

# Top Track 250 national press release

Sunday 7 October 2018



## BRITAIN'S 250 PRIVATE MID-MARKET GROWTH COMPANIES

### BOOST JOBS AND DELIVER RECORD PROFITS

Published today, the 14<sup>th</sup> annual **Sunday Times Grant Thornton Top Track 250** league table ranks Britain's private mid-market growth companies with the biggest sales.

The 250 companies achieved combined **sales of £66.7bn**, an 18% increase year-on-year, **record profits of £6.4bn**, up 27%, and they employ a total of 435,000 people, up 10%. More than half the table, 126 companies, were not on the league table in 2017, including **Boden**, **Dr Martens** and **Princess Yachts**, and 64 firms feature for the first time.

These companies feature alongside other established brands including **Travelodge**, **Virgin Active** and **The White Company**, and fast-growing brands such as **Sushi Daily**, **Trainline** and **PureGym**.

Nine of the top 10 companies with the biggest sales are headquartered outside of London, including health food and supplements retailer **Holland & Barrett** and bookmaker **Betfred**.

This year, 10 football clubs feature on the league table, including **Arsenal**, **Chelsea** and **Everton**, as the effect of Sky's £5bn television rights deal is seen in company accounts.

The top spot on the league table goes to **The Watches of Switzerland Group**. The jewellery and watch retailer owns Goldsmiths, Mappin & Webb, Watches of Switzerland and Watch Shop in the UK, and is expanding across America with the backing of private equity firm Apollo. Chief executive, Brian Duffy, led the acquisition of US chain Mayors Jewelers last year for \$105m, which helped boost sales 21% to £685.2m in the year to April 2018, with profits rising 36% to £37.1m.

The Top Track 250 is sponsored by **Grant Thornton** and **Lloyds Banking Group**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Dave Munton, Head of Mid-Market at Grant Thornton UK LLP, the title sponsor of the league table, praised the companies for their performance:

*"Advances in robotics and artificial intelligence, the pervasive challenge of cybercrime, and the uncertain impacts of Brexit are among the significant issues facing Britain today.*

*If we are to continue turning innovative ideas into businesses with international scale, we all need to play our part in shaping a vibrant economy that thrives. In this, the role of the mid-market is crucial. Resilient despite the headwinds, the Top Track 250 are innovating, winning business and adapting to generate value. There is much to learn from them."*

#### Top 10 private mid-market growth companies in the UK

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m <sup>^</sup>	Staff	Year end	Main shareholders
1	<b>The Watches of Switzerland Group</b> Jewellery & watch retailer	Leicester	*685	*566	37	Apr 18	Apollo (>50%), management (<50%)
2	<b>Daisy Group</b> Communications services provider	Lancashire	*684	*‡603	127	Mar 18	Toscafund (41%), Matthew Riley (41%), Oakley Capital (9%), others, including management (9%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m <sup>^</sup>	Staff	Year end	Main shareholders
3	<b>esure</b> Insurance provider	Reigate, Surrey	678	648	107	Dec 17	Bain Capital and other institutional investors (>50%), management and other (<50%)
4 [17]	<b>Miller Homes</b> Housebuilder	Edinburgh	675	565	131	Dec 17	Bridgepoint (>50%), other shareholders & management (<50%)
5 [12]	<b>BGL Group</b> Insurance/price comparison provider	Peterborough	*661	*585	153	Jun 18	Family trusts (65.25%), CPPIB (30%), management & others (4.75%)
6 [7]	<b>Holland &amp; Barrett</b> Health food and supplements retailer	Warwickshire	656	612	126	Sep 17	L1 Retail (>50%), management (<50%)
7 [25]	<b>Karro Food Group</b> Pork processor	North Yorkshire	*639	*515	21	Dec 17	CapVest (>50%), management (<50%)
8 [8]	<b>Travelodge</b> Budget hotel operator	Oxfordshire	637	598	59	Dec 17	Institutional investors (>50%), management (<50%)
9 [15]	<b>Betfred</b> Bookmaker	Warrington	634	579	36	Sep 17	Fred and Peter Done and family (100%)
10	<b>The Collinson Group</b> Loyalty and benefits provider	Central London	626	419	16	Apr 17	Colin Evans (100%)

<sup>^</sup> Profit = operating profit \* Supplied by the company ‡ Profit = EBITDA

## KEY FINDINGS

This year's Top Track 250 league table shows that Britain's private mid-market growth companies have prospered despite economic and political uncertainty, and have positioned themselves for further expansion.

The league table complements the Top Track 100 league table of Britain's biggest private companies by ranking the next 250-biggest companies by sales, provided they meet our growth and profitability criteria.

## Themes

**International activity:** More than half the companies trade overseas. On average, these companies grew international sales by 24% in their latest year.

**Sectors:** Services and retail are the two largest sectors with 103 and 57 companies respectively, representing nearly two thirds of the league table (64%). There are 42 manufacturers, 33 construction firms, and 31 wholesalers; while 17 companies operate in more than one sector.

**Majority ownership:** More than a third of the companies (89) are majority-owned by their founders or entrepreneurs; 87 are majority-owned by one or more private-equity firms and 59 are family-owned. The remaining are owned by their management and staff (12).

**Regions:** London is home to 75 companies and the southeast 38. The northwest has 25, Yorkshire 23, West Midlands 21, Scotland 20, East Midlands 11, East 14, southwest 9, northeast 7, Northern Ireland 4, and Wales has 3.

The full league table is published today as a 10-page broadsheet supplement within the business section of **The Sunday Times** on 7 October, both in print and in the digital edition, and on [www.fasttrack.co.uk](http://www.fasttrack.co.uk).

