



# Executive summary

The UK's tech sector has demonstrated significant growth and resilience from 2019 to 2023, with substantial equity investments and the development of tech hubs across the country.

The UK stands strong as a hub for technology innovation, marked by the continuous growth in new company formations since 2013. Whilst London has significant concentration of existing high-growth tech companies, the innovation landscape extends nationwide, with several clusters contributing notably to the dynamic ecosystem. Leeds, Oxford, and Cambridge stand out, elevated by the close partnerships between business and academia. These world-leading institutions are instrumental in cultivating fertile ground for technological advancements on a national and global scale.

The widespread locations of tech hubs beyond London provides an opportunity for clustering and regional specialisation. Edinburgh's high-growth companies lead in fields such as biotech and artificial intelligence. Bristol is another burgeoning tech hub, particularly in robotics and aerospace technology.

In 2023, the UK's tech sector demonstrated resilience when navigating a challenging funding environment. Despite a collective 27.2% drop in total equity investment for private UK firms between 2022 and 2023, some regions resisted the trend. Yorkshire and the Humber and Wales were among the regions that registered an upward trend in funding activities between 2022 and 2023, with a 19.9% and 8.74% growth respectively. Moreover, there was a significant increase in grant funding across half of the 12

constituent countries and regions of the UK. It is important to note that the investment trends observed across 2020 and 2022 were unusual. Government support plays a vital role in supporting the UK tech ecosystem, as underscored by our survey involving 2,500 UK tech workers. A large majority recognise the benefits of initiatives such as Innovate UK and investment schemes like SEIS and EIS. Innovate UK has the highest positive rating at 45.5%, signifying strong approval of their efforts to stimulate technological innovation and growth within the sector.

The UK Science and Technology Framework, unveiled in March 2023, sets forth a list of actions to set the stage for the UK to become a top global tech player by 2030¹. These actions encompass a range of initiatives, from tackling industry challenges to enhancing digital infrastructure. To address the skills gap, the Department for Science, Innovation and Technology (DSIT) launched a communications campaign to promote government-funded Skills Bootcamps in high-demand digital fields like software development, data analytics, and cybersecurity.

Opportunities in digital transformation, artificial intelligence, and clean energy technologies, present great potential for the UK to strengthen its position in the global tech landscape. These technologies present an opportunity for the UK to foster growth and competitiveness on a global scale.



# Introduction

The number of active companies in the UK's technology sector has consistently increased since 2019. This expansion of the sector extends beyond London, fostering the development of technology hubs throughout the country. These hubs play a vital role in attracting investment and supporting the development of ecosystems for startups and scaleups.

Andrew Roughan, CEO at Plexal, says, "The UK tech ecosystem is undergoing an exciting evolution, which has challenges but also opportunities ahead. With emerging technologies advancing at pace, the launch of a world-first from Britain, like the Al Safety Summit, is one example of how we can demonstrate leadership on the global stage. This is increasingly important to ensure the UK's position as a science and tech superpower in the next six years."

Globally, technology sectors are developing, fueled by rapid advancements in artificial intelligence, machine learning, blockchain, and other cutting-

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edge technologies. The UK's tech sector in particular has a strong emphasis on research and development, bolstered by its universities and research institutions. Despite the sector's role in generating substantial employment opportunities, 2023 witnessed a downturn with the loss of many tech jobs worldwide.

Manchester is another exemplary case of how a regional city can evolve into a tech hub. Katie Gallagher OBE, chair of the UK Tech Cluster, emphasises the role of Manchester within this landscape: "Manchester's tech sector is a testament to the city's resilient and innovative spirit. It has become a beacon of technological advancement and a hub for tech talent, significantly contributing to the UK's position on the global tech stage." This sentiment highlights how Manchester has embraced technological innovation, attracting both startups and established companies to the city. Alisdair Gunn, Director at Glasgow City Innovation District, echoes a similar narrative for Glasgow, highlighting the city's growing significance within the UK's tech ecosystem. "Glasgow is emerging as a significant player in the UK's tech ecosystem, with our Innovation District fostering collaboration between academia, business, and the public sector."

Wales is rapidly establishing itself as a pivotal centre for technology, showcasing significant expansion and expertise across diverse fields. Mark John, cofounder and Director of Tramshed Tech, highlights this progress: "The technology sector in Wales has surged by 83% since 2010, reaching an estimated value of £8.2b by 2022." He further elaborates on the dynamic creative industries sector, where Wales outshines as a major hub of creative output and talent in the UK, second only to London. This is propelled by the support from leading sector organisations like Media Cymru, Ffilm Cymru, and Creative Wales.

lan Browne, Managing Director of the National Digital Research Centre (NDRC) based in Dogpatch Labs underscores the importance of supporting early-stage ventures, "More North and South initiatives are being proposed to connect the startup ecosystems of both the UK and Europe with Northern Ireland at the core. The NDRC's mission is to invest in and support digital startups that have the potential to scale internationally. Our success stories underscore the UK and Ireland's capability to produce world-class tech companies."

Irene Graham OBE, CEO, ScaleUp Institute said,
"Science and tech businesses are a key segment of
the scaleup landscape. ScaleUp Institute research
shows that the building of clusters and hubs are critical
enablers of scaling businesses, alongside access to

skilled talent and growth capital accessed locally."

Looking ahead, the trajectory of the UK's tech sector appears promising. With the government's increased focus on digital skills, research and development (R&D) tax credits, and initiatives aimed at encouraging investment in tech startups, the ecosystem is poised for sustained growth. Additionally, the UK's departure from the European Union presents both challenges and opportunities. While it necessitates the renegotiation of trade, it also offers a chance to redefine the UK's role in the global tech landscape, forging new partnerships and reinforcing its status as a global tech leader.

The report is focused on the UK tech ecosystem as of December 2023. To qualify as a tech company for this report, the business must fall within the 'technology' classification developed by Beauhurst.



# England

## Tech company population

England's tech sector declined in most metrics between 2022 and 2023. This decrease largely reflects the adverse macroeconomic conditions impacting the high-growth ecosystem, signalling a challenging period for startups and scaleups alike.

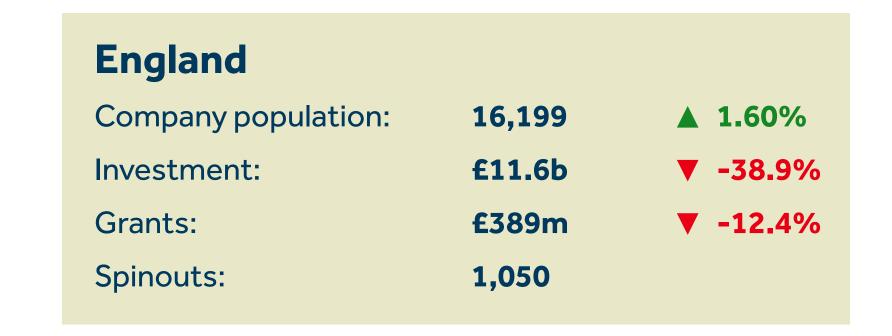
Investment declined by 38.9% in 2023 to £11.6b. Despite this, some businesses, such as SumUp, secured notable equity investments (£244m) in 2023. This suggests that although overall equity funding has decreased, some investors continue to invest significantly in this sector despite a more challenging economic backdrop.

Spinouts comprise 6.48% of England's active tech population. In 2023, these companies secured £1.34b across 297 deals, contributing to 11.6% of the total equity raised in the sector.

With 4,556 active companies, SaaS ranks as

England's top subsector. This dominance underscores the versatility of SaaS platforms operating across fintech, artificial intelligence, and e-commerce industries.

Fintech (1,527) and financial services (976) are popular subsectors for English tech businesses. Companies operating within fintech have collectively raised £22.3b over the past five years via 3,086 fundraisings. Checkout. com raised a significant £730m in January 2022. The Hackney-based firm develops software that allows businesses to process online payments in multiple currencies. Pharmaceuticals is among the top sectors by number of active companies in England. The number of companies in this life sciences sector has grown by 116% over the last decade, from 359 in 2014 to 777 in 2023.







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The map presents data on the active and dormant tech company population in 2023. Percentage changes are derived by comparing statistics from 2023 with those from the preceding year (2022). The spinout population data is accurate up to the end of December 2023.

