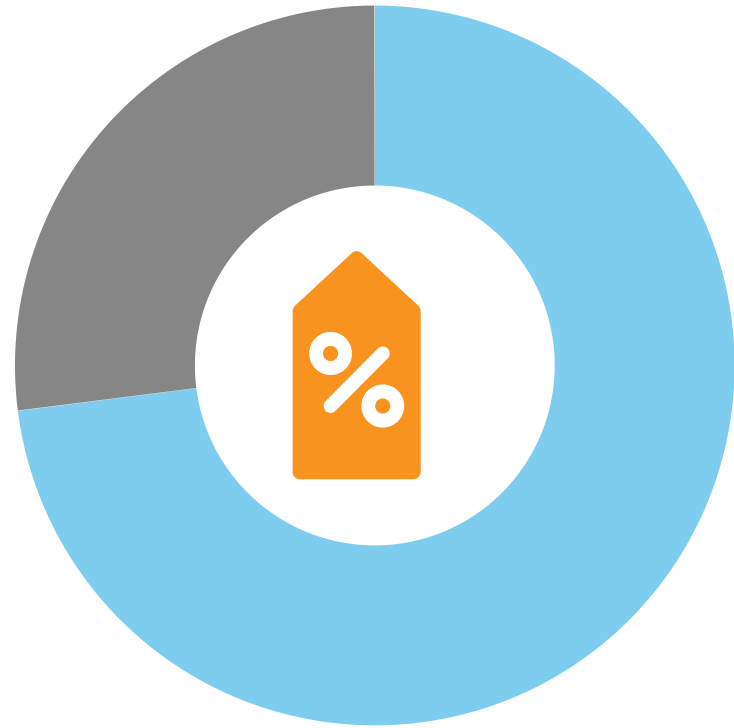


General Optical Council

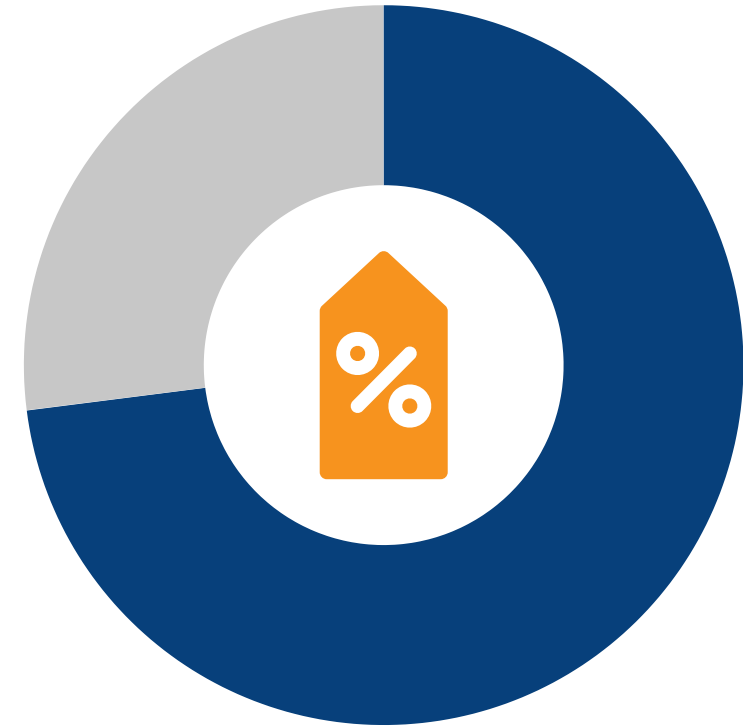
BUSINESS PERFORMANCE AND CHALLENGES

Business registrants research 2024



51%

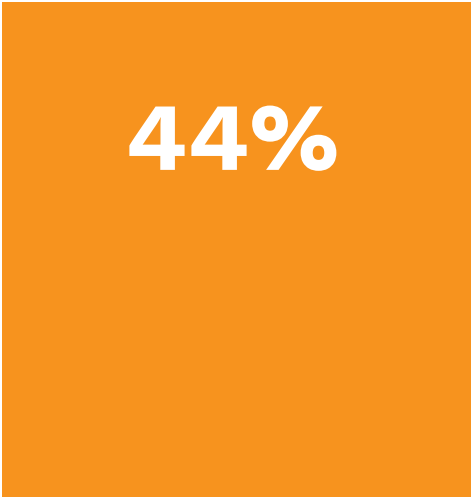
Of businesses **experienced growth** last year (*9% decline*)



