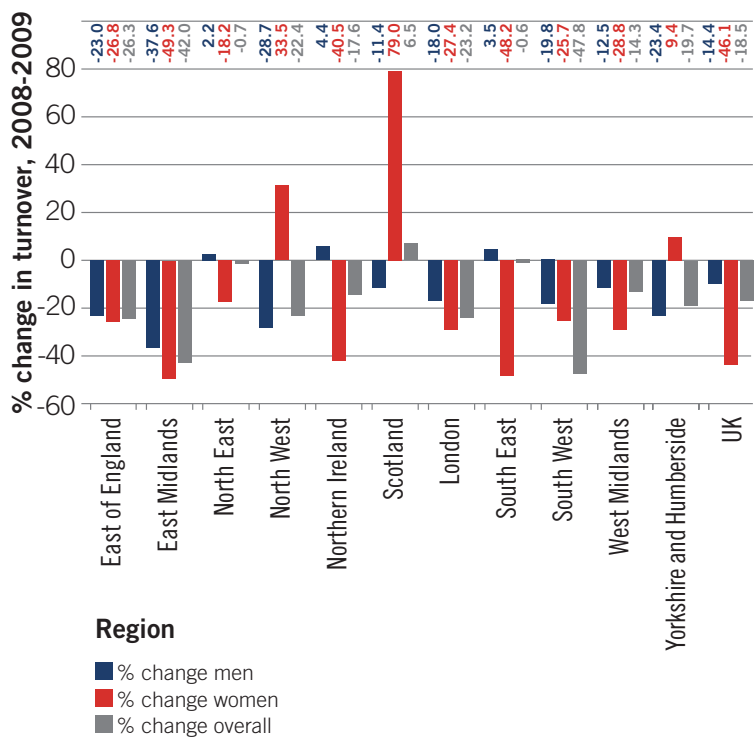




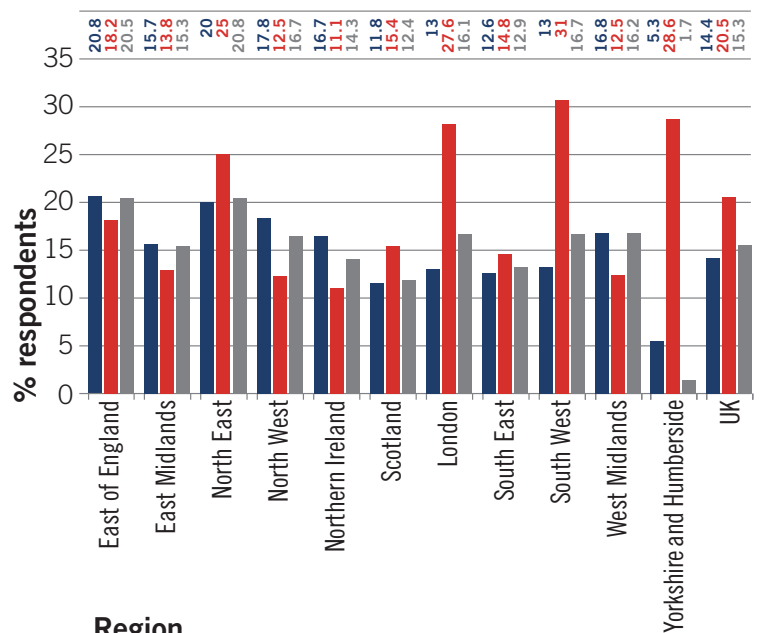
Business Secretary Lord Mandelson



Change in turnover between COGS 2008 and 2009 by region and gender



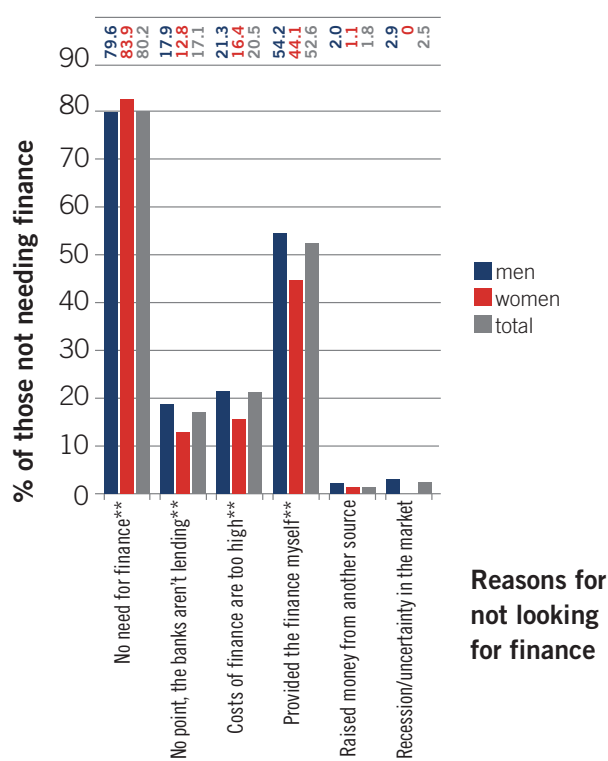
Those looking for finance now by gender



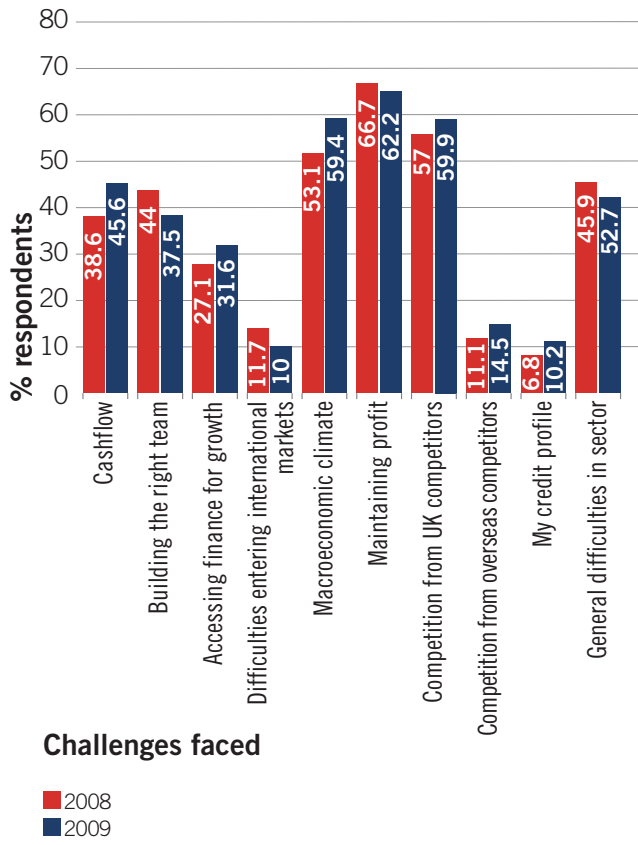
Reasons for looking for finance now by gender

	Men	Women	Total
