

# Enabling Inclusive Economic Growth From Start to Scale



YTKO has supported entrepreneurs, growth businesses and corporates in the private sector for over 40 years. YTKO facilitate growth in their clients' businesses by increasing their productivity, revenues and market share.

In 2006, concluding that public sector funded business support lacked innovation, delivered poor quality services and low value for money, YTKO set about disrupting this market sector.

They launched their 2020 Social Mission to show how a private sector approach and ethos without the profit component could transform outcomes.

## YTKO's 2020 Social Mission objectives were:

- 20,000 businesses supported
- 10,000 new jobs created
- £50 million in finance raised

Having achieved this Mission one year early, YTKO commissioned ERS Research and Consultancy Ltd in 2020 to undertake an independent, full economic impact evaluation of this body of public-funded work, from 2006 - 2019.

They analysed all validated output monitoring information supplied to funders and auditors, for 36 funded programmes across the UK.

## 30,752 Disadvantaged Entrepreneurs Supported

- 47% Out of Work
- 44% In Receipt of Benefits
- 29% From Deprived Wards
- 27% Entry-level Qualifications
- 11% English as Second Language
- 10% Single Parents

**£25m**  
Start Up Loans  
Drawn Down

**145**  
Working years of  
support delivered

**6,574**  
Businesses  
created

**76.3%**  
Have survival rate  
of over 3 years

## 22,508 Businesses Supported

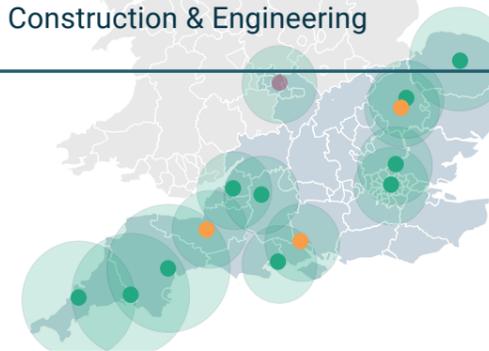
- 20% Professional & Business Services
- 19% Personal Services
- 13% I.T. & Creative
- 11% Arts, Sports & Recreation
- 9% Hospitality
- 7% Construction & Engineering

