

GREATER MANCHESTER TECH CLIMBERS 2023 ENTRIES REPORT

GREATER MANCHESTER
TECH CLIMBERS
2023



2023

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WHAT IS TECH CLIMBERS?

Tech Climbers is a regional list that showcases the top-performing, product-led technology businesses in growth regions across the UK. Published with BusinessCloud and TechBlast, our mission is to shine a light on scaling tech businesses across the UK.

Through our list and events, we offer a platform for startups and scaleups to raise their profile, while putting them in front of the right people who can support their growth journey.

THE CRITERIA

IMPACT

Is the company solving world problems, generating economic growth, and creating positive environmental or social outcomes?

INNOVATION

Is the company developing cutting-edge technology or making ground-breaking digital advancements?

INVESTMENT

Is the technology and commercial model stable? To date, does the company have an impressive growth record that would attract investors?



THE LIST INCLUDES:



ONES TO WATCH

Up-and-coming businesses with bags of potential, which are on track for future success.



MAIN LIST

Celebrates the rising stars in the city region that make Greater Manchester an exciting tech destination in the UK.

ENTRIES WERE REVIEWED BY SENIOR REPRESENTATIVES FROM OUR PARTNER ORGANISATIONS.

**ENTRIES SOUGHT
FROM ACROSS
GREATER MANCHESTER**



GREATER MANCHESTER 2023

TECH CLIMBERS



FOTENIX



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VERSORI



GREATER MANCHESTER 2023

ONES TO WATCH



financielle.



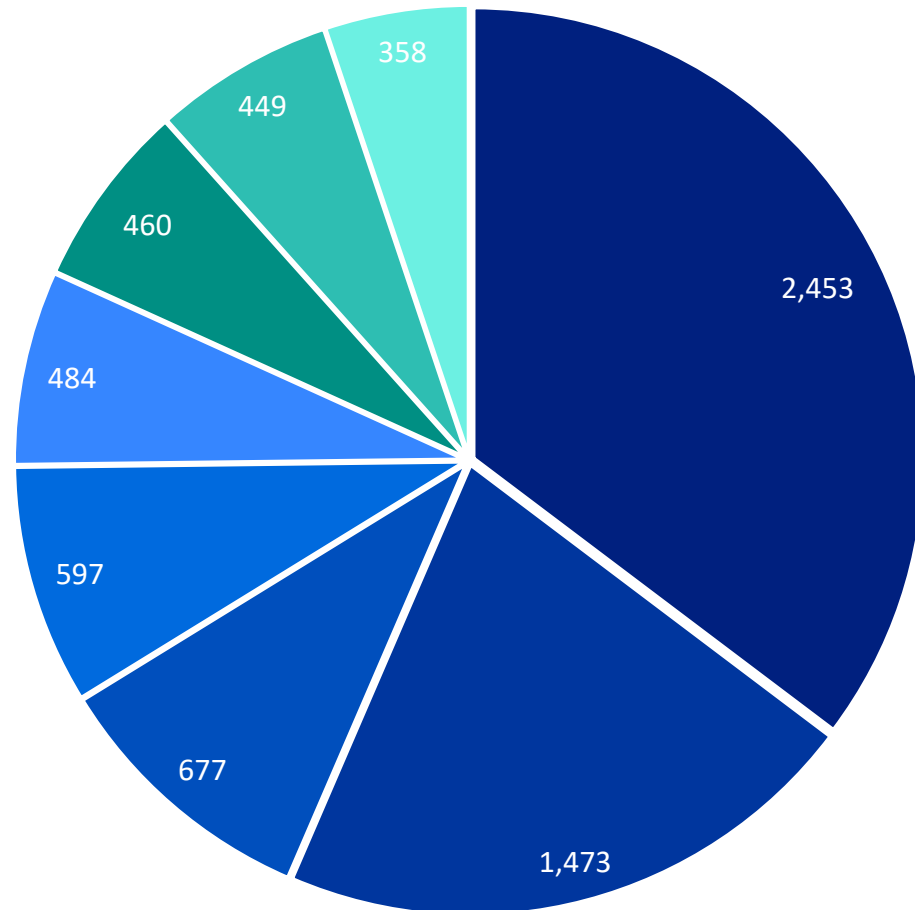
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MANCHESTER AT A GLANCE

Manchester businesses by sector*...

