

An Anatomy of Small Businesses in the UK

Figures and Forecasts to 2013

Report Prospectus

November 2009

Expertise in financial services

Prospectus contents

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What is the research?

An Anatomy of Small Businesses in the UK: Figures and Forecasts to 2013 provides a unique analysis of small enterprises and self-employed individuals in the country:

- it dissects these businesses into 105 separate trades and professions to provide a comprehensive understanding of their relative size, as measured by the number of small businesses and self-employed individuals within each segment;
- it divides them further by turnover band, to separate out micro-businesses (annual turnover up to £100,000), enterprises with an annual turnover between £100,000 and £1 million, and enterprises with an annual turnover of between £1 million and £5 million;
- it provides trends and forecasts from 2005 to 2013 to show which segments are growing and which are in decline, both during the recession and over the medium-term.

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What is the rationale?

Finaccord has developed its report titled *An Anatomy of Small Businesses in the UK: Figures and Forecasts to 2013* because small businesses and self-employed individuals form a large part of the UK economy, and are important clients for many types of organisation.

However, their needs for legal, financial, accounting, human resources, communications, IT and other services vary greatly, depending on their industry segment and on their size. In fact, in order to develop specialist services, companies need to know how large each industry segment is and how it divides by size. They also need to know which segments are growing, which are shrinking, and if these trends are cyclical or structural.

Moreover, existing data sources do not cover all segments, are hard to reconcile with each other, often under-estimate the actual number of enterprises and do not provide forecasts. In contrast, this report provides the first comprehensive 'anatomy of small businesses' in the UK, through the breadth of its scope, its use of a standardised methodology across 105 segments, and the trends over time that it provides.

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Which are the 105 business segments covered?

Accountants and accountancy firms	Electrical appliance retailers and repairers	Locksmiths	Property development and management
Agricultural, forestry and livestock services	Electricians and electrical contractors	Management and business consultancies	Public relations consultancies
Amusement and recreation facilities and activities	Engineering firms and consultants	Manufacturers of building supplies	Publishing firms
Antique dealers	Estate and letting agents	Manufacturers of chemical, electrical etc. products	Pubs, bars and night clubs
Architects and related technical activity	Farms and farmers	Manufacturers of clothing or footwear	Recruitment consultants
Bakery retailers and delicatessens	Fast food outlets	Manufacturers of food or drink products	Removal and storage services
Barristers	Financial intermediaries	Manufacturers of furnishings or furniture	Retirement and care home operators
Book and music retailers	Florists	Manufacturers of other products	Road haulage services
Bookmakers and other gambling services	Fuel retailers	Market traders and stall holders	Roofing contractors
Builders and building firms	Funeral directors	Marketing and advertising firms and designers	Scrap and waste disposal services
Builders' merchants	Furniture and carpet retailers	Musical and theatrical performance	Security services and equipment
Butchers and fishmongers	Garage services	Newsagents	Solicitors and other legal services
Cafés and restaurants	Garden centres	Off licences and wine merchants	Specialized private medical practices and clinics
Car dealers	Gardening and landscape gardening	Opticians	Specialized secondary educational institutions
Carpenters and joiners	General and private medical practices	Other retailers and repairers	Sports clubs and facilities (other than golf clubs)
Caterers and catering firms	Gift and greeting card shops	Other service businesses	Sports goods retailers
Charities	Golf clubs	Painters, plasterers and decorators	Sub post offices
Childminders, day nurseries and playgroups	Grocery and convenience stores	Pest and vermin control services	Surveyors and valuers
Clothing and footwear retailers	Hair and beauty salons	Pet care and breeding	Taxi services
Commercial cleaning services	Health clubs and facilities	Pet retailers	Telecom and Internet services
Community and voluntary organizations	Holiday home and self catering facility operators	Pharmacies	Travel agents and tour operators
Complementary medical practices	Hotels and guest houses	Photographers	TV, film and video production services
Computer and I.T. consultancies and services	Independent teachers, trainers and tutors	Plant, machinery and skip hire firms	Vehicle hire firms and chauffeurs
Couriers	Interior designers and consultants	Plumbers and related services	Veterinary surgeons
Cultural facilities and event organizers and venues	Jewellers	Printers, lithographers and sign makers	Wholesalers and other merchants (4)
Dental practices	Launderettes, dry cleaners and carpet cleaners	Private landlords	Window cleaners and double glazing installers
Driving schools and instructors			

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What is the report structure?

0. Executive Summary: providing a concise evaluation of the principal findings of the report.

1. Introduction: offering rationale and a detailed description of methodology.

2. Segment Overview: this chapter provides an overview of the total number of small businesses and self-employed individuals across the 105 segments in 2009 with 'backcasts' to 2005 and forecasts to 2013, grouped into 15 broader industry sectors (as listed in the note below) and into three annual turnover bands (up to £100,000, between £100,000 and £1 million, and between £1 million and £5 million).

