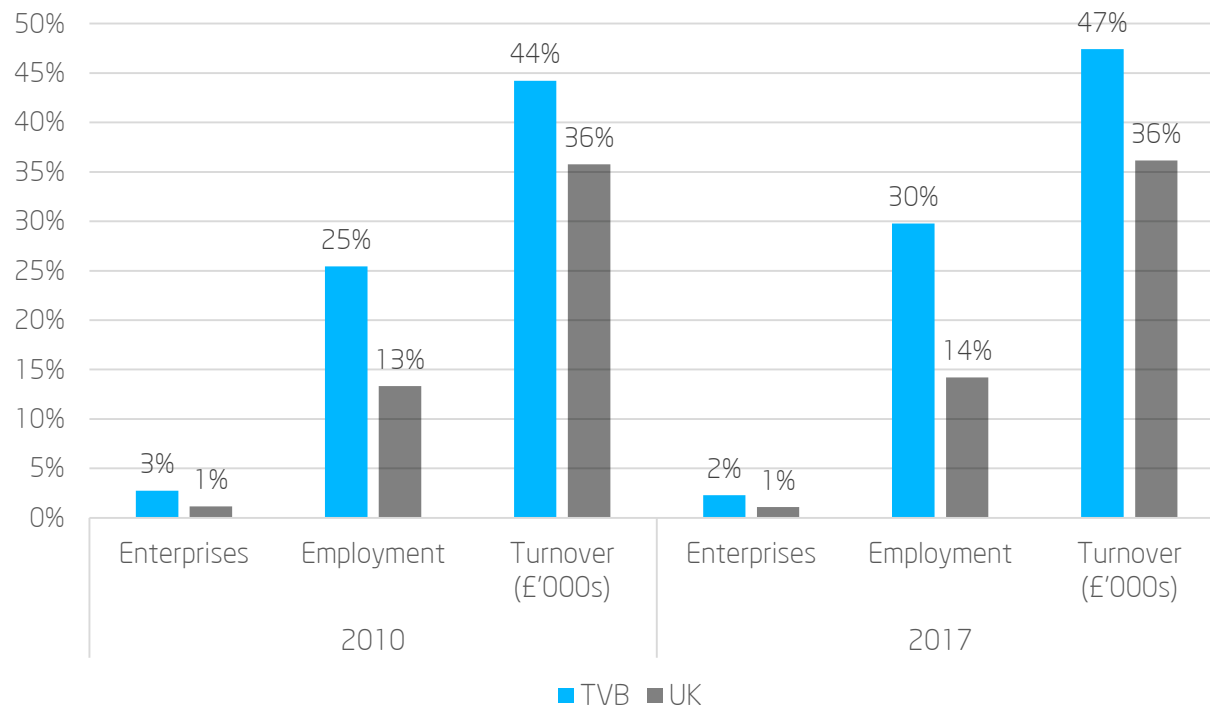
Key clusters (illustrative)



INTERNATIONAL ECONOMY

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 1,020 in 2017.

Whilst Berkshire's Foreign Owned Companies only represented 2% of all local businesses in 2017, they generated 30% of local employment and 47% 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](#)

INTERNATIONAL ECONOMY

	EU			REST OF WORLD		
	Enterprises	% of employment in EU firms	% of turnover in EU firms	Enterprises	% of employment in 'rest of the world' firms	% of turnover in 'rest of the world' firms
Bracknell Forest	40	6%	7%	110	46%	70%
Reading	75	3%	4%	85	23%	41%
Slough	75	28%	44%	95	13%	23%
West Berkshire	65	6%	13%	110	15%	15%
Windsor & Maidenhead	90	4%	5%	105	13%	22%
Wokingham	40	1%	8%	130	31%	41%
Berkshire	385	7%	16%	635	23%	31%
UK	11,930	5%	13%	16,900	9%	23%

Carbon Black.



Microsoft

FUJITSU

COVANCE

ACQUID

RAPID7 HONDA



Source: OVS
Some examples of foreign owned firms operating in Berkshire provided above

Company	Activity in Berkshire	Employees in Berkshire	Location in Berkshire
Microsoft	UK HQ	3,000	Wokingham Borough (Thames Valley Park)
Telefonica O2	UK HQ	2,500	Slough
Oracle Corporation	UK HQ	2,000	Reading
Fujitsu	EHQ & R&D	1,600	Bracknell Forest
HP/ HPE / DXC Technologies/ Microfocus	EHQ	1,300	Bracknell Forest
Verizon	HQ	1,250	Reading
Mars	EHQ, R&D and Manufacturing	1,200	Slough
Covance	R&D	1,160	Windsor and Maidenhead
Hutchison 3G (Three Network)	EHQ & R&D	1,000	Reading / Maidenhead
Syngenta	R&D	850	Bracknell Forest
AkzoNobel	HQ	750	Slough
UCB	HQ, R&D and Manufacturing	740	Slough
Adobe	EHQ & R&D	700	Windsor and Maidenhead
Huawei	HQ	700	Reading

FOREIGN OWNED COMPANIES WITH SIGNIFICANT OPERATIONS IN BERKSHIRE

Compiled by Thames Valley Berkshire LEP using available data

Note: employees are increasingly working remotely (at home or at other sites) so in some cases the employee numbers above are much higher than the total number of people on site on an average day

FOREIGN DIRECT INVESTMENT (FDI)

	No. of FDI successes	New jobs created
2011/12	46	450
2012/13	56	1,523
2013/14	44	501
2014/15	44	1,020
2015/16	67	1,794
2016/17	51	872
2017/18	81	1,120

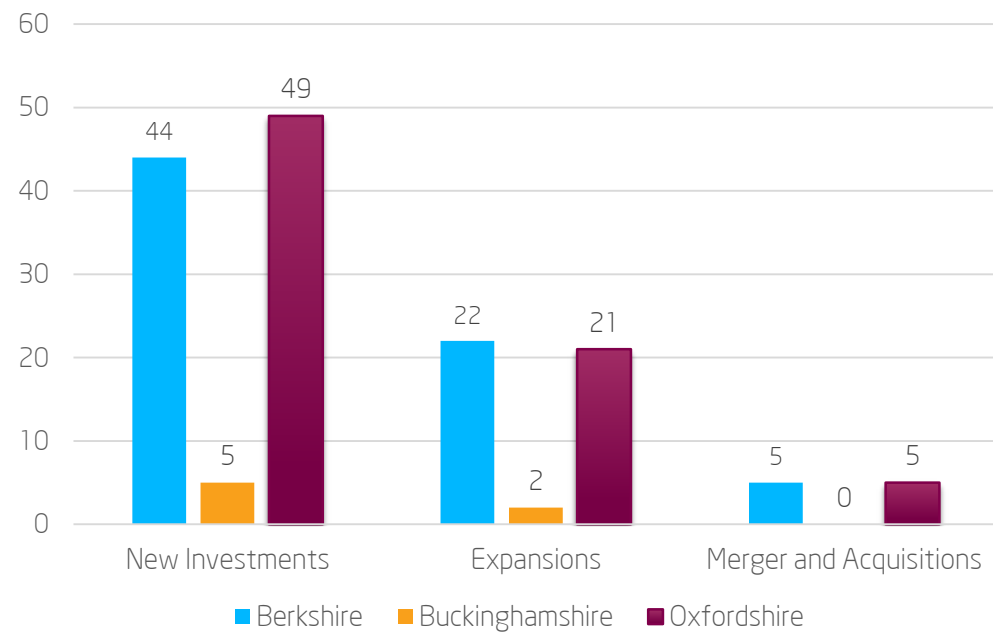
2017/18 was a particularly strong year for Foreign Direct Investment in Berkshire with the Department for International Trade (DIT) and Thames Valley Chamber of Commerce reporting 81 successful FDI projects, the highest figure in recent years. Across the wider Thames Valley, Oxfordshire also achieved strong results. Within Berkshire, Reading attracted the greatest number of FDI projects in 2017/18, followed by Bracknell Forest.

