

# Top Track 100 press release

Thursday 23 June 2011



## FOUR COMPANIES IN SCOTLAND WIN PLACES ON NATIONAL LEAGUE TABLE OF BRITAIN'S BIGGEST PRIVATE COMPANIES

**Arnold Clark**, the car dealer, has jumped two places to No 13 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.

The league table features four companies that have head offices in Scotland. Together, they have made a significant contribution to the country's economy, employing more than **17,000 staff**, with combined sales of **£4.6bn** and profits of **£477m**.

**Arnold Clark** is now selling in excess of 200,000 vehicles a year, which it claims makes it "Europe's biggest privately-owned car dealer". The company has more than 145 branches selling new and used cars, and it grew sales 6% to almost £2.3bn in 2010.

**William Grant**, the spirits distiller which makes Glenfiddich and Grant's whiskies, grew sales to £838m in 2009, an increase of 40% on the prior year. The big rise in sales was partially a result of the company first full year of reporting revenue from its distribution of the Stolichnaya Vodka and Remy Cointreau brands in the UK.

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 Scotland

| National rank [2010 rank] | Company Activity  | Location of HQ | Sales £m | Profits £m <sup>‡</sup> | Staff | Year end | Main shareholders                              |
|---------------------------|---|----------------|----------|-------------------------|-------|----------|--|
| 13 [15]                   | <b>Arnold Clark Automobiles</b><br>Car dealer               | Glasgow        | †2,271   | †176                    | 8,292 | Dec 10   | Clark family and trusts (100%)                 |
| 54 [44]                   | <b>KCA DEUTAG Group</b><br>Drilling contractor              | Aberdeen       | †868     | †179                    | 6,439 | Dec 10   | Pamplona Capital, other investment funds       |
| 57 [96]                   | <b>William Grant &amp; Sons</b><br>Spirits distiller        | Banffshire     | 838      | 122                     | 1,297 | Dec 09   | Grant and Gordon families                      |
| 84 [61]                   | <b>The Miller Group</b><br>Housebuilder, property developer | Edinburgh      | †666     | †6                      | 1,162 | Dec 10   | Miller family, Lloyds Banking Group, employees |

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

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

Ian Steele, senior partner for Scotland 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 Scotland 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](http://www.fasttrack.co.uk).

**ENDS**

**WHEN USING THIS INFORMATION PLEASE CREDIT:  
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

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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