To provide working capital	70.0	70.4	70.1
To ease cashflow***	48.2	29.6	44.1
To provide for future growth finance**	82.6	77.5	81.5
To consolidate previous lending	9.8	7.0	9.2
To pay off existing debts	11.9	11.3	11.7
For investment**	58.7	64.8	60.0

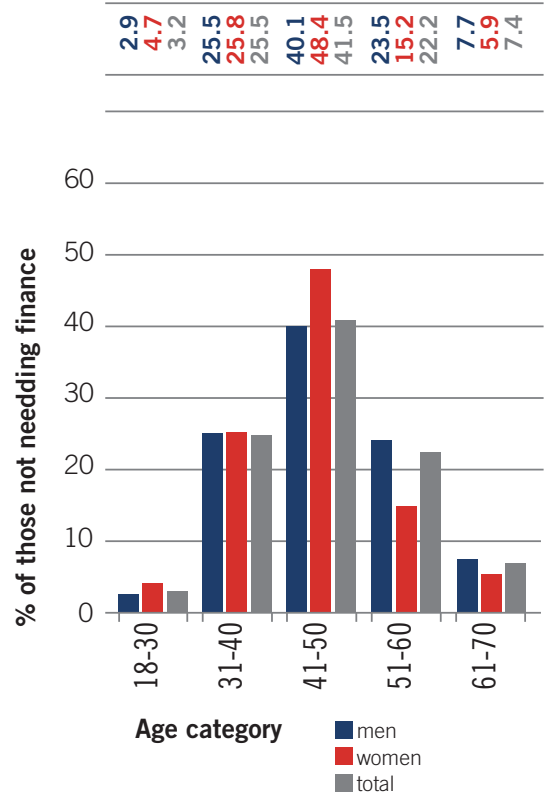
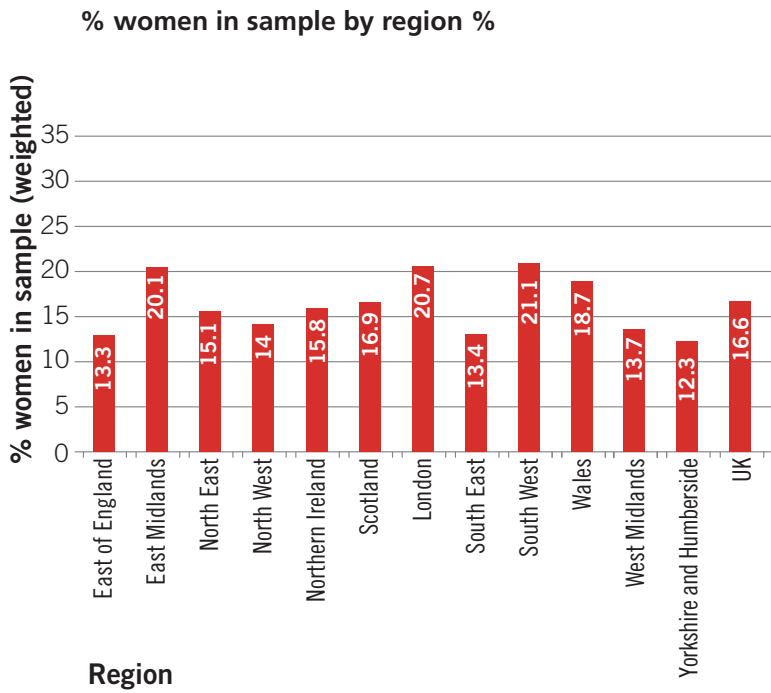
Reasons for not looking for finance at present by gender



