



## Longitudinal Small Business Survey: businesses with no employees – UK, 2021

31 August 2022

Official Statistics

- The 2021 survey was conducted towards the end of the period of trading restrictions and measures associated with the coronavirus (COVID-19) pandemic. During the Autumn and Winter of 2021/22, businesses in some sectors were operating within an environment in which social restrictions were imposed, which impacted customer volumes and opening times. The requirement to self-isolate on testing positive with coronavirus (COVID-19) only came to an end in late February 2022 in England, late March 2022 in Wales and at the end of April 2022 in Scotland and Northern Ireland. The 2021 survey ended on 1 April 2022.
- In 2021, fewer businesses with no employees had employed at least one person at the same time last year (9% compared to 13% in 2020).
- In 2021, 33% of businesses with no employees reported growth in annual sales (turnover) over the preceding 12 months, which was a 20 percentage points increase on 2020. In contrast, 32% of businesses reported a fall in turnover during this period, which compared with 60% in 2020.
- 36% of businesses with no employees expected turnover to increase in the next 12 months – a similar proportion to 2020 (35%) – while 47% thought it would remain roughly the same and 13% thought it would be lower (18% in 2020).
- 12% of businesses with no employees exported goods or services in the last year – two percentage points lower than in 2020. Compared with SME employers, these businesses were less likely to export (18% of SME employers) and those that did export were less likely to plan to increase their level of exports (33%, compared with 45% of SME employers). Businesses with no employees were also less likely to import (13%, compared with 21% of SME employers).
- More than half of businesses with no employees aimed to grow sales over the next three years, and this proportion has changed little since 2018 (55% in 2021, 56% in 2020, compared with 52% in 2018 and 2019).
- 70% of businesses with no employees generated a profit or surplus in their last financial year (67% in 2020). This reflects the overall performance of SME employers over the last two years (73% in 2021, compared to 67% in 2020).
- 55% of businesses with no employees were using some form of finance, a smaller proportion than SME employers (74%).
- 4% of businesses with no employees sought external finance in 2021, three percentage points fewer than in 2020. However, the proportion reporting that it is likely that they will approach external finance providers in the next three years was similar to that reported in 2020 and 2019 (11% in 2021, 12% in 2020 and 2019).
- Businesses with no employees were much less likely than SME employers to have a

formal written business plan in place (20%, compared with 39%), a similar finding to 2020. However, in 2021 there was a two percentage points decrease in the propensity to have a plan in place amongst both businesses with no employers and SME employers compared with 2020.

- In 2021, a higher proportion of businesses with no employees reported having introduced new or significantly improved goods or services in the last three years, compared with 2020 (28%, compared with 25%).
- In 2020 the main reported obstacle to growth for businesses with no employees was the coronavirus (COVID-19) pandemic and in 2021 it remained a significant concern, mentioned by 62%. Competition was also a significant obstacle mentioned by 37% of businesses with no employees. Other major obstacles included regulations and red tape (30%); late payment (24%); and taxation, VAT, PAYE, National Insurance, and business rates (23%). The UK's exit from the European Union (EU) was mentioned as an obstacle to growth by 21% of businesses with no employees (compared with 19% in 2020).
- 67% of businesses with no employees were home-based, an increase on 2020 (60%).
- In 2021, 20% of businesses with no employees were majority-led by women, similar to 2020 (21%). The proportion was higher among unregistered businesses (25%) than registered businesses (13%).
- 5% of businesses with no employees were majority-led by people of a minority ethnic group (MEG-led). This percentage has varied by just one or two percentage points since 2015.

## What you need to know about these statistics:

The Longitudinal Small Business Survey (LSBS) is a telephone survey of UK businesses in the private sector with fewer than 250 employees. (This definition treats full-time and part-time employees equally.) This report summarises key findings from the 2021 survey (Year 7). It focuses on those businesses with no employees ('non-employers'), with a separate report on SME employers. There is some guidance at the back of the report on the **uncertainty** that arises because we are using a sample of the UK SME population rather than getting data from all of them.

We refer to **micro businesses** which have 1-9 employees; **small businesses** which have 10-49 employees; and **medium-sized businesses** which have 50-249 employees.

In this report when we refer to business size this is defined entirely in terms of number of employees. Levels of turnover (sales) or assets are not part of our definition, though there are other definitions of business size which include these.

'SMEs' stands for 'small and medium enterprises' – but this is always taken to include microbusinesses and non-employers too. The LSBS covers all SMEs, not just small businesses, though this report only covers non-employers.

This is a longitudinal survey as we try to re-interview businesses each year – 845 businesses have taken part in all seven years of the survey so far ('panellists'), and 5,484 of the businesses in 2021 had taken part in at least one previous survey. In addition, there were 3,841 businesses new to the survey ('top-ups').

Throughout the report, **where figures sum to less than 100%** when you think, they should sum to 100% (because they cover all possibilities) the shortfall will be due to businesses saying **they did not know** the answer or refusing to answer or might be due to rounding of estimates to the nearest whole percentage.

Our respondents were each randomly assigned to one of three cohorts and some questions were only asked of one cohort (though most questions went to all three cohorts). The underlying data tables that accompany this report group cohort questions separately, so the report and charts make clear when they are covering cohort questions, to allow you to find the corresponding data table if required.

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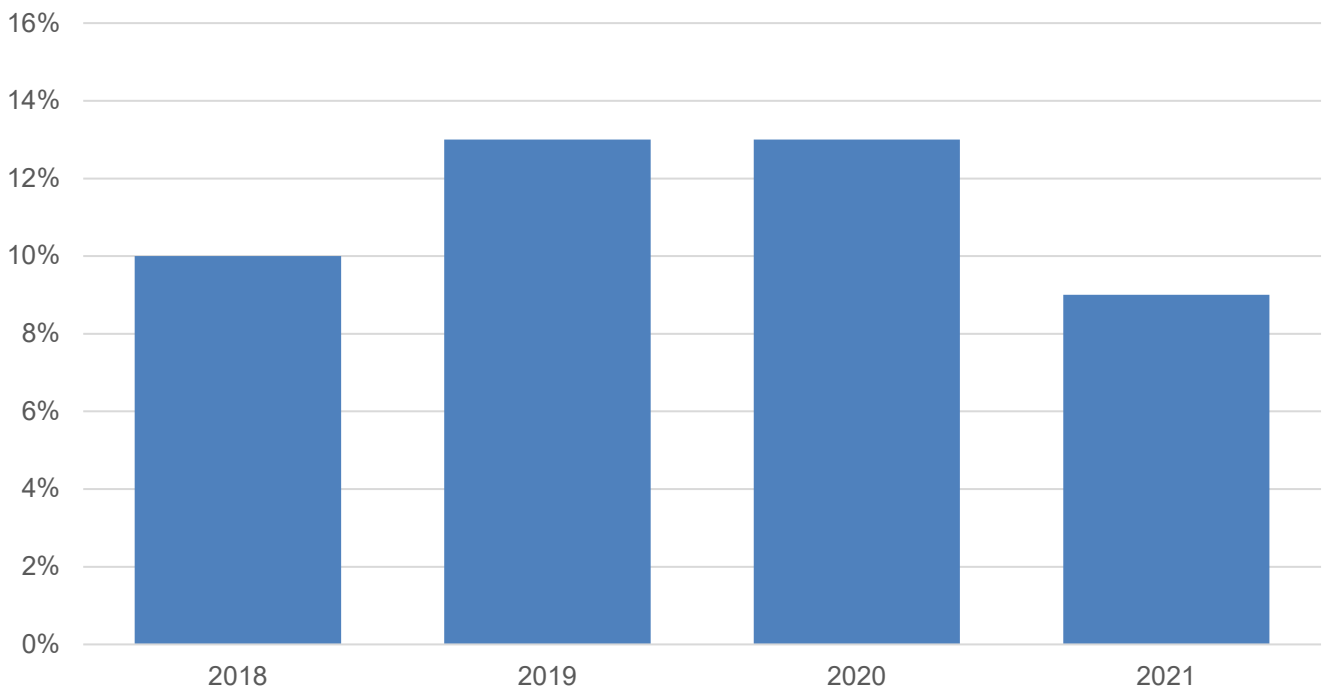
# Business performance

## Changes in the levels of employment

In the [data tables](#) accompanying this publication, table 35 shows how many employees the business had on their payrolls across all UK sites 12 months before their interview.

An estimated 9% of businesses with no employees employed at least one person 12 months previously. (If the business had no employees at the time of the interview it is included in this report, even if it had employees 12 months earlier.) The figure was four percentage points lower than in 2020.

**Figure 1: Proportion of businesses with no employees who employed at least one person 12 months previously**



Unregistered<sup>1</sup> businesses were less likely to have had at least one employee a year ago than those that were registered (5% compared with 14%).

Businesses in the accommodation and food (27%) sector were most likely to have reduced their employment levels. Those in arts and entertainment (2%) were least likely to have done so.

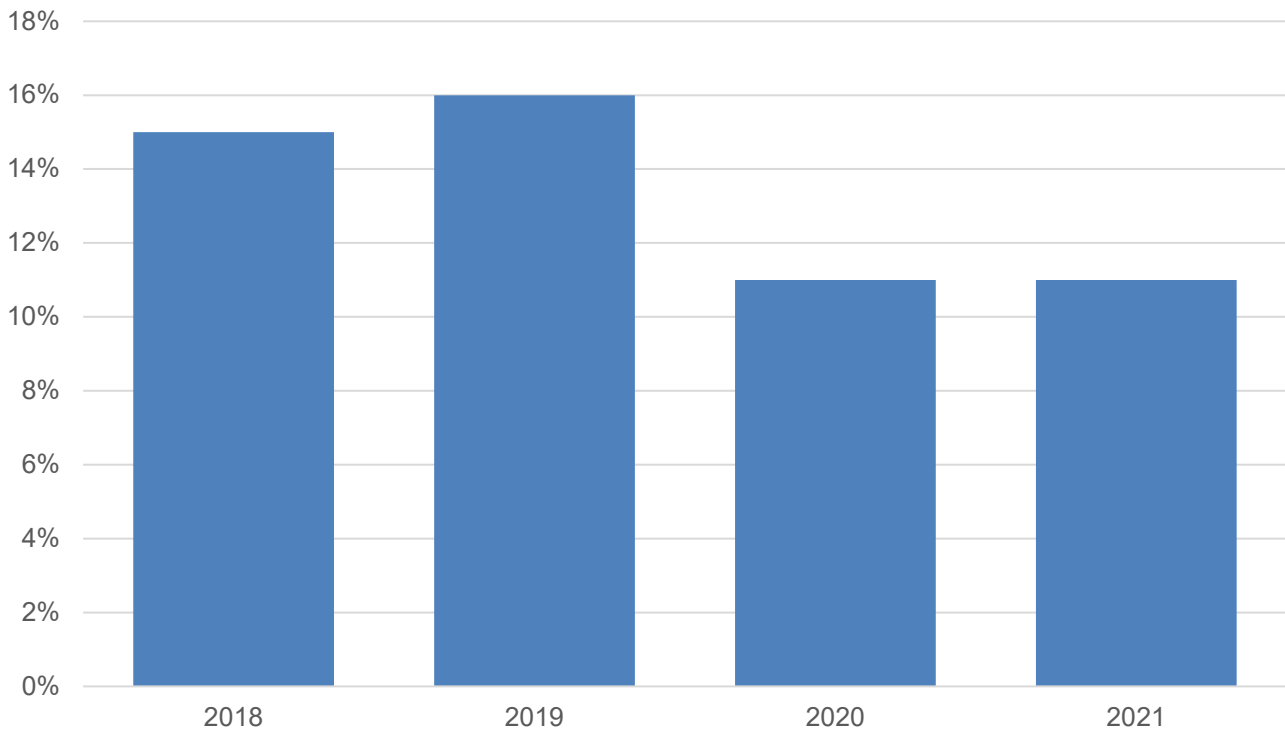
<sup>1</sup> Unregistered businesses will not be registered for 'pay as you earn' (PAYE) or Value Added Tax (VAT) with the UK tax authorities. See glossary for further details.

## Expectations for employment growth

In the [data tables](#) accompanying this publication, table 38 shows how many employees the business expects to have on the payroll in 12 months' time.

In 2021 11% of businesses with no employees expected to increase employment in a year's time. Some 88% expected no change. There was little change compared with 2020.

**Figure 2: Proportion of businesses with no employees who expected to employ at least one person in 12 months' time**



Unregistered businesses are less likely than those that are registered to expect to be employing someone in a year's time (9% and 14% respectively).

By sector, businesses in accommodation and food (35%) were more likely to expect to employ people, while those in primary (5%) sectors were least likely to expect to do so.

Businesses with no employees in Northern Ireland and England were most likely to report intending to employ people in the next 12 months (both 12%), compared with 8% in Scotland and 6% in Wales.

