



# Market Report

A Snapshot of your Marketing Sector

## Bookkeeping

This pack has been designed to provide information on setting up a business in the **Bookkeeping** 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](http://www.bgateway.com/businessplan)), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **May 2026**

## What do I need to know about the Bookkeeping 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:

- ◆ The **global accountancy market grew by 4.31% in 2025 to reach a value of \$265.5 billion**. In 2030, the global accountancy market is **forecast to have a value of \$366.5 billion**, an increase of 38% since 2025. **Advisory is the largest segment** of the global accountancy market, accounting for 42.9% of the market's total value in 2025. (GlobalData Explorer, *Global - Accountancy*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ The **United Kingdom accountancy market grew by 4.5% in 2025 to reach a value of \$31 billion**. In 2030, the United Kingdom accountancy market is **forecast to have a value of \$39.4 billion**, an increase of 27.2% since 2025. **Advisory** is the largest segment of the accountancy market in the United Kingdom, accounting for **43.7% of the market's total value in 2025**. The United Kingdom accounts for 11.7% of the global accountancy market value in 2025. (GlobalData Explorer, *Accountancy in the United Kingdom*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ The latest [Future Ready Accountant Report](#) shows that **more than half of UK accounting professionals now use AI regularly, with 36% using it weekly and 24% using it daily**. This widespread adoption indicates that digital tools are moving from novelty to baseline expectation. ([Accounting Web, November 2025](#)).
- ◆ Under Companies House reforms, bookkeepers who file documents such as confirmation statements on behalf of their clients will **need to register as an Authorised Corporate Service Provider** with Companies House. This requirement is expected to come into force from **November 2026**. (Institute of Certified Bookkeepers, [News 2026](#)).
- ◆ Research published in 2026 by Dext has revealed that **31% of accountants and bookkeepers have encountered client mistakes on a weekly basis, caused by wrong or misleading AI-generated advice**. The most common errors included incorrect interpretation of business expenses, incorrect VAT claims or charges and payroll errors. Around two-thirds of businesses use public AI chatbots for advice before consulting their accountant. (CityAM, [Businesses are suffering financial losses from faulty AI advice](#), January 2026).
- ◆ The national organisation for this industry is [Institute of Certified Bookkeepers](#). Other industry bodies include [The Institute Of Accountants And Bookkeepers](#), [Financial Reporting Council](#), [Association of Accounting Technicians](#), [CPAA](#) Certified Public Accounts Association and [ICAS](#) Institute of Chartered Accountants of Scotland.

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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](mailto:info@bgateway.com).

- ◆ **GlobalData Explorer – Global – Accountancy (April 2026)**. The market growth over the forecast period is expected to be supported by the integration of artificial intelligence (AI), automation tools, app-connected bookkeeping platforms, and cloud-based accounting software. Firms are utilizing these innovations for tasks such as financial reporting, tax filing, and auditing, which not only reduce costs and time but also provide clients with more valuable insights, enhancing the effectiveness of accounting firms. For example, companies globally use platforms such as QuickBooks and Systems, Applications, and Products in Data Processing (SAP) to manage routine accounting tasks. (This content is reproduced under license from GlobalData PLC, Copyright 2026).
- ◆ **GlobalData Explorer – Accountancy in the United Kingdom (April 2026)**. The UK accountancy market is highly competitive, led by the Big Four firms, EYG, PwC, Deloitte, and KPMG. Despite offering similar services, these firms stand out by heavily investing in technologies such as artificial intelligence (AI), automation, and data analytics to improve efficiency and accuracy. Their focus on digital transformation, consulting, and sustainability services helps them meet evolving client needs. Additionally, the big four players are prioritizing environmental, social, and governance (ESG) consulting, cybersecurity services, and cloud-based solutions to stay ahead in the market. (This content is reproduced under license from GlobalData PLC, Copyright 2026).

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

- ◆ **Institute of Certified Bookkeepers: [Start a bookkeeping business](#)**. Advice and guidance for setting up a bookkeeping business, including a checklist for the first steps you need to take.
- ◆ **[Bookkeeping News | Accountancy Today](#)** Daily articles and news for the bookkeeping and accounting industry in the UK.
- ◆ Under the **Money Laundering, Terrorist Financing and Transfer of Funds Regulations 2017**, (known as the Money Laundering Regulations 2017 or MLR 2017) bookkeepers must have policies and procedures in place to check whether clients are laundering money through their businesses. See [Accountancy sector guidance for money laundering supervision - GOV.UK](#) and [Your responsibilities under money laundering supervision - GOV.UK](#)
- ◆ The [National Library of Scotland](#) provides free access to a range of [eResources for Scottish businesses](#). This includes access to IBISWorld reports such as: **Bookkeeping UK (October 2025)** and **Accounting & Auditing in the UK, (October 2025)**. Register for free access at [How to join | National Library of Scotland](#). The eResources include COBRA business opportunity profiles on the bookkeeping industry. These include key market issues and trends, trading, commercial and legal issues and legislation.

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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](mailto: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 [info@bgateway.com](mailto: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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**Updated by: Eleanor**

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