London

Investment:

**Grants:** 

Spinouts:

Company population:

# London

# Tech company population

London's tech sector has experienced a decline against most metrics between 2022 and 2023. The region's company population grew by 2.15% over the past year, with a total of 7,567 active and dormant tech companies. This relatively positive growth compared to other regions highlights London's enduring appeal as a global tech hub, even in the face of economic challenges.

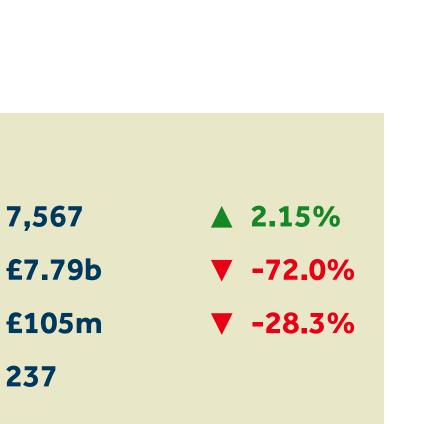
Investment into London-based tech companies totaled £7.79b in 2023, declining by 72.0% from 2022. This substantial reduction in investment reflects a significant market adjustment amid changing economic conditions. Grant funding also decreased by 28.3%, amounting to £105m. This reduction in grant funding might challenge the sector's smaller companies and startups that compete for such funding, to help advance their research and development.

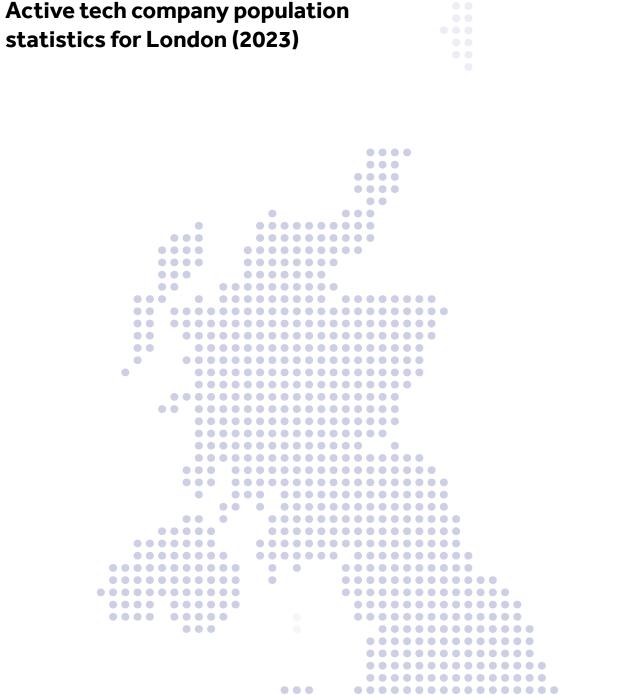
Despite these financial downturns, London maintains a strong innovation output with 237 academic spinouts. This includes Synthesia, a spinout from University College London that develops Al video generation software. The company secured £71.4m in June 2023, which included notable international investors including Google Ventures. It has raised £121m in equity funding via six deals to date.

7,567

£7.79b

237





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The map presents data on the active and dormant tech company population in 2023. Percentage changes are derived by comparing statistics from 2023 with those from the preceding year (2022). The spinout population data is accurate up to the end of December 2023.

# South East

## Tech company population

The active company population has risen slightly by 0.95%, with 2,421 companies now operating within the region. This modest growth indicates a resilient tech ecosystem in the South East, capable of maintaining stability amidst turbulent economic conditions.

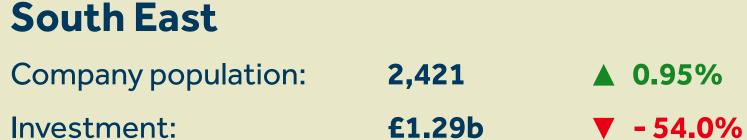
Equity fundraisings totalled £1.29b in 2023, reflecting a substantial decrease of 54.0%. This includes Envisics, which creates advanced holographic head-up displays (HUDs) that show data directly in a car driver's line of sight, overlaying information on the road ahead. The Milton Keynesbased company raised £83.9m in equity funding during March 2023. Despite the drop in equity fundraising, the South East has experienced a positive swing in grant funding, up by 21.2% to £100m in 2023.

The South East (231) is home to the second-

largest number of academic spinouts in any English region. The University of Oxford contributes to a remarkable 55.0% of the total spinout population, with a total of 126 companies. This includes Oxford Quantum Circuits, which develops quantum computing technologies to enable transformative data processing solutions across various industries. Oxford Quantum Circuits received the largest single deal in 2023, with £78.7m.







**Grants:** £100m **1** 21.2%

Spinouts: 231

The map presents data on the active and dormant tech company population in 2023. Percentage changes are derived by comparing statistics from 2023 with those from the preceding year (2022). The spinout population data is accurate up to the end of December 2023.

# London

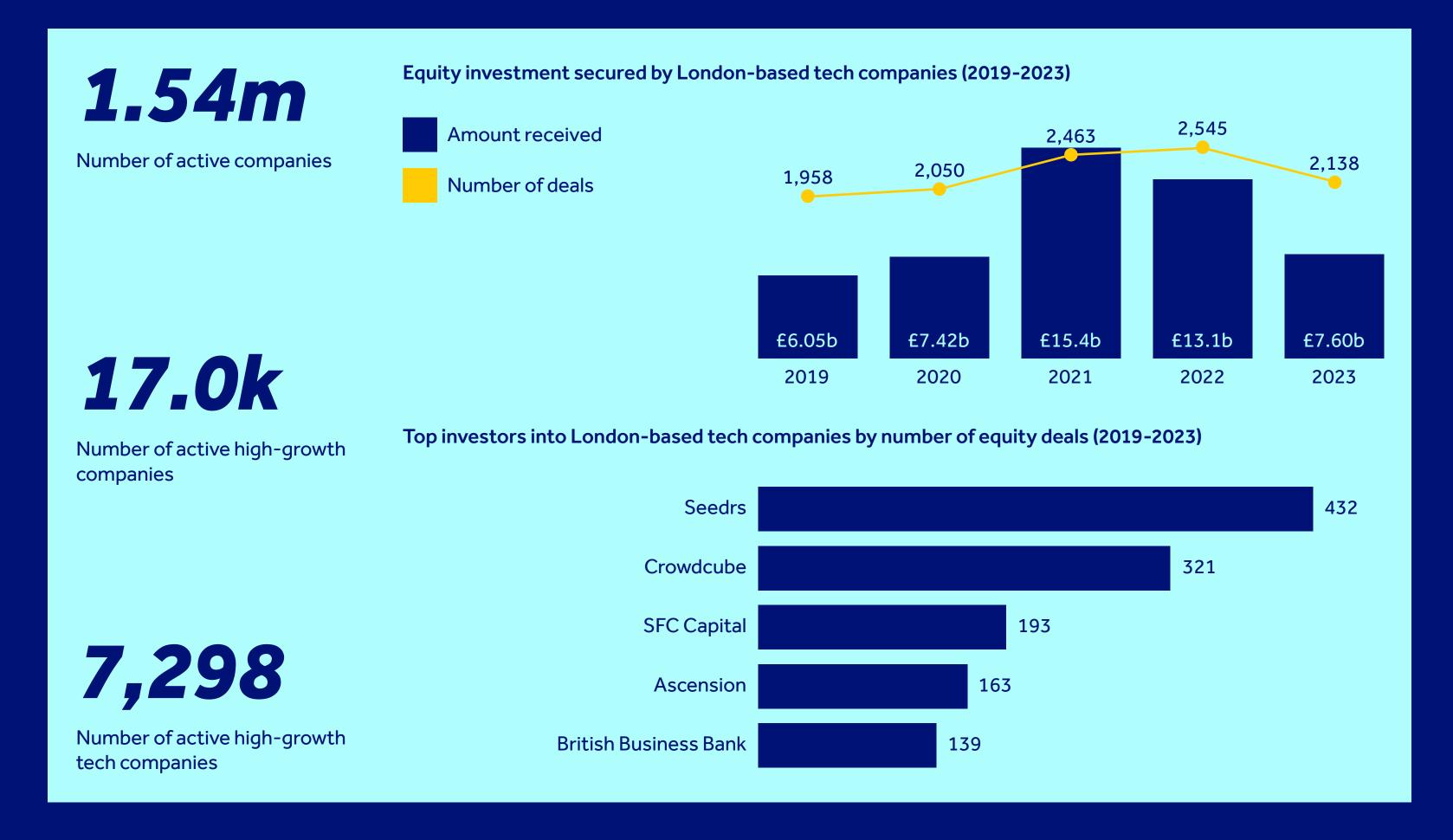
### Investment overview

Between 2019 and 2023, London's tech sector witnessed a robust influx of equity investment, totalling £49.6b across 11,154 fundraisings. Investment activity reached its highest level in 2021, with £15.4b raised across 2,463 funding rounds. Despite a significant decrease in equity funding between 2022 and 2023, London received significantly more investment than any other city in the UK. The city's strong performance in attracting equity investment is bolstered by its reputation as a global financial and political hub.