Further details available at
[thamesvalley.co.uk/wp-content/uploads/2018/08/Thames-Valley-Inward-Investment-Results-Report-2017-18.pdf](https://www.thamesvalley.co.uk/wp-content/uploads/2018/08/Thames-Valley-Inward-Investment-Results-Report-2017-18.pdf)

FOREIGN DIRECT INVESTMENT

	Number of FDI projects 2017/18
Reading	30
Bracknell Forest	17
Slough	10
Windsor and Maidenhead	8
Wokingham	4
West Berkshire	3
Other (including multi-site)	10

Number of projects by type (excluding multi-site projects) in the Thames Valley, 2017/18



Further details available at thamesvalley.co.uk/wp-content/uploads/2018/08/Thames-Valley-Inward-Investment-Results-Report-2017-18.pdf

“Our [FDI] results are clear, unequivocal evidence that the Thames Valley continues to drive the economic growth and prosperity of the country.

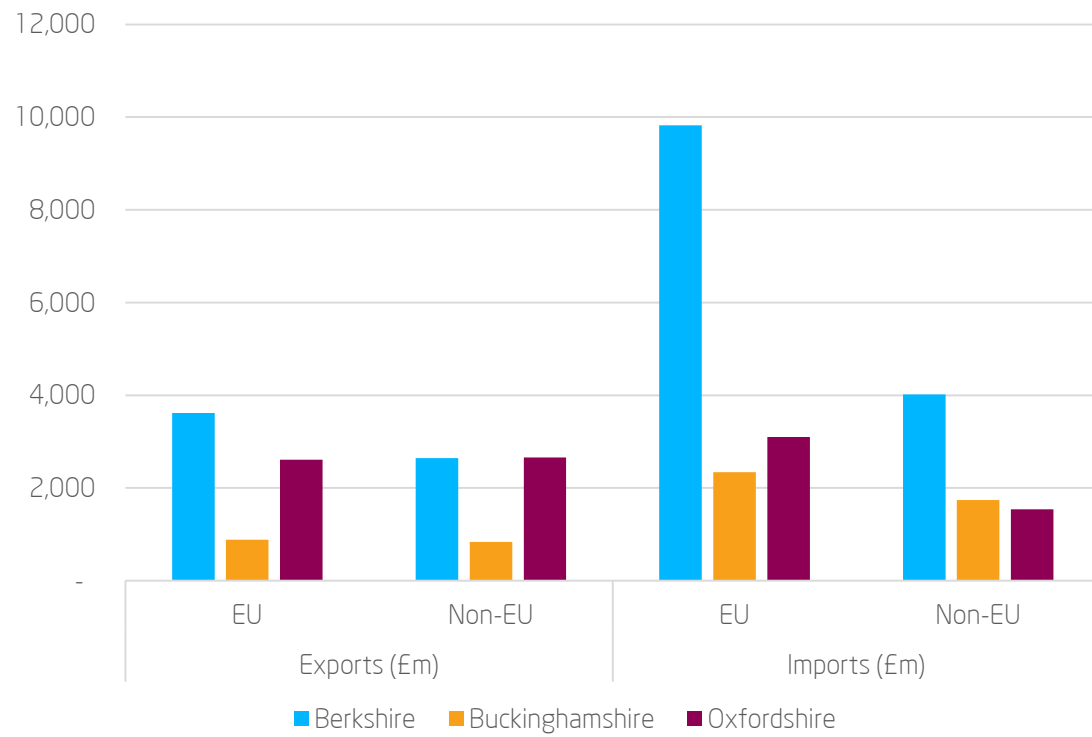
We are the UK’s true turbo economy; an international community that welcomes new businesses, whilst encouraging our resident companies to grow through trade and investment.”

PAUL BRITTON, CEO, THAMES
VALLEY CHAMBER OF
COMMERCE



INTERNATIONAL TRADE

Trade of goods (£m) by LEP area (2017)



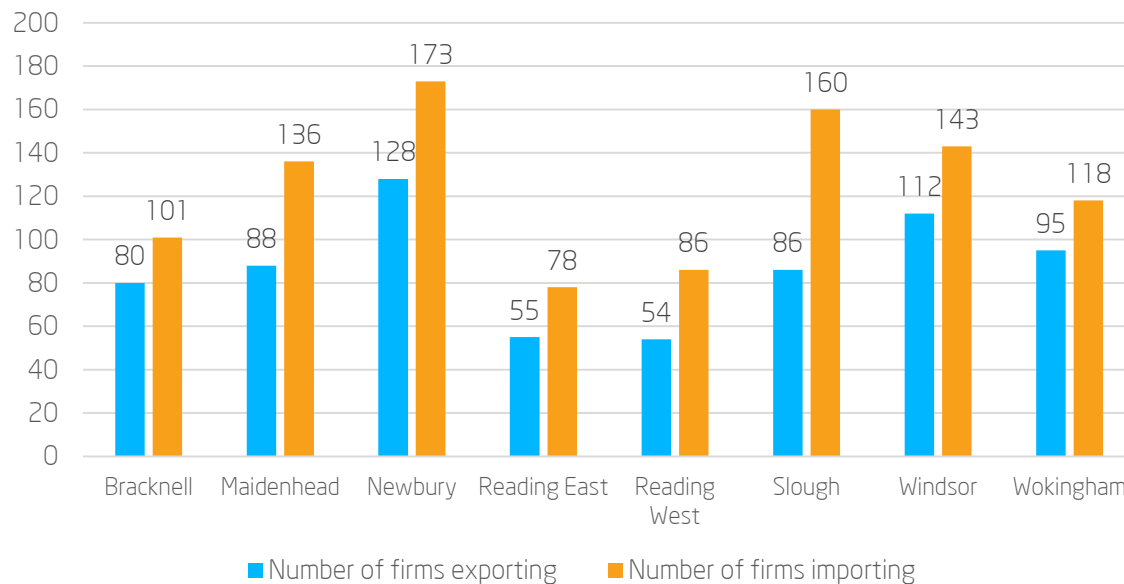
The value of goods that Berkshire firms import from the EU is considerably higher than in the neighbouring areas of Buckinghamshire and Oxfordshire. Berkshire firms also import a greater value of goods from non-EU countries, although to a lesser extent.

The value of goods that Berkshire firms export to both EU and non-EU countries is similar to that of Oxfordshire firms (of which there are fewer).

Source: [HMRC, 2018](#)

INTERNATIONAL TRADE

Number of firms importing goods from, and exporting to, non-EU countries by parliamentary constituency



As of January 2018, 698 Berkshire firms were exporting to non-EU countries and 995 firms were importing from non-EU countries.

Newbury had the greatest number of firms exporting and importing to non-EU countries. Slough had the second greatest number of importing firms and Windsor had the second greatest number of exporting firms.

Source: [HMRC, 2018](#)

LARGE COMPANIES

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	3,500	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	2,000	Bracknell