See Appendix i for the full league table

## THE TOP TRACK 250 ONES TO WATCH (see Appendix ii)

The Top Track 250 'Ones to Watch' features 10 private mid-market growth companies from a variety of industries that did not meet the financial criteria to rank in this year's Top Track 250 league table, but whose sustained growth or plans for the future merit recognition.

They include **Five Guys**, a burger restaurant chain which has expanded to 90 sites since 2013, helping to lift sales 39% to £120m in 2017; **BrewDog**, which has opened nearly 60 bars and was valued at £1bn last year; and **GCH Corporation**, the acquisitive group of nine manufacturing businesses that is led by founder Cassie Hutchings, 35, and which grew sales 35% to £117m in 2017.

ENDS

PLEASE CREDIT IN FULL: "THE SUNDAY TIMES GRANT THORNTON TOP TRACK 250"

For further information, please contact:

Jon MacLeod, director of research, Fast Track: 01865 297030; [jon.macleod@fasttrack.co.uk](mailto:jon.macleod@fasttrack.co.uk)

Follow us on Twitter @ST\_FastTrack #TopTrack250

### 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.

Previous Top Track 250 success stories include appliance maker **Dyson**, which first featured in 2005 with sales of just £277m, and this year featured on our Top Track 100 with sales of £3.5bn. **Virgin Money** also debuted in 2005 when its sales were £241m; it floated in November 2014 and in June this year CYBG, the owner of Clydesdale Bank and Yorkshire Bank, agreed to buy the group for £1.7bn. **B&M**, the value retailer, first featured in 2009 with sales of £256m and its market capitalisation is now £3.9bn, having floated in June 2014. Consumer data analyst **Callcredit** first appeared in 2015 with sales of £149.9m and was acquired by American group TransUnion for £1bn in April; in the same month, **Sky Betting and Gaming**, which first featured in 2016 with sales of £247m, was acquired by Canada's firm The Stars Group for £2.6bn.

### League table criteria:

Companies are ranked by sales in their latest available accounts.

Companies are required to have operating margins that exceed 2%. Sales in the latest year must have grown by 5% or more for companies with the highest sales, graduated to 10% or more for those with lower sales; or profit growth must have been more 5% or more.

Companies have to be limited and registered in the UK, unquoted, and not subsidiaries. Companies may have their ultimate holding company offshore. Companies where the majority of turnover is generated by a quoted subsidiary are excluded, as are not-for-profit companies, cooperative societies, member-owned buying groups, mutual societies, provident associations, betting exchanges, and partnerships such as lawyers and accountants.

The research was carried out by Fast Track and accounts filed later than 27 July 2018 may not have been considered in compiling the league table.

The sponsors do not endorse, guarantee or recommend investment in any of the companies and some exceptions were made to the qualification criteria.

## About our sponsors

### Grant Thornton UK LLP

Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms. These firms help dynamic organisations unlock their potential for growth by providing meaningful, forward-thinking advice. Proactive teams, led by approachable partners in these firms, use insights, experience and instinct to understand complex issues for privately owned, publicly listed and public sector clients and help them to find solutions.

More than 38,500 Grant Thornton people, across over 120 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work. The UK Grant Thornton member firm provides services to over 40,000 privately held businesses, public interest entities and individuals. It is led by more than 185 partners and employs more than 4,600 of the profession's brightest minds.

Find out more at [www.grantthornton.co.uk](http://www.grantthornton.co.uk) @GrantThorntonUK

### Lloyds Banking Group

Lloyds Banking Group has long supported businesses and the nation's economic prosperity, primarily focused on UK businesses and those with strong links to the UK.

Lloyds Bank and Bank of Scotland provide support to clients through the provision of core banking solutions, such as Lending, Deposits, Transaction Banking and Risk Management services while also offering expertise in Capital Markets, Financial Markets and Private Equity. This enables us to meet the varying and often complex needs of our business clients, regardless of their size, sector, location or objectives.

Our commitment to putting our clients first is as relevant today as it's ever been.

[www.lloydsbank.com/business](http://www.lloydsbank.com/business) @lloydsbankbiz

[www.bankofscotland.co.uk/business](http://www.bankofscotland.co.uk/business) @bankofscotbiz

