

Top Track 100 Scotland press release

Thursday 5 July 2018



SIX COMPANIES IN SCOTLAND FEATURE ON LEAGUE TABLE OF BRITAIN'S BIGGEST PRIVATE COMPANIES

Published this weekend, the 17th annual **Sunday Times HSBC Top Track 100** league table ranks Britain's 100 private companies with the biggest sales.

The six companies headquartered in Scotland (compared with four last year) have made a significant contribution to the Scottish economy. Together they achieved sales of **£8.2bn** and profits of **£976m** in their last financial year, and collectively employ more than **25,000 people**.

The highest-ranked company in Scotland is car dealer **Arnold Clark** (No 7), headquartered in Glasgow, which announced plans in February to recruit 300 apprentices for roles at its 200 dealerships across the UK following 7% sales growth in 2017, to a record high of £3.9bn.

The six Scottish companies include two new entrants: Hamilton-based **Parks Motor Group** (No 82), which has shifted up a gear since acquiring motor group Macrae & Dick in January 2016, with 41% sales growth to £777m in 2017; and whisky and rum distiller **Edrington** (No 91), based in Glasgow whose sales rose 5% to £739m in 2018.

The companies in Scotland appear with businesses from around the UK, including high-profile, national brands such as **Aston Martin, Dyson, JCB** and **Specsavers**.

This year, the 100 companies reached a record £205bn in total sales, up an average of 16% on the prior year, with record total profits of £23.5bn, up by 10%. An impressive 90 companies increased sales in their latest financial year.

The league table is sponsored by **HSBC, Linklaters** and **PwC** and compiled by **Fast Track**, the Oxford-based research and networking events company.

Amanda Murphy, Head of Commercial Banking at HSBC UK, said:

"Once again, Britain's most ambitious private enterprises have shown their mettle by shrugging off uncertainty to grow at an even faster rate than the year before. The businesses in the Top Track 100 are an inspiration to all, showing just what can be achieved with entrepreneurial spirit and a determination to succeed. The six companies in Scotland are the kinds of firms that provide the backbone of our economy, and we at HSBC UK are thrilled to see them thrive."

Biggest private companies in Scotland, by county and rank

HQ location County	Rank [2017 rank]	Company Activity	Sales £m	Profits £m ‡	Staff	Year end	Main shareholders
Aberdeen Aberdeenshire	66 [60]	KCA DEUTAG Group Drilling and engineering contractor	904	171	6,117	Dec 17	Pamplona Capital, Al Qahtani Investments, BlackRock, Golden Tree, EIG Partners, other funds
Aberdeen Aberdeenshire	90 [88]	John Clark Motor Group Car dealer	742	11	1,337	Dec 17	John Clark and family (100%)

HQ location County	Rank [2017 rank]	Company Activity	Sales £m	Profits £m ‡	Staff	Year end	Main shareholders
Keith Banffshire	54 [66]	William Grant & Sons Spirits distiller	1,062	270	2,113	Dec 16	Grant and Gordon families
Glasgow Lanarkshire	7 [7]	Arnold Clark Car dealer	*3,931	*276	11,427	Dec 17	Clark family and trusts (100%)
Glasgow Lanarkshire	91 [-]	Edrington Whisky and rum distiller	739	220	2,255	Mar 18	The Robertson Trust (77%), employees, former employees (23%)
Hamilton South Lanarkshire	82 [-]	Park's Motor Group Car dealer	777	29	1,847	Mar 17	Douglas Park and family (100%)

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

* Supplied by the company

The national picture

This year's Top Track 100 achieved combined sales growth of 16% to a total of £205bn, a record for the league table, compared with last year's 7% growth and total sales of £185bn. Profits this year grew 10% to a total of £23.5bn, also a record for the table. The companies employ 938,100 staff, having added 49,000 employees to their combined work force in their latest year. Combined debts remained high at £100bn.

The dominant region for company HQs is London (32), followed by the southeast (21) and the Midlands (16). Of the remainder, 11 companies are based in the northwest, six in Scotland, five in the southwest, four in Yorkshire and Humberside, two each in Northern Ireland and the east, and one in Wales.

The full league table is published as a six-page supplement with the business section of **The Sunday Times** on 8 July, both in print and in the digital edition, and on www.fasttrack.co.uk.

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PLEASE CREDIT IN FULL: "THE SUNDAY TIMES HSBC TOP TRACK 100"

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Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 21 years. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

League table criteria

Companies have to be registered in the UK, unquoted, and not subsidiaries. Companies may have their ultimate holding company offshore.

Companies are ranked by sales as reported in their latest available accounts, or by more up-to-date figures as reported directly to Fast Track by the companies.

Companies with fewer than 100 employees are 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 3 July 2018; more than one third (35) of the companies provided up-to-date figures not yet publically available.

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