Over the five-year period, the most significant fundraising event involved OneWeb, which secured a £941m round in March 2019. The company develops broadband systems and operates satellites designed to provide global internet access. In September 2023, OneWeb merged with Eutelsat, a French satellite operator.

Crowdfunding platform Seedrs emerged as the most active investor in London's tech landscape, participating in 432 deals. This fundraising method remains popular among tech startups, as it allows individual investors to support early-stage ventures

that may be too risky for institutional investors. It therefore serves as a vital funding source for these businesses.



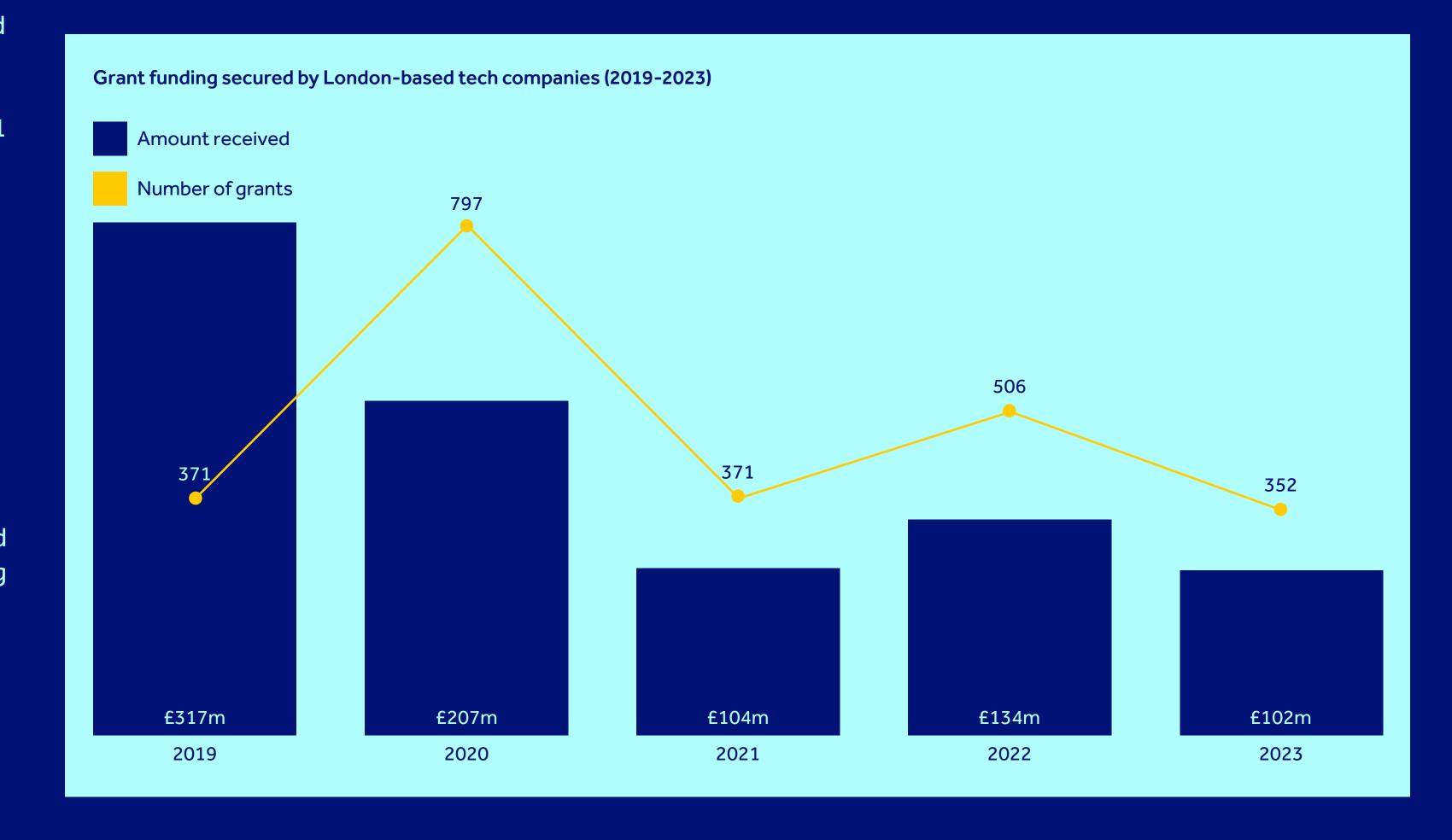


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# **London**Grant funding

Active London-based tech companies were awarded £863m in grant funding between 2019 and 2023. There were 2,397 grants awarded to high-growth companies during this period. Of these grants, 2,101 (87.7%) were issued by the UK's innovation agency, Innovate UK. In total, Innovate UK awarded £447m worth of grant funding to these companies between 2019 and 2023. Starling Bank is the recipient of the largest grant awarded to a tech company in London. The Tower Hamlets-based challenger bank was awarded £100m by the Capability and Innovation Fund in 2019.

ClearBank has also been a recipient of a large amount of grant funding. It was awarded two separate grants in 2019 and 2020, worth £60.0m and £25.0m, respectively. The Southwark-based clearing bank aims to increase efficiency in the banking industry by speeding up payment processing.