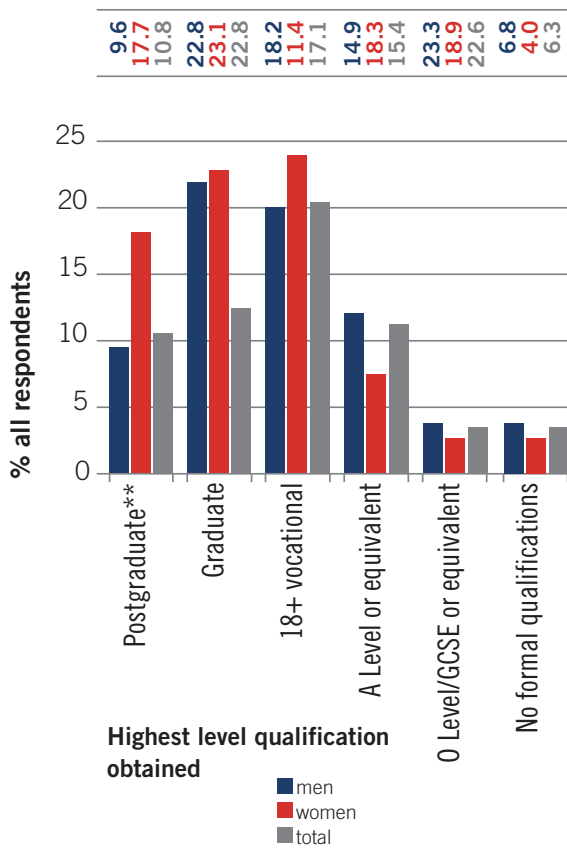
Immediate challenges to growth - women's responses in 2008 and 2009