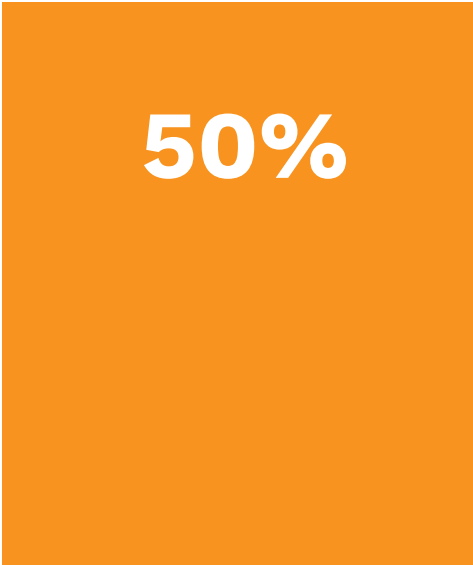
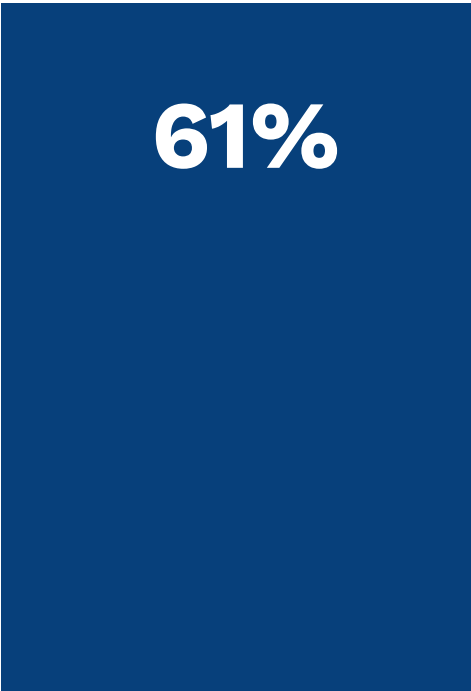
55%

Of businesses **expect growth** for the upcoming year (*7% decline/closure*)

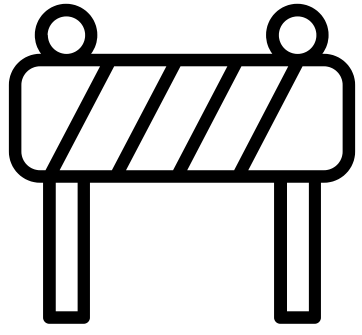
Multiples are more likely than **independent practices** to have experienced and to expect growth...



% of businesses that have grown over the last 12 months



% of businesses that are expecting growth over the next 12 months



Businesses find the greatest challenges to be... (% quite/very challenging)