# Oxford

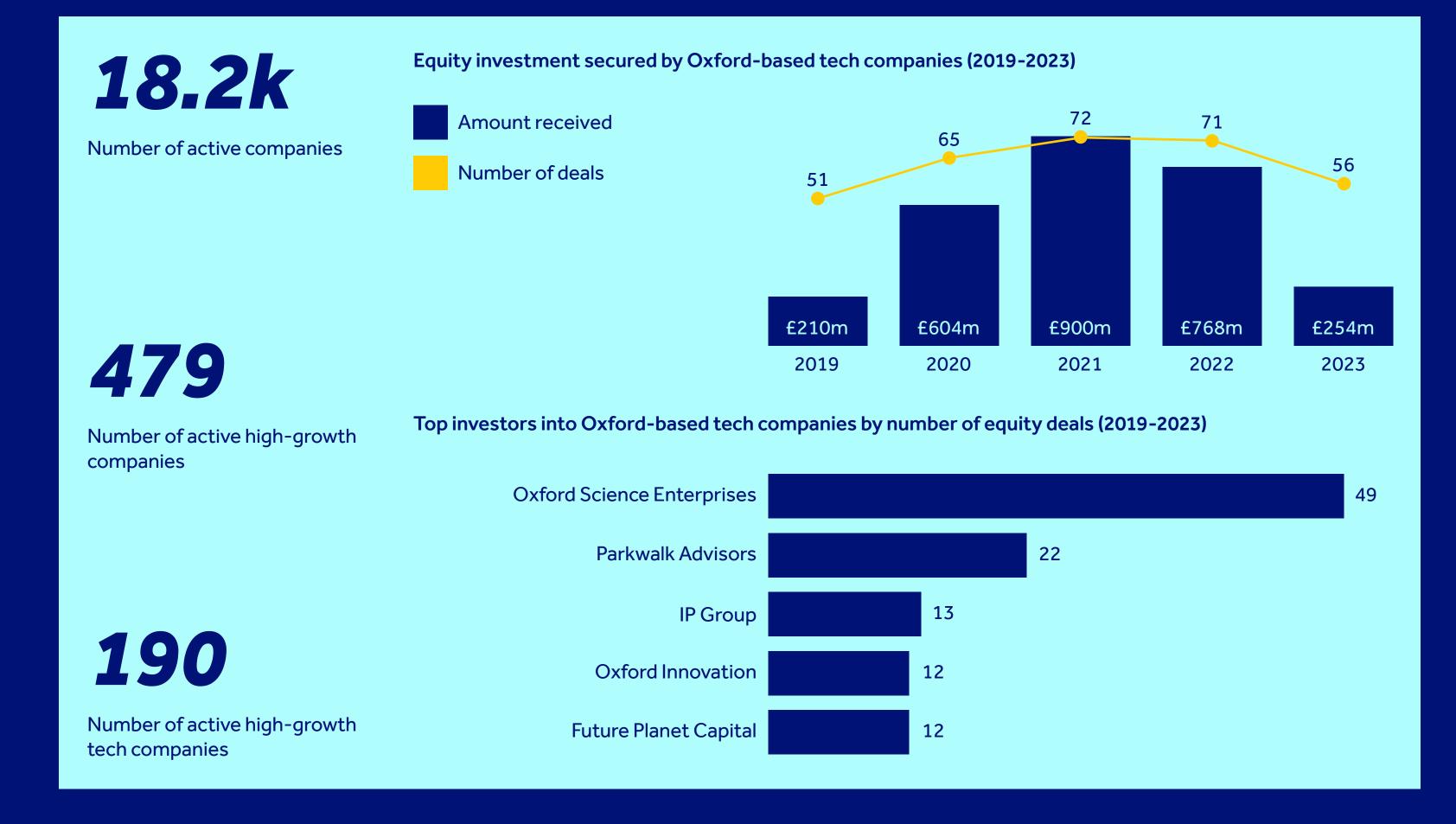
### Investment overview

Between 2019 and 2023, Oxford's tech sector secured a considerable £2.74b in equity investment across 315 funding rounds, positioning it as the leading UK city for equity raised outside of London. Funding volumes surged in 2021, with a total of £900m distributed across 72 deals. That year also featured the largest single fundraising during the five year period, with Oxford Nanopore Technologies securing £195m in equity funding.

Oxford Science Enterprises (OSE), formerly known as Oxford Sciences Innovation, stood out as the most active investor between 2019 and 2023, participating in 49 deals. The organisation acts as the technology transfer and innovation arm of the University of Oxford, playing a key role in transforming the institution's cutting-edge research into successful high-growth businesses. Its investments have further bolstered the development of the city's tech sector, underpinning

its position as a thriving technology hub.

The success of Oxford's tech sector is not solely due to its funding opportunities, but also stems from the support offered by the university's world-class research. Facilities such as the Oxford University Begbroke Science Park enable researchers and businesses to conduct R&D. This environment fosters innovation and encourages the translation of research into commercial success.





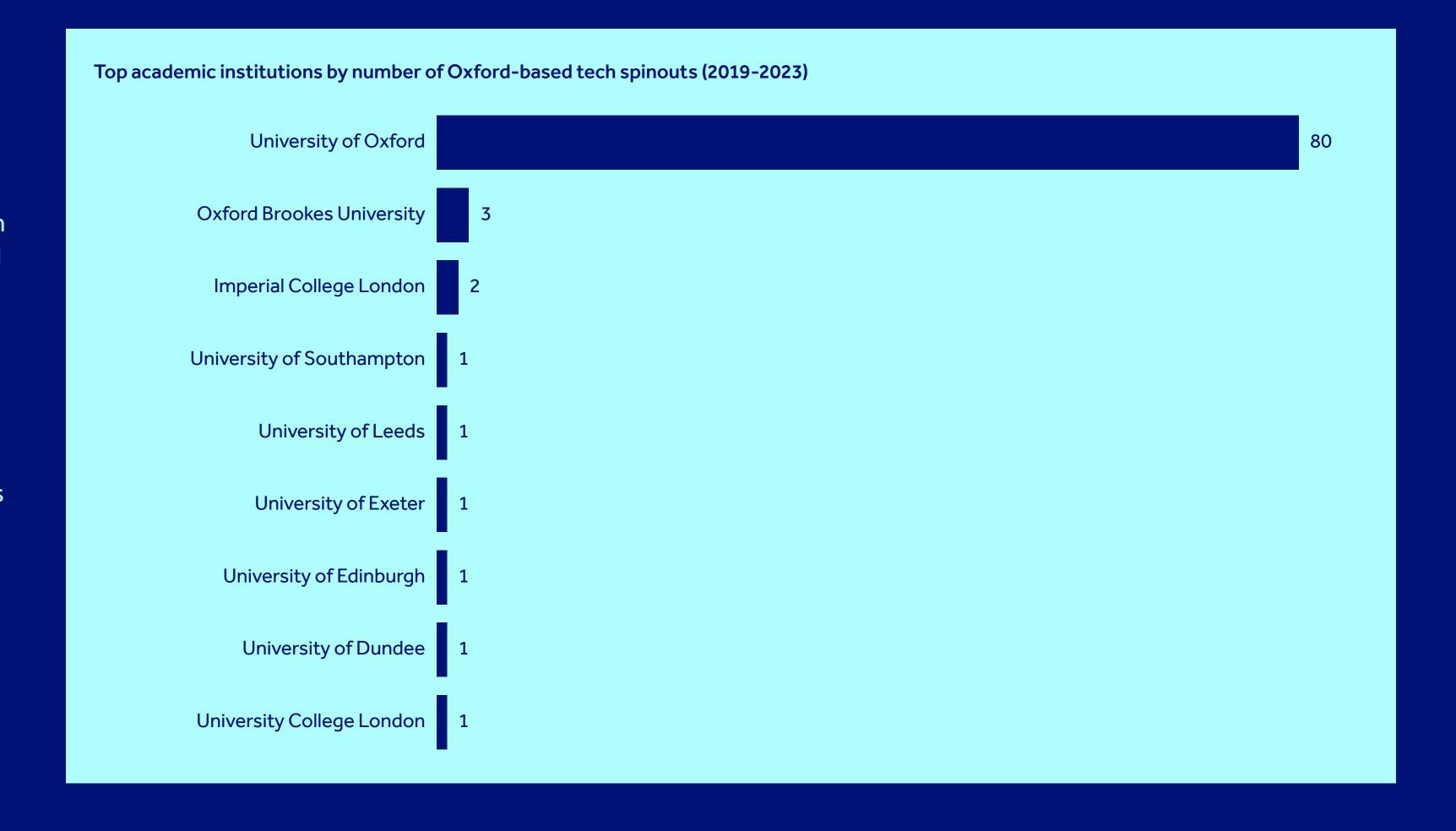
# Oxford

## Academic spinouts

There are 190 active high-growth tech companies headquartered in the city of Oxford. Out of these companies, 47.8% have spun out of an academic institution, underscoring the significant role academic institutions play in fostering innovation and entrepreneurship. Unsurprisingly, of the 91 spinout companies in the region, 80 (87.9%) of them have spun out from the University of Oxford. Oxford Brookes University has also contributed to the ecosystem by creating three spinouts, showcasing the broader academic community's engagement with the tech sector.

Oxford Nanopore Technologies spun out of the University of Oxford in 2005. The company develops a range of portable DNA and RNA sequencing devices, and underwent a £350m initial public offering (IPO) in September 2021. Prior to its IPO, Oxford Nanopore Technologies raised a total of £856m in equity funding, including a large £195m

round in May 2021. This deal was the largest fundraising ever by a UK spinout with support from various investors including IP Group, M&G Investments, and Singapore-based firm Temasek.









