



Women's Enterprise Scotland is a not for profit Community Interest Company which champions women-led and women-owned businesses.

Our big ambition is to create an environment where more women and girls can start up in business & thrive.

How we'll make this happen



Create better policies based on evidence

Provide needs based business support

Enable women to fulfil aspirations



Unlock potential



In 2019 we ran a survey...

Who took part?

190 businesses responded

56% limited companies

sole traders 35%

79% solely women owned companies

turnover <£100k 64%

15% black or minority companies

Women only business services

68% 40%

found them to be a very supportive environment

would have used them if they had been available

Feelings of discrimination

48%

stated care responsibilities were a factor in them setting up in business



33%

felt that being a woman *had hindered* them in business

71% Networking 59%

found women only networks necessary and useful

felt they needed better networking opportunities

Pay & Pension

60%

were not paying into a pension from their business salary, and of those, more than half had no pension provision at all

Access to finance

53% LESS CAPITAL THAN MEN

To start their business respondents used

- Personal savings
- Funds from friends and family
- Credit cards
- Grant funding
- Bank overdrafts

Reasons for finance barrier
Poorer credit rating than men
Ideas not taken seriously

Improvement to support

More and better information at the pre-start up stage



More training on sales, pitching and business development



More support at scale up stage

Better access to procurement opportunities

Access to micro funding and small loans at different stages of the business



thought this would be a good idea

51%

thought this would be useful

36%