TECH NATION LAUNCHES NEW DATA-DRIVEN GROWTH PLATFORM TO ENABLE MORE SCALING TECH COMPANIES TO SUCCEED

- New data outlines the challenge that UK tech must address: over the last decade almost 20% of UK tech startups and scaleups failed in the course of their growth journey, around 50% remained stuck in early growth stages, and only 23% of UK tech startups and scaleups exited or reached late stage scaling growth (post Series C).
- To better support tech leaders tackling a plethora of challenges along the scaling journey, Tech Nation launches a new Growth Platform to complement existing support for UK scaleups.
- The online platform will offer tech leaders personalised advice (based on their job title, stage of growth, location and specified challenges), access to networks, data and insights, Tech Nation's growth and sector programmes, and a wide variety of resources.
- It will enable Tech Nation to reach more scaleups than ever before as its support will now extend further beyond regions, time zones, territories and technologies.
- The platform marks a new chapter for Tech Nation, building upon the success of the last eight years.
- UK tech scaleups are encouraged to apply to join the Growth Platform today, with successful applicants gaining access to a safe space to talk openly with other scaling tech businesses.

16 June 2022: In light of new data outlining the challenge ahead for UK tech, Tech Nation launches its new Growth Platform to guide over 6,000 UK tech startups and scaleups through their scaling journey at speed and creating more UK success stories, marking a new chapter for Tech Nation.

Despite the success of UK tech over the last decade - and Tech Nation's role in supporting over 1,000 companies, 97% of which successfully scaled from Seed to Series F - there remain challenges to be tackled. Over the last decade (2012-2022), almost 20% of UK tech startups and scaleups failed in the course of their growth journey, and around 50% remain stuck in early growth stages. Only 23% of UK tech startups and scaleups have exited or reached late stage scaling growth (post Series C). If just 10% more of the total pool of tech startups and scaleups reached this stage, this could mean an additional £30bn turnover contributed to the UK economy.

New insight from Tech Nation shows the leading factors that prevent these companies scaling are: expanding into the USA comes top (54%), followed by establishing the right partnerships (51%) and sales strategies (51%). The findings provide new evidence for the need to support tech firms to grow faster, more efficiently, and deliver greater returns back to founders, employees, and the population more broadly.

Tech Nation launches new Growth Platform

To better address this problem, Tech Nation has launched a new Growth Platform: an online platform to support over 6,000 scale-ups during the entire scaling journey - from seed stage to IPO, to take pressure off leaders growing their business, and to give scaleups the competitive edge as they scale. It provides

the tools, data, resources and expert connections to help scaleups overcome more than 900 scaling challenges identified by Tech Nation.

In addition to Tech Nation's existing offering (which does not change), through the platform UK tech scaleups will now also able to access:

- **Data to benchmark progress** and show scaleups how they stack up against their peers, to help with decision making, to analyse new opportunities, and to predict future challenges and what's coming next.
- **Access to Tech Nation's extensive network** to find trusted groups of peers that fuel forum discussions, exchange valuable opinions, and accelerate the route to a solution; as well as connect scaleups with Tech Nation's network of advisers, investors and partners.
- **Personalised and data-driven content** including help and advice from real leaders who have scaled before, solving over 900 scaling challenges.
- **Tech Nation's Growth and Sector programmes** will be supported through the platform; providing content, reading lists, connections and expert speaker masterclasses. Tech Nation's impressive alumni network, which includes over 30% of the UK's tech 'unicorns', will also come together on the platform to share experiences and help other scaleups. Joining the network also makes it faster to apply and register for Tech Nation programmes and events. Tech Nation will also be launching their first ever programme for UK tech companies looking to expand to the USA (the number one challenge that prevents companies from scaling at speed) on the Growth Platform in July.
- **A wide variety of resources** to help save time and avoid duplication of common tasks, including content, events, templates and data. Tech Nation will organise specific sessions, support, panels and Q&A sessions based on their chosen challenges, to help tech founders and employees with their individual needs. Having run some of the most successful accelerator programmes in the UK, Tech Nation has distilled a huge amount of knowledge and learnings to share on the platform.