**Where local employee data is available*

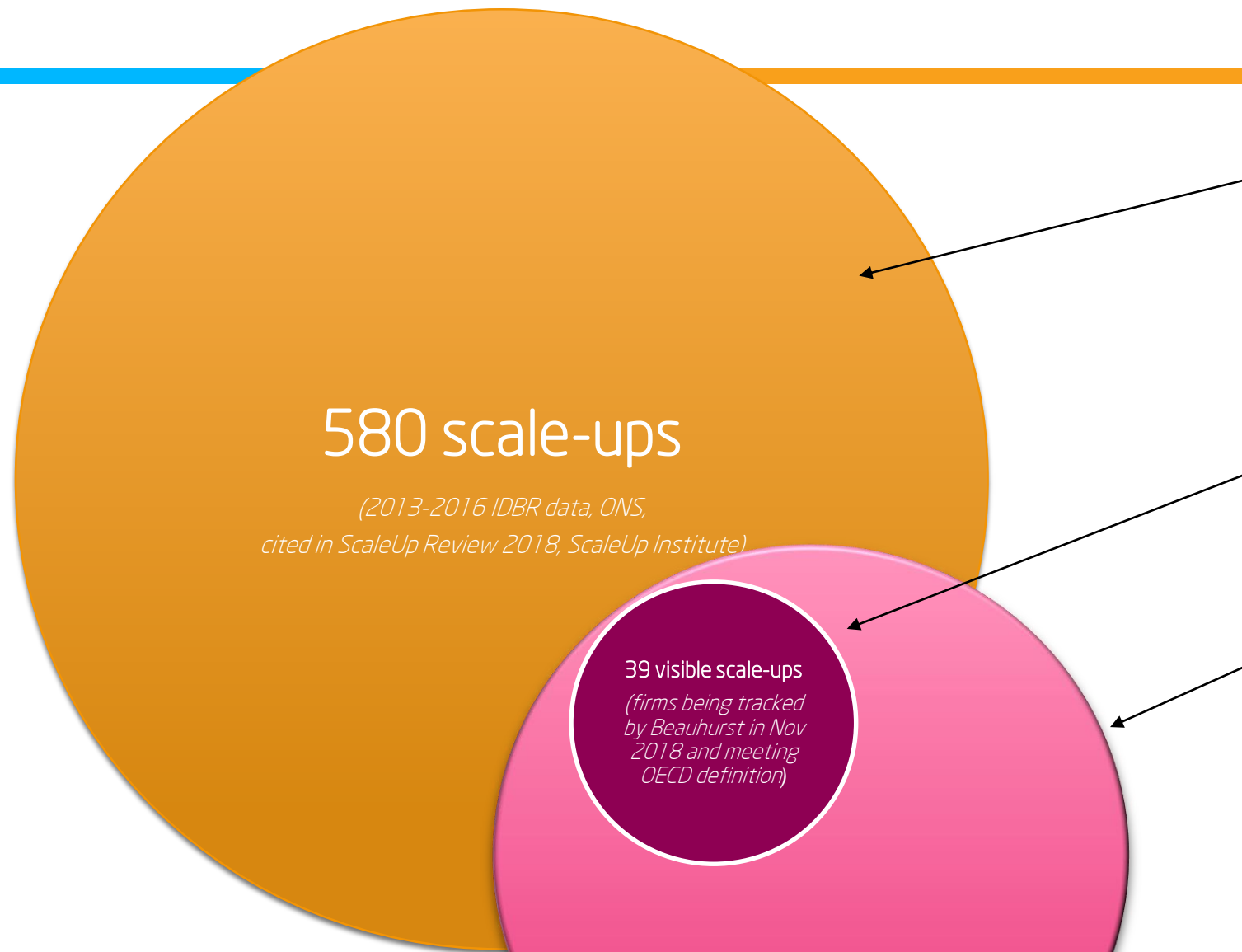
BERKSHIRE'S
LARGEST
EMPLOYERS*

BERKSHIRE-BASED FTSE 100 COMPANIES

	Location	Sector
<u>Centrica</u>	Windsor	Gas, Water & Multi-utilities
<u>Ferguson plc</u>	Wokingham	Support Services
<u>GlaxoSmithKline</u>	M Maidenhead and Slough	Pharmaceuticals & Biotechnology
<u>Johnson Matthey</u>	Reading	Chemicals
<u>Micro Focus</u>	Newbury	Software & Computer Services
<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>Segro</u>	Slough	Real Estate Investment Trusts
<u>SSE plc</u>	Reading	Electricity
<u>Vodafone Group</u>	Newbury and Bracknell	Mobile Telecommunications



HIGH GROWTH FIRMS & SCALE UPS



580 scale-ups

*(2013-2016 IDBR data, ONS,
cited in ScaleUp Review 2018, ScaleUp Institute)*

39 visible scale-ups
*(firms being tracked
by Beauhurst in Nov
2018 and meeting
OECD definition)*

291 UK-owned, non-listed, high growth and
high growth potential firms
(all firms being tracked by Beauhurst, Nov 2018)

580 firms in Berkshire are classified as being 'scale-ups'*, of which 460 are turnover scale-ups, 250 are employment scale-ups and 130 scaled both their employees and turnover

Of these, 39 are 'visible', in that we can identify who they are via the data they submit to Companies House

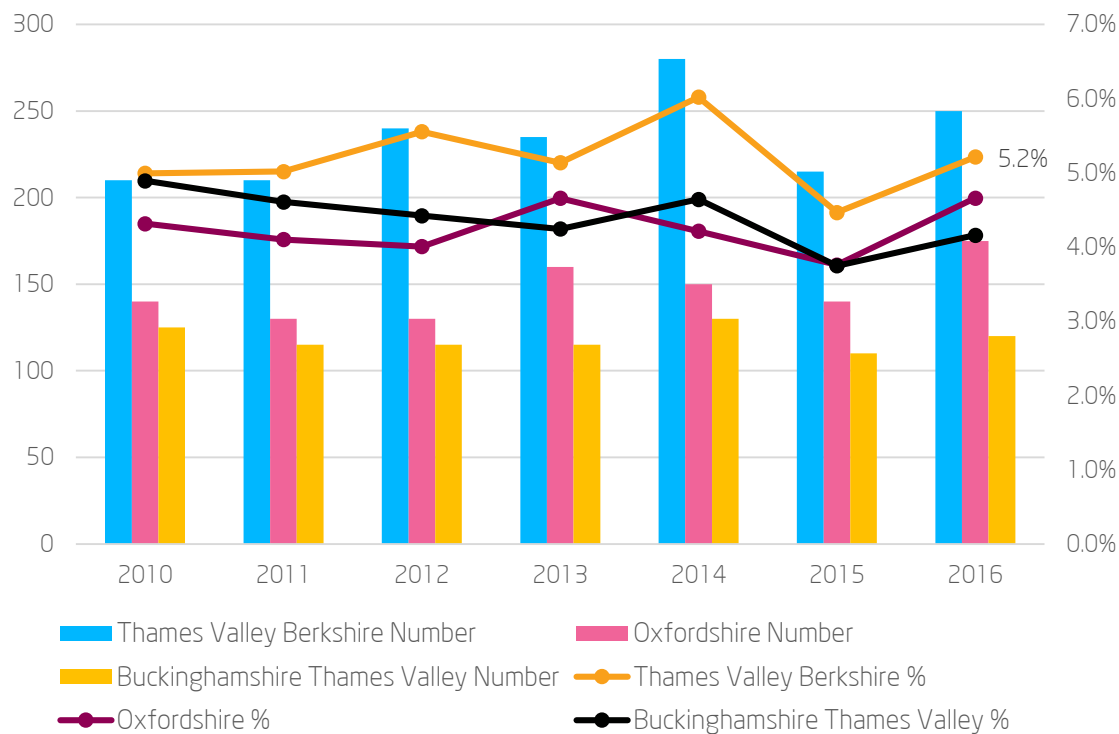
These 39 are part of a wider cohort of 291 high-growth or high growth potential companies we can identify using data supplied by Beauhurst**

*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.

**www.beauhurst.com

SCALE-UPS

Number of companies that have scaled-up (employment measure) by LEP and year



In 2016 there were 250 scale-up companies in Berkshire, based purely on employee growth (20% average annual growth in employees). This equated to 5.2% of companies with at least 10 employees. The numbers have fluctuated over the last three years ranging from 280 in 2014 to 215 in 2015.