## Appendix i

### Top Track 250: The UK's private mid-market growth companies

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
1	<b>The Watches of Switzerland Group</b> Jewellery & watch retailer	Leicester	*685	*37	2,015	Apr 18	Apollo (>50%), management (<50%)
2	<b>Daisy Group</b> Communications services provider	Lancashire	*684	*£127	3,783	Mar 18	Toscafund (41%), Matthew Riley (41%), Oakley Capital (9%), others, including management (9%)
3	<b>esure</b> Insurance provider	Reigate, Surrey	678	107	1,689	Dec 17	Bain Capital and other institutional investors (>50%), management and other (<50%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
4 [17]	<b>Miller Homes</b> Housebuilder	Edinburgh	675	131	830	Dec 17	Bridgepoint (>50%), other shareholders & management (<50%)
5 [12]	<b>BGL Group</b> Insurance/price comparison provider	Peterborough	*661	*153	2,764	Jun 18	Family trusts (65.25%), CPPIB (30%), management & others (4.75%)
6 [7]	<b>Holland &amp; Barrett</b> Health food and supplements retailer	Warwickshire	656	126	7,166	Sep 17	L1 Retail (>50%), management (<50%)
7 [25]	<b>Karro Food Group</b> Pork processor	North Yorkshire	*639	*21	4,065	Dec 17	CapVest (>50%), management (<50%)
8 [8]	<b>Travelodge</b> Budget hotel operator	Oxfordshire	637	59	6,740	Dec 17	Institutional investors (>50%), management (<50%)
9 [15]	<b>Betfred</b> Bookmaker	Warrington	634	36	7,097	Sep 17	Fred and Peter Done and family (100%)
10	<b>The Collinson Group</b> Loyalty and benefits provider	Central London	626	16	2,009	Apr 17	Colin Evans (100%)
11 [18]	<b>Southall Travel</b> Travel agency and tour operator	West London	609	25	40	Mar 18	Kuljinder Bahia (54%), Raybon (28%) and Geomex Holding (18%)
12 [23]	<b>West Retail Group</b> Kitchens/electronics retailer	North Lincolnshire	607	18	4,188	Dec 17	VIDA Capital Partners (100%)
13	<b>Paragon</b> Business process manager	Central London	*602	*16	5,532	Jun 18	Patrick Crean (76%), management (24%)
14	<b>Barchester Healthcare</b> Care home operator	Central London	*591	*24	15,462	Dec 17	Grove Investments (100%)
15 [22]	<b>Virgin Active</b> Health club operator	Central London	580	81	11,238	Dec 17	Brait (80%), Sir Richard Branson (20%)
16 [24]	<b>CP Holdings</b> Conglomerate	Watford	570	38	7,059	Dec 17	Schreier family trusts (100%)
17	<b>RAC</b> Breakdown and motoring services	Walsall	558	80	3,699	Dec 17	CVC, GIC and senior management (100%)
18	<b>Keepmoat Homes</b> Housebuilder	Doncaster	556	42	1,098	Mar 18	TDR Capital and Sun Capital (86%), management (14%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
19 [29]	<b>Turner &amp; Townsend</b> Construction consultancy	Leeds	549	55	5,209	Apr 18	Vincent Clancy (6%), others members of staff (94%)
20	<b>Associated British Ports</b> Port operator	Central London	544	286	2,213	Dec 17	Borealis (30%), Canada Pension Plan Investment Board (30%), GIC Special Investments (20%), Kuwait Investment Authority (10%), Hermes Infrastructure (6.1%), Canada Inc (3.9%)
21 [35]	<b>Hyperion Insurance Group</b> Insurance broker and underwriter	Central London	542	100	3,794	Sep 17	Management and staff (>50%), General Atlantic and CDPQ (<50%)
22	<b>Graff</b> Jeweller	Central London	538	56	584	Dec 17	Graff family (100%)
23 [34]	<b>Almac Group</b> Pharmaceuticals manufacturer	Co Armagh	531	34	4,407	Sep 17	McClay Foundation (100%)
24	<b>Andrew Marr International</b> Seafood trader	East Yorkshire	528	19	272	Mar 17	Andrew Marr and family (100%)
25	<b>NewDay</b> Credit card operator	Central London	499	110	830	Dec 17	Cinven and CVC Capital Partners (>50%), management (<50%)
26 [38]	<b>Lush</b> Cosmetics manufacturer and retailer	Poole	498	24	10,976	Jun 17	Mark Constantine (34%), Mo Constantine (22%), others (44%)
27	<b>Electricity North West</b> Electricity network operator	Warrington	486	259	1,666	Mar 17	First State and IIF Int'l Holding
28 [27]	<b>NG Bailey</b> Mechanical, electrical contractor	West Yorkshire	481	14	2,764	Feb 18	Bailey family (100%)
29	<b>Air Charter Service</b> Aircraft charter broker	Surbiton, Surrey	479	8	413	Jan 18	Management (66%), Alcuin Capital Partners (34%)