- Data Infrastructure
- Net Zero
- Advanced Manufacturing
- Media and Publishing
- Software Development
- Digital Creative Business
- Fintech
- Cyber



Manchester's digital ecosystem is thriving, outpacing the average growth rate of startups across the entirety of the UK. In terms of ecosystems, data infrastructure and net zero lead the way in terms of company count and employees, while immersive technologies, software development, Edtech and Fintech are among the fastest growing sectors in the community.

**Figures acquired by The Data City*



MANCHESTER AT A GLANCE

£140m

£140M raised by Greater Manchester's tech startups in the last 12 months

5,008

5,008 jobs created by Greater Manchester's tech sector over the past 12 months.

118.3%

+118.3% estimated growth rate per year (compared to the national est. 97.9% growth rate)

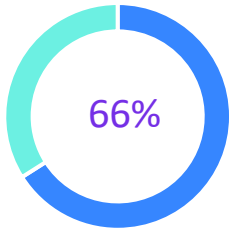
“We are in an important period for the UK tech sector with many technological changes helping drive new ideas, concepts, and companies. But that doesn't mean it's easy for scaling tech companies. That's why it's important we celebrate and recognise companies doing brilliant things, growing, collaborating in new ways, and securing new investment.”

Matt Robinson, Head of Nations and Regions, techUK

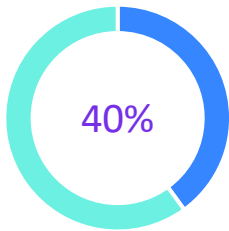
**Figures acquired by The Data City*



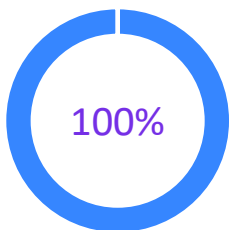
READY, SET, GROW...



of entrants have already received funding, collectively contributing to the £20.1M that has been raised by the region's tech startups so far in 2023.



of entrants (under a year) have already received funding, supporting the £195.6 million that's collectively been raised by the region's startups in the same growth stage.



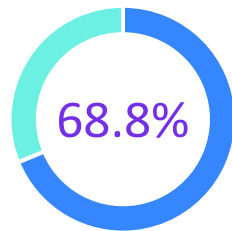
100% of entrants (under a year) are still looking for funding to grow.

In 2022, Manchester's tech startups contributed 1.7% to the £1.2bn worth of funding raised by the UK's tech startups. Playing a critical role in the UK's early growth stats, our Greater Manchester entrants make up 13% of the estimated 190 tech businesses (less than a year old) that have successfully attracted investment.

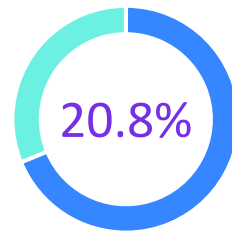


GREATER MANCHESTER'S FUNDING LANDSCAPE...

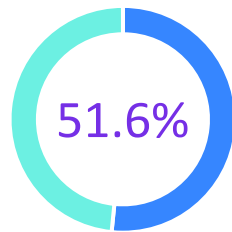
77.4% of entrants are looking for funding to grow
Out of these...



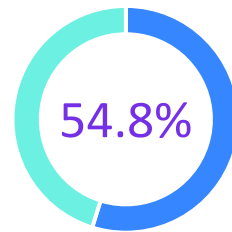
are looking to raise seed funding.



are looking for series A funding.



of entrants said 'access to finance' was the biggest barrier to growth.



would like to see more angel investors and venture capital support in the county.

