



Market Report

A Snapshot of your Marketing Sector

Chemical and Life Sciences

This pack has been designed to provide information on setting up a business in the **Chemical and Life Sciences** industry in Scotland, as well as helping to inform the market research section of your business plan. You can find more information on how to write a business plan from the Business Gateway website (www.bgateway.com/businessplan), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **April 2026**.

What do I need to know about the Chemical and Life Sciences market?

The following summary statistics have been taken from market research reports and reliable resources that the Information Service uses to compile industry information. They should give you an indication of how your industry is faring at present and whether there is demand for your type of business:

- ◆ **Life sciences contribute around £10.5 billion in turnover to Scotland's economy**, supporting more than **46,000 jobs**. The sector covers human, animal and plant sciences, including pharmaceuticals, health tech, agritech and animal health, aquaculture and industrial biotechnology and bio-based manufacturing. Driven by around 750 enterprises, it has **grown in turnover by over 10% year-on-year during the past decade**. Scotland's Life Sciences **aims to be a £25 billion sector by 2035**. (Life Sciences in Scotland, *Life Sciences Strategy for Scotland 2035 Vision*, November 2025). (www.lifesciencesscotland.com/life-sciences-strategy-for-scotland).
- ◆ The **UK life sciences market was valued at \$89.6 billion in 2020 and is expected to reach \$136.2 billion by 2028**, growing at a CAGR of 5.4% from 2021 to 2028. (BIS Research, *Global Medical Devices Market - Analysis and Forecast, 2021-2028*).
- ◆ The UK biotechnology industry grew by 6.3% in **2025 to reach a value of \$127,663.4 million**. In **2030**, the UK biotechnology industry **is forecast to have a value of \$173,641.8 million**, an increase of 36% since 2025. Medical/healthcare is the largest segment of the biotechnology industry in the United Kingdom, accounting for 70.6% of the industry's total value in 2025. The **UK accounted for 50.9% of the European biotechnology industry value in 2025**. (GlobalData Explorer, *United Kingdom – Biotechnology*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ The UK chemicals market shrank by 2% in **2025 to reach a value of \$54.1 billion**. In **2030**, the UK chemicals market **is forecast to have a value of \$65.4 billion**, an increase of 20.7% since 2025. Commodity chemicals is the largest segment of the chemicals market in the UK, accounting for 56.6% of the market's total value in 2025. The **UK accounted for 6.7% of the European chemicals market value in 2025**. (GlobalData Explorer, *United Kingdom – Chemicals*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ It is estimated that the revenue of manufacture of **chemicals and chemical products** in the United Kingdom amounted to approximately **US\$16.88 billion in 2025**. (Statista, *Chemical Industry in the UK, 2025*)
- ◆ The national association for this industry is [Life Sciences Scotland](#). There are other industry bodies who may also be able to provide you with useful information: [The Royal Society of Chemistry](#); [International Organisation for Chemical Sciences in Development](#); [Scottish Life Sciences Association](#); [Life Sciences Organisation](#); [UK Bioindustry Association](#); and [The Association of British HealthTech Industries](#).

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Where can I find more information on my market?

The Information Service has access to a number of databases which can offer more detail on this industry. Some of these reports are listed below - if you would like to be sent extracts from any of these reports, please contact us on **0300 013 4753** or email info@bgateway.com.

- ◆ **GlobalData Explorer – United Kingdom-Chemicals (April 2026).** The chemicals market in the UK is experiencing significant expansion, with increasing demand across diverse sectors such as agriculture, automotive, pharmaceuticals, and construction. With the country's growing industrial base, key players are focusing on innovation, sustainability, and expanding their global footprint. Leading players such as Johnson Matthey, Croda, BASF, INEOS, and Victrex dominate the market. The sector is characterized by a strong presence of major companies in segments like petrochemicals, specialty chemicals, and agrochemicals, alongside emerging opportunities in green and renewable chemicals. (This content is reproduced under license from GlobalData PLC, Copyright 2026).

There are also a number of online resources you may find helpful:

- ◆ [The Chemical Industry Association](#) website has a page on their website which offers a statistical overview of the UK chemical industry and its contribution to the UK economy. There are also links to regional snapshots, which include one for [Scotland](#).
- ◆ The UK Government website publishes [annual data](#) for the Life Sciences sector. The report covers the research environment; domestic market; production environment; international collaboration; investment environment; and access to skilled labour. There's also a similar report produced for the UK [Bioscience and Healthtech](#) sector.
- ◆ [The European Chemical Industry Association \(CEFIC\)](#) also have a statistical overview of the European chemical industry, which focuses on slightly different measurement criteria like total industry turnover, spending, R&D investment, as well as looking at some of the trends and challenges facing the industry.
- ◆ **Scottish Enterprise** – offers some useful guides for the Life Sciences industry – [Supply and Demand Analysis Report](#) and [Life Sciences Accommodation Fit Out Guide](#), published 2026.
- ◆ **Capgemini Research Institute** – [The Connected Health Revolution, 2024](#) – “A large majority of life sciences organizations (63%) report having connected health products already on the market or under development. Moreover, there has been a significant increase in the perceived maturity of connected health enterprises, with around half of life sciences organizations indicating maturity in their approach. As connected health gains momentum as a segment, with increased adoption and more sophisticated offerings, revenues are also expected to rise. Regardless of the phase of development they are currently in, life sciences organizations anticipate connected health contributing an average of 22% to their total revenue by 2028, underscoring the preference given to connected health initiatives.”

