

Top Track 100 press release

Thursday 23 June 2011



FOUR YORKSHIRE BUSINESSES ON LEAGUE TABLE OF BRITAIN'S BIGGEST PRIVATE COMPANIES INCREASE SALES

Four Yorkshire companies feature in the latest **Sunday Times Deloitte Top Track 100** league table, to be published this weekend. Now in its tenth year, the league table ranks Britain's 100 private companies with the biggest sales.

All four businesses increased sales in their latest financial year, by a combined £321m to **£2.8bn**. They all contribute significantly to the regional economy, employing almost **10,000 staff** and generating total profits of **£748m**.

JCT600 reported that 2010 was its best ever year, with 16,000 new cars sold over the period. The family-run company operates 48 showrooms across northern England, selling brands from Audi, Volkswagen and Mini to prestige marques such as Porsche and Aston Martin. It increased sales by almost £150m in 2010 to £615m.

Kelda Group's main subsidiary is Yorkshire Water, which provides water and sewerage services to 4.7m people and 130,000 businesses in the region. Its sales grew 7% to £987m in 2010.

Keepmoat, which refurbishes public-sector homes, also grew its sales by £34m to £604m in 2010 despite challenging trading environment, while **DFS**, the sofa retailer, was helped by customers looking for bargains and competitors going out of business.

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 Yorkshire

National rank [2010 rank]	Company Activity	Location of HQ	Sales £m	Profits £m [‡]	Staff	Year end	Main shareholders
47 [49]	Kelda Group Water services provider	Bradford	987	581	3,358	Mar 10	Consortium comprising Citigroup, GIC, RREEF Infrastructure and Infracapital
85 [97]	DFS Upholstered furniture retailer	Doncaster	653	78	2,603	Jul 10	Advent International
94 [n/a]	JCT600 Car dealer	Bradford	615	18	1,312	Dec 10	Tordoff family and family trusts (100%)
95 [99]	Keepmoat Housing regeneration specialist	Doncaster	604	71	2,963	Mar 10	Caird Capital (20%), management (80%)

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

Martin Jenkins, Practice Senior Partner of Deloitte's Leeds office and Head of Corporate Finance in the Yorkshire and Northeast region at 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 Yorkshire 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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For further information please contact

Nick Britton, Fast Track on 01865 297014

Email: nick.britton@fasttrack.co.uk

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

With 12,000 people across the UK, Deloitte is renowned for its innovation, collaboration, industry expertise, and outstanding quality of client service. Our depth of talent across many disciplines allows us to deliver a total solution to our clients, whatever their size, location or need.

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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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