"It's a pleasure that Mercia Ventures had this opportunity to sponsor and support Tech Climbers with their inaugural Manchester cohort! There's a plethora of great startups and scaleups in the city that are driving forward innovation. We look forward to continuing working with Tech Climbers and hopefully support some of the city's 'Climbers' with Seed and Series-A funding in the coming years."

Kiran Mehta, Investment Manager,
Mercia Asset Management

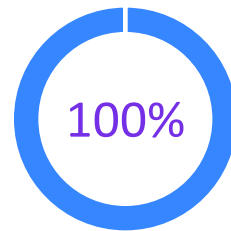


THE BATTLE FOR TOP TALENT

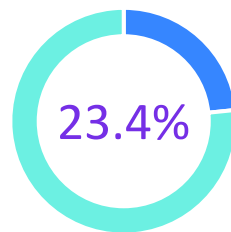
Programmers and software development professionals are the most sought-after roles within the industry.



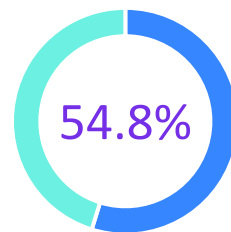
385+ jobs projected to be created by entrants over the next 12 months, adding to the 5,616,478 employees that Greater Manchester's tech community has created over the past 12 months.



100% have or are working on a diversity and inclusion strategy.



23.4% of entrants voted 'access to talent' as one of the biggest barriers to their growth.



54.8% of entrants collect inclusion data within their teams.

CONCLUSION

Greater Manchester's tech scene is growing at a rapid rate, with established, leading net zero and data infrastructure ecosystems. The entrant data that we have explored in this report is testament to the region's ability to nurture, raise and embrace innovations through to scaled solutions, putting Greater Manchester on the path to becoming a leading global tech hub.

Tech Climbers will be back in Greater Manchester in 2024, register for updates [here](#).



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Brabners

Our mission to make the difference guides everything we do, pushing us to go the extra mile for our clients and empowering our people to do what they do best.

We specialise in enabling public and third sector organisations and private individuals to achieve their goals. We provide a full-service legal offering to large and mid-sized businesses, SMEs, public sector bodies, charities, business owners, entrepreneurs and high-net worth individuals.

BurnsSheehan

Burns Sheehan is a recruitment agency who create industry-leading teams across all sectors of tech. With plenty of insights and experience, we've helped start-ups to launch, scale-ups to build teams, and supported big household names transform their technology.

As well as growing tech teams, we use data insights to frequently update businesses on the market landscape, talent analysis, diversity and inclusion, plus employee salaries and benefits packages, through our events, podcasts, blogs and reports.

PARTNERS



Marks & Clerk set up its first office in the UK in 1887. Today, we're a leading global intellectual property firm, working in partnership with businesses of all shapes and sizes all over the world. Providing them with people whose legal, technical and commercial expertise exactly meets their needs. Shaping our services around them. Protecting, enforcing and maximising the value of their intellectual property to support them in achieving their business ambitions.



Mercia is a proactive specialist asset manager with a focus on regional businesses seeking venture, private equity or debt finance to scale their businesses. We currently have c£940m assets under management and a portfolio of c430 businesses across the UK.

Our specialist approach delivers deep domain knowledge, not just about sectors, but equally, the regions in which we do business. Our 100+ team, across 8 regional offices gives us the ability to deliver this effectively, investing in the right businesses.



PARTNERS



MHA is an independent member of Baker Tilly International. We provide premier accounting, assurance, tax and specialist business advice worldwide, drawing on internationally recognised industry and service line experts in 145 countries.

From entrepreneurs and individuals to SMEs and multi-national corporations, we act and advise business of all sizes. Confident, forward-thinking, bold and current, we believe your future will be shaped by the actions taken today.



TD SYNnex is the UK's only provider of all the leading public cloud platforms and is Microsoft's number 1 provider globally.

TD SYNnex is uniquely placed to support ISV partners on their journey to the cloud and to success, in the UK and beyond.

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