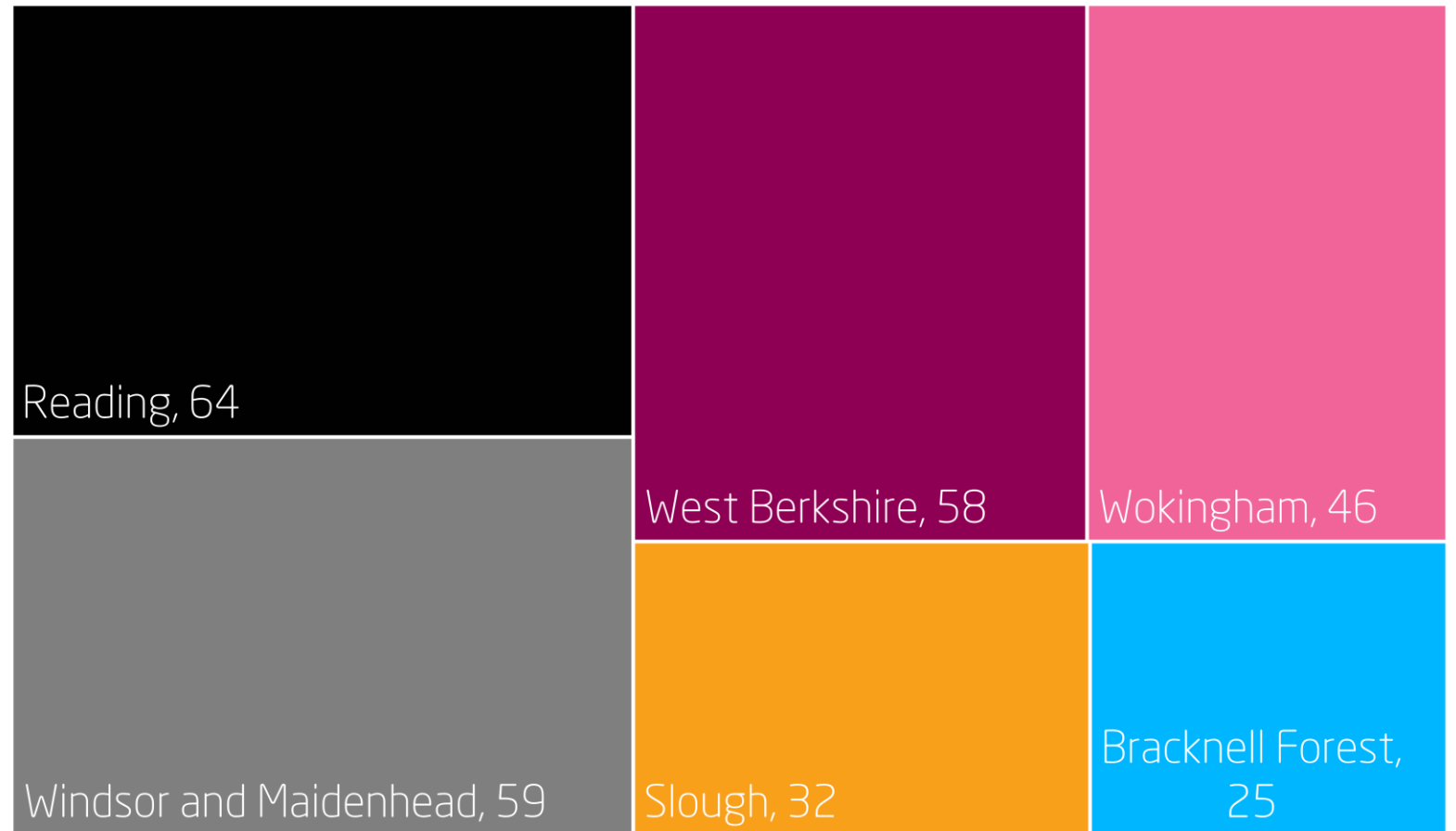
Berkshire has more scale-up companies (using the employee growth measure) than neighbouring Oxfordshire and Buckinghamshire.

Source: [ONS](#)

HIGH GROWTH / HIGH GROWTH POTENTIAL FIRMS

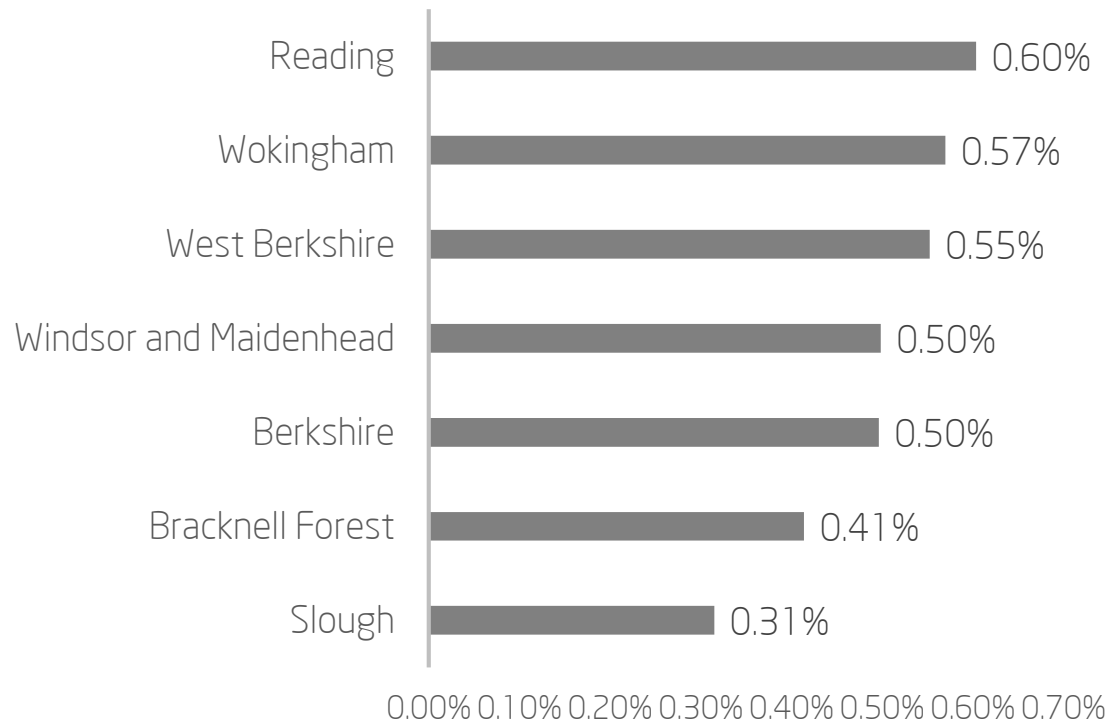
Within Berkshire, the three unitary authority areas of Reading, Windsor & Maidenhead and West Berkshire have the highest number of high growth / high growth potential firms, and Bracknell Forest the fewest.

Source: [Beauhurst, October 2018](#)



HIGH GROWTH / HIGH GROWTH POTENTIAL FIRMS

High growth / high growth potential firms as a proportion of all active firms



Reading has the highest concentration of high growth / high growth potential firms (as a proportion of all active firms), followed by Wokingham and West Berkshire.

Slough has the lowest concentration of high growth / high growth firms.

Source: [Beauhurst, October 2018](#)

KEY SECTORS IN WHICH BERKSHIRE'S HIGH GROWTH FIRMS OPERATE



Software-as-a-service



Food and drink
processors



Internet platform



Mobile apps



Analytics, insight, tools



Recruitment agencies
and personnel supply
services



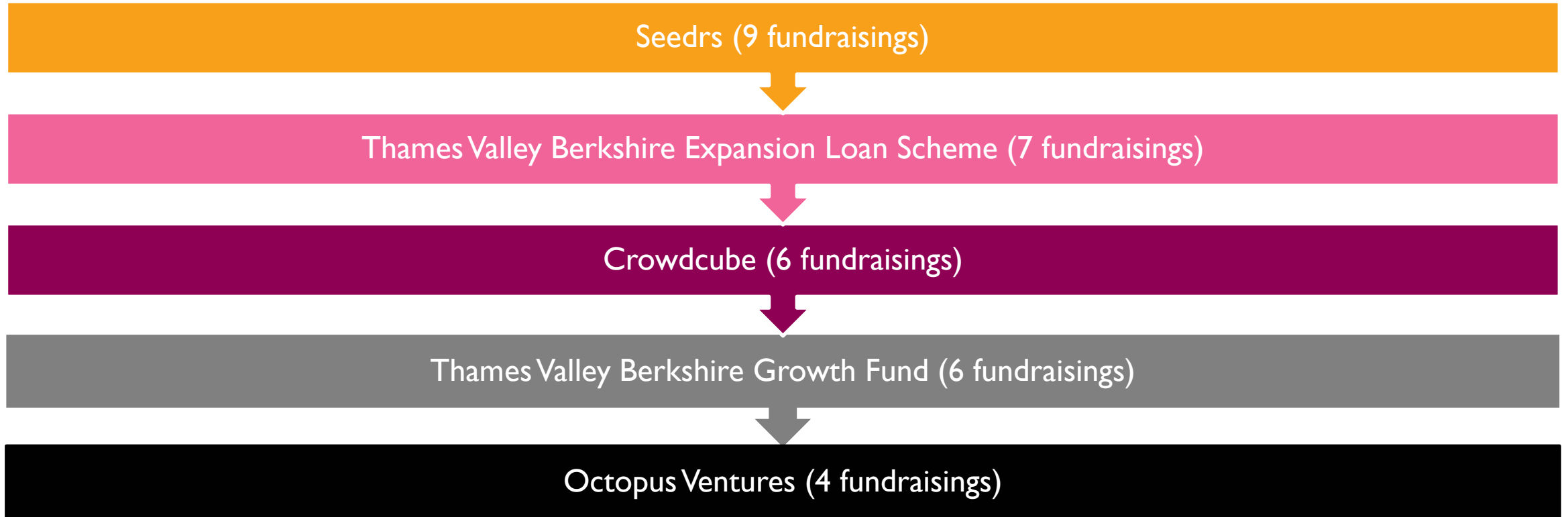
Security services
(physical and virtual)