## Changes in levels of turnover

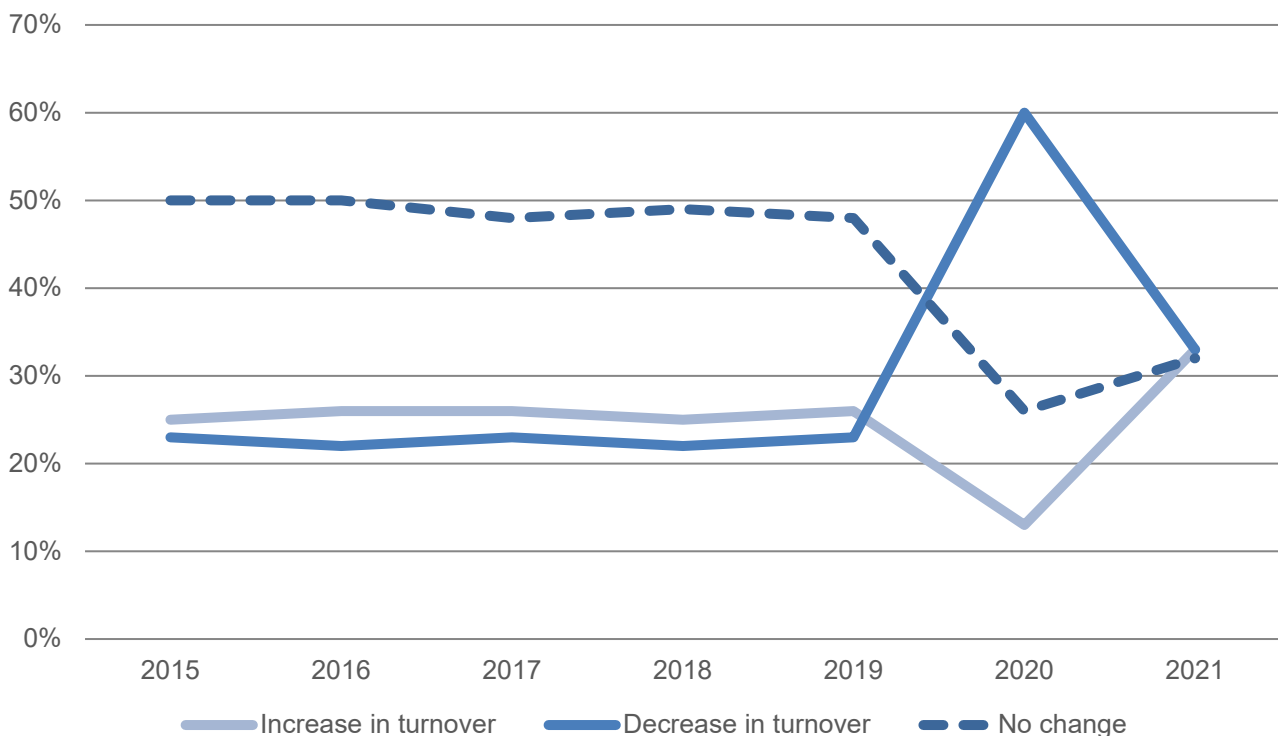
In the [data tables](#) accompanying this publication, table 132 shows the change in turnover compared with 12 months ago.

An estimated 33% of businesses with no employees (that had traded for at least one year) reported growth in turnover (value of sales) since the previous year. The same proportion of businesses had approximately the same turnover, and 32% experienced a fall in turnover. Compared with 2020, there was a 20 percentage points increase in businesses reporting turnover growth, and a 28 percentage points decrease in these businesses reporting a reduction in turnover.

In 2021, there was little difference between registered and unregistered businesses in respect of changes in levels of turnover.

Businesses with no employees in manufacturing and arts and entertainment sectors were the most likely to report growth in turnover (both 44%), while reduced turnover was more likely than average to have been reported in the sectors of education (51%), and retail and wholesale (39%).

**Figure 3: Current turnover compared to 12 months previously, by year (based on businesses with no employees trading for at least a year)**





## Expectations of turnover in 12 months' time

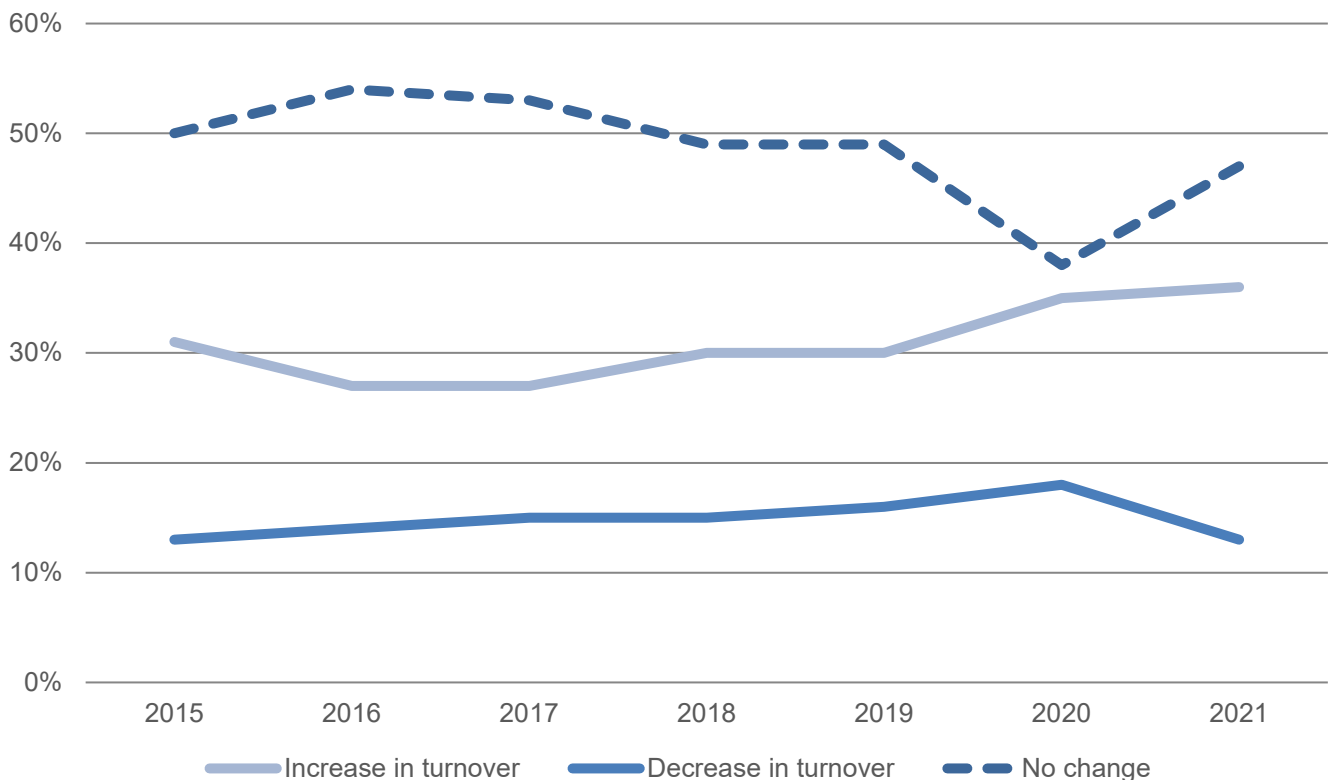
In the [data tables](#) accompanying this publication, table 136 shows the expected change in turnover in 12 months' time.

In 2021, 36% of businesses with no employees expected turnover to increase in the next 12 months, 47% thought it would remain nearly the same and 13% thought it would be lower. Compared with 2020, there was little change in the proportion expecting an increase (an increase of one percentage point), but there was a five-percentage points reduction in the percentage that expected turnover to decrease.

There was little difference between registered and unregistered businesses in this respect, although registered businesses were slightly more likely to expect turnover to increase over the next year (38%, compared with 35%).

By sector, businesses with no employees in education (52%) and manufacturing (50%) were more likely than average to expect turnover would increase in the next 12 months. Those in finance and real estate (20%), and professional and scientific activities (19%) were more likely than average to expect turnover to decrease.

**Figure 4: Expectation of turnover in 12 months' time**



## Profit

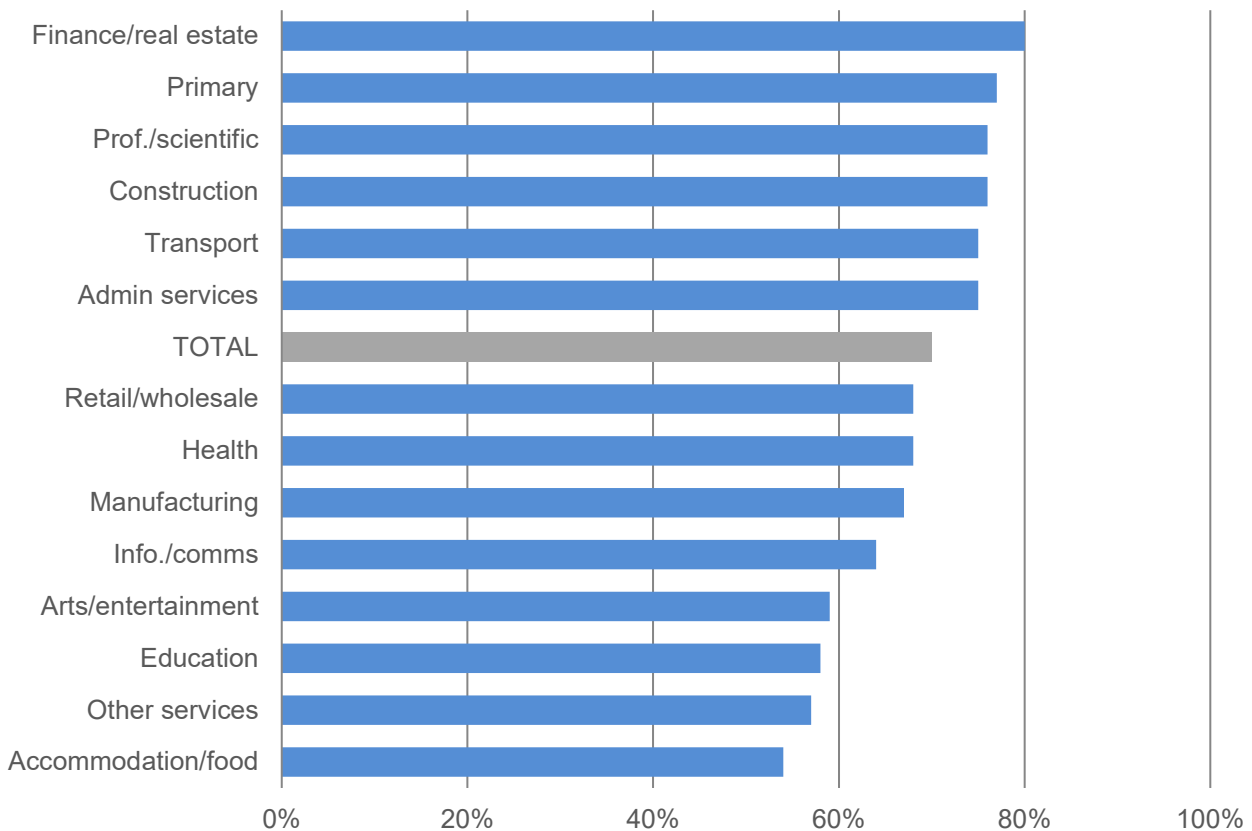
In the [data tables](#) accompanying this publication, table 57 shows whether the business without employees generated a profit or surplus in the last financial year

In 2021, 70% of businesses with no employees generated a profit or surplus in their last financial year, three percentage points higher than in 2020.

Unregistered businesses were less likely to have generated a profit or surplus than registered businesses (66%, compared with 75%).

Businesses in finance and real estate (80%), primary (77%) and professional and scientific (76%) sectors were more likely than average to have generated a profit or surplus. Those in accommodation and food (54%), other services (57%), education (58%) and arts and entertainment (59%) sectors were less likely than average to have done so.

**Figure 5: Percentage of businesses with no employees that generated a profit or surplus in the last financial year, by sector**



# Exporting

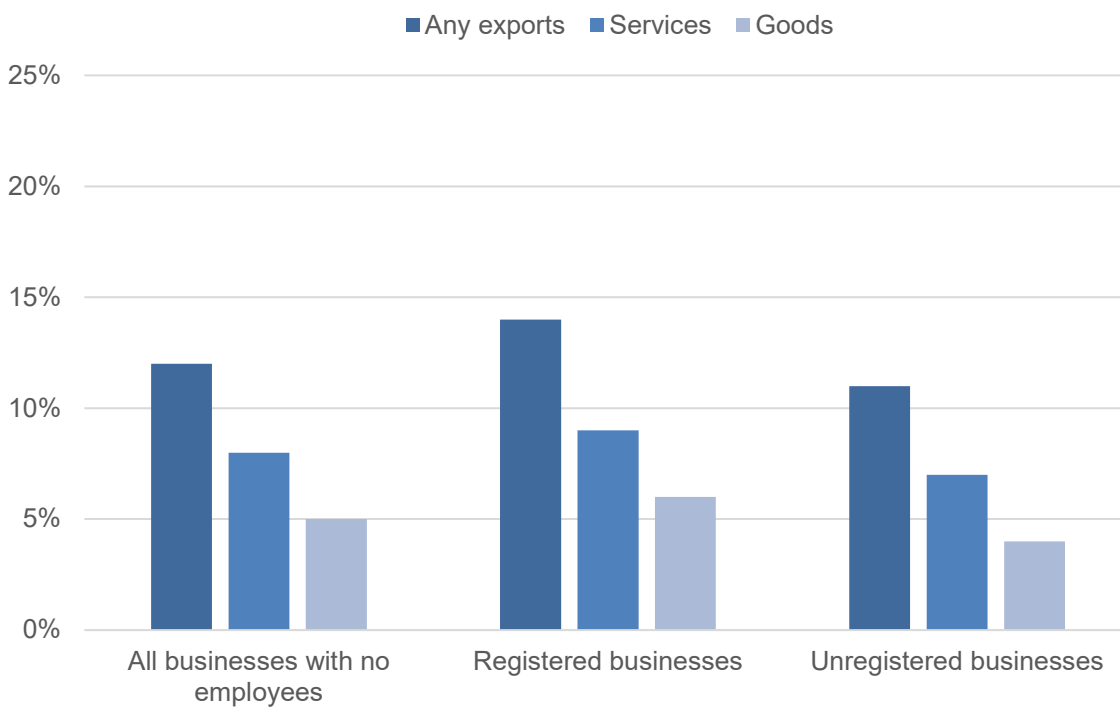
## Sales of goods or services outside the UK in the last year

In the [data tables](#) accompanying this publication, tables 39, 41 and 43 shows whether businesses exported goods or services.

Overall, 12% of businesses with no employees exported goods or services in the last year. This was two percentage points lower than in 2020. In comparison, 18% of SME employers reported exporting goods or services in the preceding 12 months.

Registered businesses (14%) were more likely to have exported than unregistered businesses (11%).

**Figure 6: Whether sold goods or services or licensed products outside the UK in the last 12 months**



Businesses with no employees in the retail and wholesale (28%), information and communication (21%) and professional and scientific (17%) sectors were most likely to export. Businesses in accommodation and food (0%), construction (less than 1%) and finance and real estate (3%) sectors were least likely to export.

## Destinations of exports

In the [data tables](#) accompanying this publication, table 46 shows the destination of exported goods or services.

Of businesses with no employees that exported in the last year, 71% exported to European Union countries, while 73% exported to any destinations outside the EU. The next most frequently cited export destination was the USA (50%), followed by EFTA<sup>2</sup> countries (22%), Canada (18%), China (12%), India (11%), Turkey (4%) and South Korea (2%). Among businesses that exported, 39% reported exporting to the ‘rest of the world’.