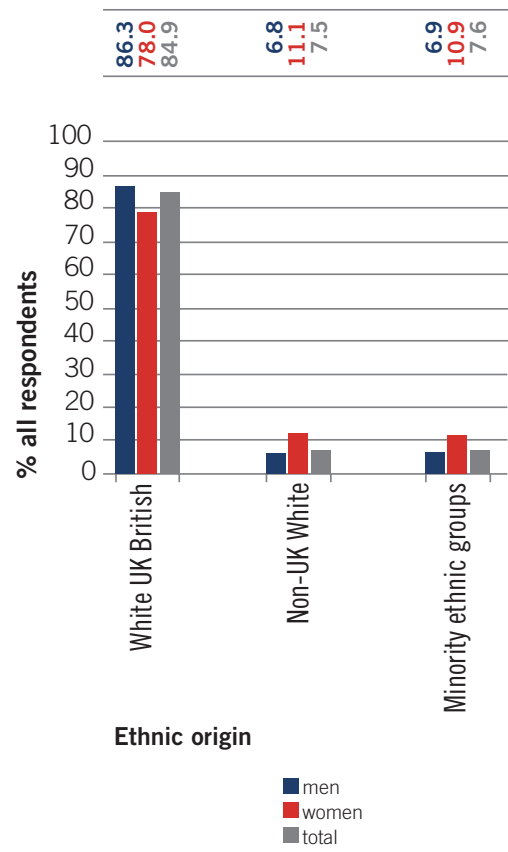
Age of entrepreneur by gender



Educational background by gender

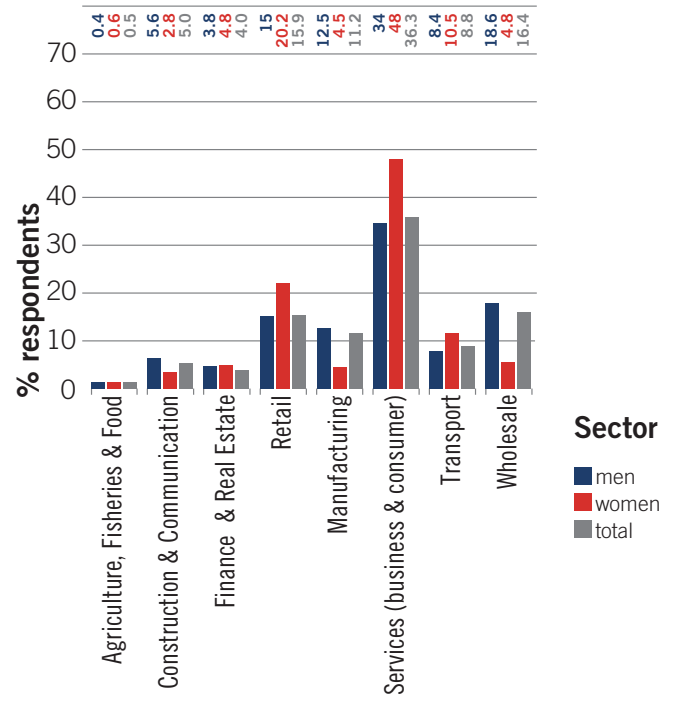


Ethnicity by gender

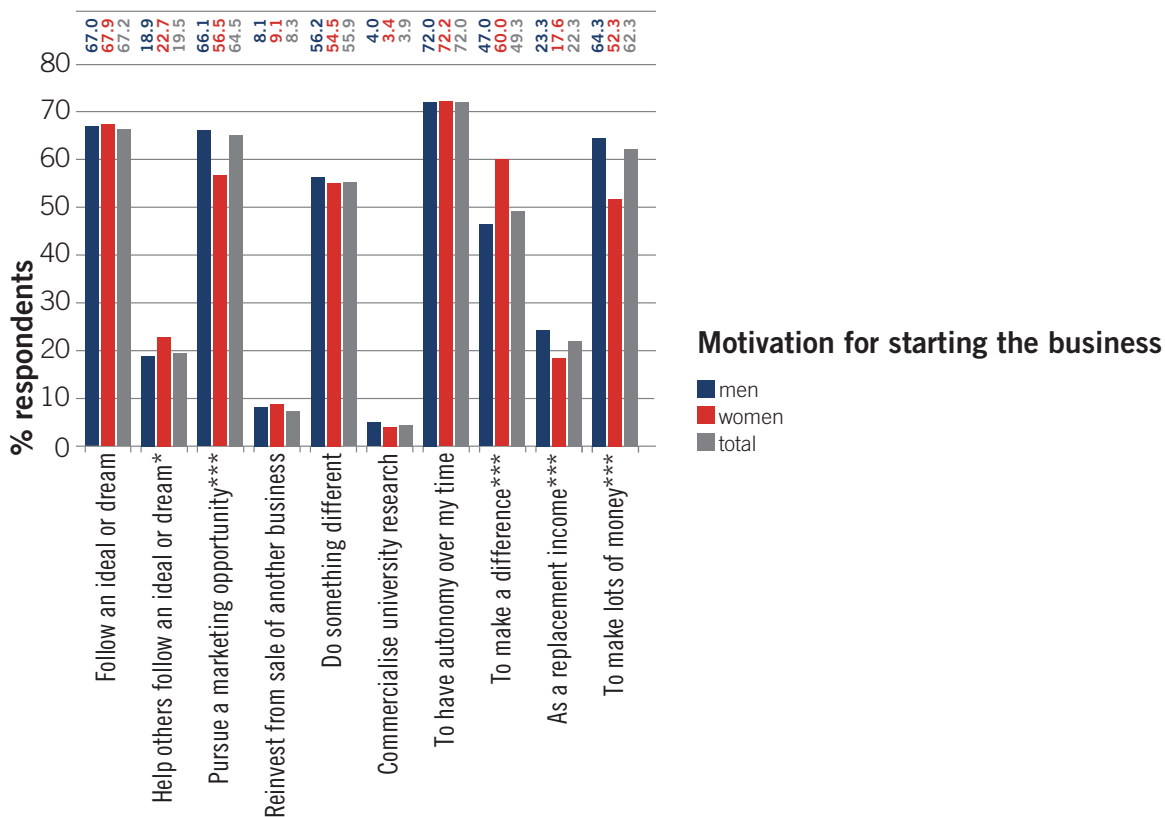




Sector and Gender



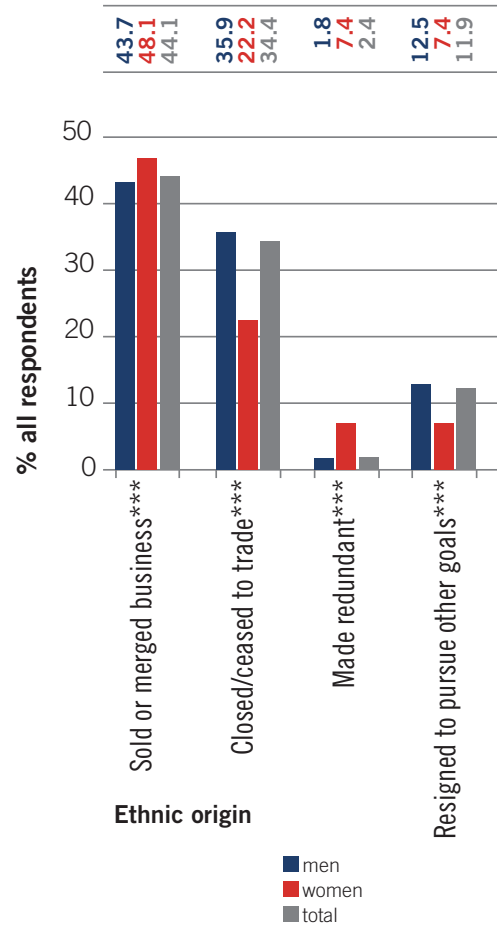
The motivations of male and female entrepreneurs



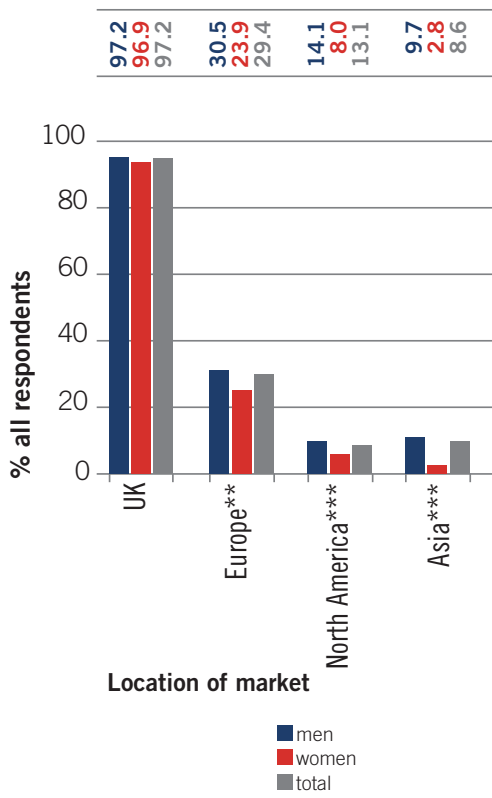
The aims of founders whose biggest motivator was to make a difference by gender

	Men	Women	Total
Making a difference was the biggest motivator when I started***	37.6	62.0	42.6
My primary aim was to:			
Create jobs***	49.2	17.2	39.8
Have a positive environmental impact**	12.1	3.8	9.7
Have a positive social impact***	29.4	71.2	41.8
Improve quality of working life**	1.6	-	1.1

