



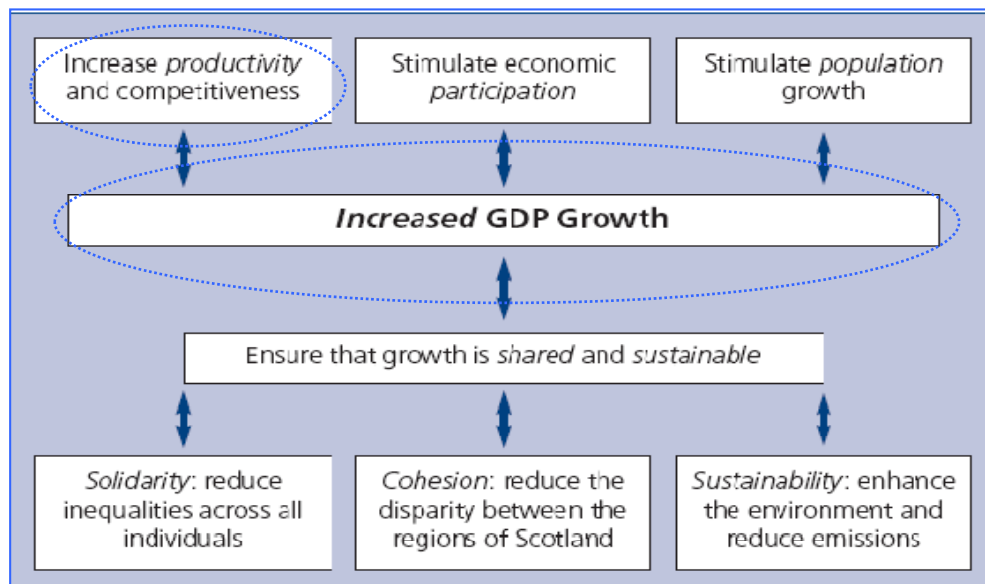
**Scottish Enterprise**

**Supporting a Globally  
Competitive Scotland**

Jim McFarlane, Managing Director, Operations



# The Government Economic Strategy



# Scotland's Economic Development Landscape

 The Scottish Government

 Visit  
Scotland



Scottish Enterprise

  
Highlands & Islands  
ENTERPRISE

Private  
sector

 **SCOTTISH**  
DEVELOPMENT INTERNATIONAL

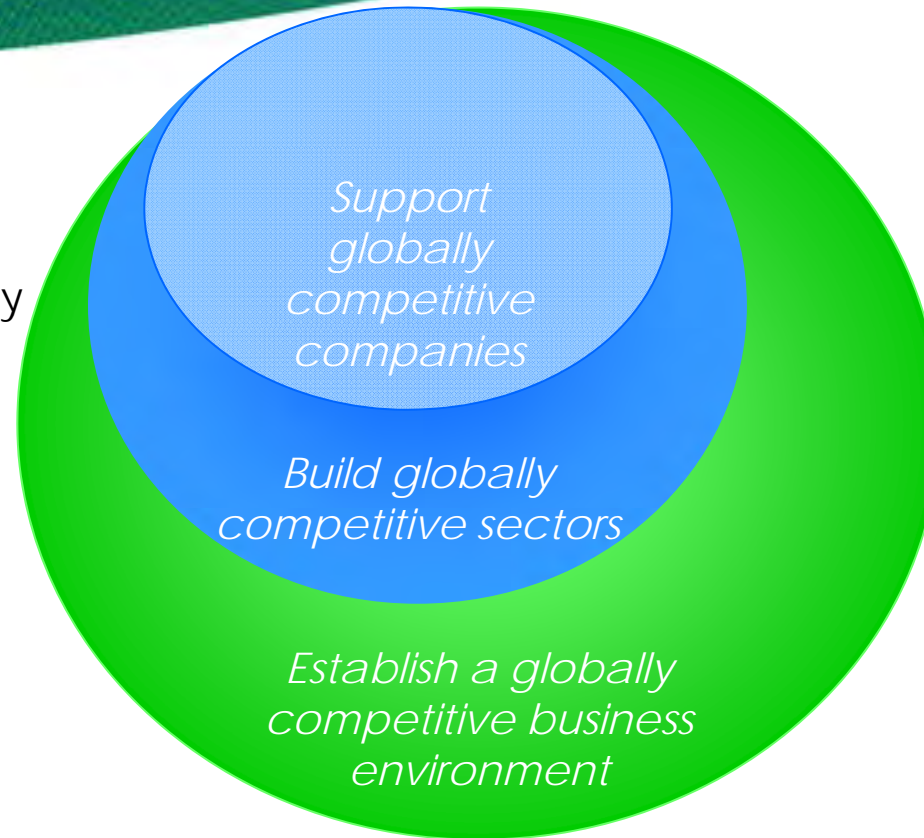
  
Skills  
Development  
Scotland

  