These solutions are brought through Tech Nation's extensive experience and from content created by hundreds of inspiring leaders who have overcome the same challenges. Tech Nation combines challenge data, collected from the user, with data from past cohorts and companies at the same stage of growth to predict what individuals are likely to need to succeed.

For scaleups, the platform will mean that anyone with an idea and ambition to grow will be able to access the tools and networks they need to succeed. For the UK, it will mean that more companies are able to succeed and contribute positively to economic growth through attracting investment and creating new jobs.

A new chapter for an evolving Tech Nation

This marks a milestone in the evolution of Tech Nation, building upon the success of the last eight years by giving tech startups and scaleups unparalleled access to expertise, coaching and peer-to-peer networks who are ideally matched to help each other scale and succeed.

The Growth Platform will enable Tech Nation to reach more scaleups than ever before as Tech Nation's support will now extend further beyond regions, time zones, territories and technologies. It helps Tech Nation to support scaleups in every part of the UK, regardless of the location, so they can grow their company into a national success story.

It will enable Tech Nation to store and share much of the learning from each year's activity, to build the most powerful scaling playbook, and provide market leading data and benchmarking to help predict future challenges and speed the scaling journey.

All UK tech scaleups can now apply to join the Growth Platform

Any eligible UK company can become a basic-level member of the Growth Platform, giving them online access to data, events, resources and networks to accelerate their scaling journey. Eligible UK companies include Growth and Sector programme cohort companies, tech businesses scaling at speed (with 20%+ year-on-year growth), and Highly Commended Applicants (HCAs) who apply for and narrowly miss a place on the growth and sector programmes. Currently, 675 users from Tech Nation's network have joined and are using the platform already, with the number of users currently growing by 150+ a week on average.

Quotes:

Digital Minister Chris Philp MP comments: "Investment in our innovative tech start-ups across the UK, whether it's Edinburgh, Cardiff or Manchester, continues to be strong. But to cement the UK's position as a true tech superpower, we want to see even more firms outside the capital growing and exporting their brilliant products and services. Tech Nation's new Growth Platform will get this support to firms wherever they are in the UK - helping to create new jobs, level up the economy and spread prosperity."

Gerard Grech, Founding CEO of Tech Nation, comments: "Our role at Tech Nation is to increase the number of companies that can scale successfully and accelerate the growth of the scaleup market. This growth will empower tech scaleups to solve important societal and environmental challenges, boost job creation, and strengthen the UK economy. I'm immensely proud of what we've achieved over the last eight years but now the Growth Platform is an essential mechanism to enable us to supercharge our support and take it to the next level."

Will Miller, Chief Growth Officer at Tech Nation, comments: "We know that founders and CEOs cannot solve all challenges themselves and need to be able to rely on their leadership teams across the business to make high pressure decisions - it's the only way a business can scale at speed. Peer groups for the

leadership team, access to advice and support from past leaders, and data for decision making is essential to empower them to make the right choices."

Sarah Wood, Co-founder and Co-CEO of [Unruly](#), comments: "The launch of the Growth Platform can't come soon enough. Forging trusted relationships, leveraging the wisdom of peers, and accessing expert advice is critical for founders and tech leaders scaling their companies in volatile times."

Anna Dick, CTO of [Hiring Hub](#), comments: "Tech Nation has a phenomenal track record in supporting companies on their scaling journey. It is great that all the amazing resources, networks and events will start to be available to the wider ecosystem via the Growth Platform."

Georgia Stewart, Co-founder & CEO of South West-based [Tumelo](#), comments: "Being part of Tech Nation's network through the Fintech programme has been a game-changer for me. The exposure to a cohort of brilliant but also very human founders has helped me to solve long-standing problems and short-term crises. The calibre of speakers was unmatched relative to any other programme I have taken part in and, every time, their honesty has really hit home. Clearly, there is no right way to do this but Tech Nation has certainly guided me down a clearer, stronger path than I might otherwise have gone."