IT consultancy
services

Source: [Beauhurst, October 2018](#)

TOP FUNDERS OF BERKSHIRE'S HIGH GROWTH / HIGH GROWTH POTENTIAL FIRMS (RANKED BY NUMBER OF FUNDRAISINGS)



Source: [Beauhurst, October 2018](#)
Data for November 2014 – October 2018

ACCELERATORS ATTENDED BY BERKSHIRE'S HIGH GROWTH / HIGH GROWTH POTENTIAL FIRMS*

Accelerator	Location
Accelerate	Cambridge
Accelerator Academy	London (Southwark)
Bethnal Green Ventures	London (Hackney)
DigitalHealth.London Accelerator	London (Southwark)
ELITE	London (City of London)
Entrepreneur Accelerator	London (Islington)
Entrepreneur First	London (Southwark)
FutureFifty	London (Islington)
Growth Builder	London (Westminster)
Ignite Accelerator (Main Programme)	Newcastle
Market Entry Programme	London (Hackney)

Accelerator	Location
Mass Challenge UK	London (City of London)
Microsoft Accelerator London	London (Hackney)
New Entrepreneurs Foundation	London
Oxygen Accelerator	Birmingham
Pi Labs	London (Camden)
Seedcamp	London (Hackney)
Technology Developer Accelerator Programme	Coventry
The Big Venture Challenge	London (Islington)
The Young Academy	London (Tower Hamlets)
UK Accelerator Programme	London (Lambeth)
Venture Catalyst Challenge	London (Westminster)

*only includes firms and accelerators tracked by Beauhurst. N.B. the Berkshire based accelerator, Innovation Catalyst, opened in 2018 and is not yet tracked by Beauhurst.

Source: [Beauhurst, October 2018](#)

BRACKNELL FOREST FIRMS ON HIGH GROWTH LISTS (SEE [ANNEX](#))



READING FIRMS ON HIGH GROWTH LISTS



SLOUGH FIRMS ON HIGH GROWTH LISTS

**AROUND
NOON.**



PINNACA



Neilson Financial Services

BISHOP
SPORTS AND LEISURE



Furniture
Village

 **Baldwins**
CRANE HIRE LIMITED

Vario

Horizon
International Cargo

UCH
LOGISTICS

WEST BERKSHIRE FIRMS ON HIGH GROWTH LISTS



WINDSOR AND MAIDENHEAD FIRMS ON HIGH GROWTH LISTS



Golfbreaks.com



**Christopher
Ward**



WOKINGHAM FIRMS ON HIGH GROWTH LISTS

artesian™



EnSilica



NJC



NextGen

INNOVATION

CENTRES OF EXCELLENCE



Berkshire is home to a number of Centres of Excellence including:

- European Centre for Mid-Range Weather Forecasting
- Thatcham Research
- TRL
- BSRIA
- Deloitte Cyber Intelligence Centre

- StoryFutures
- National Foundation for Educational Research
- Rutherford Cancer Centre (Proton Beam Therapy)

Firms that have significant (many of which are world-leading) R&D facilities within Berkshire include:

- Mars
- Johnson & Johnson
- Thales
- Syngenta

- Gillette (P&G)
- Costain
- Vodafone
- Hanovia

UNIVERSITY OF READING: RESEARCH THEMES



Working with key partners in the aviation sector to embed research that accurately forecasts aviation turbulence



Developing a multi-sensory marketing approach while improving children's enjoyment of healthy food for a UK leading baby food brand company



Working directly with stroke patients to develop a new innovative therapy, taking rehabilitation therapies to a new level



Bringing researchers, a theatre company, and a technology firm together to explore social media technologies in immersive performance



Using a multi-disciplinary approach to understand the economic impact of the Dubai metro, commissioned by the Dubai Roads and Transport Authority

UNIVERSITY OF READING: INNOVATION AND IMPACT CENTRES

Agrimetrics

Using data from the entire food system to provide significant improvements to food markets

Supporting a step change in research capability by bringing together some of the very best clinical researchers, facilities and infrastructure

Thames Valley Clinical Trials Unit (TVCTU)

EIT Food & IFNH*

Reducing food waste in Europe and delivering better health through integrated research

TVSP is a science park with international appeal that builds a cluster of high-growth-potential companies and a community of innovation

Thames Valley Science Park (TVSP)

Institute for Environmental Analytics

Closing the gap between science and industry in five main sectors: agri-food, insurance, the built environment & infrastructure, logistics & transport, and utilities

Using research to help practicing managers, corporate partners, programme members and students, manage more effectively so that they can impact the organisations they work in

Henley Business School Centres

*European Institute of Innovation & Technology for Food and the Institute for of Food and Nutritional Health

TOP 10 'LIVE' INNOVATE UK PROJECTS IN BERKSHIRE BY SIZE OF GRANT

Project Title	Area name	Participant Name	Grant Offered (£)
Identification & Validation of Correlate of Protection for a Chikungunya Vaccine	Health & Life Science-Advanced Therapies	Themis Bioscience GmbH	3,000,000
UK Central CAV Testbed	Low Carbon Vehicles	COSTAIN GROUP PLC	1,569,166
U-CAIR UK ATI Cabin Air	Large Projects: Transport	Honeywell UK Ltd	1,469,912
StreetWise	Challenge - Robotics CCAV	TRL Ltd	1,011,455
MOVE-UK: accelerating automated driving by connected validation & big data analysis	Centre For Connected Autonomous Vehicles	TRL Ltd	841,634
HumanDrive	Connected Autonomous Vehicles	HITACHI EUROPE LIMITED	835,207
Enabling build of digital health apps against regulatory standards for medical use	Challenge - Healthcare	MIOTIFY LTD	555,071
Functional Lattices for Automotive Components (FLAC)	Low Carbon Vehicles	HIETA TECHNOLOGIES LTD	525,000
Bus2Grid	Low Carbon Vehicles	SSE SERVICES PLC	508,543
London BIM	Low Carbon Vehicles	TRL Ltd	500,000

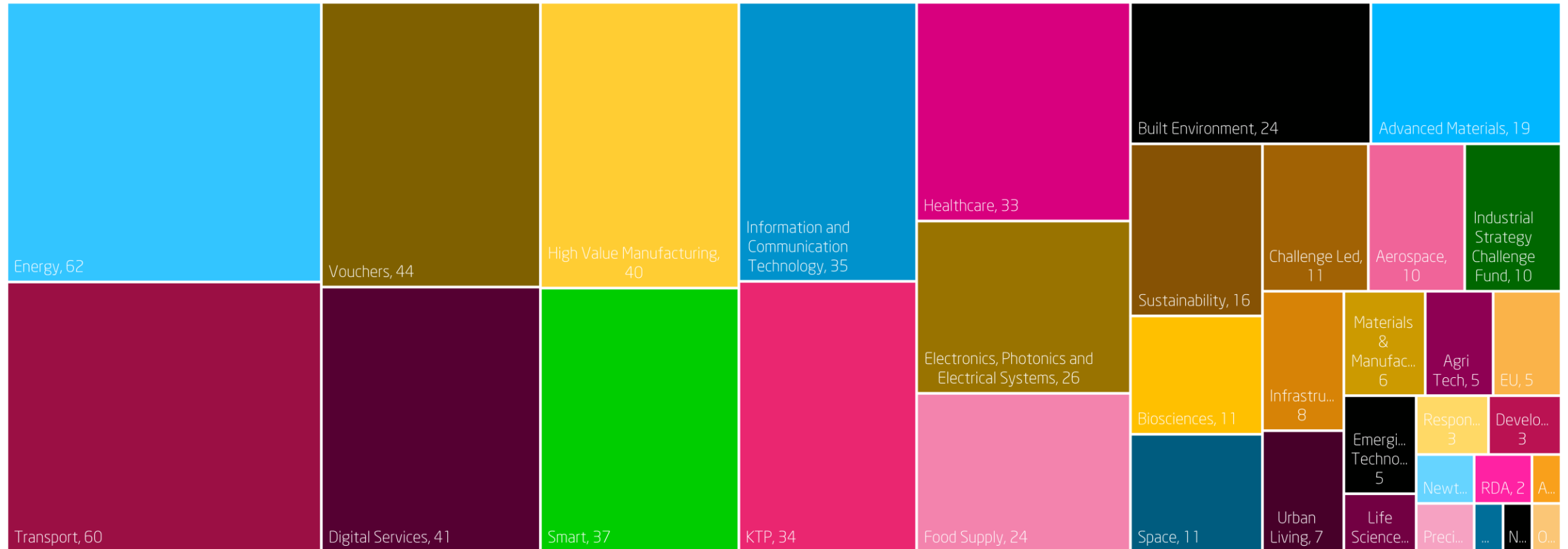
Since 2001, Innovate UK has provided £78m of funding to 263 companies in Berkshire undertaking 590 projects. In terms of the overall number of projects receiving funding, Thames Valley Berkshire is ranked 20th out of 38 LEP areas.