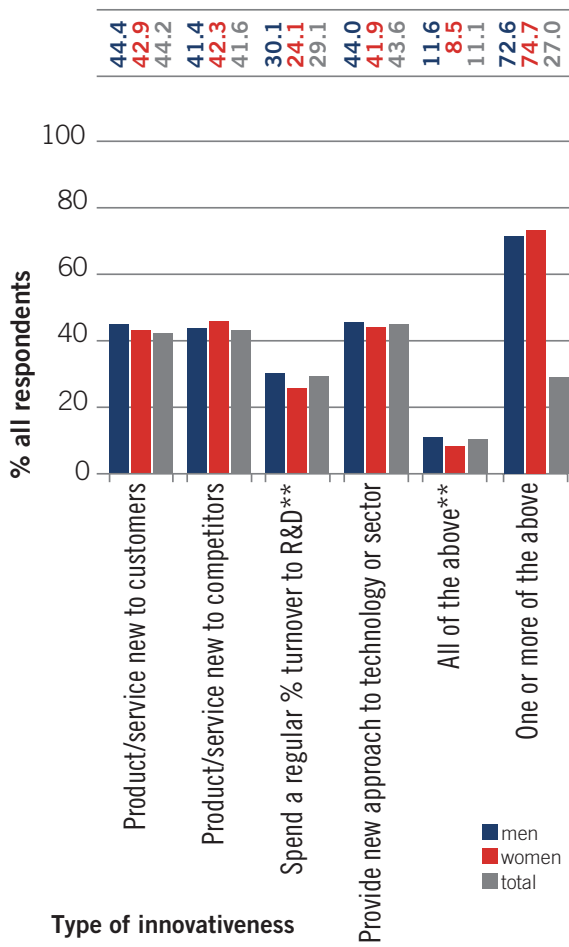
Methods of exit from previous business



Locations of markets by gender



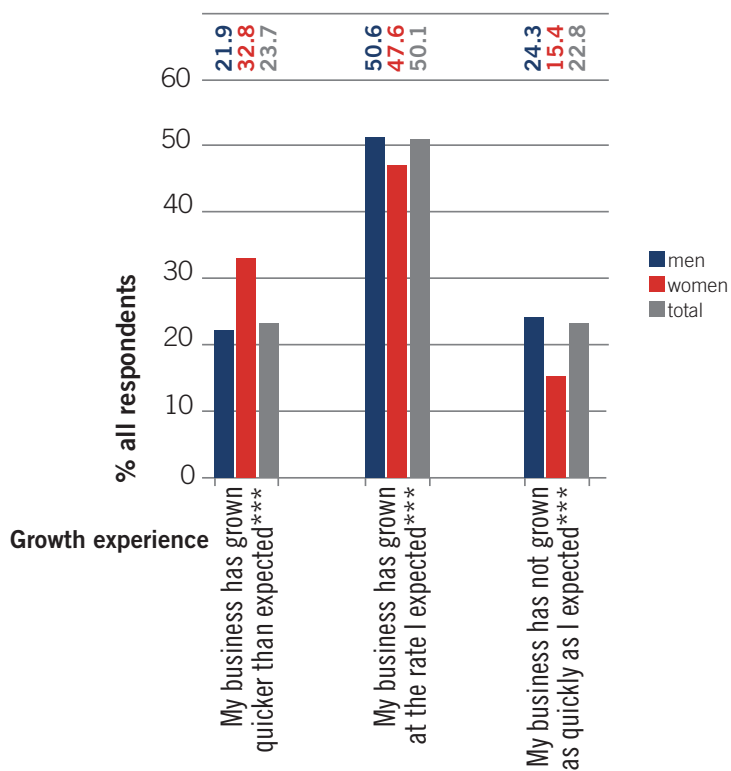
Innovativeness by gender, 2009



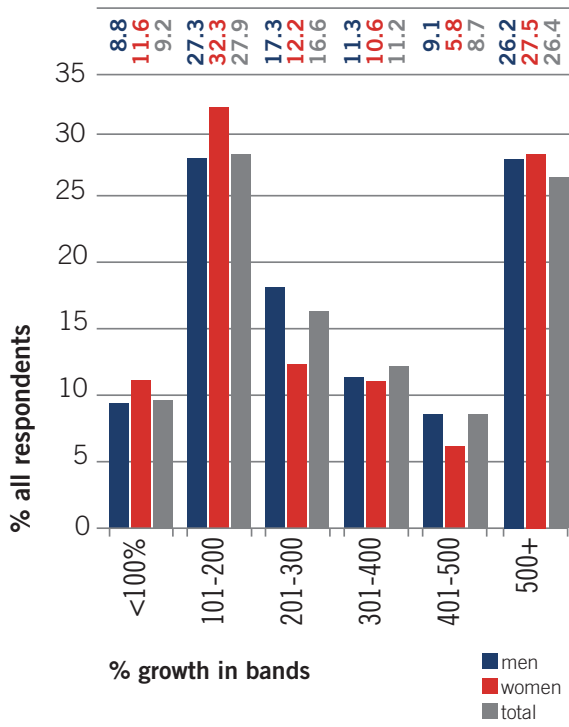
Top up sample

	Men	Women	Total
Mean turnover 2008	£1.51m	£1.46m	£1.51m
Mean turnover 2009	£1.30m	£787,000	£1.23m
% Change	14%	46.1%	18.5%
Mean turnover recall sample	£1.44m	£929m	£1.35m
Mean turnover top-up sample	£1.19m	£706m	£1.13m
% difference between recall and mean turnover 2008	-5%	-37%	-16.3%