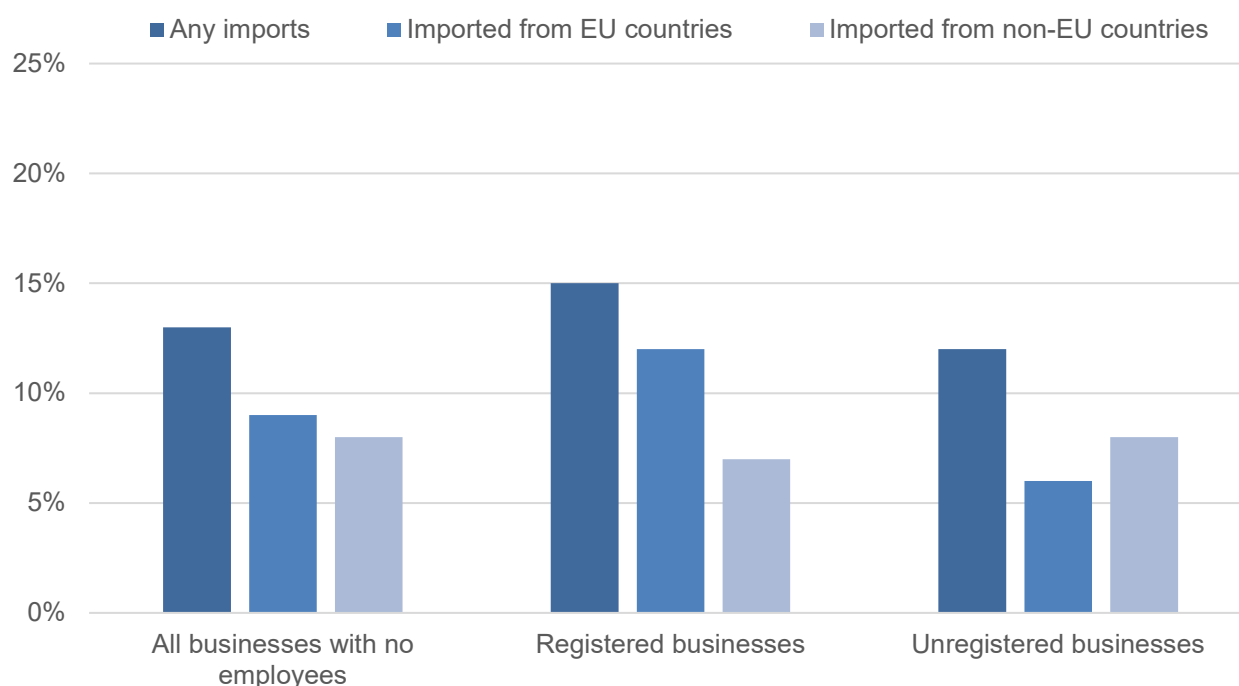
## Goods or services imports in the last 12 months (Cohort A only)

In the [data tables](#) accompanying this publication, table 2 (cohort A) shows whether businesses imported goods or services.

An estimated 13% of businesses with no employees imported goods or services in the previous year. This was one percentage point higher than in 2020. In comparison 21% of SME employers imported goods or services in the previous year.

Registered businesses were more likely to have imported goods or services in the previous year than non-registered businesses (15% compared with 12%).

**Figure 7: Sources of imports for non-employers**



<sup>2</sup> EFTA – The European Free Trade Association. An intergovernmental organisation including Iceland, Liechtenstein, Norway and Switzerland. Set up to promote free trade and economic integration between its members

## Plans to increase exports, start exporting and intermittent exporting (Cohort C)

In the [data tables](#) accompanying this publication, table 2 (cohort C) shows whether businesses have had overseas sales every year, and tables 5, 6 and 7 (cohort C) show whether businesses planned to start or to increase exporting in the next few years. Table 49 in the main data tables show whether businesses have a suitable product or service to export.

In 2021, 33% of current exporters planned to increase their level of exports over the next few years (down eight percentage points on 2020). The equivalent percentage for SME employer exporters was 45%.

Of businesses with no employees that did not currently export but who had a product or service that was suitable for exporting, 31% planned to export in the future. This equates to 5% of all businesses with no employees, similar to 2020 (4%). There has been little change in this percentage since 2016.

Of businesses that have exported for two years or longer, 68% have had overseas sales every year since they started exporting. Some 32% have had some years without overseas sales. This compares with 73% and 25% respectively of SME employers.

Overall, 20% of businesses that did not export in the last 12 months reported having goods or services suitable for export. This compares with 18% in 2020.

Registered businesses were more likely to have goods or services suitable for export than unregistered businesses (22%, compared with 18%).

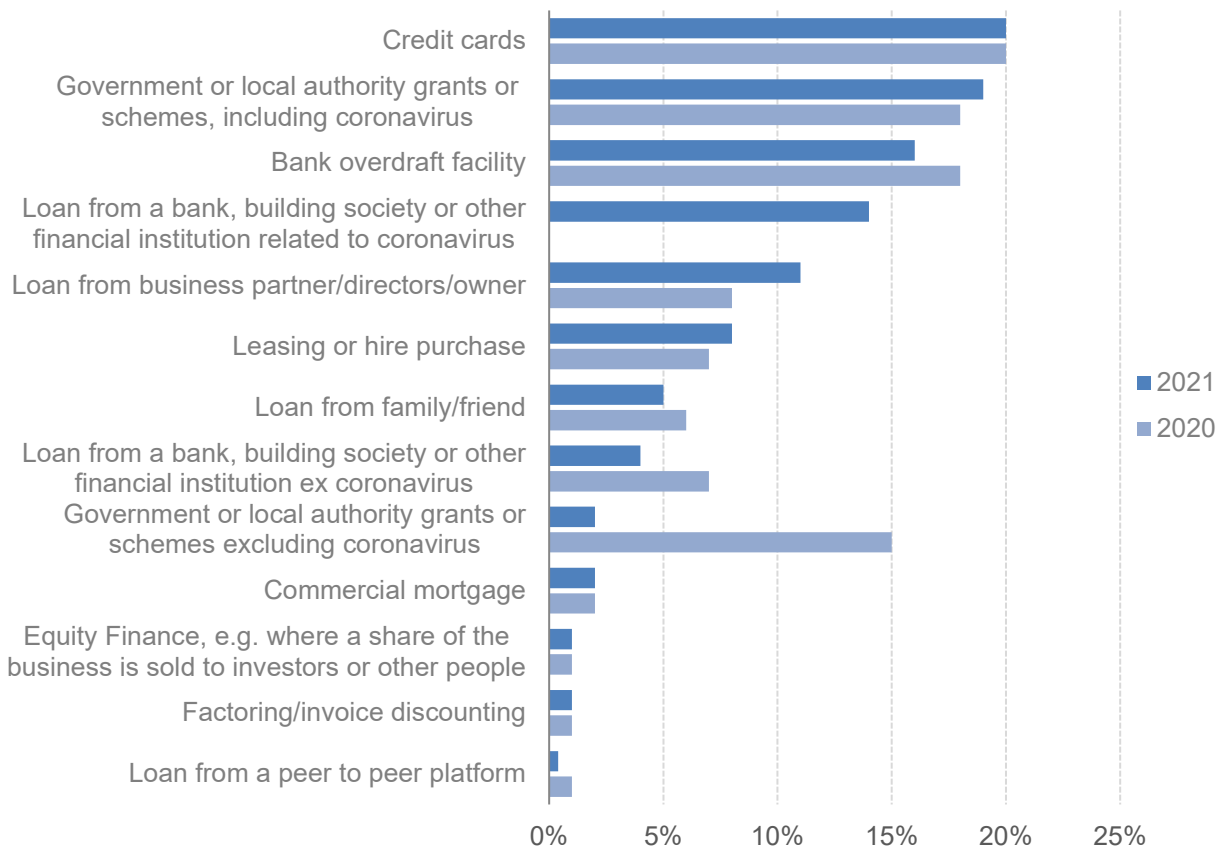
# Access to external finance

## Types of external finance currently used

In the [data tables](#) accompanying this publication, table 69 shows the types of finance that businesses without employees currently use.

Overall, 55% of businesses with no employees were using some form of external finance in 2021. This was five percentage points lower than in 2020, and nine percentage points higher than in 2019. It compares with 74% of SME employers in 2021 (which was two percentage points higher than in 2020).

**Figure 8: Percentage of businesses with no employees currently using forms of external finance**



Registered businesses (66%) were more likely to use external finance than unregistered businesses (47%).

For businesses with no employees the most common forms of external finance used were credit cards (20%), Government or local authority grants or schemes relating directly to coronavirus support (19%), bank overdrafts (16%), loans from a bank, building society or other financial institution relating to coronavirus support (14%) and loans from business partners/directors/owners (11%).

As in 2020, the percentage of businesses with no employees making use of coronavirus (COVID-19) pandemic related government and local authority grants or schemes was higher than the percentage making use of those not related to coronavirus support.

The use of any form of so-called 'alternative finance', not originating from banks, the public sector, or people known to the business<sup>3</sup>, was reported by 3% of businesses with no employees (7% of SME employers).

Businesses in transport and storage (67%), accommodation and food and primary (both 63%) sectors were most likely to report current use of one or more forms of external finance.

## Whether businesses sought external finance in the last 12 months

In the [data tables](#) accompanying this publication, table 71 shows whether businesses without employees sought external finance in the last 12 months.

Some 4% of businesses with no employees had sought external finance in the last year – three percentage points lower than in 2020.

There was little difference between registered and unregistered businesses in this respect (5% and 4% respectively).

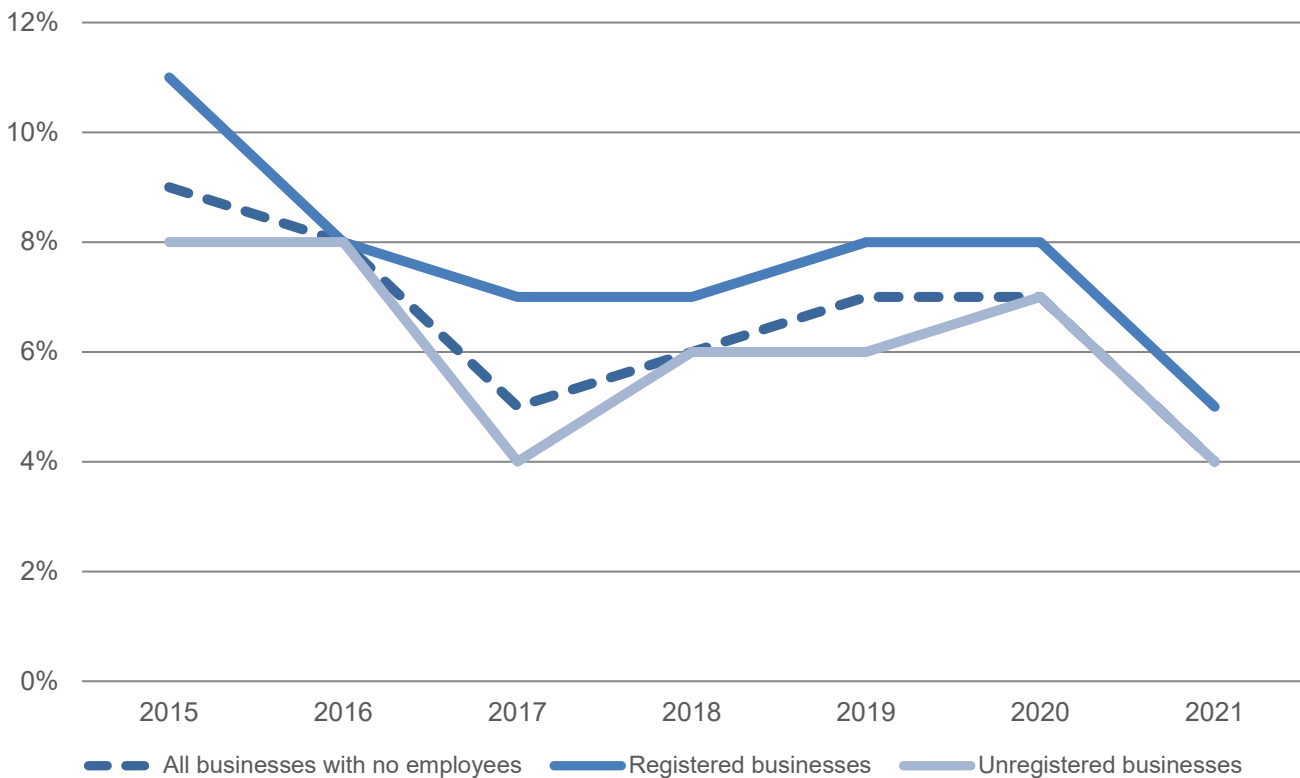
By UK nation, 9% of businesses in Northern Ireland sought finance, compared with 7% in Wales, 4% in England and 3% in Scotland.

Businesses with no employees in arts and entertainment, primary (8%) and construction (7%) sectors were the most likely to have applied for finance in the preceding 12 months.

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<sup>3</sup> In this instance, alternative finance refers to equity, factoring/invoice discounting, peer-to-peer (P2P) loans and some forms of 'other finance'.

**Figure 9: Percentage of businesses with no employees that sought external finance in the last year, by year and registration status**



Businesses with no employees were less likely to have sought finance than SME employers in the previous 12 months: 3% had sought finance once (compared with 5% of SME employers), and 2% sought it more than once (2% of SME employers).

## Type of external finance sought

In the [data tables](#) accompanying this publication, table 74 shows the types of external finance sought in the last 12 months.

In terms of the types of finance sought, 35% of those businesses with no employees that sought external finance applied for a bank overdraft facility (compared with 34% of SME employers). Some 31% applied for loans from banks or other financial institutions (also 34% of SME employers); fewer applied for credit card finance (21%, 11% of SME employers) and/or a loan from family or a friend (19%, 9% of SME employers), and/or leasing or hire purchase (17%, 23% of SME employers). Less common were loans from a business partner/director (13%, 9% of SME employers), government or local authority finance grants (non-coronavirus related) (9%, 10% of SME employers); and commercial mortgages (3%, 5% of SME employers).