30 [40]	<b>Tennants Consolidated</b> Chemicals conglomerate	Central London	469	30	1,219	Dec 17	Alexander family (78%), others (22%)
31 [46]	<b>Avant Homes</b> Housebuilder	Chesterfield	447	64	676	Apr 18	Alchemy Special Opportunities, Angelo Gordon and Avenue Capital (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
32	<b>Meadow Foods</b> Dairy product producer	Chester	427	22	273	Mar 18	Exponent & co-investors
33 [79]	<b>RSG</b> Recruitment consultancy	Bristol	*426	*15	275	Jun 18	Keith Dawe (89%), Sanderson Computer Recruitment Executive Scheme (10%), Joanna Dawe (1%)
34 [37]	<b>Buckingham Group</b> Contracting Building & civil engineering contractor	Stowe, Bucks	423	16	477	Dec 17	Paul Wheeler and family (50%), Kevin Underwood (14%), Michael Kempley (14%), Tim Brown (14%), others (8%)
35	<b>Walstead Group</b> Commercial printer	Colchester	422	21	2,291	Dec 17	Rutland Partners (>50%), management (<50%)
36 [45]	<b>Keltbray Group</b> Specialist engineering contractor	Surrey	418	24	1,393	Oct 17	Brendan Kerr & family trust (100%)
37	<b>Arsenal Holdings</b> Football club	North London	417	122	695	May 17	Stan Kroenke (100%)
38 [47]	<b>Hill</b> Housebuilder	Waltham Abbey, Essex	416	46	432	Dec 17	Hill family (95.5%), employee trust and management (4.5%)
39 [108]	<b>Element</b> Testing services provider	Central London	*414	*52	6,300	Dec 17	Bridgepoint (>50%), management (<50%)
40 [42]	<b>Zenith</b> Vehicle contract hire & leasing	Leeds	407	35	507	Mar 17	Bridgepoint (>50%), management (<50%)
41 [59]	<b>Turners (Soham)</b> Distribution and warehousing	Newmarket	396	31	3,402	Dec 17	Paul Day (60%), Winifred Day (40%)
42 [52]	<b>David Lloyd Leisure</b> Health club operator	Hertfordshire	393	43	4,611	Jan 18	TDR Capital (>50%), management (<50%)
43	<b>Flamingo Horticulture</b> Flower & vegetable producer	Hertfordshire	393	12	8,497	Dec 17	Sun Capital Partners (>50%), management (<50%)
44	<b>Thor Group</b> Chemicals manufacturer	Kent	390	54	1,409	Dec 17	Eurotrust (62%), 3i (27%), other (11%)
45 [41]	<b>Waterstones</b> Book retailer	Central London	388	24	3,195	Apr 17	Elliott Advisors (>50%), Lynwood Investments & management (<50%)
46	<b>Cognita</b> Schools operator	Milton Keynes	385	41	6,475	Aug 17	Jacobs Holding (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
47 [53]	<b>Dorchester Collection</b> Luxury hotel operator	Central London	384	32	3,041	Dec 17	Brunei Investment Agency (100%)
48 [58]	<b>Nisbets</b> Catering equipment supplier	Bristol	381	40	1,839	Dec 17	Andrew Nisbet (97%), Emily Nisbet (1%), Peter Nisbet (1%), Anne Nisbet (1%)
49	<b>HC-One</b> Care home operator	Darlington	375	28	13,712	Sep 17	Formation Capital (>50%), management (<50%)
50 [43]	<b>Exterior Media</b> Outdoor advertiser	Central London	373	23	936	Dec 17	Platinum Equity (>50%), management (<50%)
51 [50]	<b>AvailableCar</b> Car dealer	Castle Donington	363	10	730	Dec 17	Graham & Alison Bell (100%)
52	<b>EnerMech</b> Engineering services provider	Aberdeen	*361	*17	2,900	Dec 17	Lime Rock Partners (53%), management (47%)
53 [56]	<b>Chelsea Football Club</b> Football club	Southwest London	361	35	812	Jun 17	Roman Abramovich (100%)
54 [63]	<b>LGC</b> Life science tools provider	Southwest London	*360	*48	2,626	Mar 18	KKR (>50%), management (<50%)
55	<b>Boden</b> Clothing retailer	Northwest London	347	27	1,133	Dec 17	Johnnie Boden (69%), Julian Granville (4%), staff and other investors (37%)
56	<b>Addison Lee</b> Private hire vehicle provider	Central London	346	26	1,597	Aug 17	The Carlyle Group (>50%), Liam Griffin (<50%)
57	<b>Edward Billington &amp; Son</b> Food manufacturer	Liverpool	343	14	1,783	Sep 17	Billington family (100%)
58 [55]	<b>Kurt Geiger</b> Shoe retailer	Central London	*339	*36	2,300	Jan 18	Cinven (>50%), management (<50%)
59 [61]	<b>The Little Group</b> Media wholesaler	Eastbourne	*338	*17	1,218	Feb 18	Jonathan Little (30%), Andrew Little (30%), Yvette Stafford (30%), Alan & Jean Little (10%)
60 [51]	<b>Study Group</b> Education service provider	Central London	338	19	3,245	Dec 17	Providence Equity Partners (>50%), Bromlee Superannuation Pty and management (<50%)
61	<b>Hays Travel</b> Travel agency	Sunderland	338	9	1,201	Oct 17	John Hays (49.99%), Irene Hays (50.01%)



Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
62 [69]	<b>MKM Building Supplies</b> Builders' merchant	Hull	332	20	1,167	Sep 17	Management, Bain Capital
63 [57]	<b>Caffè Nero</b> Coffee house operator	Central London	*329	*26	5,500	May 17	Paladin Partners, Gerry Ford, employees
64 [86]	<b>Busy Bees</b> Nurseries operator	Staffordshire	327	15	9,979	Dec 17	Ontario teachers Pension Plan (>50%), Temasek and management (<50%)
65	<b>Photobox Group</b> Personalised product retailer	Central London	325	34	1,342	Apr 17	Exponent and Electra (>50%), management (<50%)
66 [78]	<b>Civica</b> IT services provider	Central London	325	20	3,416	Sep 17	Partners Group (>50%), management (<50%)
67 [82]	<b>Whitworth Group</b> Flour miller	Northants	*322	*11	536	Mar 18	Martin George and family (100%)
68	<b>Pattonair</b> Aerospace supply chain manager	Derby	320	27	941	Mar 17	Platinum (>50%), management (<50%)
69	<b>Bulkhaul</b> Specialist chemical logistics	Middlesbrough	315	38	978	Jun 17	Stephen Gibson (75%), Michael O'Neill (25%)
70	<b>Cedo</b> Household products maker	Telford	310	18	2,105	Dec 17	Straco (75%), Athmos Capital (23%), other (2%)
71 [87]	<b>O'Halloran &amp; O'Brien</b> Construction contractor	Surrey	307	26	124	Mar 18	O'Brien Family (100%)
72	<b>Tottenham Hotspur</b> Football club	North London	306	85	439	Jun 17	Joe Lewis and Daniel Levy (via ENIC International) (86%), other (14%)
73	<b>Global Energy Group</b> Energy services provider	Inverness	305	7	3,500	Mar 17	MacGregor family (70%), Mitsui (25%), Maria Nieto (5%)
74 [80]	<b>HH Global</b> Marketing services provider	Surrey	*304	*11	931	Mar 18	Robert MacMillan (54%), Sanne Trust (39%), others (7%)
75 [73]	<b>Oak Furniture Land</b> Furniture retailer	Swindon	303	17	1,186	Sep 17	Jason Bannister (90%), Terry King (10%)
76 [83]	<b>AllSaints</b> Fashion retailer	East London	303	13	3,249	Jan 17	Lion Capital (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
77	<b>Global</b> Media & entertainment provider	Central London	303	52	1,271	Mar 17	Private shareholders (100%)
78 [84]	<b>FM Conway</b> Infrastructure services provider	Sevenoaks, Kent	*297	*14	1,469	Mar 18	Michael Conway (95%), Kim Conway (5%)
79 [65]	<b>Baxters</b> Food producer	Edinburgh	297	19	1,463	Apr 17	Audrey Baxter (32%), Andrew Baxter (21%), Catherine Baxter (16%), Baxter family (31%)
80 [115]	<b>Matchesfashion.com</b> Luxury fashion retailer	Central London	293	23	574	Jan 18	Apax Partners (>50%), management (<50%)
81	<b>Barrett Steel</b> Steel stockholder	Bradford	293	8	1,026	Sep 17	Barrett family (70%), management and others (30%)
82 [107]	<b>Together</b> Specialist lender	Cheshire	*292	*133	713	Jun 18	Henry Moser (100%)
83	<b>Dr Martens</b> Shoe manufacturer and retailer	Northants	291	33	894	Mar 17	Permira (70%), Griggs family and settlements (20%), management (10%)
84 [77]	<b>Dreams</b> Bed manufacturer and retailer	High Wycombe	290	35	1,837	Dec 17	Sun European Partners (94%), management (6%)
85	<b>Survitec</b> Survival equipment maker	Birkenhead	287	13	2,320	Dec 16	Onex (88%), management (12%)
86 [70]	<b>Morris Group</b> Housebuilder	Cheshire	284	49	249	Mar 17	Management (73%), Quayle Munro (27%),
87	<b>Princess Yachts</b> Luxury yacht builder	Plymouth	274	11	2,407	Dec 17	L Catterton and others
88 [85]	<b>The Swift Group</b> Caravan and motorhome manufacturer	East Yorkshire	273	18	1,200	Aug 17	Management (59%), Smith family (33%), other (8%)
89	<b>S Norton</b> Metal recycler	Liverpool	272	23	177	Dec 17	Harry family (100%)
90 [91]	<b>Norbrook Laboratories</b> Pharmaceuticals manufacturer	County Down	272	50	2,068	Jul 17	The Lord Ballyedmond family trust (100%)
91 [92]	<b>Addo Food Group</b> Food producer	Nottingham	271	12	2,527	Mar 17	LDC (>50%), management (<50%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
92 [93]	<b>ProCam Europe</b> Crop protection specialist	Cambridgeshire	271	9	570	Dec 17	Tony White (67%), Ian Beswick (18%), Chris Butt (11%), White discretionary trust (4%)
93	<b>Ogilvie Group</b> Vehicle lessor	Stirling	269	10	551	Jun 17	Ogilvie family (100%)
94	<b>Sushi Daily</b> Sushi bar operator	West London	*268	*30	428	Dec 17	Kelly Choi (60%), Jerome Castaing (40%)
95 [96]	<b>Wagamama</b> Noodle bar operator	Central London	266	21	5,078	Apr 17	Duke Street Capital and Hutton Collins (69%, Duke Street majority partner), management & other shareholders (31%)
96 [116]	<b>Timpson</b> Retail services provider	Manchester	260	13	4,944	Sep 17	John Timpson and family trusts (100%)
97	<b>Innovation Group</b> Insurance claims technology provider	Hampshire	258	8	3,419	Sep 17	The Carlyle Group (>50%), management (<50%)
98 [95]	<b>Encon</b> Insulation distributor	West Yorkshire	*258	*14	615	Jul 18	Stuart Moore (73%), management (27%)
99	<b>Azzurri Group</b> Casual dining food chain	Central London	+258	+19	6,133	Jul 17	Bridgepoint Group (82%), management (18%)
100 [101]	<b>Maritime Group</b> Container transport and logistics	Suffolk	255	11	2,205	Dec 17	John Williams (100%)
101 [112]	<b>QA</b> Training & education provider	Central London	*252	*51	1,800	Jun 18	CVC Capital (85%), management (15%)