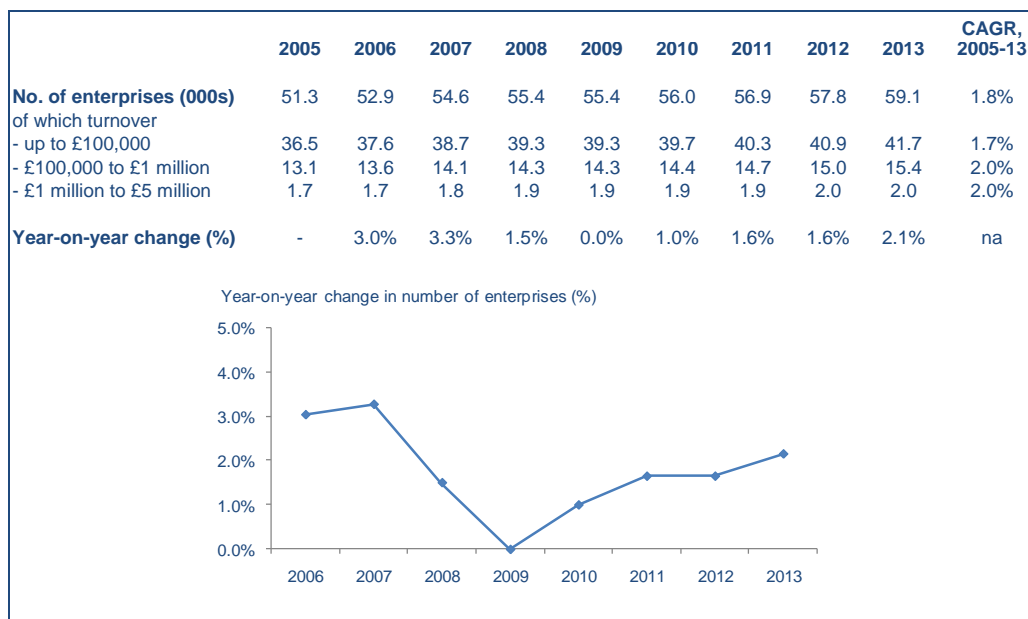
3. Segment Analysis: for each segment, each of 105 separate sections offers a definition of the segment, data sources used, and the total number of enterprises in 2009 with 'backcasts' to 2005, forecasts to 2013 and segmentations by annual turnover band.

Note - the 15 broader sectors are: agriculture, fishing and forestry; building and construction; child or pet care; education or training; healthcare or related services; hotels, pubs, restaurants and cafés; IT services; logistics, motor trades and transportation; manufacturing; marketing, media or entertainment; not-for-profit organizations; other consumer or business services; professional or financial services; property management and rental; and retailing and distribution.

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What information is provided for each segment?

Growth in the number of enterprises in Segment Z fell in 2008 and 2009 as the construction and property markets declined, but is expected to pick up again from 2010 onwards



Note - Segment Z is revealed in the actual report and database

Source: Finaccord SegmentBASE

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What is the cost and format?

An Anatomy of Small Businesses in the UK Segments: Figures and Forecasts to 2013 is available as a standard Adobe Acrobat PDF document and / or hard copy. Costs for this research and related studies about financial services for small businesses and self-employed individuals in the UK are as follows:

REPORT	COST *	FORMAT
An Anatomy of Small Businesses in the UK Segments: Figures and Forecasts to 2013	£995	c. 240 pages
Small Business Segments: Marketing Business Insurance in the UK (overview report and database)	£3,995	c. 425 pages
Small Business Metrics: Insurance for Small Businesses in the UK	£2,495	c. 330 pages
Small Business Metrics: Banking for Small Businesses in the UK	£2,495	c. 315 pages
Commercial Affinity Groups: Marketing Financial Services through UK Professional / Trade Associations	£1,195	c. 130 pages

VAT at the prevailing rate will be added to the basic price except for where the request is for hard copy only.

Costs quoted are for a single site user license only.

For a corporate user license, please see the next slide for further details.

Printing and postage costs of up to £50 per title will be payable if hard copy is required.

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How can the research be purchased?

Simple. Just go to the relevant area of the Finaccord web site available at www.finaccord.com/order_uk_sbfsr.htm and fill in the online order form, clearly indicating:

- report required
- type of corporate user licence, if required *
- billing name
- address and e-mail address
- purchase order number, if applicable

Please allow up to one working day for the delivery of electronic copy by e-mail.

* For the **corporate user licence** please choose one of the following options:

1. One office, one country: no supplement over and above basic cost of reports ordered
2. Multiple offices, one country: additional 20% over and above basic cost of reports ordered
3. Multiple offices, two to ten countries: additional 50% over and above basic cost of reports ordered
4. Global (unlimited offices in unlimited countries): additional 100% over and above basic cost of reports ordered

VAT at the prevailing rate will be added to the price of any corporate user licence acquired by UK-based buyers.

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