## Coronavirus COVID-19 government-backed loans and grants

In terms of finance directly related to the coronavirus (COVID-19) pandemic, 14% of businesses with no employees had applied for a coronavirus (COVID-19) pandemic related government-backed accredited loan or finance agreement such as the Coronavirus Business Interruption Loan and Bounce Back Loan. (Further details on the support are available from the House of Commons library <https://commonslibrary.parliament.uk/research-briefings/cbp-8847/>).

This percentage was higher within registered businesses than within unregistered businesses (22%, compared with 6%), and was highest in manufacturing (46%).

Fewer businesses with no employees applied for a COVID-19 business grant funded by government or a local authority (4%) and these were all registered businesses (9%).

Businesses in the sectors of primary (13%) and construction (10%) sectors were most likely to have sought a grant.

## Intentions to apply for external finance in the next three years

In the [data tables](#) accompanying this publication, table 144 shows the likelihood of businesses without employees approaching external finance providers in the next 3 years.

We find that 11% of businesses with no employees said it was likely that they would approach external finance providers in the next three years (4% very likely, 7% fairly likely). These percentages were very similar to those seen in 2020 (12% likely overall, 6% very likely, 7% fairly likely).

The percentage of businesses with no employees that were likely to approach external finance providers in the future compares with 18% of SME employers.

Registered businesses (16%) were more likely than unregistered businesses (7%) to say it was likely that they would approach external finance providers in the next three years.

The percentage of businesses likely to approach external finance providers in the next three years was highest in transport and storage (22%) primary (17%) and construction (15%) sectors.

## Trade credit and late payment (Cohort A)

In the [data tables](#) accompanying this publication, table 19 (cohort A) shows whether businesses without employees give customers trade credit and table 22 (cohort A) shows whether they have experienced problems with late payment.

An estimated 36% of businesses with no employees reported that they give their customers trade credit (up six percentage points on 2020 and one percentage point on 2019). However, the provision of trade credit by businesses with no employees was lower than among SME employers (48%).

Registered businesses were twice as likely as unregistered businesses to give their customers trade credit (50% compared with 25%).

Trade credit was most likely to be given by businesses in transport and storage (59%), manufacturing (57%), professional and scientific (56%) and construction (48%) sectors. Offers of trade credit were least likely in accommodation and food (7%) and education (9%) sectors.

Late payment was considered a problem by 44% of those firms that gave trade credit (16% of all businesses with no employees overall), with 8% considering it a big problem (up two percentage points on 2020). In comparison, 56% of SME employers that gave trade credit considered late payment a problem (equating to 26% of all SME employers).

## Formal written business plans

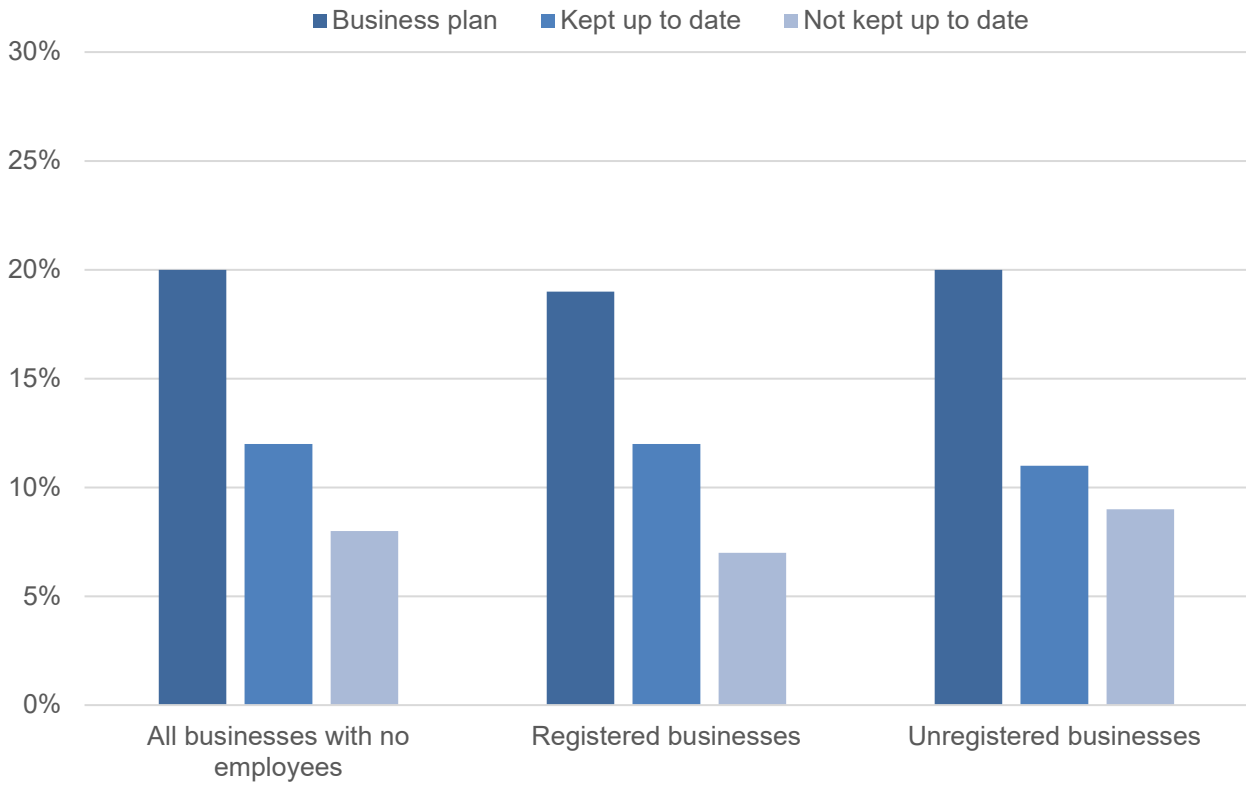
In the [data tables](#) accompanying this publication, table 62 shows whether businesses have a formal written business plan.

In 2021, 20% of businesses with no employees had a formal written business plan. This was two percentage points lower than in 2020, and six percentage points lower than in 2019. Of these, more than half (12% of all) reported keeping plans up to date while the remainder (8%) did not. The percentage of SME employers (39%) with a formal written business plan was 19 percentage points higher than that for businesses with no employees in 2021.

There was little difference between registered and unregistered businesses in respect of having a formal written business plan (12% compared with 11% respectively had kept it up to date; 7% and 9% respectively had not kept it up to date).

Businesses with no employees in transport (9%), manufacturing (14%), construction (15%) and health (16%) sectors were least likely to have a plan. Businesses in finance and real estate (31%) and accommodation and food (29%) were most likely to have one.

**Figure 10: Percentage of businesses with no employees which have formal written business plans**



# Innovation activity

## New or significantly improved processes in the last 3 years (Cohort C)

In the [data tables](#) accompanying this publication, table 17 (cohort C) shows whether the business has introduced any new or significantly improved processes in the last three years.

It is estimated that 12% of businesses with no employees had innovated processes for producing or supplying goods or services in the last three years. There was no change on 2020, but the proportion was two percentage points lower than in 2019. In comparison, 19% of SME employers in the 2021 survey innovated processes.

Unregistered businesses were more likely than registered businesses to have innovated processes (14% and 10% respectively).

By sector, those most likely to have introduced new or significantly improved processes were in the arts and entertainment (23%) sector.

## New or significantly improved goods or services in the last three years

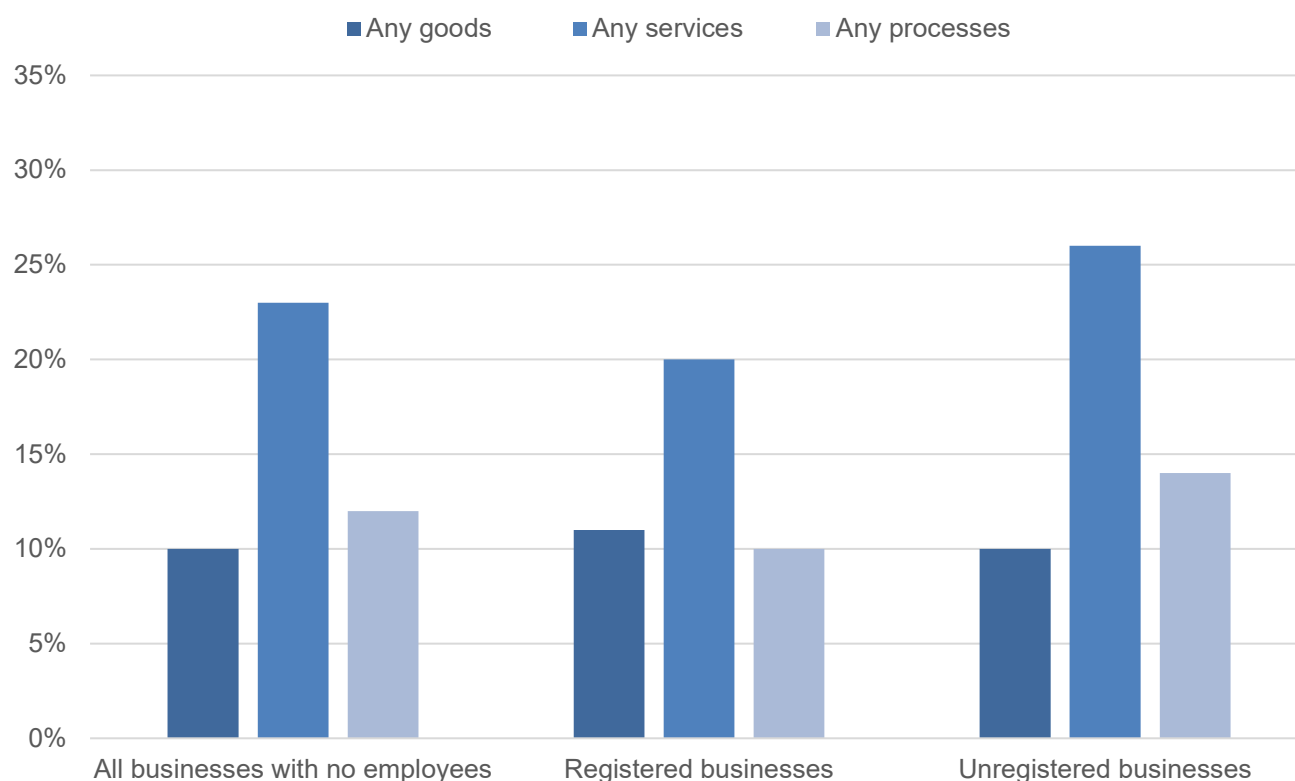
In the [data tables](#) accompanying this publication, tables 97, 98 and 99 show whether the business has introduced any new or significantly improved goods or services in the last three years.

It is estimated that 28% of all businesses with no employees had introduced new or significantly improved goods or services in the last three years. This was three percentage points higher than in 2020, and back to the level reported in 2019. In 2021 the percentage of SME employers that had innovated goods or services was 32%.

Unregistered businesses were more likely than registered businesses to have introduced new or significantly improved goods or services (30% compared with 24%).

By sector, those most likely to have innovated goods or services were in the information and communications (43%), health (41%) and arts and entertainment (38%) sectors.

**Figure 11: Percentage of businesses with no employees which have introduced new or significantly improved goods, services, or processes, by registration status (2021)**



## Innovations which were new to market or industry

In the [data tables](#) accompanying this publication, table 100 in the main data tables, and table 18 in the cohort C data tables show whether the new goods, services or process innovations were new to the industry or business.

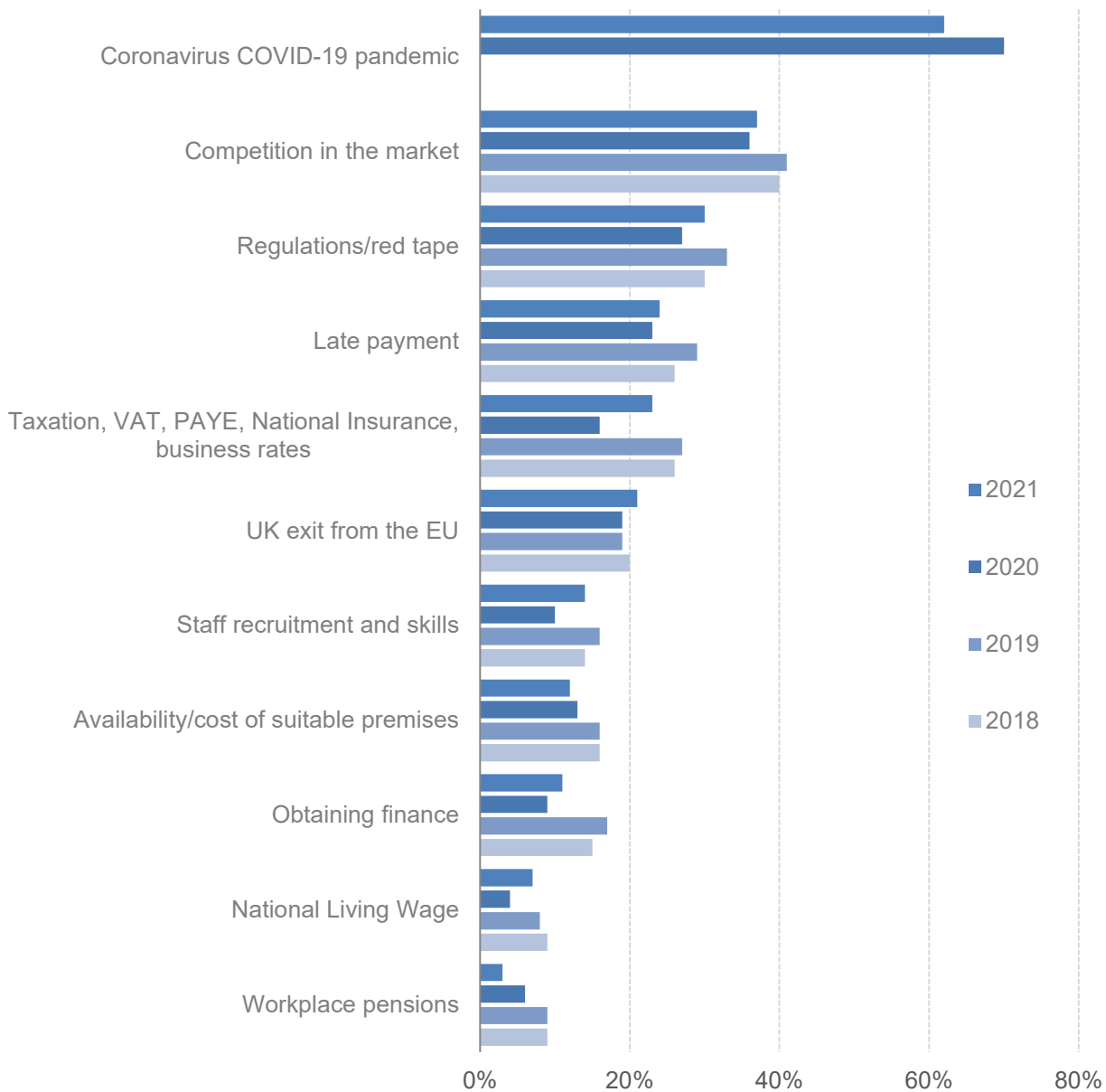
Of all businesses without employees that have introduced new or significantly improved goods and services in the last three years, 25% had introduced goods or services that were new to the market (up one percentage point from 2020, down two percentage points from 2019) and of businesses that had introduced new or significantly improved processes, 22% had introduced processes that were new to their industry (up two percentage points on 2020 and up one percentage point on 2019).