89%

Rising costs due to economic conditions

88%

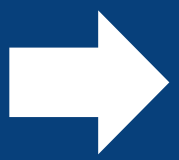
Increasing wage pressures

79%

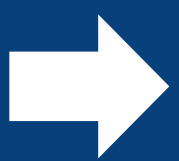
Government funding of sight tests

67%

Difficulties recruiting staff



63% Disagree that they can easily recruit **optometrists**



51% Disagree that they can easily recruit **dispensing opticians**



76%

Impact of cost-of-living crisis on patients

56%

Competition from online businesses



76%

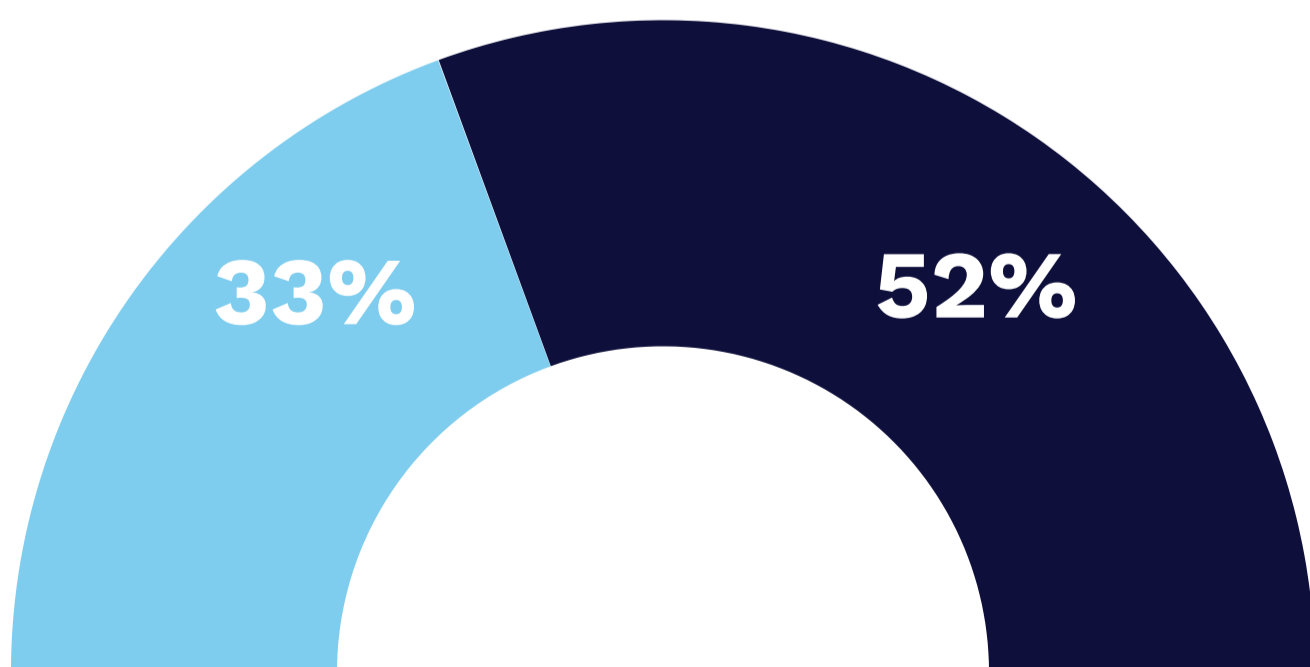
Of businesses have **used locums** at least **occasionally** over last year

35%

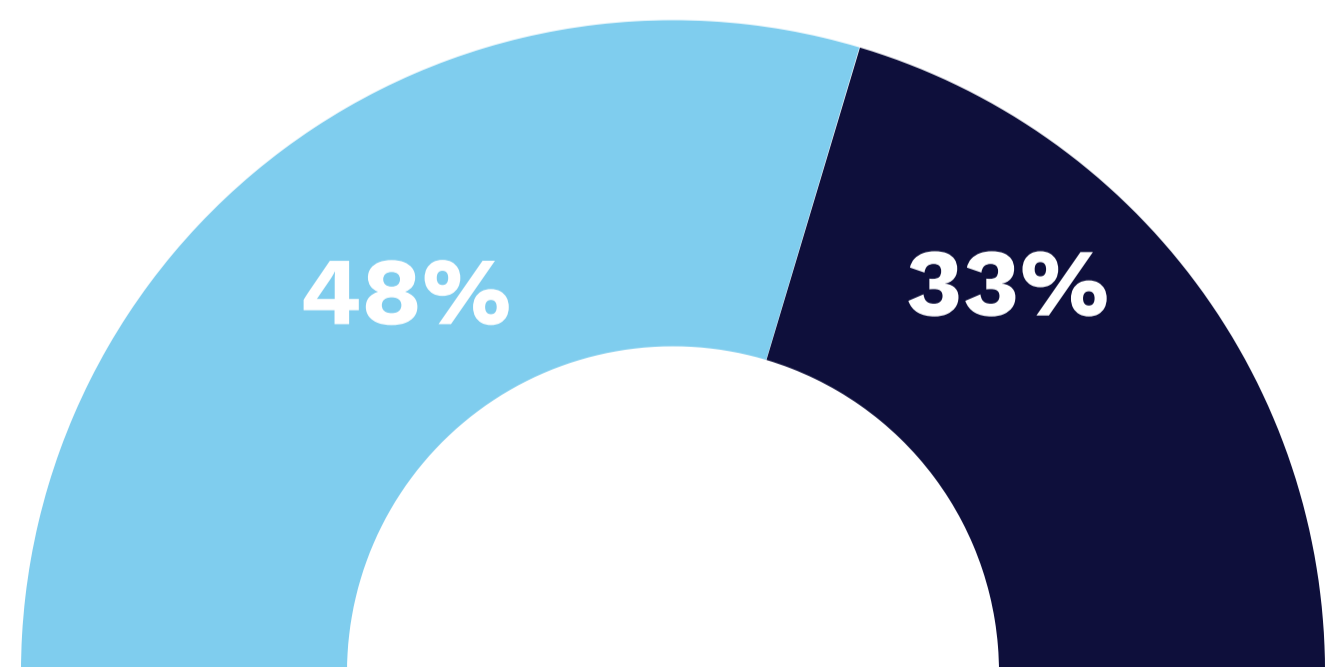
Have used them “**most**” or “**all of the time**”

Reasons for using locums vary by business structure...

Multiples



Independent practices



- As a positive choice to fit the business model
- Due to difficulties recruiting / retaining staff