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How can I find out about my competitors?

Business Gateway's online guide to [Competitor Analysis](#) explains how to find your competitors, how to research what they're doing and how to act on what you learn about them.

Immediate competition will be from other businesses in your local area. There are several online directories which can be used to find company information and generate lists easily and at no expense. Many Local Authorities also publish local business directories on the web. Below are some key web resources:

- ◆ General business directories such as [Yell](#) ,[Thomson Local](#) or [Google Maps](#)
- ◆ Trade specialists like [EuroPages](#) (European directory), [The Wholesaler](#) or [Free Index](#)
- ◆ Business to business (B2B) specialists such as [Kompass](#)

Likewise, your local Chamber of Commerce may publish a members' directory; find your local Chamber on the [Scottish Chambers](#) website.

Once you've identified who your competitors are, the next step is to gather information on the way they do business. Which services do they provide? How do they market themselves? How much do they charge?

To learn about your competitors:

- ◆ Look for articles or adverts in local newspapers, trade press and directories.
- ◆ Try to read their marketing material; if the company has an online presence, visit the company's website as a first port of call. Not only does it give you a better understanding of the company's activities, it can also offer a wealth of information such as a company history or staff biographies, as well as the company's partners or suppliers
- ◆ Search for information on limited UK companies via the [Companies House](#) website
- ◆ Gain an insight into your competitor's performance using credit checks and the accounts that limited companies are required to submit to Companies House each year.

We can provide credit checks free of charge; if you are interested in using this resource, or looking for us to help you find relevant publications, please contact us by emailing info@bgateway.com or by calling **0300 013 4753**



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What about suppliers?

[Choosing and Managing Suppliers](#) can help you decide what you need from a supplier, how to identify one and how to choose one to deal with.

Trade associations or industry specific organisations may also be able to recommend suppliers or contacts. You can also use the aforementioned resources for finding competitors to find suppliers.

Once you have decided on a supplier, we can run a credit check on the company to help assess their financial stability. We provide credit checks free of charge; if you are interested in using the resource please contact us on info@bgateway.com or by calling **0300 013 4753**.

Who are my customers?

Your business plan should include information about the customers you would expect. Business Gateway's guides on [Market and customer research](#) will help you to identify new trends, opportunities, customers and competitors.

It can be useful to group your customers by geographical location, age or lifestyle. The websites listed below are freely available and can provide most of this information. If you can't find what you're looking for from these websites, please contact us and one of the team will be happy to help:

- ◆ Access the latest population estimates from the [National Records of Scotland \(NRS\)](#). NRS also offers demographic factsheets for each council area in Scotland, which can provide summary statistics for the area you will be based in.
- ◆ Information from the most recent census in 2011 is released via the official website. See in particular the [Census Area Profiles](#). Clicking on your area of interest will give the latest population figures, including estimates by age.
- ◆ [Understanding Scottish Places](#) has interactive profiles of towns and cities across Scotland. It can be useful for understanding the interrelationships and flows between towns, and also gives comparisons between two or more places.
- ◆ [Scottish Government Statistics](#) provide accurate and up-to-date statistics on Scotland, covering population, health, education and housing.
- ◆ [The Scottish Household Survey](#) provides information on the structure, characteristics, attitudes and behaviour of Scottish households, both at a national and local level.
- ◆ [Office for National Statistics \(ONS\)](#) is the recognised national statistical body for the UK. ONS covers a wide range of demographic, economic and social issues at a UK level.



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How can you help me with other aspects of starting my business?

The Business Gateway website has guides, videos, online tutorials and tips on all aspects of starting up a business in Scotland. Follow the links below to explore each resource:

Accountancy

Institute of Chartered Accountants of Scotland's (ICAS) ["Find a Chartered Accountant"](#) tool

Funding

[Practical information](#) on finance and funding for starting and growing your business

Insurance

[Business insurance guide](#)

Legal Help

Gov.uk ["Licence Finder"](#) tool

Law Society of Scotland's ["Find a Solicitor"](#) tool

Pricing

Business Companion [Pricing & payment guide](#).

Please note: the most effective way to research pricing is to conduct your own research – visit wholesalers or suppliers to obtain price lists, find quotes from similar companies and work out what other businesses in your area are charging

Promotion

[BG guides to Marketing](#)

Training

[Skills Development Scotland's My World of Work](#)

[Funding for training](#)

[Small Business Bonus Scheme \(Scotland\)](#)

Your local Business Gateway can offer events, workshops and 1:2:1 support on all aspects of starting and developing your business. Call the helpline on **0300 013 4753** to find out what is available in your area.

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You must not rely on the information in the report as an alternative to advice from an appropriately qualified professional. If you have any specific questions speak to your Business Gateway Advisor or consult an appropriately qualified professional.

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