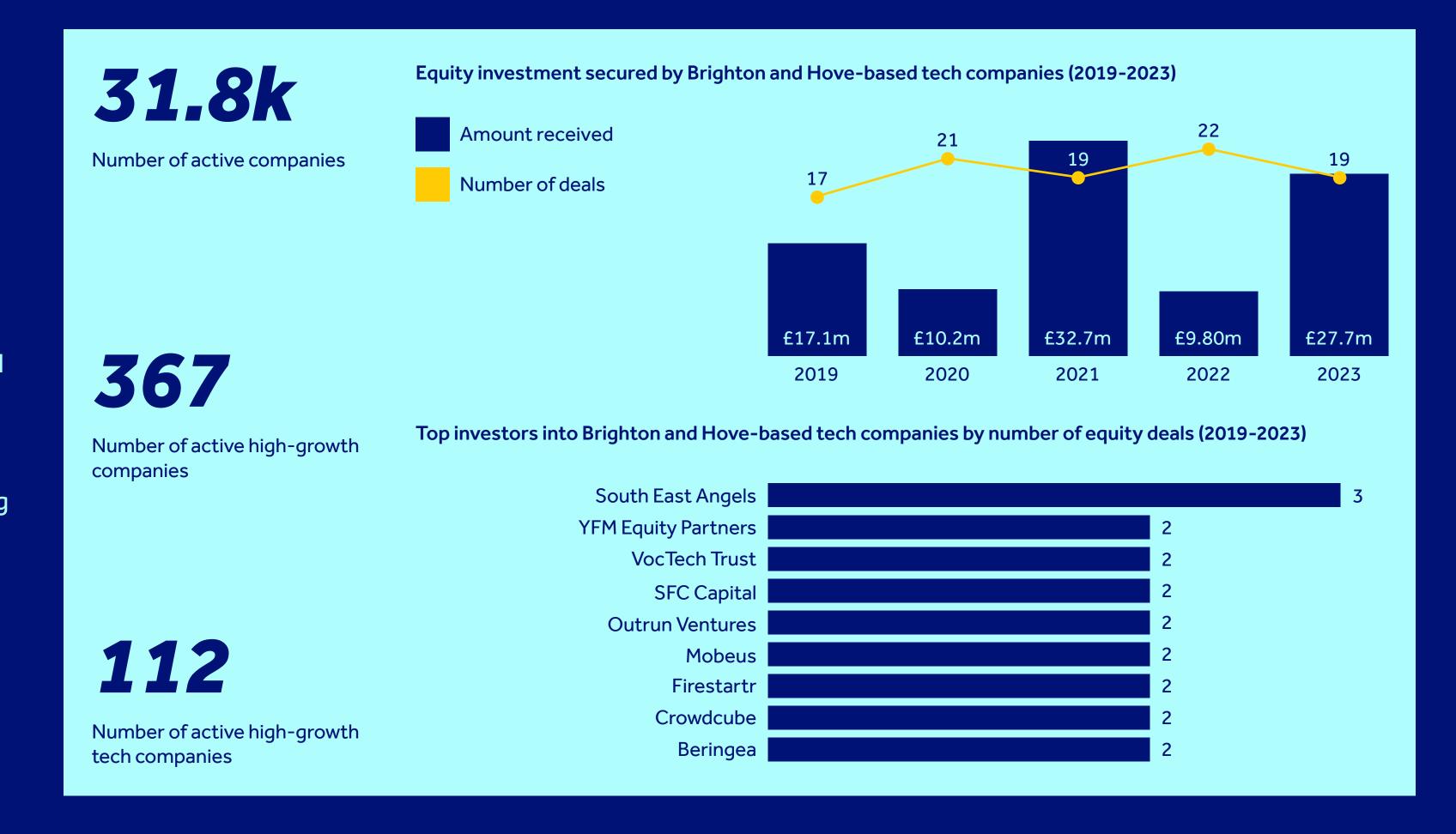
# Brighton and Hove

### Investment overview

Between 2019 and 2023, companies in the tech sector in Brighton and Hove attracted £97.5m in equity investment across 98 fundraisings. Investment volumes were the highest in 2021, with tech firms securing £32.7m via 19 deals. MBP secured the three largest fundraising deals across the period, with the highest round totalling £24.5m. This single deal contributed to 74.9% of the total equity raised in 2021. The company operates an online marketplace for the resale and distribution of photo and video equipment, and to date has secured £50.6m in equity funding across five deals.

South East Angels emerged as the most prolific investor in the region's tech companies, participating in three deals. Despite the relatively small number of transactions, their involvement highlights the importance of angel investors in supporting tech companies in Brighton and Hove. Companies in its portfolio include Sprie, an augmented reality

platform for 3D visual commerce. The firm has raised £430k via three funding rounds since its incorporation in 2011, with South East Angels providing follow-on investment to fuel its development.





# Brighton and Hove

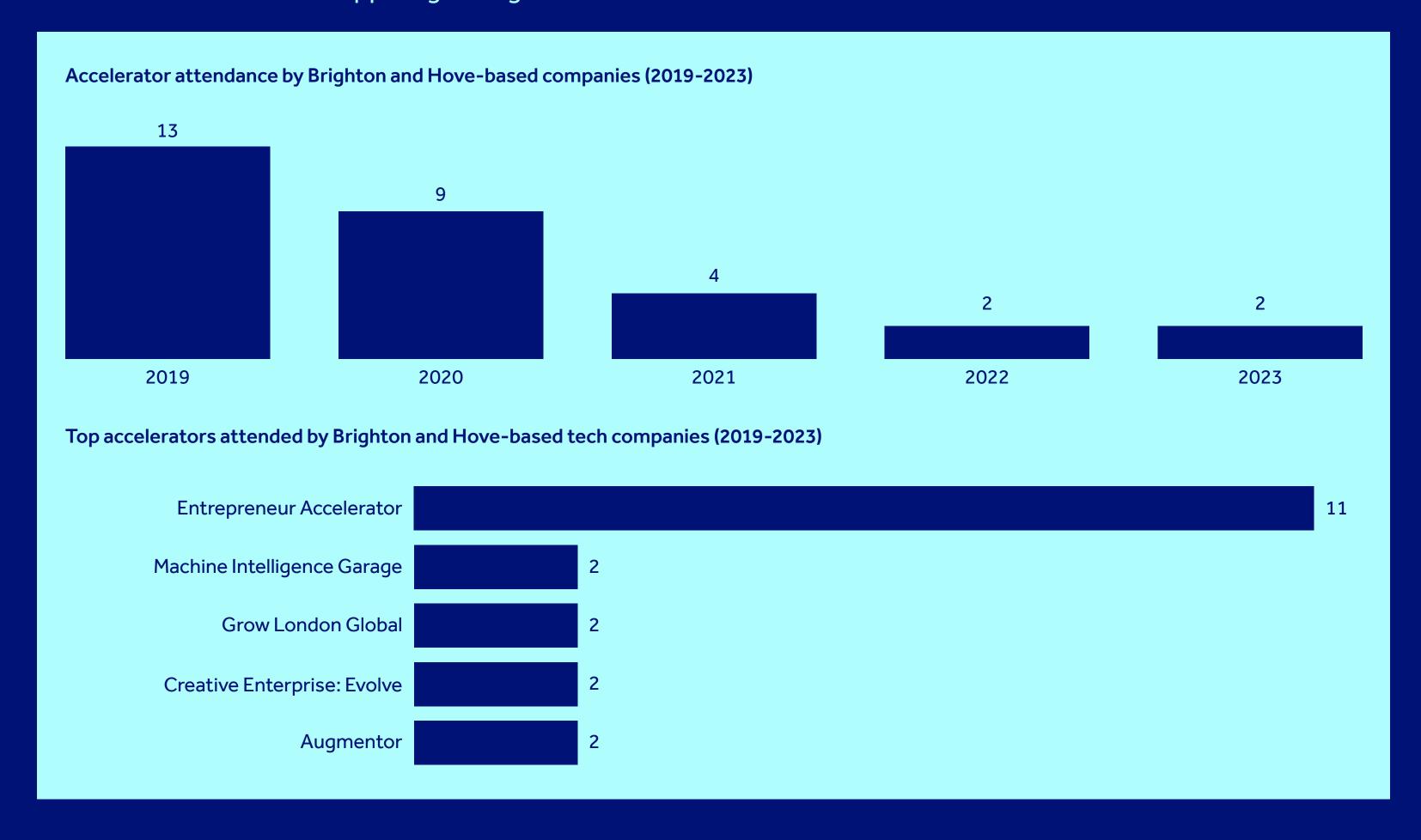
### Accelerator attendances

The year 2019 was the most common year to attend an accelerator, with 13 company participations. However, this number has since declined, possibly due to the impact of COVID-19. The pandemic likely shifted priorities and funding towards different support mechanisms, as businesses navigated the challenges posed by global lockdowns and economic uncertainties. Hosting in-person events may also have proved difficult with the restrictions at the time.