102 [106]	<b>LWC</b> Drinks distributor	Manchester	248	10	724	Sep 17	Robin Gray (77%), Ebrahim Mukadam (12%), John Edward Trust (11%)
103	<b>ZPG</b> Digital brands owner	Central London	245	70	850	Sep 17	Silver Lake (100%)
104	<b>Alexander Mann Solutions</b> Recruitment consultancy	Central London	242	36	3,386	Dec 17	OMERS Private Equity (>50%), management (<50%)
105	<b>Stewart Milne Group</b> Housebuilder & timber systems maker	Aberdeen	241	7	794	Jun 17	Stewart Milne and family (100%)
106 [135]	<b>United Living</b> Building contractor	Kent	240	10	520	Mar 18	LDC (68%), management (32%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
107 [104]	<b>Fat Face</b> Clothing retailer	Hampshire	238	£30	2,705	Jun 18	Bridgepoint & syndicates (89%), current & management (11%)
108 [81]	<b>Arora Group</b> Hotel operator	West London	236	43	1,747	Mar 17	Surinder Arora (100%)
109 [147]	<b>Bridgetown Holdings</b> Civil engineer and plant hire	Birmingham	234	17	126	May 17	John Kelly (51%), Martin Kelly (49%)
110 [169]	<b>Spark Energy</b> Energy supplier	Selkirk	*233	*10	450	Jun 18	Limerston Capital (56%), Railways Pension Investments (42%), management (2%)
111 [150]	<b>Hadleigh Timber Group</b> Wood panel distributor	Blythe Bridge, Stoke-on-Trent	232	13	700	Dec 17	Hadleigh PVT Ltd. (80%), Chris Rudd (20%)
112	<b>Voyage Care</b> Care home operator	Staffordshire	229	23	9,606	Mar 18	Duke Street Capital & Partners Group (93%), management (7%)
113	<b>Leisure Pass Group</b> Tourism smartcard developer	Central London	+226	+13	105	Dec 17	Big Bus Tour Holdings (44%), Exponent Private Equity (35%), management & others (21%)
114	<b>Toolbank</b> Tool distributor	Kent	224	20	934	Dec 17	John Twallin (13%), estates & settlements trust (35%), other (52%)
115 [138]	<b>Peninsula</b> Employment law consultancy	Manchester	224	40	2,250	Mar 18	Fred and Peter Done (100%)
116 [144]	<b>Story Homes</b> Housebuilder	Carlisle	*223	*18	485	Mar 18	Story family (94.5%), others (5.5%)
117 [103]	<b>HKS Retail</b> Fuel forecourt operator	Leicester	221	6	573	May 17	Thakrar family (100%)
118 [120]	<b>Symphony</b> Furniture supplier	Barnsley	219	16	1,586	Dec 17	Douglas Gregory (100%)
119 [145]	<b>GRS Roadstone Group</b> Aggregate distributor and waste removal	Nuneaton	218	7	763	Dec 17	Management (75%), Tarmac Trading (25%)
120 [109]	<b>Charles Tyrwhitt</b> Clothing retailer	Central London	*218	*15	1,100	Jul 18	Nick Wheeler & family (95%), Peter Higgins (5%)
121 [125]	<b>Travel Counsellors</b> Travel services provider	Manchester	217	16	339	Oct 17	Vitruvian Partners (>50%), management (<50%)
122 [127]	<b>Michael J Lonsdale</b> Engineering contractor	Slough	217	7	159	Sep 17	Michael Hoodless (60%), Gary Herbert (40%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
123 [178]	<b>Claranet</b> IT services provider	Central London	217	16	1,289	Jun 17	Nasser family (>50%), other shareholders (<50%)
124	<b>Tinopolis</b> Film and television producer	South Wales	216	21	539	Sep 17	Management (100%)
125 [159]	<b>Morrisroe Group</b> Groundworks and construction	Borehamwood, Herts	214	16	208	Oct 17	Brian Morrisroe (100%)
126	<b>Halewood Wines and Spirits</b> Alcoholic drinks maker	Liverpool	†213	†6	965	Jul 17	Halewood family (65%), others (35%)
127 [137]	<b>Acorn Stairlifts</b> Stairlift manufacturer	West Yorkshire	212	22	1,485	Sep 17	John Jakes (100%)
128 [121]	<b>Lanes Group</b> Wastewater services provider	Leeds	*209	*13	2,064	Jul 18	Wayne Earnshaw (49%), management and others (53%)
129 [128]	<b>Control Risks</b> Specialist risk consultancy	Central London	*207	*20	2,637	Mar 18	Employee Ownership Trust (100%)
130 [122]	<b>Rocco Forte Hotels</b> Luxury hotel owner and manager	Central London	206	21	2,166	Apr 18	Sir Rocco Forte, family & trusts (75%), CDP Equity (23%), third-party investors (2%)
131	<b>Modiano</b> Wool merchant	Central London	206	14	374	Mar 17	Modiano settlements (99%), William Costin (1%)
132	<b>FES</b> Construction support services	Stirling	205	8	1,927	Aug 17	Duncan S Fletcher & family (98%), other (2%)
133	<b>Cruden Homes</b> Housebuilder	Edinburgh	201	8	624	Mar 17	Kevin Reid (60%), Cruden Foundation (20%), others (20%)
134 [158]	<b>Click Travel</b> Corporate travel management	Birmingham	*199	*4	224	Mar 18	BGF, James McLean, estate of Simon McLean
135 [173]	<b>Weston Group</b> Housebuilder	Essex	199	24	385	Jul 17	Bob Weston (40%), management and other (60%)
136 [132]	<b>The White Company</b> Lifestyle retailer	West London	198	18	1,570	Mar 17	Chrissie Rucker (99%), Nick Wheeler (1%)
137 [165]	<b>PureGym</b> Gym operator	Leeds	198	37	763	Dec 17	Leonard Green (>50%), management (<50%)
138	<b>JJ Food Service</b> Food distributor	Enfield	197	5	827	Mar 17	Kiamil family (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
139	<b>Village Hotels</b> Hotel operator	Warrington	195	32	4,110	Dec 17	KSL Capital Partners (100%)
140	<b>Solventis</b> Solvent distributor	Guildford	194	12	32	Dec 17	David Lubbock (100%)
141 [146]	<b>Audley Travel</b> Tour operator	Oxfordshire	193	23	463	Dec 17	3i (>50%), management (<50%)
142 [209]	<b>Regatta</b> Outdoor clothing distributor	Manchester	*193	*20	1,196	Jan 18	Black family (100%)