Growth experience of male and female growth-orientated founders, 2009



Turnover growth since start in bands by gender 2009



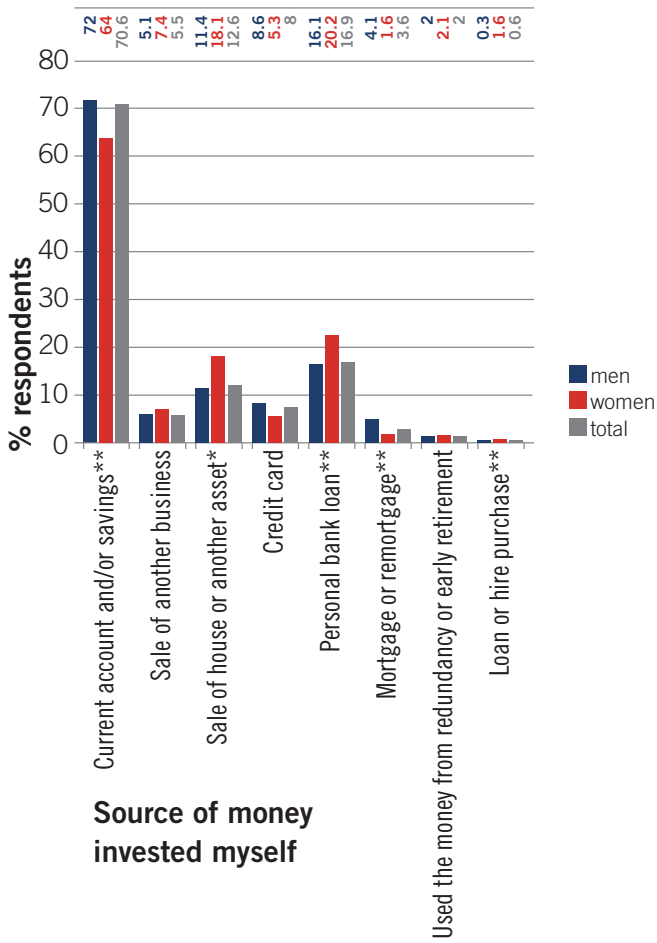
Turnover growth by age of business and gender (high growth in bold)	2-5 years old			6-10 years old		
	Men	Women	Total	Men	Women	Total
<100%	13.8	29.3	15.6	7.4	6.1	7.3
101-200	32.2	41.5	33.3	25.8	29.9	26.3
201-300	19.5	7.3	18.0	16.6	13.6	16.3
301-400	8.4	7.3	8.3	16.6	13.6	16.3
401-500	8.1	4.9	7.7	9.4	5.4	8.9
500+	18.1	9.8	17.1	28.5	33.3	29.1

The aims of founders whose biggest motivator was to make a difference by gender

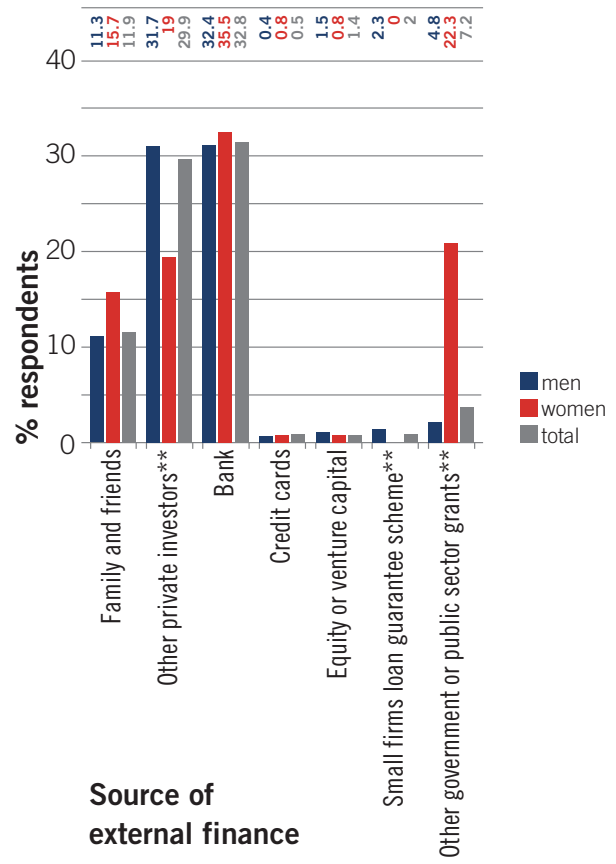
	Men	Women	Total
Average turnover growth since start	153%	154%	153%
Median jobs now	6	7	6
Median jobs created since start	9	12	9
Expected turnover growth in the next three years (not significant)	239%	200%	234%
Median turnover as % initial investment (proxy return on investment)	180%	180%	180%
Mean turnover per employee now**	£189,000	£113,000	£179,000
% Cost of turnover now	61%	63%	61.5%