The Entrepreneur Accelerator was the highestattended accelerator programme by companies based in Brighton and Hove, accounting for 36.7% of all accelerator attendances between 2019 and 2023, with a total of 11 company participations. The free accelerator programme is managed by NatWest, and aims to support entrepreneurs in scaling their businesses. Tech businesses in Brighton and Hove may receive further support via the Invest4 grant fund, an initiative funded by the European Regional Development Fund (ERDF). The Brighton and Hove City Council administer this fund with the aim to support growing and

**London & South East** 

established businesses in the Coast to Capital area. This area covers West Sussex, Brighton & Hove, and parts of East Surrey.





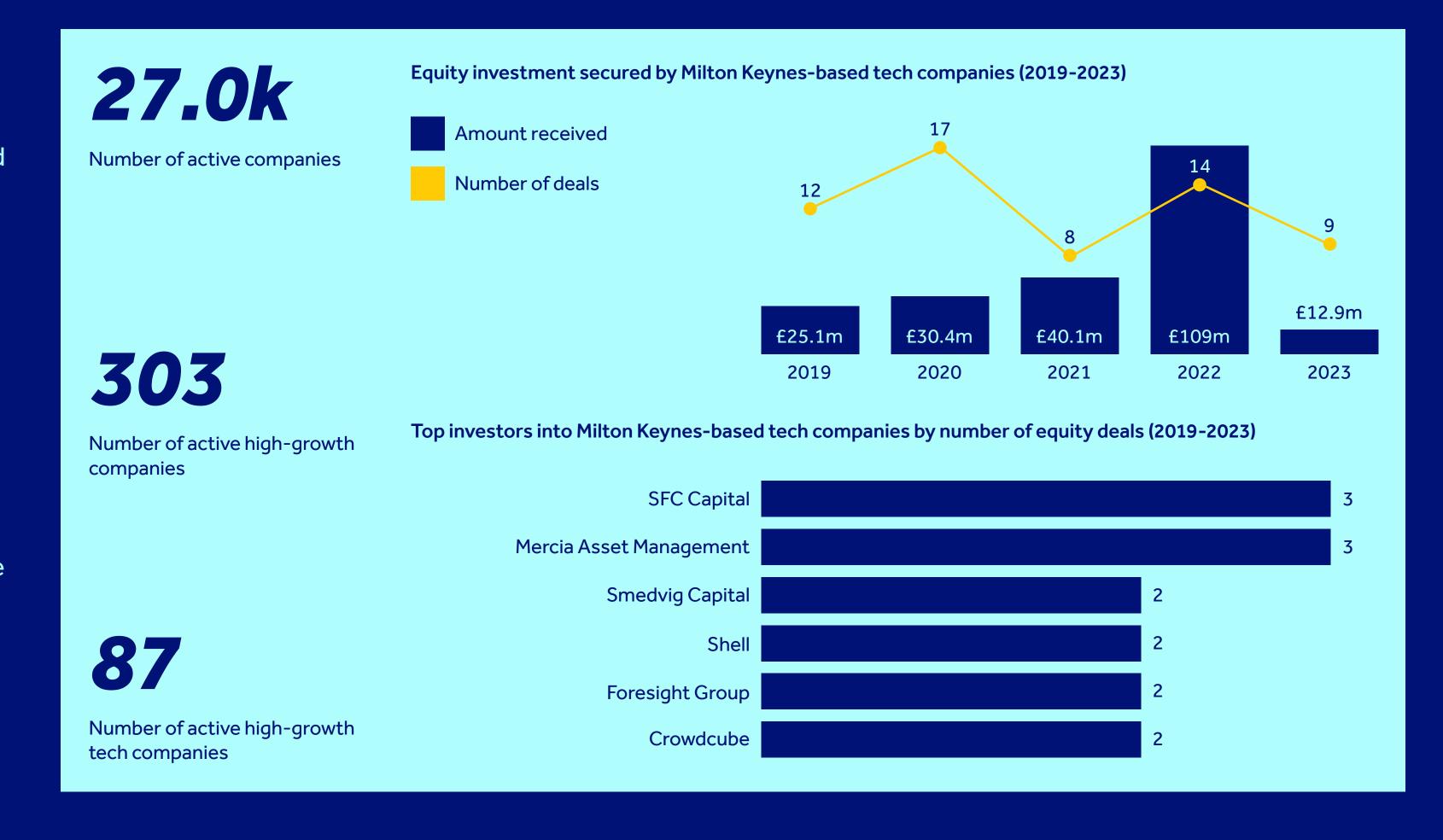
# Milton Keynes

### Investment overview

Milton Keynes' tech ecosystem is vibrant, with a notable number of active companies. From 2019 to 2023, the tech sector in Milton Keynes witnessed a significant increase in equity investment, totalling £218m across 60 fundraisings. The city has attracted investment nationally and internationally, with top foreign investors including US-based GM Ventures, South Korean Hyundai Investments, and German fund DEG Invest.

Investment volumes skyrocketed in 2022, with tech firms in the city securing £109m. This value featured several large deals, including a £50.9m funding round by Contract Sentinel. The company operates a platform which centralises a business' outsourcer and online service provider. This deal in July 2022 contributed to 46.7% of the total investment volume in 2022.

SFC Capital and Mercia Asset Management emerged as the most prominent investors in Milton Keynes' tech scene, with both having participated in three deals.