Top 'themes' covered by these projects include: Energy, Transport, Digital Services, High Value Manufacturing, Smart, ICT, Healthcare, Food Supply and Electronics, Photonics and Electrical Systems.

More is available at <https://datavis.innovateuk.gov.uk/app/#/localEnterprisePartnership=Thames%20Valley%20Berkshire>

Data extracted from Innovate UK website in August 2018. Local authority data available via 'advanced search' at <https://datavis.innovateuk.gov.uk/>

'LIVE' INNOVATE UK PROJECTS IN BERKSHIRE BY THEME

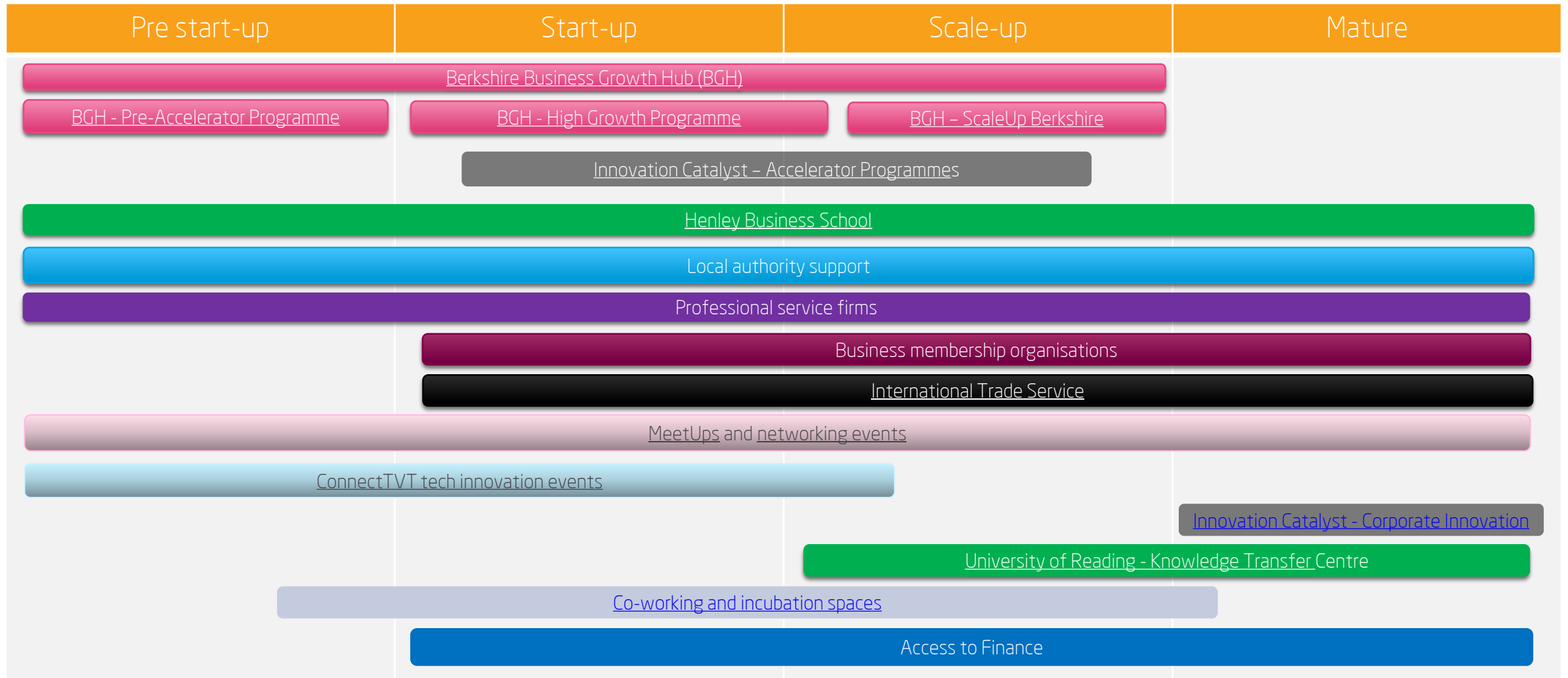


BUSINESS SUPPORT ECOSYSTEM



LOCAL BUSINESS SUPPORT ECOSYSTEM

ADVICE AND KNOWLEDGE EXCHANGE (INDICATION OF LOCAL SERVICES AND ACTIVITIES)



LOCAL BUSINESS SUPPORT ECOSYSTEM



ACCESS TO FINANCE

	About
<u>TVB Funding Escalator</u>	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
<u>Thames Valley Investment Network</u>	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
<u>Henley Business Angels</u>	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

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](#)

"The Business in Berkshire report is an essential information source for anybody delivering services to Berkshire's businesses."

The insights and knowledge embodied in the report provide a thorough overview of the state of the Berkshire economy and which sectors and businesses are contributing to the region's growth."

ED COOPER, DIRECTOR VITALSIX LTD & INNOVATION CATALYST



RELOCATIONS

BUSINESS RELOCATIONS: 2018 (REPORTED IN PRESS)



BUSINESS RELOCATIONS: 2018



from
Amersham



BroadwayMalyan^{BM}



from Theale



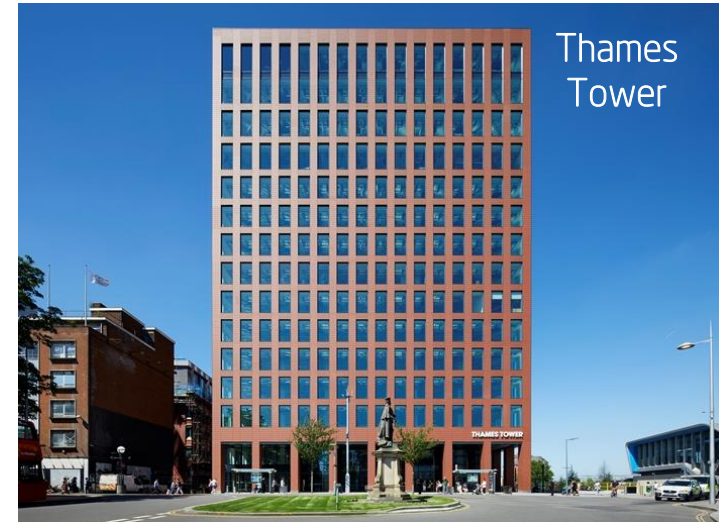
from
Camberley



from
Weymouth



from Guildford



Thames
Tower



from
Maidenhead



from within
Reading

Objective

clarkslegal

BDO

BUSINESS RELOCATIONS: 2018



Business
Services



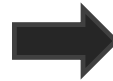
from within
Slough



fiserv.



