

Top Track 100 press release

Thursday 23 June 2011



ANGLIAN WATER AND MARSHALL GROUP FEATURE IN LEAGUE TABLE OF BRITAIN'S BIGGEST PRIVATE COMPANIES

Anglian Water's profits of £709m are the fifth biggest among the companies in the latest **Sunday Times Deloitte Top Track 100**, published this weekend. Now in its tenth year, the league table ranks Britain's 100 private companies with the biggest sales.

The company is one of two in the league table that have their head offices in the East region. Together, they have made a significant contribution to the local economy, employing more than **11,000 staff**, with combined sales of almost **£2.3bn** and profits of **£740m**.

Anglian Water was taken private in late 2006 in a £2.2bn deal backed by Osprey Acquisitions, a consortium including Canadian and Australian institutional investors and private equity house 3i. Despite sales falling by 2% to £1.4bn, profits grew 7% to £709m in 2010, although debt remains considerable at £6.4bn.

Marshall Group, whose activities range from private jet chartering to aerospace engineering and car sales, climbed twelve places in the league table and increased sales 15% to £884m in 2010.

The companies feature on the league table alongside a host of high-profile brands. Forty-seven of the companies are backed by private equity, such as **Alliance Boots** and **Travellex**, and the remainder are owned by families, entrepreneurs, or management and staff, including **Virgin Atlantic**, **Clarks** and **Dyson**.

Biggest private companies in the East

National rank [2010 rank]	Company Activity	Location of HQ	Sales £m	Profits £m [‡]	Staff	Year end	Main shareholders
26 [26]	Anglian Water Group Water services provider	Cambridgeshire	1,396	709	6,642	Mar 10	CPPIB (33%), CFSGAM (32%), IFM (20%), 3i Group (15%)
53 [65]	Marshall Group Aerospace, motor retailer	Cambridge	†884	†30	4,533	Dec 10	Sir Michael Marshall, Robert Marshall and family trusts (71%), others (29%)

‡ Profits = EBITDA (Earnings before interest, tax, depreciation and amortisation)

† Draft, pro forma, or not yet filed at Companies House

Nigel Mercer, senior Partner of the Cambridge office of Deloitte, title sponsor of the league table, commented:

"Large private companies are playing an increasingly important role in the UK's economy, and it is great to see the East feature again in this year's league table."

"While current macroeconomic conditions leave no room for complacency, the featured companies have proved their resilience and adaptability, and they continue to make an invaluable contribution towards sustaining jobs and growth."

The national picture

Despite the recession, 78 of the 100 companies increased their sales from the previous financial year. Combined sales have grown since last year by 10% to **£175bn**, and profits (EBITDA) have risen 7% to **£17bn**. Although some of the companies on the table have struggled with financing problems since the onset of the credit crunch, and many still have significant debts, the underlying businesses remain resilient, and together, they employ **1,011,000 people**, more than 3% of the UK work force.

Most of the companies are headquartered in Greater London (31) and the Southeast (25), and nearly a fifth (18) have headquarters in the Midlands. The remainder are split as follows: Southwest (6), Northwest (7), Scotland (4), Northeast (4), East (2), Wales (2), and Northern Ireland (1).

The full findings will be published in a special 8-page supplement with the business section of **The Sunday Times** on 26 June and on www.fasttrack.co.uk.

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THE SUNDAY TIMES DELOITTE TOP TRACK 100**

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Notes for editors:

About the league table

Now in its tenth year, **The Sunday Times Deloitte Top Track 100** annual league table is compiled by Oxford-based research and networking events company **Fast Track**, and it is sponsored by **Deloitte**.

League table criteria

Companies are ranked by sales as reported in their latest available accounts, or more up-to-date figures as reported directly to Fast Track by the companies. Companies have to be registered in the UK, unquoted, and not subsidiaries. Companies may have their ultimate holding company offshore.

Companies with fewer than 100 employees are also excluded, as are not-for-profit companies, cooperative societies, member-owned buying groups, mutual societies, provident associations, and partnerships such as lawyers and accountants. The research was carried out by Fast Track between 1 March and 1 June 2011, and included visiting some of the companies.

About Deloitte

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About Fast Track

Fast Track has published league tables of top-performing private companies with **The Sunday Times** for the past 14 years, and its invitation-only events provide an opportunity for company directors and entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who holds an associate fellowship at Green Templeton College, Oxford University.

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