Of businesses without employees that introduced new or significantly improved goods or services, those that had introduced goods or services new to the market were most likely to be in professional and scientific (35%), information and communication (34%) and retail and wholesale (33%) sectors.

# Major obstacles to the success of the business (Cohort B)

In the [data tables](#) accompanying this publication, table 1 (cohort B) shows what businesses without employees consider to be the major obstacles to business success.

**Figure 12: Percentage of businesses with no employees citing each major obstacle to the success of the business, by year**



In 2020, the coronavirus (COVID-19) pandemic was added to the list of potential obstacles that businesses without employees may have faced and, in 2021, remains the most frequently mentioned obstacle to business success (62%, compared with 70% in 2020, and 66% of SME employers in 2021). The obstacle that was next most cited by businesses with no employees was competition in the market (37% - a one percentage point increase on 2020 and compared to 44% of SME employers in 2021). The next two most cited obstacles were regulation and red tape (30% - a three percentage points increase; 42% of SME employers), late payment (24% - a one percentage point increase; 26% of SME employers), and taxation, VAT, PAYE, National Insurance, business rates (23% - an increase of seven percentage points; 36% of SME employers).

In 2021, 21% of businesses with no employees cited the UK's exit from the EU as a major obstacle to business success, an increase of two percentage points on 2020 and 2019. This compared to 34% of SME employers in 2021.

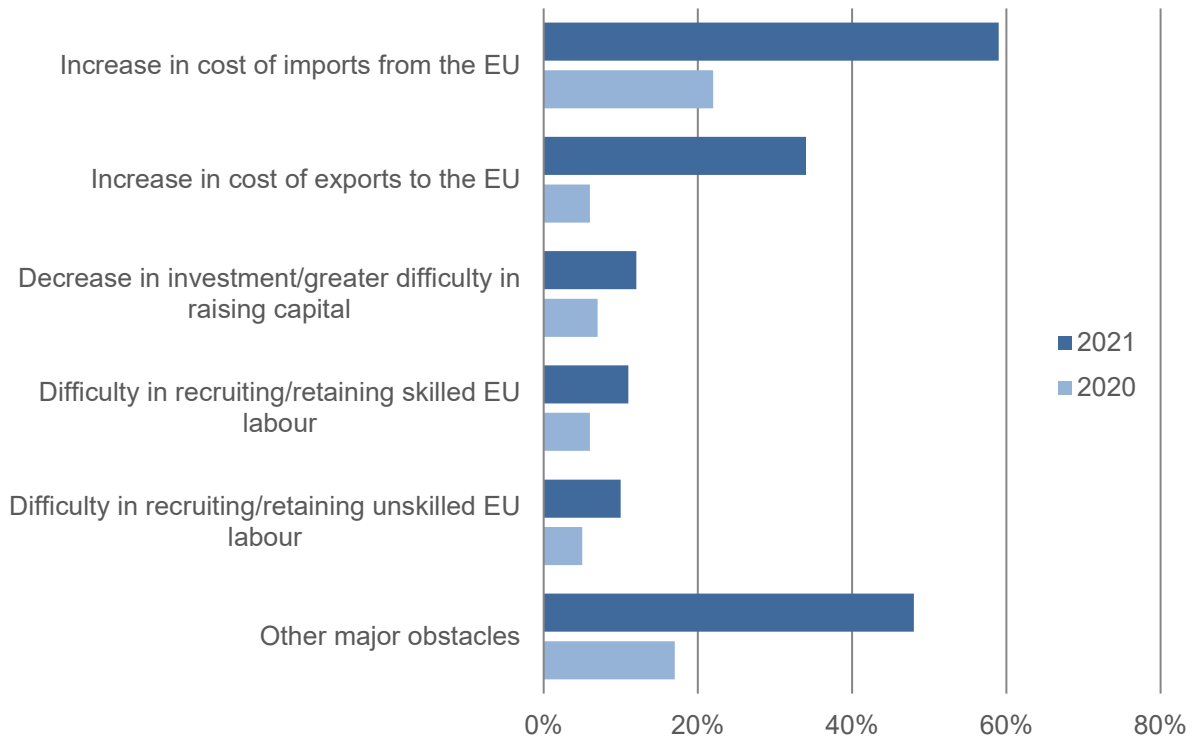
Other major obstacles included staff recruitment and skills (14% - an increase of four percentage points on 2020; 45% of SME employers in 2021), availability/cost of suitable premises (12% - an increase of one percentage point; 15% of SME employers) and obtaining finance (11% - up two percentage points on 2020; 15% of SME employers).

## Whether experienced difficulties as a result of the UK's exit from the EU (Cohort B)

In the [data tables](#) accompanying this publication, tables 2-7 (cohort B) shows which difficulties businesses without employees have experienced as a result of the UK's exit from the EU.

For businesses with no employees the UK's exit from the EU's impact on the cost of imports was a more frequent concern than the impact on labour availability, with 59% having already experienced an increase in the cost of imports from the EU (up 37 percentage points on 2020), compared with 11% having experienced difficulty in recruiting/retaining skilled EU labour and 10% having experienced difficulty in recruiting/retaining unskilled EU labour (an increase of five percentage points on 2020 in both cases).

**Figure 13: Major obstacles relating to UK exit from EU, experienced among businesses with no employees that cited EU exit as an obstacle**





# Business support

## Use of external information or advice in the last year

In the [data tables](#) accompanying this publication, table 102 shows whether businesses with no employees have used external information or advice in the last 12 months.

An estimated 16% of businesses with no employees sought external information or advice in the preceding 12 months (more than just a casual conversation), the same percentage as in 2020 and 2019. In comparison 26% of SME employers sought external information or advice in the preceding 12 months (two percentage points up on 2020).

Registered businesses (18%) were more likely to have sought information or advice than unregistered businesses (14%).

Businesses which had sought information and advice were more likely than average to be in the finance and real estate (29%), primary (25%), and professional and scientific (20%) sectors.

## Purpose of information and strategic advice sought

In the [data tables](#) accompanying this publication, table 104 details reasons why businesses with no employees sought information or strategic advice in the preceding 12 months.

In 2021, businesses without employees were most likely to have sought information or advice on:

- business growth (20% - two percentage points up on 2020)
- legal issues (19% - an increase of 11 percentage points)

Fewer sought information or advice for:

- tax/national insurance law and payments (14% - a decrease of four percentage points on 2020)
- business survival or operation through the coronavirus pandemic (13% - a nine percentage points decrease)
- financial advice for how and where to obtain finance (9% - decrease of ten percentage points)

## Sources of external information and strategic advice

In the [data tables](#) accompanying this publication, table 106 shows the sources of external information or advice.

Sources of external information and strategic advice cited by businesses with no employees included:

- accountants (35%, a decrease of seven percentage points on 2020, but similarly to SME

employers in 2021– 37%)

- consultants/general business advisers (25%, an increase of seven percentage points, and compared with 31% of SME employers in 2021)
- business networks/trade associations (22%, up three percentage points on 2020, 19% of SME employers in 2021), and
- internet search/google/other websites (13%, down six percentage points; 6% of SME employers).

## How information or strategic advice was delivered

In the [data tables](#) accompanying this publication, table 108 shows how external information or advice was delivered.

Of those businesses with no employees that received information or advice, 23% reported that it had been mainly delivered face-to-face (24% in 2020). There was no change year on year with regard to whether information or advice had been delivered by email (22%), while there was a slight increase in those receiving information and advice via a website (23% - up two percentage points), and a greater increase in delivery over the phone (24% - up six percentage points).

Registered businesses were more likely than unregistered businesses to have received information or advice via email (27%, compared to 18%), but less likely to have done so through a website (17%, compared to 28%).

## Paying for strategic advice (England, Wales and Northern Ireland)

In the [data tables](#) accompanying this publication, table 116 shows whether or not businesses with no employees that received advice paid for it and table 117 shows how much they paid for it.

Of businesses with no employees in England, Wales and Northern Ireland that received strategic advice in the last 12 months, 53% paid for it. This compared with 64% of SME employers.

Among businesses with no employees that paid for advice, 35% paid less than £500, 19% paid between £500 and £999, 18% paid between £1,000 and £2,499, and 27% paid £2,500 or more. On average (mean), businesses with no employees that paid for advice, paid £3,700 for it, while the median amount paid is £800.

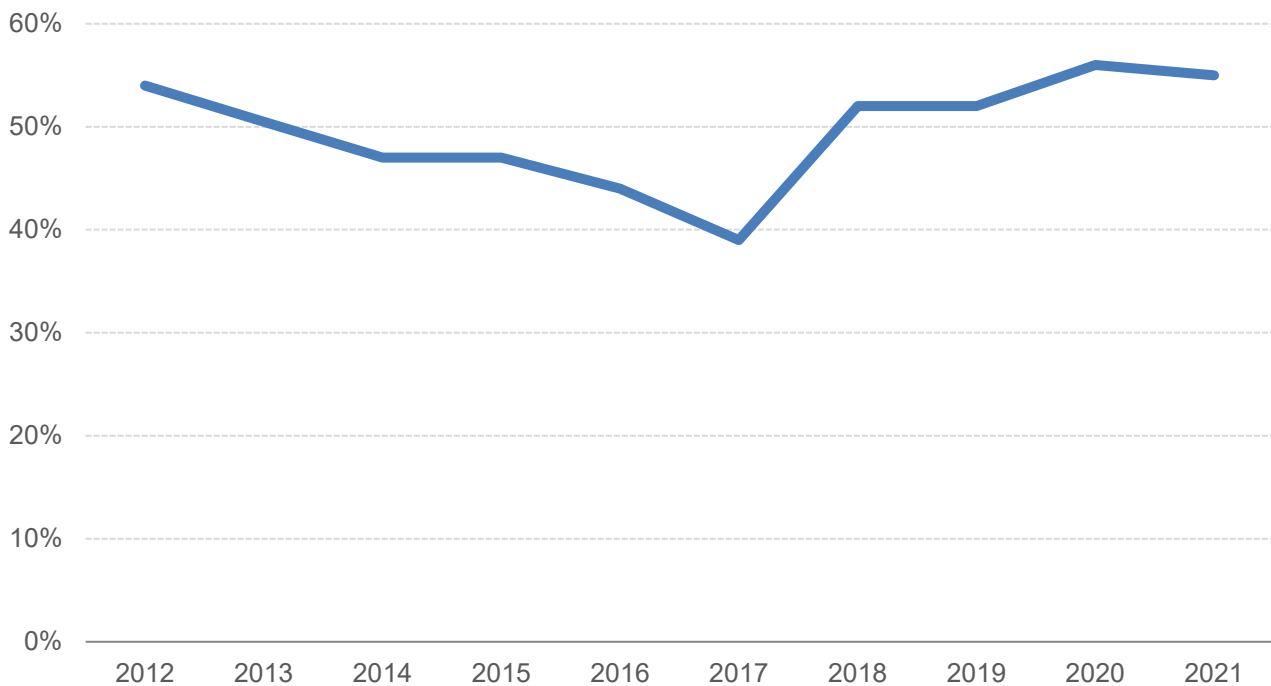
# Future plans

## Growth ambitions

In the [data tables](#) accompanying this publication, table 142 shows whether or not businesses with no employees aimed to grow sales over the next three years.

An estimated 55% of businesses with no employees aimed to grow sales over the next three years, this was similar to 2020 (56%). The equivalent figure for SME employers in 2021 was 76%.