Scottish Funding Council  
Funding further and higher education

  
**COSLA**

# Scottish Enterprise - OUR FOCUS

Scotland's main economic development agency that helps to.....



.....and works with partners to help achieve the Scottish Government's purpose to increase sustainable economic growth

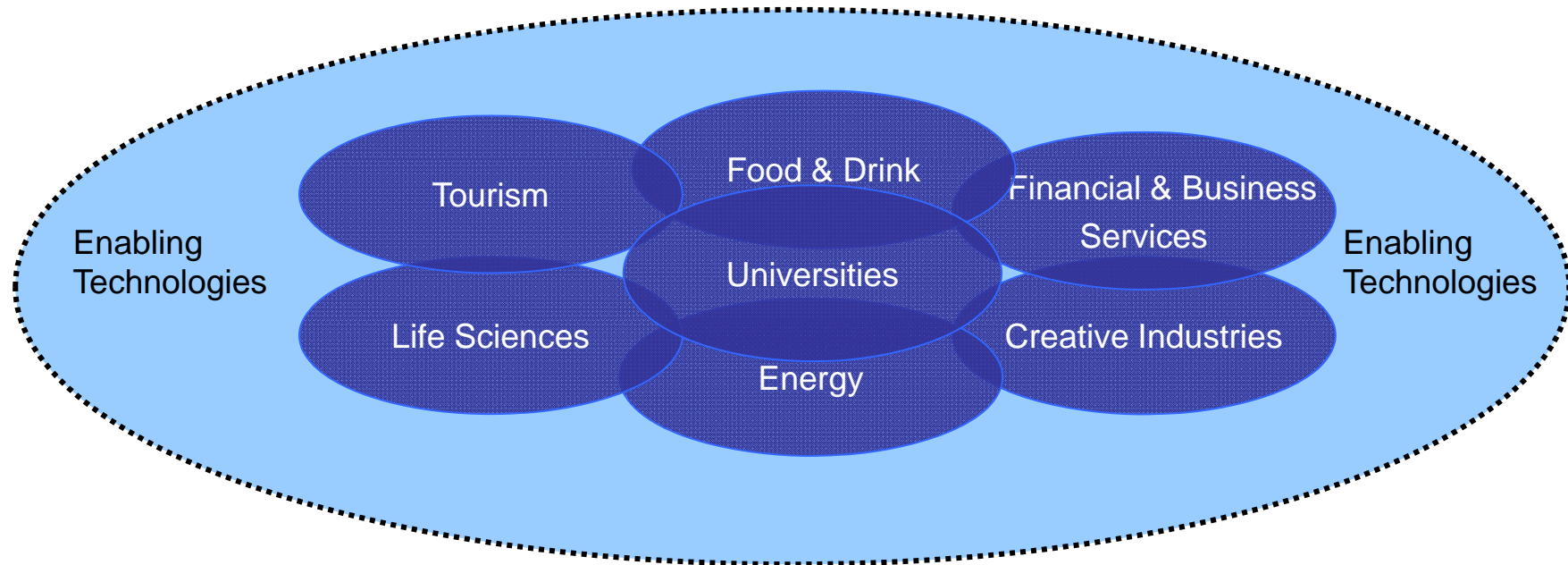
Our focus is to identify and deliver on the best economic development opportunities for Scotland and help strengthen our global competitiveness