Sources of money invested by the entrepreneur in their business



Source of external finance by gender



Reasons given for not being successful in accessing finance by gender

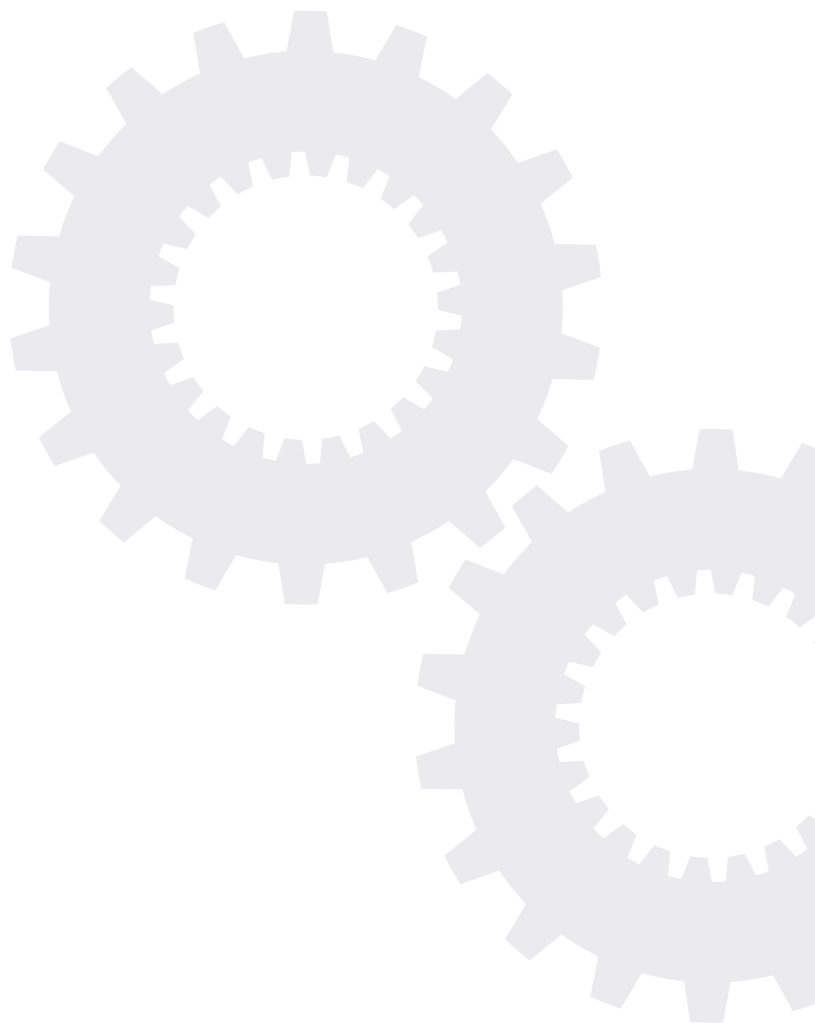
	Men	Women	Total
Lack of collateral	11.4	9.3	11.1
Not been trading for long enough***	5.9	-	5.0
Business not viable – too risky	24.6	32.6	25.8
Not eligible for source of finance/didn't meet criteria	5.9	9.3	6.5
No reason given	10.2	4.7	9.3
Source of finance not interested in product or industry	7.2	14.3	8.3
Recession (no more information given)***	17.8	4.7	15.8
Source of finance not currently lending	10.6	11.6	10.8
Business turned down finance because terms were bad	8.1	7.0	7.9

Uses of business support and its usefulness (women founders)

	Advice used at Start (%)	Advice used now (%)	% finding advice useful
Family and friends	32.2	26.7	63.7
Mentor	15.7	16.5	81.4
Another entrepreneur	26.6	22.4	70.6
An entrepreneurial or business support network	14.3	22.4	39.6
Bank	36.9	30.4	48.8
Potential investor	7.4	5.7	68.0
Work colleagues	24.5	38.9	59.3
Business support professional (lawyer, accountant etc)	59.5	67.9	72.6
Family	42.5	33.5	72.1
Business Links or government support	30.5	29.0	44.1
Nobody	4.3	1.4	-







The challenges faced by entrepreneurs when they start their business and now

	Challenges faced at start			Challenges faced now		
	Men	Women	Total	Men	Women	Total
Cashflow						
Building a team						
Accessing finance						
Accessing international markets						
The macroeconomic climate						
Profitability						
Competition from UK competitors						
Competition from overseas competitors						
My credit profile						
General difficulties in sector						