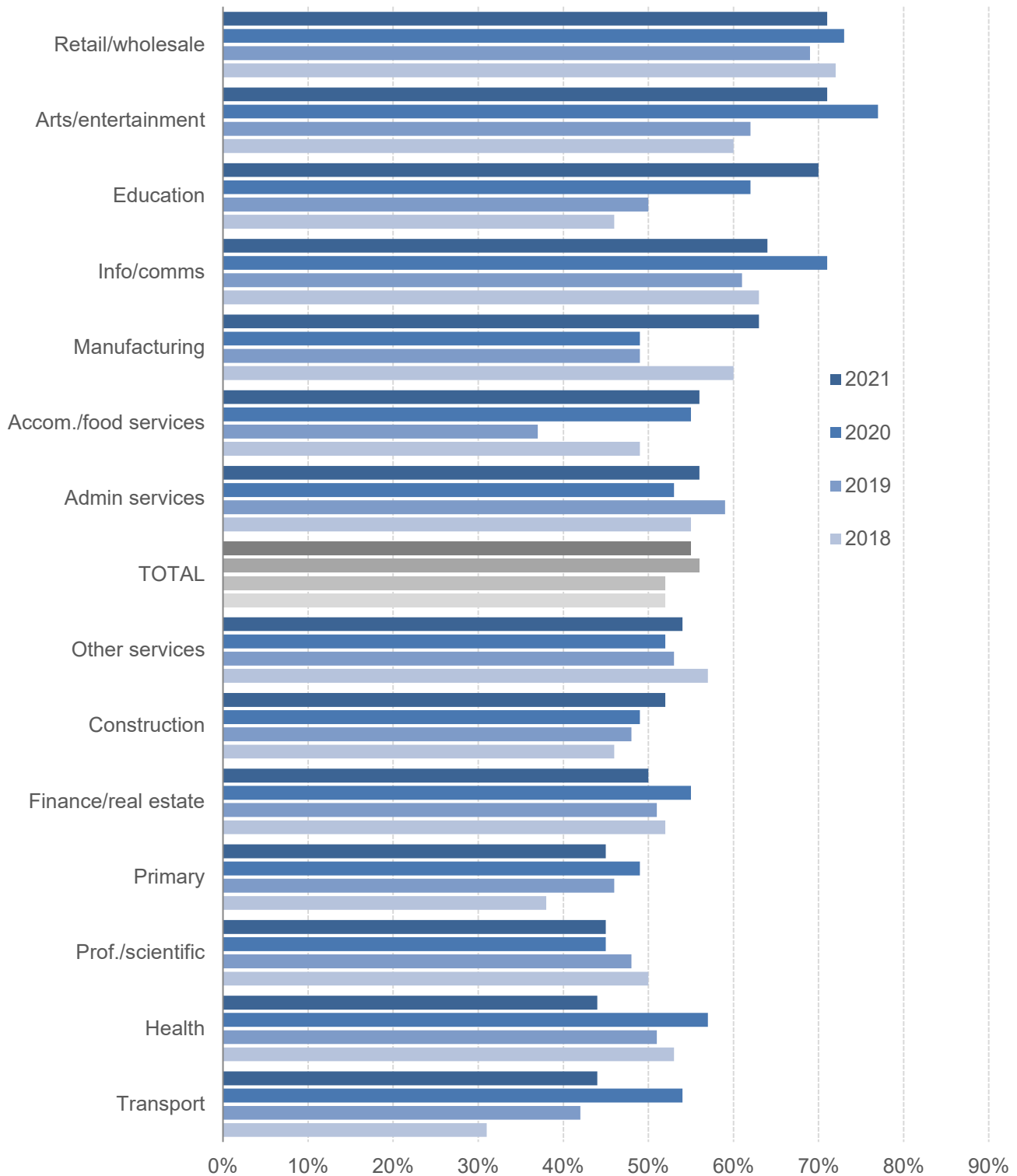
**Figure 14: Percentage of businesses with no employees that aim to grow sales over the next three years**



Registered businesses were more likely than unregistered businesses to report intentions to grow (59% and 53% respectively).

By sector, businesses in retail and wholesale, arts and entertainment (both 71%), education (70%), information and communications sectors (64%) and manufacturing (63%) were most likely to aim to grow. Those in health (44%), transport and storage (44%), professional and scientific and primary (both 45%) sectors were least likely to be aiming to grow.

**Figure 15: Percentage of businesses with no employees that aim to grow sales of the business over the next three years, by sector and year**



## Plans to undertake growth-related activities (Cohort B)

In the [data tables](#) accompanying this publication, table 8 (cohort B) shows what plans businesses with no employees have in respect of business growth over the next three years.

Over the next three years, businesses with no employees reported having the following plans:

- 26% of businesses with no employees reported planning to develop and launch new products or services (31% in 2020, 27% in 2019)
- 20% planned to introduce new working practices (27% in 2020, 21% in 2019)
- 20% planned capital investment in the UK (17% in 2020, 18% in 2019)
- 19% planned to recruit new staff in the UK (19% in 2020, 17% in 2019)
- 15% planned to invest in R&D (12% in 2020, 14% in 2019), and
- 11% planned to increase export sales or begin selling to new overseas markets (11% in both 2020 and 2019).

# Profiles of businesses with no employees

## Number of sites

In the [data tables](#) accompanying this publication, table 7 shows the number of sites operated by businesses with no employees.

In 2021, 93% of businesses with no employees operated from a single site. This was a one percentage point increase on 2020 and a four percentage points increase on 2019. The equivalent figure for SME employers was 88%.

Compared with an average of 5%, businesses that were more likely to have more than one site were to be found in the sectors of education (13%), other services (11%) and health (9%).

## Business premises in residential settings

In the [data tables](#) accompanying this publication, table 20 shows whether or not businesses with no employees work away from their home.

Some 67% of businesses with no employees located the main work premises in their home, compared with 29% of SME employers. Compared with 2020, there was an increase in home-based businesses among both businesses with no employees (60% in 2020) and SME employers (20% in 2020). This increase may reflect decisions to close separate business premises as working practices changed as a result of more remote working during the coronavirus pandemic.

There was little difference between registered and unregistered businesses operating from home (66% and 68%, respectively).

By sector, businesses in information and communications (80%), primary (largely agriculture), construction (both 79%), professional and scientific activities and accommodation and food (both 76%) sectors were most likely to live at the address where their business is registered.

Those in retail and wholesale, manufacturing and other services (all 46%), and arts and entertainment (49%) were sectors in which businesses were least likely to be home based.

## Age of business

In the [data tables](#) accompanying this publication, table 16 summarises the years that businesses with no employees have been established.

Of all businesses with no employees, 11% had been trading for fewer than six years (that is, they started trading between 2016 and 2021), and this matches SME employers. Some 14% started trading between six and ten years ago, 34% between 11 and 20 years ago, and 41% more than 20 years ago.

Businesses in construction (21%) and retail and wholesale (18%) sectors were most likely to have traded for fewer than six years. Businesses in primary (58%) and transport and storage (57%) sectors were most likely to have traded for more than 20 years.

## Legal status

In the [data tables](#) accompanying this publication, table 14 summarises the legal status of businesses with no employees.

Businesses with no employees were most likely to be sole proprietors (46%). This was two percentage points lower than in 2020 and compares with 11% of SME employers.

Some 36% of businesses with no employees were private limited companies limited by shares (Ltd) (three percentage points lower than in 2020). It compares with 67% of SME employers. Seven per cent of businesses with no employees were partnerships (7% of SME employers).

Unregistered businesses were more than twice as likely as registered businesses to be sole proprietors (61% and 25%, respectively).

Businesses with no employees in information and communications (55%), in the finance and real estate (52%), transport and storage and professional and scientific (both 49%) sectors were most likely to be private limited companies, limited by shares.

Partnerships were most likely to be in the primary (43%) and accommodation and food services (20%) sectors.

## Number of owners/partners/directors

In the [data tables](#) accompanying this publication, tables 23-25 summarise who owns or leads businesses with no employees.

As owners and partners are not included as employees, businesses with no employees may have multiple owners and partners.

Overall, 90% of businesses with no employees were majority owned by the person or family who set it up (compared with 80% of SME employers). Nearly all family-owned businesses reported that the person or family who majority-owned was actively involved in managing the business (89% of all businesses with no employees, compared with 78% of all SME employers).

Most businesses with no employees (91%) had no directors in day-to-day control of the business who were not owners or partners (compared with 81% of SME employers). Most of the remainder (4%) had one such director (9% of SME employers).

A majority of businesses with no employees had no more than one owner, partner or director (70%, compared with 39% of SME employers); 22% had two owners, partners or director; 6% had between three and five, and 3% had six or more.

Unregistered businesses were more likely than registered businesses to have just one owner, partner or director (80% compared with 53%).

By sector, businesses in the primary (38%) and finance and real estate (54%) sectors were least likely to have no more than one owner, partner or director.

## Women-led businesses

In the [data tables](#) accompanying this publication, tables 31-32 summarise the extent to which businesses with no employees are led by women.

An estimated 20% of businesses with no employees were majority-led by women (defined as controlled by a single woman or having a management team of which a majority were women). This figure was one percentage point lower than in 2020, and one percentage point higher than among SME employers.

Women-led businesses were more common among unregistered businesses (25%) than registered businesses (13%).

Among businesses with no employees, women-led businesses were most likely in the health (58%) and accommodation and food (56%) sectors. Women-led businesses were less common in construction (4%), transport and storage (8%), information and communications (11%) and finance and real estate (12%).

Overall, it was not possible to classify 3% of all businesses with no employees as women-led or male-led, as there was insufficient information provided for these businesses (uncertainty regarding owners/partners' gender or refusal to supply the information).

## Minority Ethnic Group-led businesses

In the [data tables](#) accompanying this publication, table 33 summarises the extent to which businesses with no employees are led by someone from an ethnic minority group.

About 5% of businesses with no employees were MEG-led (defined as having a person from an ethnic minority in sole control of the business or having a management team with at least half of its members from an ethnic minority). This was one percentage point higher than in 2020, but one percentage point lower than amongst SME employers.

MEG-led businesses were most likely to be in other services (10%), information and communication (8%), accommodation and food (7%) and education (7%), and least likely in primary sectors (1%).

Overall, 1% of all businesses with no employees could not be classified as either MEG-led or non-MEG-led as there was insufficient information provided for those businesses (uncertainty regarding owners/partners' ethnicity or a refusal to provide it).



## Accompanying tables

The following tables are available in Excel format on the department's statistics [website](#) for this publication:

- Longitudinal Small Business Survey 2021: businesses with no employees – data
- Longitudinal Small Business Survey 2021: businesses with no employees – data – cohort A
- Longitudinal Small Business Survey 2021: businesses with no employees – data – cohort B
- Longitudinal Small Business Survey 2021: businesses with no employees – data – cohort C

The survey microdata will be deposited with the ONS [Secure Research Service](#) and the [UK Data Service](#) during the Autumn of 2022. This will be available to approved researchers.

## Technical information

### Aims of the survey

This report sets out the key findings for the 2021 Longitudinal Small Business Survey (LSBS), a large-scale telephone (CATI<sup>4</sup>) survey of 9,325 UK small business owners and managers, commissioned by the Department for Business, Energy and Industrial Strategy (BEIS). This survey is the latest in a series of annual and biennial Small Business Surveys (SBS) dating back to 2003. The 2021 survey was conducted between September 2021 and April 2022 by BMG Research Ltd.

The 2021 survey follows surveys conducted annually since 2015. Sample bases for each year from 2015 to 2021 are summarised in Table 1. The 2015 survey was the largest SBS yet undertaken. The main reason for this large sample size was to allow the survey to have a longitudinal tracking element, establishing a 'panel' of businesses that might be re-surveyed in subsequent years, enabling a detailed analysis of how combinations of factors affect business performance through time. Any panel has an element of attrition, hence the need for a large sample size in 2015.

**Table 1**

	Sample size
2021	9,325
2020	7,636
2019	11,002
2018	15,105
2017	6,619
2016	9,248
2015	15,502

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<sup>4</sup> Computer Assisted Telephone Interviews

In 2021, 3,841 top up interviews were conducted. This was in addition to 5,484 interviews with enterprises that had already completed at least one LSBS survey between 2015 and 2020. Top-ups were needed for the following reasons:

- to represent sections of the SME population that were not active in 2020 (businesses less than one-year old)
- to represent sectors in the raw data that may be under-represented due to businesses in the panel closing, or being hard to secure an interview with (e.g. in cases where businesses work away from their main offices)
- to increase the sample size in Northern Ireland, to allow for meaningful analysis on a nation basis

All interviews were conducted with owner/proprietors, Managing Directors or other senior directors in UK-based enterprises. For the top-ups, named contact details were not supplied and it was necessary to screen to find an appropriate respondent. The average interview length was 24.4 minutes (20.5 minutes for panellists, 26.9 minutes for top-ups).

The main aim of the survey is to collect a range of information on SMEs. The survey measures:

- recent turnover and employment growth
- capabilities (in terms of their ability to innovate, export, train staff, etc)
- experience of accessing finance
- use of business support
- expectations of growing turnover and employment
- the major obstacles that prevent SMEs fulfilling their potential
- the characteristics of SMEs such as the number of sites they occupy, the number of owners, whether they have separate business premises, whether or not they are a social enterprise (or a socially-oriented SME) etc
- the characteristics of their owners and leaders

There are three main reports based on the 2021 LSBS:

- a **cross-sectional report** based on **SME employers**. A cross-sectional report is a snapshot of the state of SMEs at any particular stage in time, this one being the latter quarter of 2021 to the end of the first quarter of 2022
- a **cross-sectional report** based on **businesses with no employees** (this report)
- a **longitudinal report** based on those businesses that responded in the last four years of the survey. This looks at the main changes that apply to the 'panellists' from year to year, and what appears to influence these changes

17 of the 9,325 interviews were with large employers with 250 or more employees. The reason for interviewing these is that these businesses were SMEs when first interviewed but have grown since. They form a part of the longitudinal analysis, but not the cross-sectional.

## Survey method

Of the 7,636 interviews conducted in 2020, 6,692 (88%) agreed to a follow-up interview. The objective was to obtain the highest possible number of repeat interviews with these panellists. 4,132 were interviewed between September 2021 and April 2022 (61% response rate, up from 51% in the 2020 survey; 53% in the 2019 survey, although still lower than the 68% achieved in the 2018 survey). Of these, 946 had no employees, 11 were large businesses with 250+ employees, and the remainder (3,186) were SME employers. This group is known as the 'full panel'.

In addition, 7,359 businesses interviewed from 2015 to 2019 but not in 2020 could be re-approached for interview (they had given permission for re-interview and had not refused to take part between 2015 and 2019 and had not ceased trading). 1,352 of these were interviewed in 2021, a response rate of 18% (up from 13% in 2020, but still lower than the 21% achieved in 2019), of which 193 had no employees, 1,159 were SME employers, and 6 were large businesses with 250+ employees. This group is known as the 'past panel'.

In addition to these, 3,841 'top-up' interviews were conducted, of which 651 had no employees and 3,190 were SME employers. As a result, the total sample size in the 2021 survey was 9,325, of which 1,790 had no employees and 7,535 were SME employers.

The top-ups were sampled using a method consistent with the 2015 to 2020 surveys:

- The sample was stratified within each of the four UK nations.
- Targets were set according to the employment size of enterprises and, within those targets, by 1-digit sector (using [SIC 2007](#)).
- The targets over-represented businesses with 5 to 249 employees substantially in comparison to their actual numbers within the business population.

For registered businesses, the [Inter Departmental Business Register](#) (IDBR) was used as the sample source. For unregistered businesses with no employees, a database from the commercial database provider, Experian was used. These contacts were screened out if they either had employees on their payroll or paid VAT, as these would have duplicated contacts found within the IDBR.

The IDBR is a record of all UK enterprises that pay VAT or PAYE, which contains around 2.7 million unique entries for enterprises. The BEIS Business Population Estimates (BPE) publication 2020 estimated around 6 million enterprises in the UK in total. The difference in the figures is explained by the number of unregistered enterprises that do not pay VAT or PAYE, estimates of which derive from the Labour Force Survey (LFS). This is the reason why an alternative database was retained as the source for top-up businesses with no employees, as it contains records for both registered and unregistered businesses.