from Stockley
Park, Bracknell
and London



Quest



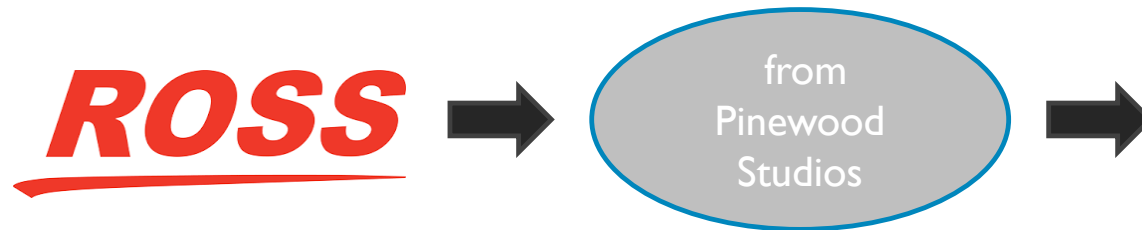
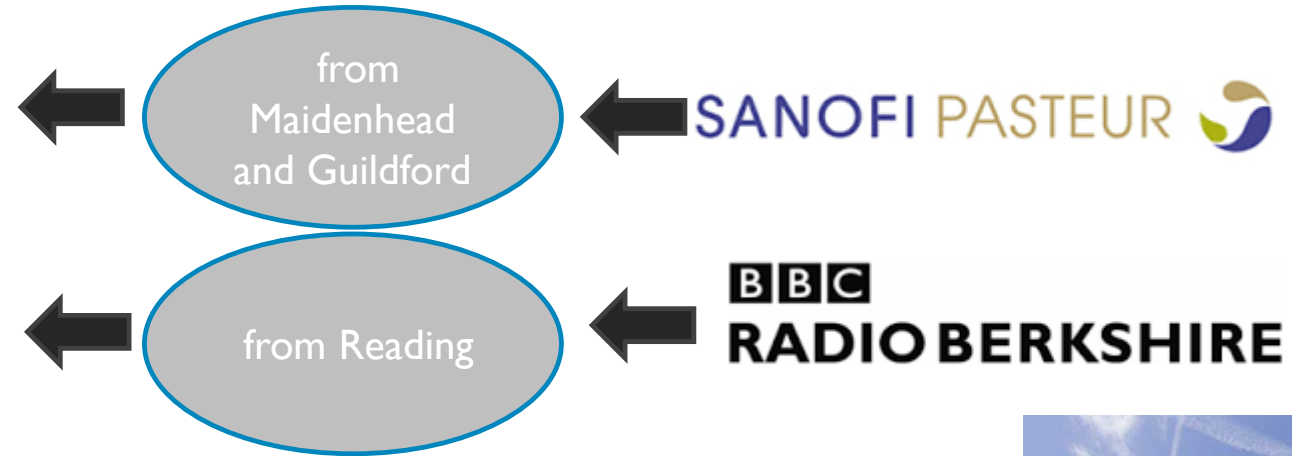
ivanti



SABA



BUSINESS RELOCATIONS: 2018

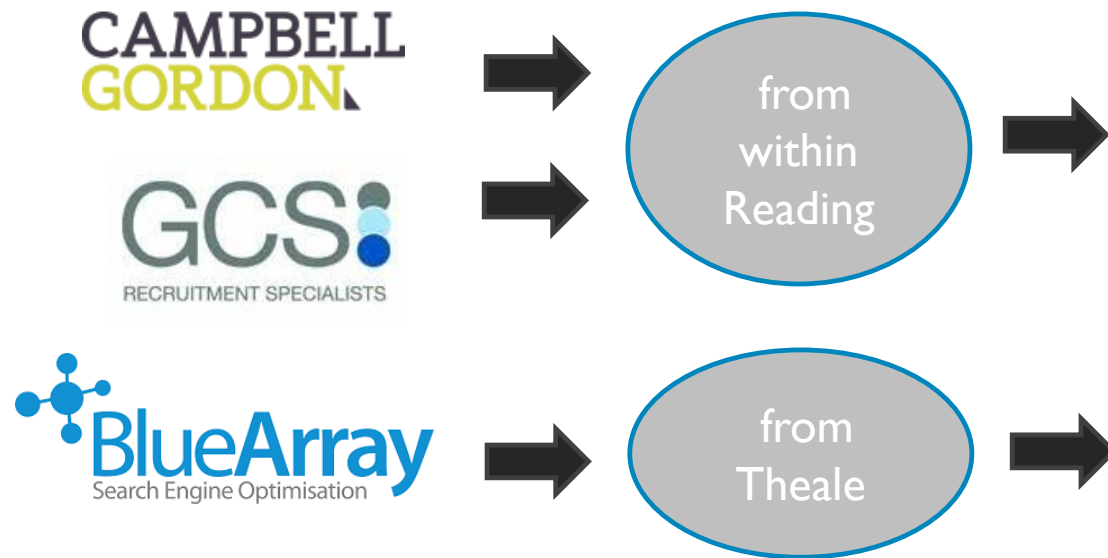


BUSINESS RELOCATIONS: 2018

Opened in March 2018, Thames Valley Science Park is already home to over 80 companies ranging from early-stage start-ups to global R&D centres



BUSINESS RELOCATIONS: 2018



BUSINESS RELOCATIONS: 2018

Who	Moving from (where known)	Moving to
Midwich	Crowthorne and Reading	SEGRO Park, Bracknell
Panasonic	Bracknell	Bracknell
KTM Online		Bracknell
Universal Electric Company	Slough	Island Road, Reading
Home Group		Winnersh Triangle
Roc Technologies	Newbury	Greenham Business Park (Newbury)
Byte Security Partnerships		Pacific House, Reading
Electronic Manufacturing Solutions (EMS)	Thatcham	Hambridge Road, Newbury





*[The move from Guildford to
Reading, placed the firm at]
"the heart of one of the UK's
leading IT and tech hubs
[with] the most talented ICT
practitioners."*

MARIELLE LINDGREN, HEAD
OF ERICSSON UK & IRELAND

DEALS

DEALS FEATURING BERKSHIRE FIRMS: NOVEMBER 2017 TO OCTOBER 2018

Who	What	Date
Dialog Semiconductor (Reading)	\$600m deal to hand assets and employees to Apple	October 2018
Gamma Communications (Newbury)	Acquisition of Dutch telecoms group, DX Groep (Dean One)	October 2018
Vernalis (Winnersh Triangle)	Biotech firm acquired by San Diego-based Ligand	October 2018
Roc Technologies (Newbury)	Acquisition of Esteem Systems	October 2018
Azule (Datchet)	Acquired by PCF Group	October 2018
Brand View (Reading)	Acquired by Ascential for £38m	September 2018
Stewarts Coaches (Reading)	Acquired by National Express	September 2018
Venture Life (Bracknell)	Acquisition of Denty brand	September 2018
Primrose (Reading)	MBO by Rockpool Investments	September 2018
Peter Brett Associates (Reading)	Acquired by Stantec	September 2018
Leaders Romans Group (Wokingham)	Completed its sixth acquisition of 2018 so far	September 2018
SDL (Maidenhead)	Acquisition of Donnelley Language Solutions	July 2018
CML Software (Reading)	Acquired by US-headquartered MRI Software	July 2018
FuelsPricing (Maidenhead)	Acquired by PDI, a global provider of enterprise software	July 2018

Source: [Insider Media](#)

DEALS FEATURING BERKSHIRE FIRMS: NOVEMBER 2017 TO OCTOBER 2018

Who	What	Date
Advanced (Datchet)	Acquisition of Docman	July 2018
Micro Focus International (Newbury)	Sale of SUSE business segment	July 2018
The NAV People (Newbury)	Acquired in a management buyout	June 2018
Wireless Logic (Hurley)	Acquired by Montagu Private Equity	June 2018
CLEAN (Maidenhead)	Acquired by US counterpart Alsco	June 2018
IRIS Software (Datchet)	Private equity-led buyout	May 2018
The Rank Group (Maidenhead)	Acquisition of Spanish digital bingo business	May 2018
Salcey Farm (Berkshire)	Solar farm acquired by Next Energy Solar Fund	May 2018
John Guest Group (Bracknell)	Acquired by Reliance Worldwide Corporation	May 2018
KP Snacks (Slough)	Acquired premium snack business Tyrrells	May 2018
Newbury Investments (Newbury)	Acquired EU Fire & Security	May 2018
Vodafone (Newbury and Bracknell)	Acquisition of some of Liberty Global's operations	May 2018

Source: [Insider Media](#)