**£71.3m**  
Finance  
Raised

**192**  
Working years of  
support delivered

**10,305**  
New jobs  
created

**£2.16bn**  
Estimated  
sales



## Offices & Delivery Centres

- Open
- Opening Q1 2021
- Recently closed

**£362m**

Triple Bottom  
Line Impact

**51%**

Female  
Entrepreneurs

Estimated  
national  
average  
**23%**

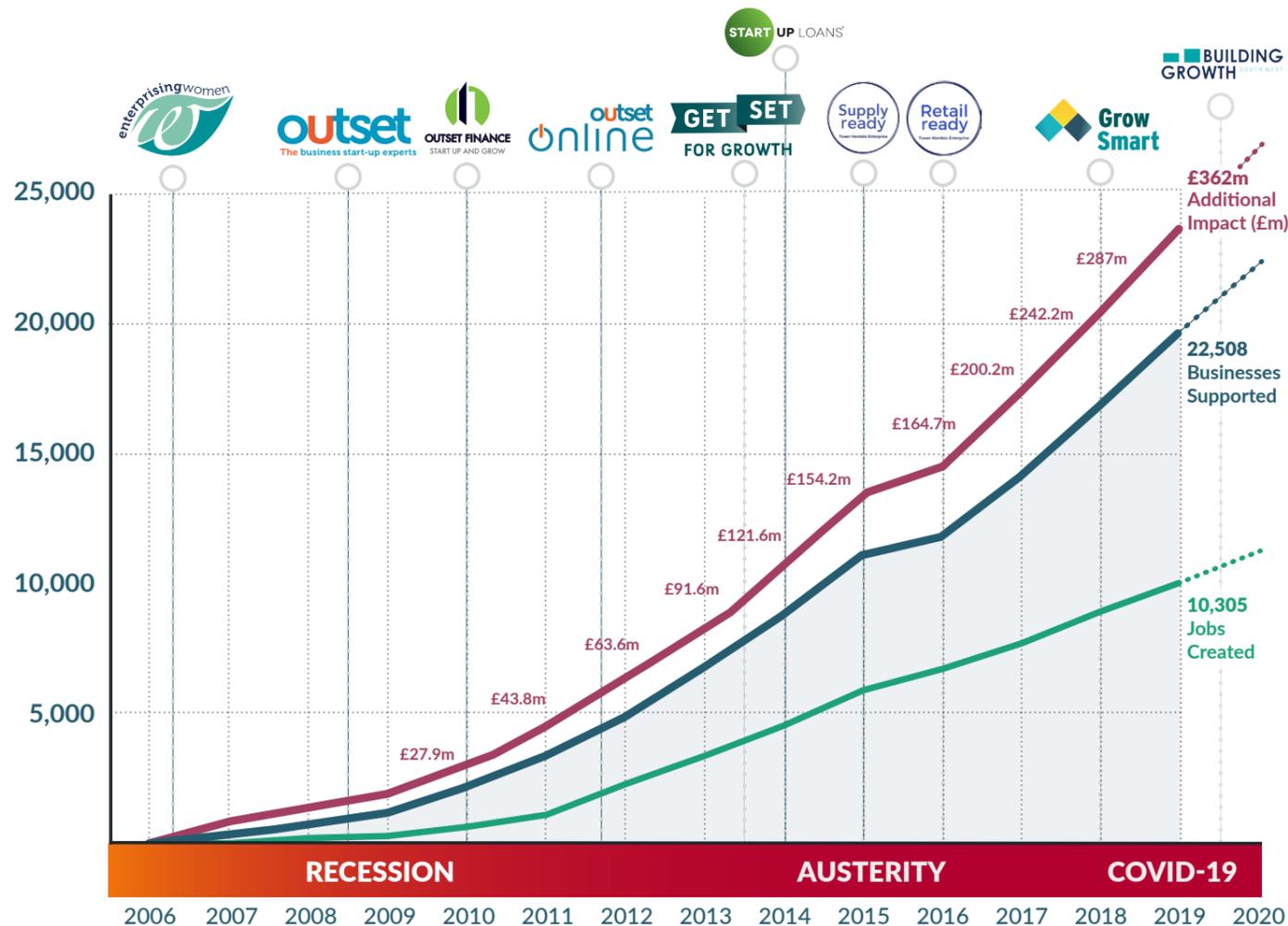
**£10.70**

ROI for Every  
£1 Invested

**20%**

Black, Asian &  
Minority Ethnicity

National  
average  
**5%**



They have raised £70m finance for clients, with a 96.6% success rate, covering all forms of finance, from grants and Start up Loans, through debt, asset and crowd funding, to seed and Series A equity raises for scale ups.

YTKO have achieved this level of business support and jobs created during the longest period of economic uncertainty in UK. In parallel, they have consistently pioneered innovation in their delivery of new services to support their clients.

YTKO's experience with engaging and supporting growth SMEs means they offer unrivalled knowledge of, and insight into, their needs, and both the common and specific challenges their clients face on their growth journeys. The number one barrier, for slower growth or faster scale-ups alike, remains access to markets.

With a focus on identifying the real issues and challenges SMEs face, then providing proven, effective solutions, YTKO is able to deliver exceptional value. Targeting companies with growth ambition and productivity capability focuses their resources where they provide the greatest positive impact.

Although business lending is now far more accessible than in previous years, accessing finance is still a key concern for SMEs. YTKO may be thought of as best in class for sourcing finance for businesses, with better than average results.

### These results are equivalent to:

- **22,508 businesses supported**

Which is larger than the entire business population of some of Britain's major cities – Bristol (20,495), Edinburgh (21,595) and Glasgow (22,215)

- **10,305 jobs created**

Almost as many as the eight Midlands Enterprise Zones (10,883) or 14 Northern Enterprise Zones (10,832)

- **Estimated total sales of £2.16 billion from YTKO-supported businesses**

In context, these results are comparable to the turnover of Admiral Insurance (£2.16bn), Microsoft UK (2.14bn) and the London Stock Exchange Group (£2.14bn).

## Driving Economic Growth

**YTKO services deliver excellent value for money for the public purse, with a Benefit Cost Ratio (BCR) of £10.70 for every £1 invested**

In the period 2006 -2019, YTKO generated significant economic benefits locally, and across the UK. Conservative assumptions have been made about the size, attribution and time period applied to each monetary valuation. The results can therefore be regarded as lower estimates.

### The Evaluation found:

- The growth of YTKO-supported businesses was an estimated increase of £282million Net Value Added (NVA), greatly in excess of programme costs and representing a return on investment of £8.33 for every £1 of funding
- Exchequer benefits are £75 million. This gives an exchequer return of £2.21 for every £1 of public funding
- Net social impacts resulting from changes in individuals participating in YTKO programmes was £80 million, which represents a positive return on investment of £2.36 for every £1 of funding
- Total impacts from YTKO programmes 2006-2019 are an estimated £362 million, representing a return on investment of £10.70 for every £1 of funding

## At the forefront of driving an inclusive and diverse economy

Throughout this time, YTKO's performance on driving an inclusive and diverse economy has set new benchmarks. Whilst there are only estimates for the number of female-owned businesses (from 17 - 23%) BEIS figures reveal only 5% are owned by individuals of black, Asian and minority ethnic (BAME) origin. In contrast, for well over a decade, 51% of the beneficiaries of all YTKO publicly funded support are female, from start up to scale up, and 20% are BAME.

YTKO has not achieved these results through easy wins, and their Outset service in particular has worked with people facing multiple barriers and living in wards of high deprivation. Among this client group, 47% were out of work/in receipt of benefits, 27% held only entry-level qualifications, 11% had English as a second language, and 10% were single parents and 10% had mental or physical health issues.