José Neves, CEO of [Farfetch](#), comments: "Tech Nation is a fantastic network of great people and companies. Great support from the Government which is doing a fantastic job in the UK tech industry."

Andrew Rabbitt, Co-founder & CEO of Yorkshire-based [incuto](#), comments: "Tech Nation is the leader on awesome initiatives to enable companies to grow and learn through recognised programmes that are adapted to a variety of sectors. incuto is excited to be part of Tech Nation's network and hopes to connect to others disrupting financial services."

Matt Warren, Founder & CEO of [Veeqo](#), comments: "The exciting thing about being part of Tech Nation's network is the ability to speak and work with founders who have been there and done it, and can share their experience and critique our plans. These guys are genuinely the best of the best that the UK has to offer and you can not get better support and advice."

Notes to the Editor:

Access the Growth Platform: [Here](#)

About Tech Nation:
Tech Nation is the leading growth platform for UK tech scaleups. Tech Nation fuels the growth of game-changing founders, leaders, and scaling companies so they can positively transform societies and economies; providing them with the coaching, content, and community they need for their journey in designing the future. Tech Nation has years of experience facilitating and helping UK tech companies scale, both at home and abroad. Over 30 cohorts and 900 companies have successfully graduated from

Tech Nation's growth programmes. Alumni include Skyscanner, Darktrace, and Monzo, as well as 3 of the UK's 'decacorns'; Revolut, Wise, and Farfetch.

Infographics:

Tech Nation has an unrivalled track record in supporting high growth potential companies to successfully scale. No other accelerator or training organisation comes close

>25%	>31%	+18%	+46%
% of UK Unicorns have participated in a TN programme*	% of UK Futurecorns have participated in a TN programme*	Acceleration in employment in companies supported by Tech Nation within 2 years	Acceleration in turnover in companies supported by Tech Nation within 2 years
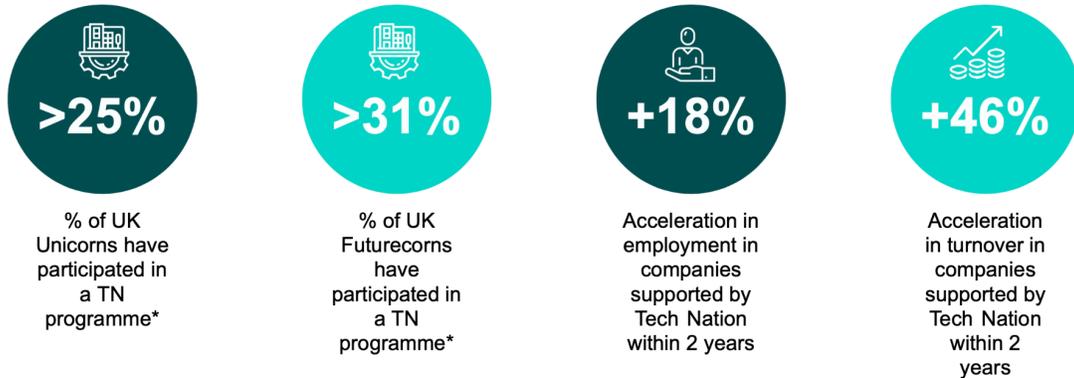
94% of tech startups fail between seed and Series F

Only **2%** of Tech Nation's alumni have failed between Seed and Series F

What problem are Tech Nation solving?

Although the UK is at a generational high point when it comes to start-up creation, Tech Nation continues to intervene to ensure that even more startups reach global scale as failure rates in the wider ecosystem remain high

Without Tech Nation support only 6% of startups successfully scale

Seed 81% — zencargo
Series A 57% — FIVE AI
Series B 37% — Citymapper
Series C 25% — carwow
Series D 15% — GRAPHCORE
Series E 9% — checkout.com
Series F 6% — monzo

£1.5BN+	£8BN	£30BN
The cost of wasted time for all UK tech scaleup CEOs/Founders researching & vetting expert support	The estimated total funding gap at Seed and Growth Stage across the UK	The missed revenue for all UK scaleups as a result of not being able to expand internationally
Knowledge, skills, connections	Capital	International markets