DEALS FEATURING BERKSHIRE FIRMS: NOVEMBER 2017 TO OCTOBER 2018

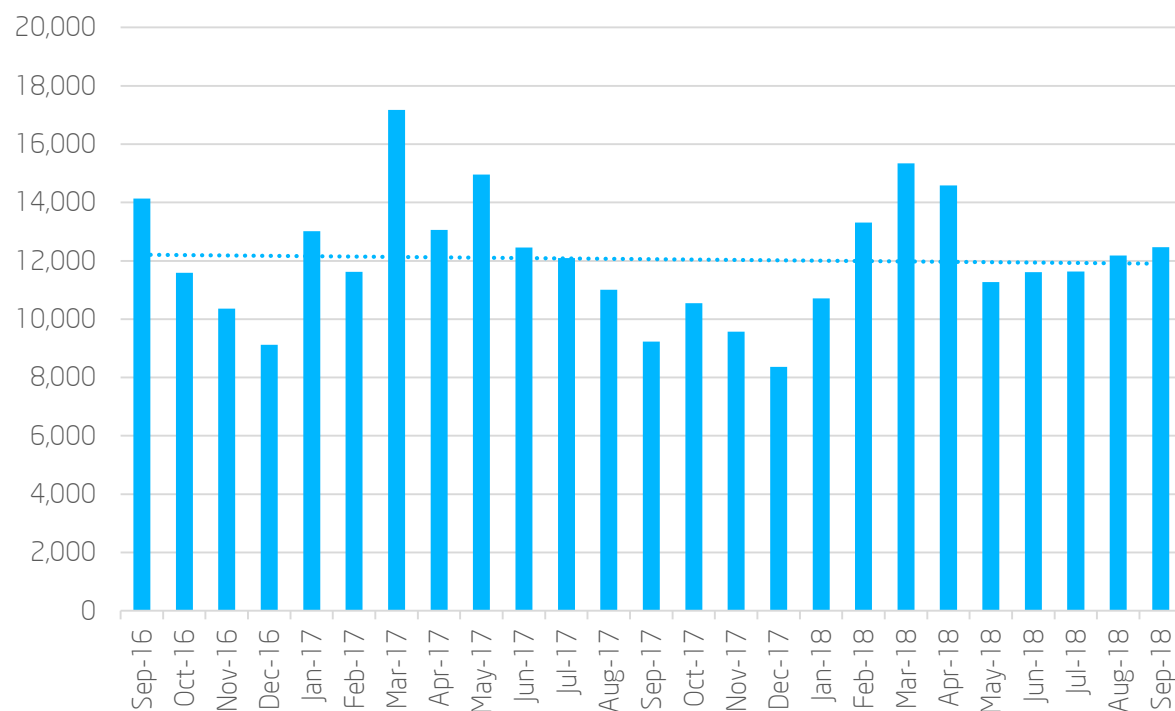
Who	What	Date
RIW Ltd (Binfield)	Acquired by US group GCP Applied Technologies	May 2018
ONELAN (Reading)	Acquired by US counterpart Uniguest	May 2018
Big Pink (Windsor)	Acquired by US firm precisioneffect	April 2018
Ickenham Travel Group (Slough)	Acquired Uniglobe	April 2018
Vodafone UK (Newbury)	Acquired a spectrum for 5G services	April 2018
ConvaTec (Reading)	Acquired a US-based distributor	March 2018
Advanced Business Software and Solutions (Berkshire)	Acquired Yorkshire technology company	March 2018
Roberston Languages International (Reading)	Acquired by Wolfestone Group	January 2018
Uniq Systems (Reading)	Acquired by Smith Cooper System Partners	December 2017
CH&Co (Reading)	Merger with Concerto Group	December 2017
SSE (Reading)	Merger with Npower	November 2017

Source: [Insider Media](#)

EMPLOYMENT

JOBS

Number of online jobs postings in Berkshire by month



The number of employee jobs in Berkshire dropped by 2% between 2016 and 2017. This triangulates with a drop in the number of online job postings by Berkshire firms.

National research shows a surge in the use of agency workers / contractors, possibly resulting from uncertainty surrounding Brexit. Local qualitative intelligence suggests that this trend applies in Berkshire

Source: Employees numbers - [Business Register and Employment Survey, ONS, 2018](#) and Job postings - [Labour Insight, Burning Glass Technologies, 2018](#)



"DataSift has been in Reading since we started and our first round of funding came from Finance South East. The University had an Enterprise Centre with brilliant contractual terms that were perfect for a start-up. With the likes of Oracle and Symantec calling Reading home, there's a very large skilled workforce and talent pool while the University means we're connected to the next generation of stars."
TIM BARKER, DATASIFT CEO

JOB LOSSES / GROWTH (YEAR TO OCTOBER 2018)

Berkshire companies reporting job growth

- Trade Remedies Authority (new government agency)
- Wsh UK and Ireland
- Convatec Group
- Honda Motor Europe Limited
- Ch and Co
- Micro Focus International
- Logicalis
- KPMG
- Deloitte
- NSK Europe
- SDL plc
- DX Network Services
- Leaders Romans Group
- DHL Aviation
- Waterlogic Group
- Phase Eight
- Caledonia Choice
- Newbury Investments
- Syngenta
- KP Snacks
- Covea Insurance
- Mars

Berkshire companies reporting job losses

- Waitrose
- Interserve
- Centrica
- Jacobs UK Ltd
- Telefonica UK Limited
- Expro International Group
- Costain
- Hibu Group
- Mecca Bingo Limited
- Suez Recycling and Recovery UK
- Microsoft Limited
- Hewlett Packard Limited
- Barloworld Holdings
- 3M
- Panasonic EU HQ

Source: Companies House returns accessed via [DueDil](#) plus local press reports

SUNDAY TIMES BEST COMPANIES TO WORK FOR 2018 (BERKSHIRE FIRMS)

Companies with 50-250 staff

2018 Rank	Company Name	Business Description	Headquarters Location	Staff
10	Roc Search	Recruitment	Reading	79
15	Austin Fraser	Recruitment	Reading	105
23	Datto	Data Security	Reading	66
29	The NAV People	Software Provider	Newbury	119
53	Volume	Robotics	Wokingham	73
76	Premier Group Recruitment	Recruitment	Reading	105

Companies with 250-3,000 staff

2018 Rank	Company Name	Business Description	Headquarters Location	Staff
14	Stryker UK	Medical devices	Newbury	490
57	Johnson & Johnson	Medical , pharmaceutical & toiletries	Maidenhead	2,278
76	Build-A-Bear Workshop	Toy Retailer	Slough	833
82	Weight Watchers	Weight loss specialists	Maidenhead	1,238

Companies with 3,000+ staff

2018 Rank	Company Name	Business Description	Headquarters Location	Staff
18	Vodafone	Telecommunications	Newbury	12,403
22	SUEZ Recycling and Recovery	Recycling	Maidenhead	4,843

Source: [Best Companies](#)

LEP INVESTMENT

INVESTMENT: LEP FUNDED BUSINESS SUPPORT

Since 2014/15, Thames Valley Berkshire LEP has provided on-going funding to the following business support initiatives:

- Business Growth Hub - berkshirebusinesshub.co.uk including scaleup.berkshirebusinesshub.co.uk
- Thames Valley Berkshire Funding Escalator - thefsegroupp.com. This has funded businesses across Berkshire to the tune of £9million and leveraged a further £22.3million of private finance.

Collectively these initiatives have assisted over **580 businesses** and created approximately **800 jobs**. Case studies of companies assisted can be found on the relevant websites.

In addition, the LEP has:

- Provided seed-funding to GROW@GreenPark - growgreenpark.co.uk
- Enabled European Regional Development Fund investment for the Thames Valley Science Park - www.tvsp.co.uk
- Invested European Social Funds in the Berkshire Apprenticeship Hub - berkshire-apprenticeships.co.uk
- Worked with the Careers and Enterprise Company to develop a network of [Enterprise Advisers](#) for schools and colleges

More details can be found within Thames Valley Berkshire LEP's annual impact report at thamesvalleyberkshire.co.uk/2018-impact-report/

ANNEX

HIGH GROWTH LISTS

- City A.M. The Leap 100
- Deloitte Fast 50
- Deloitte Fast 500
- Fast Growth 50
- Fast Track 100
- Fast Track International Track 200
- Fast Track Profit Track 100
- Fast Track SME Export Track 100
- Fast Track Tech Track 100
- Fast Track Top Track 100
- Fast Track Top Track 250
- Fortuna 50
- FT 1000
- FT Future 100 UK
- Inspire 1000
- LinkedIn Top Startups UK
- Startups 100
- The FinTech50
- The Queen's Award for Innovation
- The Queen's Award for International Trade



HM Government



Thames
Valley
Berkshire

LOCAL ENTERPRISE PARTNERSHIP



**Business
Growth Hub**
Thames Valley Berkshire



European Union
European
Social Fund

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