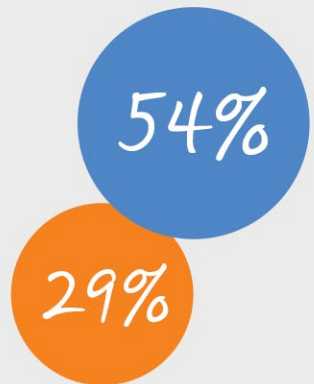


# Small businesses: *Big challenges*

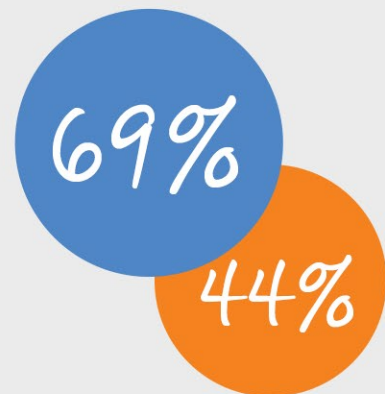
Using the results of our SME Trends Index we've compared the performance of small businesses to larger companies to highlight the challenges they face

## Profitability

54% of businesses with a turnover of £3m+ reported an increase in profitability compared to just 29% of those with a turnover of under £500k.



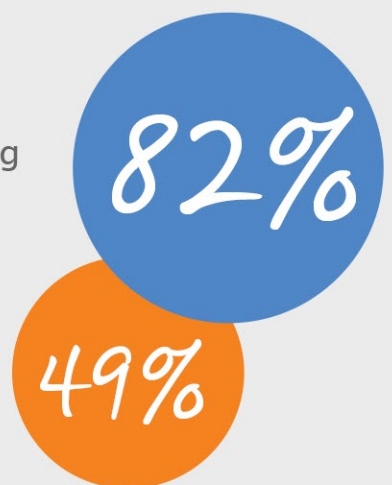
## Turnover



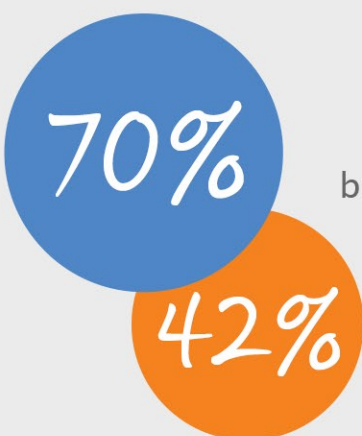
Only 44% of those bringing in under £500k reported an increase in turnover but this rose to 69% for those with a turnover of £3m+.

## New contracts

Just under half of those bringing in under £500k said that they had won new contracts in the last 6 months compared to 82% of those with a turnover of £3m+.



## Confidence



While 42% of businesses with a turnover of less than £500k said that they believe their business is going to expand over the next 6 months, this rose to 70% for those with a turnover of £3m+.

## Late payment

Customers taking too long to pay was the biggest concern for 25% of businesses with a turnover of less than £500k. But it was only a top concern for 9% of businesses turning over more than £3m.