The targets within the sample stratification matrix were informed by the 2020 BPE<sup>5</sup>, the latest available at the start of fieldwork. However, survey findings were weighted to the 2021 BPE<sup>6</sup> which were published a few months into the fieldwork period. The 2021 BPE was used for weighting as it more accurately represented the IDBR contacts used for the survey, as well as providing a more up-to-date picture of UK small businesses than the 2020 BPE.

A 336-cell sample stratification matrix was devised, the targets within each cell informed by the 2020 BPE. These cells were defined by cross classifying the following three categories:

- 14 'one digit' [SIC 2007](#) categories (ABDE, C, F, G, H, I, J, KL, M, N, P, Q, R, S)
- 6 size categories (unregistered zero employees, registered zero employee, 1-4 employees, 5-9 employees, 10-49 employees, 50-249 employees)
- 4 nations (England, Scotland, Wales, Northern Ireland)

Once the sample was drawn, with sample sizes informed by differential likely tele-matching success rates for each cell (based upon experience from the previous surveys), no quotas were employed on size, sector or any other criteria except for country, where Northern Ireland had a guaranteed minimum sample size set.

A review of the 2020 questionnaire was undertaken through consultations with stakeholders. This resulted in a number of alterations to existing questions from previous surveys, new question additions and deletions. The changes were informed by the requirement to balance stakeholders' latest needs with the desire to exploit the longitudinal power of the survey. The consultation was followed up by a 'live' pilot of 100 interviews of the adjusted year seven questionnaire.

Based on the whole sample, the response rate for full panellists was 62%, 11 percentage points higher than in 2020. For past panellists the response rate was 18%, five percentage points higher than in 2020. For IDBR top-ups the response rate increased by two percentage points to 5%. For unregistered top-ups, the response rate was 3%, as in 2020. There is more detail in the technical report, which includes tele-matching rates and other forms of non-response.

## Note on this report

Please note that the findings presented in this report relate to non-employers only – SMEs with employees, and large employers, have been excluded from the dataset on which this report is based. This procedure is consistent with reporting of previous surveys. The overall sample size for non-employers across the UK in 2021 was 1,790.

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<sup>5</sup> <https://www.gov.uk/government/statistics/business-population-estimates-2020>. The figures were drawn from a combination of the Inter Departmental Business Register (IDBR) which contains all businesses operating VAT or PAYE schemes or which were registered at Companies House, and the household survey-based Labour Force Survey (LFS) which is the main source for estimating the number of the self-employed and very small businesses. 36

<sup>6</sup> <https://www.gov.uk/government/statistics/business-population-estimates-2021>. Method of data collection as above.

## Sample cohorts

One of the main reasons given by respondents who do not want to participate in LSBS is that the interview length is too long. In 2018, BEIS made a commitment to bring down the average interview length and introduced 'cohort questions', which we used again in year 2021.

Three cohorts (A, B and C) were created. Each cohort was exclusively asked a series of non-key questions. For example, only cohort A was asked questions on business energy usage. Cohorts were chosen for respondents at random during their interview.

There were approximately 2,500 employers in each 2021 cohort: 2,443 in cohort A, 2,519 in cohort B and 2,556 in cohort C). Each respondent is part of one cohort only. Where a business is in each of the 2018, 2019, 2020 and 2021 datasets, its cohort for 2021 is entirely independent of its 2018, 2019 and 2020 cohorts (knowing a business was in cohort A in 2018 or 2019 or 2020 tells you nothing about which cohort it is in in 2021). Because of the different respondents answering questions for different cohorts, we have calculated separate cohort weights for analysing responses to the cohort questions. To analyse questions asked of cohort A in 2018, analysts should use the 2018 cohort A weights, for questions to cohort C in 2019 they should use the 2019 cohort C weights, and so on.

## Sector definitions

Throughout this report, data tables show sectoral analysis by one-digit [SIC 2007](#) codes. Because of relatively small numbers in the business population and survey sample, two of these sectors are grouped together: ABDE, labelled as primary, comprises (A) agriculture, fishing and forestry, (B) mining and quarrying, (D) electricity and gas, and (E) water, sewerage and waste management; KL, labelled as 'financial and real estate', comprises (K) finance and insurance, and (L) real estate.

To gain a better picture of the types of businesses that fall into each sector category, the following number of non-employers in each sector and the percentage of them that are unregistered businesses:

- **ABDE (primary).** There were 131,000 non-employing businesses in this sector in 2021, of whom 21% were unregistered businesses
- **C (manufacturing).** There were 182,000 non-employing businesses in this sector in 2021, of whom 72% were unregistered businesses
- **F (construction).** There were 732,000 non-employing businesses in this sector in 2021, of whom 76% were unregistered businesses
- **G (retail and wholesale).** There were 316,000 non-employing businesses in this sector in 2021, of whom 50% were unregistered businesses
- **H (transport and storage).** There were 256,000 non-employing businesses in this sector in 2021, of whom 68% were unregistered businesses
- **I (accommodation and food service).** There were 60,000 non-employing businesses in this sector in 2021, of whom 66% were unregistered businesses
- **J (information and communications).** There were 272,000 non-employing businesses in this sector in 2021, of whom 52% were unregistered businesses

- **KL (financial and real estate).** There were 160,000 non-employing businesses in this sector in 2021, of whom 52% were unregistered businesses
- **M (professional and scientific).** There were 655,000 non-employing businesses in this sector in 2021, of whom 70% were unregistered businesses
- **N (administrative services).** There were 337,000 non-employing businesses in this sector in 2021, of whom 74% were unregistered businesses
- **P (education).** There were 278,000 non-employing businesses in this sector in 2021, of whom 95% were unregistered businesses
- **Q (human health and social work).** There were 280,000 non-employing businesses in this sector in 2021, of whom 91% were unregistered businesses
- **R (arts and entertainment).** There were 251,000 non-employing businesses in this sector in 2021, of whom 87% were unregistered businesses
- **S (other services).** There were 274,000 non-employing businesses in this sector in 2021, of whom 92% were unregistered businesses

More detail on the sectors is available in the BEIS [Business Population Estimates](#).

## Uncertainty

Since the LSBS questioned a sample of UK SMEs, rather than all of them, there is inevitably a level of uncertainty around the estimates we derive from the survey and how close they will be to the true values.

### Coverage and representativeness

Users might wonder if the sample we have used is adequately representative of the target population (the UK SME population). We have used two sampling frames to draw our sample from. One is the IDBR from the Office for National Statistics, which has excellent coverage of registered businesses in the UK, as it is regularly updated with information from HMRC. We use the Experian service to provide us with a sample of unregistered businesses.

The coverage of the unregistered business population is less well understood. It is likely that the Experian frame is good for well-established businesses that advertise their presence in trade directories for example. You can imagine a small business owner that relies on word of mouth and a few repeat customers and has no wish to expand the business for the moment (for example, there are people who make birthday cakes and other cakes in their own kitchens at home, who might have at most a Facebook page or Instagram account to advertise themselves). Neither of our sampling frames is likely to list this kind of small business.

Our sample is deliberately unrepresentative in the sense that it overrepresents larger SMEs, and also overrepresents non-English businesses. This is to ensure that we have reasonable sample sizes for medium-sized businesses, Scottish businesses etc., otherwise we would not be able to obtain robust estimates for important subgroups. A truly proportionate sample would otherwise contain just a handful of medium-sized businesses. We produce survey weights so that analysts can nevertheless arrive at estimates that take due account of the actual distributions in the population – the micro businesses have larger weights than the medium-sized businesses for example.

Another way that our sample might be unrepresentative is that the businesses that take part in the survey (which is after all voluntary) are different from the businesses that we sample but do not agree to take part, with respect to the various questions we ask. This is known as non-response bias. For example, if struggling businesses are more likely to refuse to take part than thriving ones, then our final achieved sample will underrepresent struggling businesses, and estimates of things like future ambition, that might differ considerably between struggling and thriving businesses, might be biased.

It is hard to quantify non-response bias. We have taken a number of standard steps to try to minimise its risk. The research company that conducted our interviews made multiple attempts for each sampled business for which we could obtain a telephone number, so that we can get more of the reluctant businesses, and we did not have hard quotas for each of our 'target cells' (quotas for a target cell, for example 25 interviews of micro businesses in finance and real estate in Wales, can encourage an interviewer to give up quickly on reluctant businesses and focus on snapping up as many easier businesses as possible in order to meet their quota as quickly as possible). Sampled businesses were also given contact details for government officials so they could confirm the survey was genuine and official.

## Sampling uncertainty

It is possible to quantify the amount of uncertainty that arises from using a sample instead of interviewing the entire population. There are a number of ways of doing this, but we will focus on using a statistical tool known as confidence intervals.

In order to run our survey, we drew a random sample. This means that on another day we would have drawn a different sample. With our actual sample, we estimated that 69.9% of businesses with no employees in 2021 made a profit or generated a surplus in the previous financial year. But it is possible that another random sample might have found that number to be 67.8%, or 72.0%, even though the actual true figure is unchanging. This is known as sampling variability.

What we can do is produce a 95% confidence interval around an estimate. The interval has been calculated using a method that, for 95% of the possible random samples we could have drawn, will produce an interval that contains the true value of this profitability measure. Each different random sample would have a different confidence interval, but 95% of the time the interval produced will contain the true value. So, our actual survey estimate is 69.9%, and we are 95% confident that the true value is in the range 67.8% to 72.0%.

Our survey contains hundreds of measures, and it is not practical to produce confidence intervals for each one of them. Instead, Table 2 summarises the sampling uncertainty for the key measures reported in this publication.

Most of the estimates from this survey are presented as proportions or percentages (such as 10%). If this was an estimate relating to all UK businesses with no employees, then we look at the 'all UK' row and the column for estimates at 10%. The confidence interval is given as +/- 1.7%. So, our confidence interval around the 10% estimate is 10% +/- 1.6%, that is, from 8.3% to 11.7%. We are 95% confident that the true figure is between those values.

If the estimate had been closer to 30% or to 70%, then our interval would have used +/- 2.6% instead of +/- 1.6%, according to Table 2. When estimates are close to 50%, that is the 'worst case scenario' in the sense that the confidence intervals are at their widest. They narrow more as the estimate moves away from 50% (in either direction). Thus, the intervals are slightly narrower for 30% or 70% estimates, and narrower still for 10% and 90% estimates.

Confidence intervals get narrower when you have larger sample sizes too. If our 10% estimate is for registered business with no employees rather than for all UK businesses with no employees, we use a different row of the table, and find the confidence interval to be 10% +/- 2.4%. If we have an estimate of 65% for the construction sector, that is pretty close to 70% so we use that column of the table and arrive at an approximate confidence interval of 65% +/- 7.7%.

Table 2 is useful for estimates of proportions but cannot be used for other measures. For example, we have estimated a mean amount of external finance sought for by non-employers - £215,000. Table 2 cannot be used to produce a confidence interval for this estimate, though it can be done<sup>7</sup> in the data analysis software, and in this case, is calculated at +/- £158,000.

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<sup>7</sup> The underlying data tables published alongside this report contain something called 'standard errors' for estimates that are not proportions, such as amount of finance sought, or number of employees. Standard errors are another way of quantifying the sampling variability. As a rule of thumb, twice the standard error gives you the '+/-' for a 95% confidence interval.



**Table 2**

	Sample size	Confidence interval for an estimate of 10% or 90%	Confidence interval for an estimate of 30% or 70%	Confidence interval for an estimate of 50%
All UK	1,790	+/-1.7	+/-2.6	+/-2.9
England	1,402	+/-1.9	+/-2.9	+/-3.1
Scotland	147	+/-6.0	+/-9.1	+/-10.2
Wales	116	+/-6.4	+/-11.6	+/-12.6
Northern Ireland	125	+/-7.4	+/-10.1	+/-11.7
Unregistered businesses without employees	1,125	+/-2.4	+/-3.8	+/-4.1
Registered businesses without employees	665	+/-2.4	+/-3.6	+/-4.0
ABDE. Primary sector	109	+/-5.8	+/-9.8	+/-10.4
C. Manufacturing	99	+/-6.8	+/-12.0	+/-13.1
F. Construction	156	+/-4.9	+/-7.7	+/-8.2
G. Retail and wholesale	196	+/-5.0	+/-7.7	+/-8.4
H. Transport and Storage	45	+/-8.6	+/-14.3	+/-15.9
I. Accommodation and Food	56	+/-7.6	+/-15.3	+/-16.8
J. Information and communication	134	+/-5.9	+/-8.8	+/-9.7
KL. Finance and real estate	93	+/-7.5	+/-10.8	+/-12.0
M. Professional and scientific	396	+/-3.8	+/-5.3	+/-5.9
N. Administration and support	145	+/-6.0	+/-9.5	+/-10.5
P. Education	78	+/-7.4	+/-10.9	+/-12.4
Q. Human health	88	+/-6.7	+/-10.1	+/-11.3
R. Arts and entertainment	95	+/-6.0	+/-9.9	+/-10.7
S. Other services	100	+/-7.2	+/-10.3	+/-11.5

*For cohort questions, the margins of error increase by about 70% - for example +/- 2.0% becomes +/- 3.4% (to increase a number by 70%, multiply it by 1.7)*

*This table applies to estimates of proportions.*

## Which differences are statistically significant?

Generally, throughout this report where we talk about differences (between the estimate for a subgroup and the total, say, or between two subgroups) we mean they are different even after taking account of the sampling variability. This is often described as statistically significant. Where we simply list numbers that are different (for example 'England (41%), Scotland (38%), Wales and Northern Ireland (both 36%)') this does not necessarily mean that they are statistically significantly different from each other. Where we draw attention to some estimate being 'higher', or a subgroup being 'most likely', or single out a sector as higher than the rest, this is a statistically significant difference.

For example, we have stated the following: Businesses in finance and real estate (80%) and professional and scientific (76%) sectors were more likely than average to have generated a profit or surplus. Those in accommodation and food (54%), other services (57%), education (58%) and arts and entertainment (59%) sectors were less likely than average to have done so.

This does not mean that finance and real estate businesses were statistically significantly more likely to have generated a profit or surplus than professional and scientific businesses, but both these sectors were statistically significantly more likely than other businesses with no employees i.e., they were more likely to than average. Similarly, we are 95% confident that the four sectors mentioned were less likely than average to have done so, even though there is some uncertainty over those specific figures.