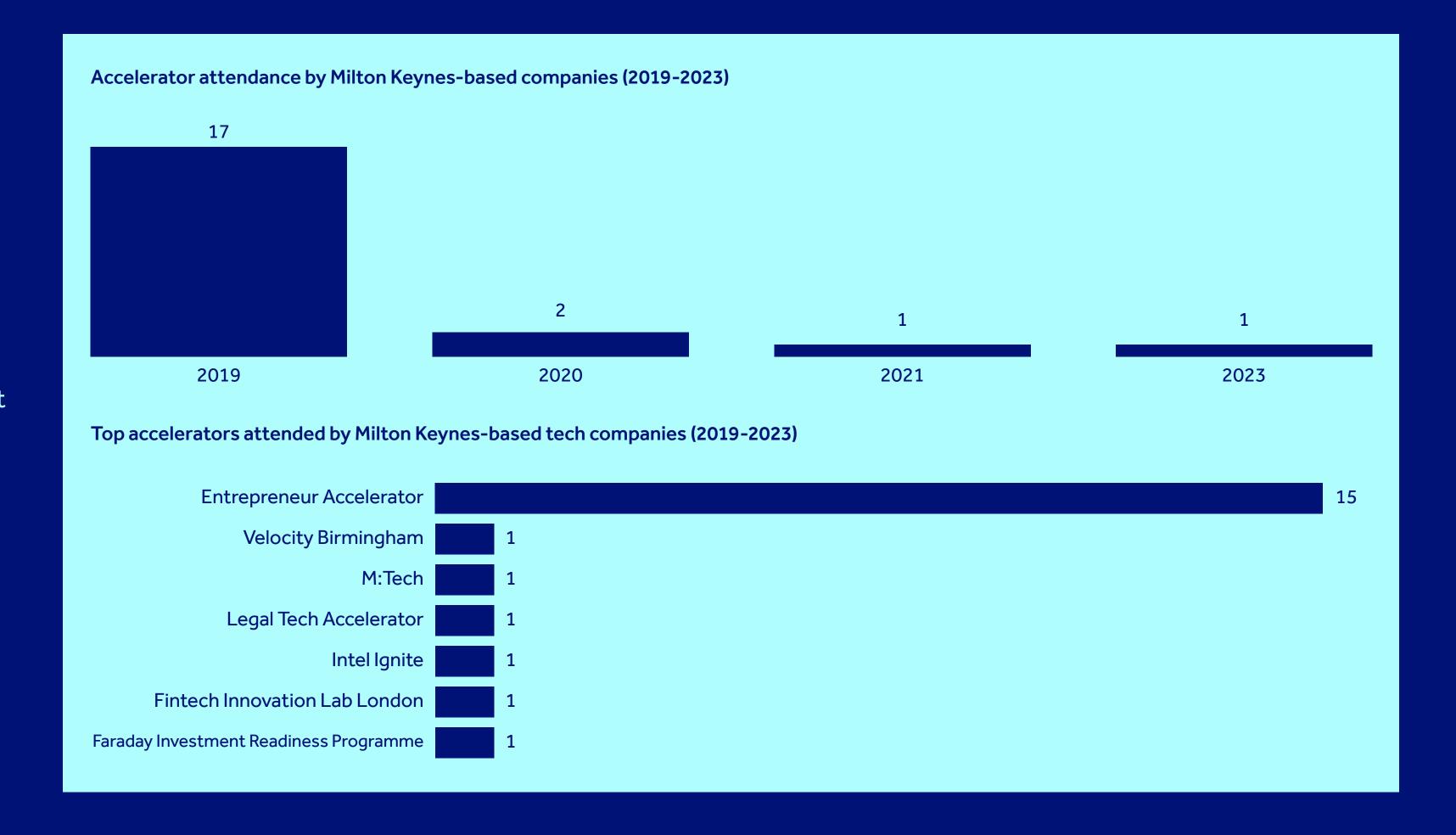
# Milton Keynes

### Local support nodes

Attendance peaked in 2019, with a total of 17 participants. In 2019, 88.2% of these businesses attended the Entrepreneur Accelerator, a free accelerator programme delivered by NatWest to support entrepreneurs in scaling their businesses. Participants included Find Others, a platform that aims to help make large class action lawsuits more accessible and manageable for claimants and solicitors.

Milton Keynes benefits from a robust support network for businesses, as evidenced by key support nodes such as the South East Midlands Local Enterprise Partnership (SEMLEP)'s Growth Hub, which extends business support services across the South East Midlands. The city is renowned for its active business community due to its strategic positioning between key cities such as London, Birmingham, Oxford, and Cambridge. Organisations such as the Milton Keynes Chamber of Commerce

play a pivotal role in its business ecosystem, providing direct support to SMEs, as well as delivering networking events for local businesses.



About







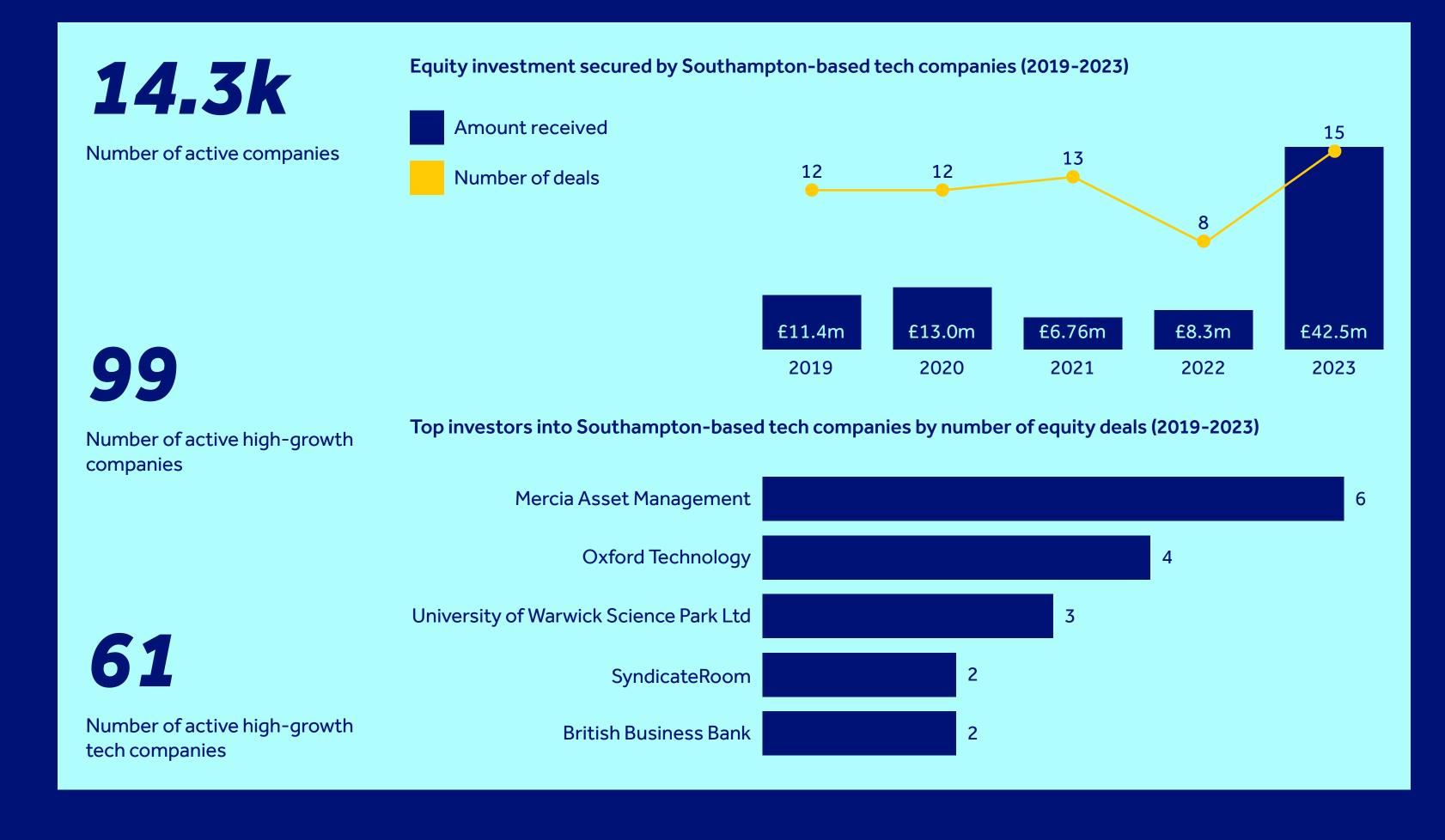
# Southampton

### Investment overview

Between 2019 and 2023, companies in Southampton's tech sector secured a total of £82.0m in equity investment via 60 fundraisings. Notably, in 2023, funding volumes surged to five times the previous year's figures, totalling £42.5m. This surge was significantly influenced by a single deal involving AccelerComm, a developer of semiconductor technology for wireless communications, which alone attracted £21.5m. This round in May 2023 represented over half (50.6%) of the total investment secured that year. Excluding this deal, equity funding volumes into tech companies in Southampton averaged £12.1m over the five-year period. Despite this, the sector still witnessed a surge in investment volume and number in 2023 than in previous years.

IP Group emerged as the most active investor in Southampton's tech scene, with a total of six deals into Southampton-based tech companies. The

group manages a number of funds dedicated to providing venture capital to IP-rich firms emerging from its university partnerships. In 2017, it acquired Parkwalk Advisors, the UK's most active investor into university spinouts.