# Supporting Globally Competitive Companies

- Help companies increase efficiency, exploit new markets and make the most of their workforce skills
- Support companies to develop world-class leadership skills
- Encourage companies to invest in innovation in new products, services, business model and ways of working
- Stimulate companies to invest in R&D and strengthen links with universities
- Attract new inward investment and talent

# Building Globally Competitive Sectors

## Key Sectors



## Our priorities

- **Identify major growth opportunities** in Scotland's key sectors that capitalise on our competitive advantages
- **Respond to these opportunities**, working with industry leadership and other public and private sector partners

# Establishing a Globally Competitive Business Environment

## Physical Business Infrastructure

- Build infrastructure that increases the growth potential and capabilities of Scotland's key sectors

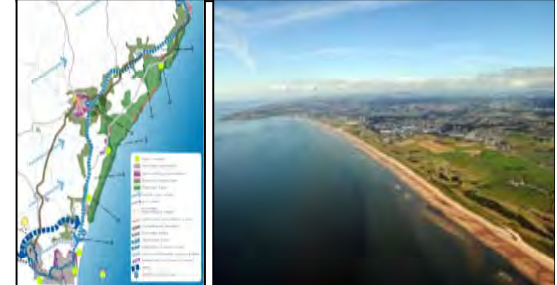
## Investment Funds

- Work with partners to increase availability of capital to allow companies to become globally competitive
  - Scottish SEED Fund
  - Scottish Co-investment Fund
  - Scottish Venture Fund
  - Scottish Investment Bank

AFRC



Energetica



BioQuarter



SECC Arena



Dunee Central Waterfront



# SE MEASUREMENT FRAMEWORK

OBJECTIVES	PRIORITIES (For 2011-12)	ACTIVITIES	OUTPUTS	OUTCOMES	IMPACTS
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**GLOBALLY COMPETITIVE COMPANIES**  
 Increase company growth, by addressing key drivers like exports and innovation  
 Support companies to develop world class leadership  
 Attract new inward investment

**Renewables:** Delivering N-RIF, ITREZ, with action to build the supply-chain, attract investment and stimulate innovation  
  
**Internationalisation:** Addressing Scotland's key opportunities in global markets, by increasing exports and inward investment.

**Helping businesses grow, through:**

- Improved strategy & leadership
- Innovation
- Internationalisation
- Investment
- Business efficiency

Key sector growth opportunities achieved.  
  
 Progress with major projects (performance monitoring)

**GLOBALLY-COMPETITIVE SECTORS**  
 Identify and address major opportunities in our key sectors  
 Help industry grow by taking advantage of these opportunities

**Growth Companies**  
 Working intensively with companies that have disproportionate potential for growth and impact

**System Level Activities**

- Supply of Investment capital
- Commercialisation
- Infrastructure development
- Transition to a low carbon economy

Companies helped to raise their growth via:

- Internationalisation
- Innovation
- Leadership & Strategy
- Investment & Grants
- Business Efficiency

**Increase in:**

- Business revenues
- Employment
- Productivity

**GLOBALLY COMPETITIVE BUSINESS ENVIRONMENT**  
 Help develop appropriate business infrastructure  
 Work with partners to increase risk capital  
 Support Scotland's transition to a low carbon economy

**Innovation:** Realising global competitive advantage in our key sectors by addresses an important driver of productivity and growth

**Capacity Building:**

- Industry Leadership
- Talent attraction
- Market Intelligence and Fore-sighting
- Networks, connections, and learning journeys
- Knowledge generation, exchange and application
- Collaborations and partnerships

New inward investment projects secured  
  
 Business infrastructure utilised  
  
 Risk capital Supplied/ Leveraged  
  
 Key opportunities relating to Low Carbon achieved

**Reduction in:**

- Business costs
- CO<sub>2</sub> emissions