## Definitions

Business, enterprise, firm	In this report these terms all mean the same – they are interchangeable.
Cohort	We use this term to describe the way the survey samples from 2018 onwards are divided into three separate groups (the cohorts) and answer some questions that are for their cohort only. This was done to increase the number of questions asked in the survey without increasing the average length of interview.
EFTA	European Free Trade Association. This comprises the countries of Iceland, Liechtenstein, Norway and Switzerland. The three countries apart from Switzerland are part of the European Single Market as members of the European Economic Area.
EU, the UK's exit from the EU	The EU is the European Union. During the fieldwork period for the 2019 survey the UK left the EU (informally but widely referred to as 'Brexit') and entered into a <a href="#">transition period</a> which lasted until the end of 2020. The last three months of fieldwork for the 2020 survey was undertaken once the UK had completely left the EU. Usually in this report when we refer to the EU we actually mean the EU members apart from the UK as we are talking about international trade – a British business 'exporting to the EU' must be selling goods or services outside the UK (otherwise it could not be described as an export).
Exports	In this report this means a British business selling goods or services to a customer outside the UK. An English business selling to a Northern Irish business is not exporting, but a Northern Irish business selling to a customer in the Republic of Ireland is exporting.
Family-owned business	This means a business where a majority of the owners are in the same family. A business with a single owner is automatically a family-owned business, although a business with no owners is not. 'Majority' means more than half, but ultimately, we require the respondent to the survey to interpret this: where a business has more than one working owner or partner, they are simply asked if the business is family-owned and this is defined in the questionnaire as 'majority-owned by members of the same family'.
Finance	In this report when we talk about businesses accessing finance or applying for finance, we usually mean borrowing money for business reasons. This might be from banks or other financial institutions or might be less formal arrangements such as money borrowed from friends and family.
Health sector	The health sector in this report is more accurately described as the 'human health and social work sector'. It does not include veterinary services (which fall under the professional and scientific sector). As this survey covers the private sector, the National Health Service (NHS) does not come under the health sector for this survey; but private sector healthcare providers do.

Imports	In this report this means a British business buying goods or services from a business outside the UK. A Northern Irish business buying from a Welsh business is not importing, but a Northern Irish business buying from a business in the Republic of Ireland is importing.
Innovation	This refers to a business implementing a new or significantly improved product or process (which can also include new marketing methods or organisational methods). The international manual on collecting data about innovation is known as the <a href="#">Oslo Manual</a> .
Longitudinal	A longitudinal study is one which collects data from the same unit at different times. We call this survey longitudinal because each year we try to re-interview businesses that took part in the survey in previous years. Analysts have specific methods for analysing longitudinal data. This report focusses on cross-sectional analysis – even when we refer to results from earlier years of the survey, we take no particular account of the fact that some businesses will have contributed to both years of the survey (in other words, the analysis is <i>not</i> longitudinal). We have longitudinal analysis in the panel report which we publish separately, and the dataset is available to approved researchers to perform their own longitudinal analysis if they wish.
Mean	A measure of the average which takes the total of whatever is being measured and divides it by the number of units being measured. (For example, mean turnover of micro-businesses in 2020 is the total turnover of micro-businesses in 2019 divided by the total number of micro-businesses in 2020.) As the LSBS is a sample survey, the mean is estimated, as we can only estimate the relevant total for example. The mean is a common and well-known statistical measure, but it can be affected by extreme values which make it poor as a measure of the ‘typical’ value of whatever is being measured. This is often a problem with business statistics as there are often many ‘extreme’ values.
Median	The median is an alternative measure of the average which is not affected by extreme values in the way that the mean can be. As such it is often a better way of finding a ‘typical value’ of whatever is being measured. The median is the middle value of what is being measured if all the measured values are put into order from smallest to largest value. As with the mean, in the LSBS we can only estimate the median as we are working from a sample.
Medium-sized business	A business which has between 50 and 249 employees (whether they are full-time or part-time). These are the largest SMEs, since businesses with 250 or more employees are defined as large businesses in this survey. Alternative definitions of business size are sometimes used by other studies (which might include consideration of annual turnover or total assets belonging to a business).
MEG-led business	A business where at least half of the leadership team comes from minority ethnic groups (as this is a UK survey, minority ethnic groups are those that are not of any White background, including White British, White Irish, White Gypsy or Irish Traveller, or any other White background). The leadership team comprises the directors and working owners. We can include members of several ethnic groups and can include people who describe themselves as mixed ethnicity where any White background is one of those ethnicities.
Micro business	A business which has between one and nine employees (whether they are full-time or part-time).

<p>National Minimum Wage, National Living Wage</p>	<p>The National Minimum Wage has been in operation in the UK since 1999. This sets a minimum value for the hourly rate of pay that employers must pay, though this level depends on the age of the employee and differs for apprentices. It does not depend on the size of the employing business. It is usually updated once a year following a (non-binding) recommendation by the Low Pay Commission but ultimately determined by the UK Government. The National Living Wage is a minimum wage that applies to workers from the age of 25 and has been in place since 2016. It was extended to 23- and 24-year old's on 1<sup>st</sup> April 2021. As it is higher than the National Minimum Wage it effectively supersedes it for employees aged 25 or more.</p>
<p>PAYE</p>	<p>This stands for 'pay as you earn' and describes the system where employees' taxes on income are deducted automatically from their pay before they are paid. If this is done accurately then the employee does not face an annual tax bill for these taxes. The relevance for this survey is that businesses that we describe as 'unregistered' will not be registered for PAYE with the UK tax authorities – so if a business is registered for PAYE we know that it ought to be included in our sampling frame for registered businesses, the IDBR.</p>
<p>Private sector, public sector</p>	<p>The survey is one of private sector businesses, which are businesses where the government 'does not exercise significant control over the general corporate policy' of the business. The Office for National Statistics follows international guidance to determine whether something is in the public sector, and have more information on their process <a href="#">here</a>. Note that the private/public sector distinction is not the same as the market/non-market distinction, and in particular note that charities and social enterprises can be in the private sector (in fact the majority of these are). The ONS page has more detail on this.</p>
<p>R&amp;D</p>	<p>This stands for 'research and development' and in this survey is usually referred to in the context of 'R&amp;D spending', meaning spending on creative and systematic work to increase the stock of knowledge or to devise new applications of existing knowledge. The international manual on collecting data about R&amp;D is known as the <a href="#">Frascati Manual</a>.</p>
<p>Red tape</p>	<p>This is an informal term used to refer to regulations or requirements that are imposed on a business or person. In this survey it is sometimes cited by businesses as an obstacle. Different businesses may have different ideas as to what counts as red tape, and the ultimate source of regulations that are perceived as red tape could be governmental or non-governmental.</p>
<p>Registered business</p>	<p>In our survey we use 'registered' businesses to mean those that are registered for PAYE (and so are employers) or registered for VAT (and so have an annual turnover above a certain threshold set by the UK Government). In either of these cases such businesses ought to be included in our sampling frame for registered businesses, the IDBR. Some unregistered businesses do appear in the IDBR but we use a separate sampling frame for unregistered businesses which has better coverage of them.</p>
<p>Sector</p>	<p>In this report businesses are classified into one of a number of non-overlapping sectors. We use the Standard Industrial Classification but have combined some of the categories to make them more practical for our survey. See the 'sector definitions' section of this report for more detail.</p>

SIC 2007	This is the specific version of the Standard Industrial Classification that is used for this survey, in common with most official statistics in the UK. <a href="#">This</a> is a useful page from the Office for National Statistics website for more detail on SIC 2007.
Small business	A business which has between 10 and 49 employees (whether they are full-time or part-time). In some contexts people use the term ‘small business’ to refer to all businesses that are smaller than large and medium-sized businesses (in other words all businesses with fewer than 50 employees) but in the LSBS we always use the narrower definition when referring to small businesses specifically.
SME	This stands for ‘Small and Medium Enterprises’, but this is commonly meant to refer to all businesses, firms and enterprises that have fewer than 250 employees, including those that have no employees at all. This means that in the LSBS ‘SMEs’ comprise business with no employees, micro businesses, small businesses and medium-sized businesses.
Surplus	Our survey includes not-for-profit enterprises and for many of these it is more appropriate to use the term ‘surplus’ to refer to an excess of revenue (money coming in, from all sources) over expenditure (money going out, for all reasons).
Trade credit	Trade credit is typically used to refer to when a business receives goods or services from another business but does not pay for it in full at the time of delivery. We ask about it in the survey in the section on finance, but we do not treat it as a form of external financing – rather, it is contrasted with late payments, so it is better thought of as a form of agreed delayed payment, with late payments a delayed payment that has not been agreed.
Turnover	In the LSBS this term is usually synonymous with ‘sales’. Although for the purposes of preparing accounts ‘turnover’ may be defined differently from ‘revenue’ or ‘sales’ we do not specify a particular definition in our questionnaire and assume that respondents interpret it to mean revenue from sales which do not take account of costs.
VAT	Value-added tax is tax which businesses are liable to pay if their annual turnover is above a certain <a href="#">threshold</a> . Businesses which are registered for VAT with the UK tax authorities are considered to be ‘registered’ businesses for this survey and ought to be included in our sampling frame for registered businesses, the IDBR.
Women-led business	Women-led businesses are defined as those majority-led by women, that is controlled by a single woman or having a management team of which a majority are women. ‘Majority’ here means more than 50%.

# Further Information

## Future updates to these statistics

BEIS intends to continue the survey for at least one further wave. The delay to field start date that occurred in 2020 impacted in turn on the 2021 fieldwork dates. Interviewing which was planned to commence in July 2020 and continue to February 2021 was delayed to September 2020 and continued to April 2021 because of the uncertainty and upheaval caused by the coronavirus (COVID-19) pandemic. Interviewing for the 2021 survey took place between the 13<sup>th</sup> September 2021 and the 1<sup>st</sup> April 2022. At this stage we cannot confirm when the 2022 survey will start.

## Related statistics

The related publication of statistics relating to [SME employers](#) is on the same day as this publication. BEIS will also publish a panel report in September 2022 which focuses on businesses that have taken part in several waves of this survey and associated longitudinal analysis. On the same day as the panel report we will publish the technical report which will include the questionnaire used for the 2021 survey.

The Scottish Government usually produces its own publication based on the same data but focused on Scottish businesses.

BEIS publishes the [Innovation Survey](#) which covers the topic of innovation in much greater detail, and covers large businesses (which the LSBS excludes) but not micro businesses and non-employers (which the LSBS includes). As outlined elsewhere in this report BEIS also publishes the [Business Population Estimates](#) (BPE) which details the structure of the UK's business population (and which the LSBS uses for determining sample sizes and for weighting). The BPE contains information about employment and turnover in different sectors and includes information at regional level as well as nationally.

The Office for National Statistics conducts many surveys of businesses, many of which cover topics that the LSBS examines too. A good starting place is the [Annual Business Survey](#), which does not cover all the sectors of the economy but has very good coverage of large businesses.

The Department for Digital, Culture, Media and Sport (DCMS) publishes [Social Enterprise Market Trends](#), which takes a deeper look at the social enterprises that are identified in the LSBS. BEIS and DCMS worked to improve the survey questions used to identify social enterprises, with the new questions being used in the 2017 and 2019 surveys.

The Department for Education (DfE) conducts the Employer Skills Survey. The [2019 Employer Skills Survey](#) brought together the previous Employer Skills Survey and the Employer Perspectives Survey into a single large survey with over 80,000 respondents. DfE also publishes statistics about [apprenticeships by industry](#), [characteristics](#) in England based on administrative data.

## Uses of these statistics

As a wide-ranging survey of SMEs, the LSBS is of interest to many Government departments and agencies. BEIS makes use of the questions on energy use by SMEs to develop policies on business energy such as non-domestic smart meters. Statistics are used by the Government Equalities Office to monitor rates of women-led businesses in the SME population. The figures for MEG-led SMEs are published by the Government's Race Disparity Unit as part of its [Ethnicity Facts and Figures](#) service. Government also uses the LSBS data to understand more about the export and import behaviour of UK SMEs and the operation of the UK internal market. As mentioned above DCMS makes use of the social enterprises data and the Scottish Government uses the data for evidence and analysis on a broad range of policy areas. In the past the Department for the Environment, Food and Rural Affairs (Defra) has analysed rural SMEs, and the Low Pay Commission has looked at what businesses say about the National Minimum Wage and National Living Wage. HM Revenue and Customs has sponsored questions looking at SME preparedness for the Making Tax Digital Programme. Innovate NI looks at Northern Irish companies and their innovation activities. The British Business Bank is a major sponsor of the survey and makes use of the data on access to finance.

The LSBS is increasingly widely used in the academic and research community, in the UK and abroad. We will run a mini competition later in 2022 for research teams to apply for small grants to conduct research using the latest LSBS data, and the data will continue to be made available by the ONS [Secure Research Service](#) and the [UK Data Service](#) for approved researchers. These [slides](#) are from an event hosted by the [Enterprise Research Centre](#) in 2019 showcasing findings from projects that were sponsored by BEIS in 2018, but there are many other [papers and reports](#) that make use of the data. The [Institute for Family Business](#) makes use of the survey in its 'State of the Nation' reports. The Federation for Small Businesses has used the LSBS in its research work, for example the Unlocking Opportunity report <https://www.fsb.org.uk/resource-report/unlock.html>

## User engagement

Users are encouraged to provide comments and feedback on how these statistics are used and how well they meet user needs. Comments on any issues relating to this statistical release are welcomed and should be sent to [business.statistics@beis.gov.uk](mailto:business.statistics@beis.gov.uk).

The BEIS statement on [statistical public engagement and data standards](#) sets out the department's commitments on public engagement and data standards as outlined by the [Code of Practice for Statistics](#).

## Revisions policy

The [BEIS statistical revisions policy](#) sets out the revisions policy for these statistics, which has been developed in accordance with the UK Statistics Authority [Code of Practice for Statistics](#).



## Pre-release access to statistics

Some ministers and officials receive access to these statistics up to 24 hours before release. Details of the arrangements for doing this and a list of the ministers and officials that receive pre-release access to these statistics can be found in the [BEIS statement of compliance](#) with the Pre-Release Access to Official Statistics Order 2008.

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