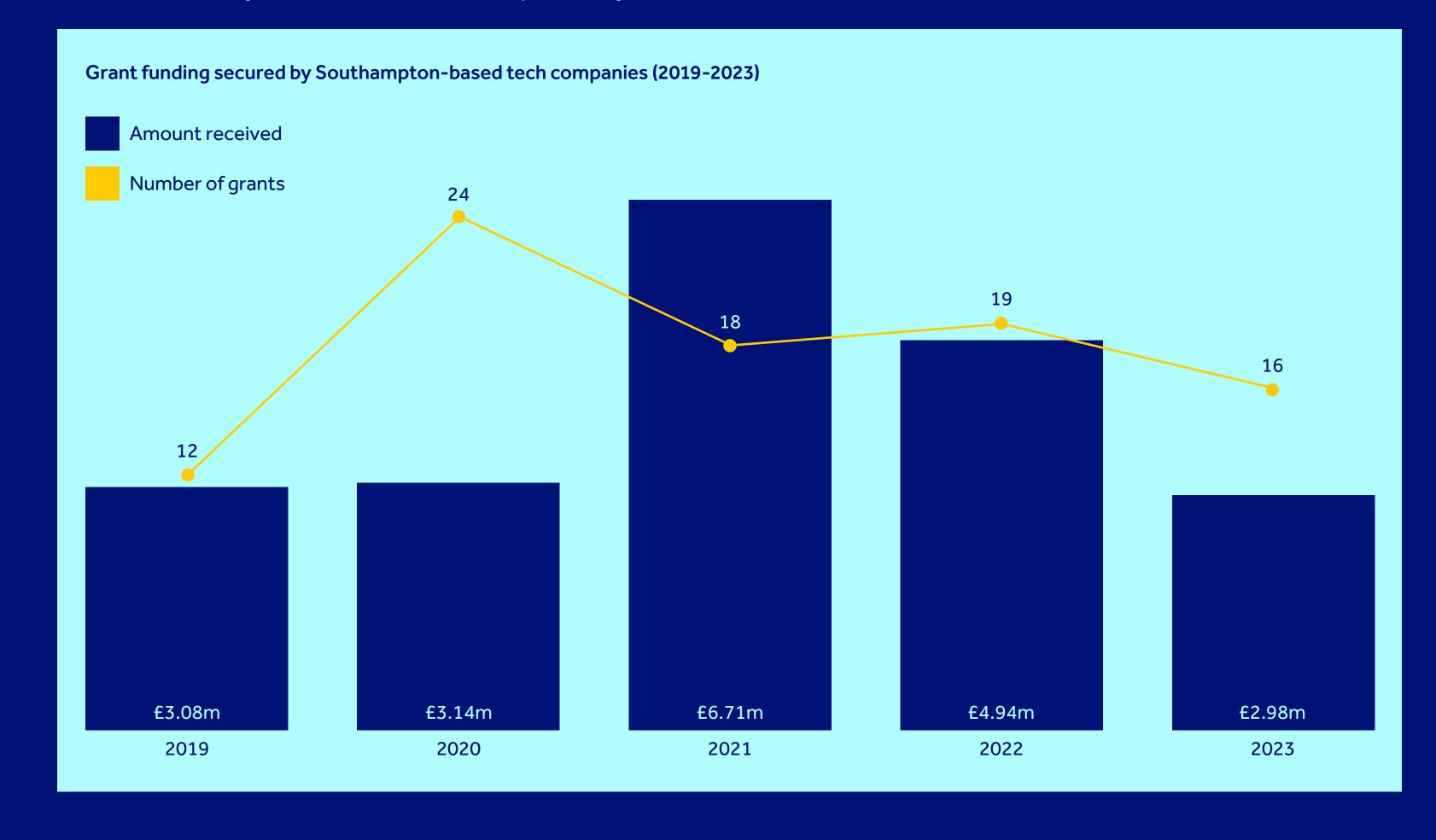
# Southampton Grant funding

Between 2019 and 2023, tech companies based in Southampton collectively secured £20.9m in funding via 89 innovation grants. Whilst the level of grant funding remained consistent during this period, there was a notable increase in the number of grants awarded in 2020, reaching a total of 24. This surge is likely linked to the additional financial support provided during the COVID-19 pandemic. In 2021, the value of grant funding peaked at £6.71m, distributed across 18 grants. Among these were substantial innovation grants awarded to Utonomy (£1.34m) and Lifelight (£1.23m).

Southampton boasts a large support network for businesses at different development stages. A cornerstone in this ecosystem is the University of Southampton, a founding member of the SETsquared partnership, alongside the universities of Bath, Bristol, Exeter, and Surrey. This collaboration provides incubation and acceleration programmes

tailored to research-driven enterprises. Additionally, organisations such as the Ocean Village Innovation Centre deliver specialised support to the local business community. In collaboration with entities such as Solent University and DNAsix, Southampton City

Council offers funding and bespoke guidance, underscoring its commitment to nurturing the city's business landscape.









# London and South East England Survey stats

Among the respondents working for companies in the Greater London and South East England regions:

18.8%

highlighted international markets as their companies' primary concern.

70.0%

recognised a scarcity of suitable talent within the UK tech industry.

22.4%

noted that the limited talent available due to geographical location presents the largest opportunity for UK tech.

23.9%

cited restricted access to resources and funding as the primary deterrent for young individuals considering entrepreneurship.

71.7%

felt that public or local grant-funding initiatives effectively supported their local ecosystem.





# Ourreports

Barclays Eagle Labs in partnership with Beauhurst has delivered a series of thought leadership reports to support the UK tech sector. The reports covered topics ranging from engineering, and artificial intelligence, to the challenges faced within the technology sector, around hiring practices and the need for specific skills.

**Survey statistics** 



Decrypting the UK's high-growth quantum technology companies



Unlocking access to ecosystems



Unlocking Investment: Trends for highgrowth companies, H1 2023



Exploring the UK's engineering biology companies



A review of the UK's semiconductor clusters



Unlocking the UK's tech talent potential



Understanding the UK's high-growth artificial intelligence companies



Impact, environmental and social signals in startups and scaleups







# Methodology

Beauhurst identifies high-growth startup companies using eight triggers (outlined on this page) that it believes suggests a company has high-growth potential. More detail on Beauhurst's tracking triggers is available via its website. Additionally, to qualify as a tech company for this report, the business must fall within the 'technology' classification developed by Beauhurst.

### **Active companies**

"Active" companies refers to companies that have an active or dormant Companies House status. The term excludes companies that have exited via an IPO or acquisition.

### **Equity investment**

To be included in our analysis, any investment must be:

- Some form of equity investment
- Secured by a UK company
- Issued between 1 January 2013 and 31 Dec 2023.

### Announced and unannounced fundraisings

An unannounced fundraising is an investment made into a private company that is completed without press coverage or a statement from the recipient company or funds that made the investment. These transactions are an integral part of the UK's high-growth economy, accounting for around 70% of all equity transactions.

4. The institution has the right (via an options or warrants contract) to purchase shares in the company at a later date.

### **Grant funding**

A company that has met our innovation grant trigger is one that has formally accepted a grant offer for a specific innovation project. The project's primary focus must be fostering 'New to the market' innovation, as opposed to other aims such as job creation. The grant must have been received between 1 January 2013 and 31 Dec 2023.

### **Academic spinouts**

We define an academic spinout as a company that meets condition 1 and at least one condition out of 2-4:

- 1. The company was set up to exploit IP developed by a recognised UK university or research institution (this is broadly in line with the Higher Education Statistics Agency's (HESA) definition of a spin-off)
- 2. The institution owns IP that it has licensed to the company
- 3. The institution owns shares in the company

High growth triggers Equity Academic investment E High-growth Scaleups lists Major grant Accelerator recipients Management Buy-outs/ Venture debt Buy-ins

# Barclays Eagle Labs

Barclays Eagle Labs is a growing national network that provides business incubation, dedicated growth programmes, mentoring as well as co-working, and office space for ambitious high-growth businesses.

By cultivating a community of like-minded entrepreneurs and providing a collaborative work environment, access to peers, and opportunities to maximise growth through digital connections and growth programmes, curated events, and funding opportunities, Eagle Labs is able to help startups to grow at pace.

Eagle Labs also specialises in positively disrupting key industries by bringing together key corporate players, industry bodies, leading universities, and startups to enable rapid innovation and investment, by asking them to collaborate and currently have dedicated lawtech, healthtech, energytech and agritech industry-aligned programmes.

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With various Eagle Labs dotted all across the UK and many more in the pipeline, our focus is to help to connect, educate, inspire, and accelerate ambitious UK businesses and entrepreneurs.

Find out more at labs.uk.barclays.

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We have pulled together the resources in this document for you to help with your independent research and business decisions. This document contains opinions from independent third parties and link(s) to third party websites and resources that we (Barclays) are not providing or recommending to you.

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# Beauhurst

Beauhurst is a searchable database of the UK's high-growth companies.

Their platform is trusted by thousands of business professionals to help them find, research and monitor the most ambitious businesses in Britain. They collect data on every company that meets our unique criteria of high-growth; from equity-backed startups to accelerator attendees, academic spinouts and fast-growing scaleups.

Beauhurst's data is also used by journalists and researchers who seek to understand the high-growth economy, and powering studies by major organisations – including the British Business Bank, HM Treasury and Innovate UK – to help them develop effective policy.

For more information and a free demonstration, visit beauhurst.com

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