143	<b>Qualasept Pharmaxo</b> Pharmaceuticals manufacturer	Wiltshire	*191	*15	208	Apr 18	Richard Wastnage (50%), Christopher Watt (44%), Maria Watt (6%)
144 [160]	<b>Belfield Furnishings</b> Furniture and furnishings manufacturer	Derbyshire	190	8	2,181	Dec 17	NorthEdge (>60%), management (<40%)
145	<b>Bettys &amp; Taylors of Harrogate</b> Cafe operator and food maker	Harrogate	190	15	1,411	Oct 17	Founding family and family trusts (100%)
146 [192]	<b>Buy It Direct</b> Laptop and appliance reseller	Huddersfield	*187	*4	330	Mar 18	Nick Glynn and family (88%), Simon Barnett (12%)
147	<b>East End Foods</b> Indian food supplier	West Bromwich	186	11	358	Apr 17	Wouhra family (100%)
148 [157]	<b>Edinburgh Airport</b> Airport operator	Edinburgh	185	81	628	Dec 17	Global Infrastructure Partners (80.90%), Future fund board of Guardians(9.55), Q Super Fund (9.55%)
149 [131]	<b>Mountain Warehouse</b> Outdoor clothing retailer	Central London	185	18	1,418	Feb 17	Mark Neale (85%), Inflexion Private Equity (20%) management (15%)
150	<b>P D Hook</b> Poultry producer	Oxfordshire	185	22	1,130	Oct 17	Hook family (100%)
151	<b>Barbour</b> Clothing manufacturer	South Shields	184	29	962	Apr 17	Dame Margaret Barbour (51%), Barbour family trust (46%), other (3%)
152	<b>West Ham United</b> Football club	East London	183	57	399	May 17	David Sullivan (51%), David Gold (35%), others (14%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
153 [168]	<b>Colt</b> Ventilation systems provider	Hampshire	181	7	1,060	Dec 17	O'Hea family (78%), Colt Foundation (22%)
154 [226]	<b>Frank Recruitment Group</b> IT recruitment consultancy	Newcastle upon Tyne	180	15	1,152	Nov 17	TPG (70%), management (30%)
155 [176]	<b>CCS Media</b> IT & services reseller	Chesterfield	180	5	420	Dec 17	Robert Tomlinson (80%), Alan Honarmand (10%), Terry Betts (10%)
156	<b>The Trade Centre Wales</b> Car supermarket	West Glamorgan	179	15	393	Nov 17	Mark Bailey (100%)
157	<b>Core Assets</b> Foster care agency	Worcestershire	179	11	1,616	Dec 16	Jim Cockburn and Janet Rees (100%)
158	<b>Tolent</b> Construction	Gateshead	178	4	418	Dec 17	Gutenga Investments (50%), Tarom Foundation (24%), others (26%)
159	<b>Smartway Pharmaceuticals</b> Pharmaceutical wholesaler	Southwest London	178	12	57	Feb 17	Kirti Patel (50%), Bhanumati Patel (50%)
160 [219]	<b>Optal</b> Payment services provider	Central London	178	15	65	Dec 17	Management (45%), other investors (55%)
161	<b>Dune London</b> Footwear retailer	Central London	176	6	2,111	Jan 17	Daniel Rubin (42%), Anne Rubin (31%), others (27%)
162 [164]	<b>Ridgeons</b> Timber and builders' merchant	Cambridge	176	7	851	Dec 17	Ridgeon family (99%), other (1%)
163 [203]	<b>Castle View</b> Leisure services manager	Stirling	176	10	6,416	Mar 17	Martin Bell (95%), Caroline Bell (5%)
164	<b>Winterbotham Darby</b> Chilled food supplier	Redhill, Surrey	174	14	393	Mar 17	Equistone Partners (>50%), LDC & management (<50%)
165	<b>M&amp;Co</b> Clothing and homeware retailer	Inchinnan, near Glasgow	174	5	1,556	Feb 18	Iain McGeoch & family (95%), employees and others (5%)
166	<b>Haymarket Group</b> Media company	Twickenham	173	16	1,573	Jun 17	Heseltine family (via Dechert Nominees Ltd) (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
167 [223]	<b>Hopkins Homes</b> Housebuilder	Suffolk	172	42	149	Apr 17	James Hopkins (93%), Selina Hopkins (7%)
168	<b>Everton Football Club</b> Football club	Liverpool	171	25	357	May 17	Farhad Moshiri (49.9%), Bill Kenwright (12%), other investors (38.1%)
169	<b>Albert Bartlett</b> Potato supplier	Lanarkshire	171	8	783	May 17	Ronnie Bartlett (100%)
170 [180]	<b>AESSEAL</b> Mechanical seal manufacturer	Rotherham	171	24	1,694	Dec 17	Christopher Rea (57%), 3i (43%)
171 [196]	<b>Argus Media</b> Commodity information provider	Central London	+170	+40	824	Jun 17	General Atlantic (>50%), management and others (<50%)
172 [195]	<b>NoteMachine</b> Cash machine operator	Powys	170	30	1,151	Jun 17	Corsair Capital (>50%), management (<50%)
173 [175]	<b>St Austell Brewery</b> Brewery, pub-owner and hotelier	Cornwall	169	13	1,553	Dec 17	Hicks family (98%), others (2%)
174	<b>Norkem</b> Chemical exporter	Knutsford	169	6	110	Dec 17	Lynne Colling (64%), Alan Nicholson (5%), other (31%)
175 [184]	<b>Tusker</b> Car benefit specialists	Watford	168	7	190	Dec 17	ECI Partners (76%) and management (24%)
176	<b>APP Wholesale</b> Plumbing wholesaler	Dagenham, Essex	*167	*5	171	Jul 18	Allan Pierce (100%)
177 [189]	<b>Willerby</b> Mobile home maker	Hull	166	15	1,007	Sep 17	Equistone Partners (80%), management (20%)
178 [208]	<b>Riviera Travel</b> Tour operator	Burton-on-Trent	165	19	142	Nov 17	Silverfllet (67%), management (33%)
179 [163]	<b>Sun Mark</b> Consumer products wholesaler	West London	165	7	77	Aug 17	Ranger family (100%)
180	<b>The Senator Group</b> Office furniture manufacturer	Lancashire	165	11	1,403	Dec 17	Mustoe family (100%)
181	<b>Wealmoor</b> Food importer	Greenford, Middlesex	165	5	933	Apr 17	Leena Malde (100%)
182	<b>Eaton Towers</b> Telecom towers owner	Central London	165	33	193	Dec 17	Capital Group (>50%), management (<50%)



Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
183	<b>The Entertainer</b> Toy retailer	Bucks	*164	*13	1,704	Jan 18	Grant family (100%)
184	<b>International Car Wash Group</b> Car wash operator	High Wycombe	164	20	527	Dec 16	Roark Capital (>50%), others (<50%)
185	<b>One Group Construction</b> Civil engineering contractor	Ipswich	163	6	542	Dec 17	Richard Neall (100%)
186	<b>NEC Group</b> Venue management	Birmingham	162	46	793	Mar 18	LDC (>50%), management (<50%)
187	<b>Wedge Group Galvanizing</b> Galvanizer	West Midlands	161	19	1,218	Mar 18	Woolridge family (76%), management (24%)
188	<b>Dodd Group</b> Electrical contractor	Shropshire	*160	*5	852	Mar 18	Tom Dodd & family (64%), John Kavanagh (5%), Matthew Lewis (2.5%)
189 [187]	<b>Medequip Assistive Technology</b> Homecare medical equipment supplier	Middlesex	160	6	703	Dec 17	Andrew Siddall (40%), Jeremy Siddall (18%), Peter Siddall (18%), Clive Siddall (11%), others (13%)
190 [215]	<b>Churchill Contract Services</b> Facilities services provider	Hertfordshire	*158	*4	13,987	Jun 18	Joel Briggs (29%), Philip Moxom (29%), Caroline Briggs (18%), Sarah Moxom (18%), employee benefit trust (6%)
191 [204]	<b>The Right Fuelcard Company</b> Fuel card provider	Leeds	157	6	58	Jun 17	Rontec Fuel Cards Ltd (50%), Bayford & Co Ltd (50%)
192 [171]	<b>Richer Sounds</b> Audio-visual retailer	Central London	156	8	497	Apr 17	Julian Richer (95%), Rosie Richer (5%)
193	<b>MiQ</b> Digital marketing agency	Central London	*156	*13	561	Dec 17	Founders & management (61%), ECI Partners (38%), GP Bullhound Sidecar (1%)
194 [210]	<b>Bayford</b> Conglomerate	West Yorkshire	156	4	61	Jun 17	Jonathan Turner (100%)
195 [193]	<b>Birmingham Airport</b> Airport operator	Birmingham	155	49	825	Mar 18	West Midland District Councils (49%), Airport Group Investments Ltd (48%), airport staff (3%)
196	<b>British Engines</b> Engineer	Newcastle upon Tyne	154	7	1,398	Apr 17	Lamb family and management (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
197	<b>Big Bus Tours</b> Bus tour operator	Central London	154	14	1,830	Apr 17	Exponent, Merlin Entertainment
198 [207]	<b>James Donaldson Group</b> Timber merchant	Fife	*154	*8	767	Mar 18	Donaldson family (86%), employees (14%)
199 [185]	<b>Erith Group</b> Demolition contractor	Erith, Kent	153	11	582	Sep 17	Darsey family & trusts (100%)
200 [177]	<b>Trainline</b> Online travel retailer	Central London	153	£31	450	Feb 17	KKR (>50%), management (<50%)
201	<b>Brett Martin</b> Plastic sheet manufacturer	Co Antrim	152	9	935	Dec 16	Brian Martin (45%), Laurence Martin (45%), family trusts (10%)
202	<b>Strata Homes</b> Housebuilder and developer	Doncaster	*152	*19	216	Jun 18	Weaver family
203 [202]	<b>Silentnight Group</b> Bed manufacturer	Lancashire	152	14	1,132	Jan 17	HIG Capital (75%), management (25%)
204	<b>New England Seafood</b> Premium seafood supplier	Chessington	151	4	560	Oct 17	Fred Stroyan (42%), Andrew Crawford (10%), management and other (48%)
205	<b>InHealth</b> Diagnostic services provider	High Wycombe	151	3	1,700	Sep 17	The Damask Trust
206	<b>Novus</b> Building and maintenance services	Stoke-on-Trent	151	6	862	Dec 17	John Seddon (50%), Helen Oakey (25%), Susan Nuttall (25%)
207 [166]	<b>Fourfront Group</b> Workplace consultants	Surrey	151	6	284	Apr 17	Clive Lucking (23%), Aki Stamatis (20%), Rysaffe Trustee Co (12%), others (45%)
208 [224]	<b>Lindum Group</b> Construction services provider	Lincoln	150	7	629	Nov 17	Chambers family (54%), management & employees (46%)
209 [200]	<b>The Cartwright Group</b> Commercial vehicle body manufacturer	Altrincham	*150	*7	983	Mar 18	Cartwright family (100%)
210 [230]	<b>Gray &amp; Adams</b> Vehicle manufacturer	Aberdeenshire	148	10	731	Apr 17	James Gray (43%), Peter Gray (43%), Marie Gray (14%)
211	<b>Motordepot</b> Car supermarket	East Yorkshire	148	7	208	Aug 17	Wilkinson family (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
212	<b>CPL Industries</b> Solid fuels supplier	Derbyshire	147	10	635	Mar 17	Vision Capital (73%), Timothy Minett (19%), Darren Wake (8%)
213	<b>CeX</b> Used electronics retailer	Hertfordshire	146	3	2,740	Jun 17	Mohini Dudani (76%), Hoo Yun Man (10%), others (14%)
214	<b>Imagination Technologies</b> Multimedia & communications	Hertfordshire	145	8	1,403	Apr 17	Canyon Bridge (>50%), management (<50%)
215 [237]	<b>Crown Oil</b> Fuel and lubricant distributor	Bury	†145	†6	258	Jul 17	Greensmith family (100%)
216 [220]	<b>Scottish Leather Group</b> Leather manufacturer	Bridge of Weir, Renfrewshire	145	9	646	Mar 17	Muirhead & Lang families (95%), employees (5%)
217	<b>Shaylor Group</b> Construction contractor	Aldridge, West Midlands	144	5	236	Sep 17	Stephen Shaylor (44.5%), Richie Shaylor (44.5%), Lana Shaylor (11%)
218	<b>Europa Worldwide</b> Logistics provider	Dartford	144	3	604	Dec 17	Andrew Baxter (100%)
219	<b>Consolidated Timber Holdings</b> Lumber wholesaler	Shepperton, Surrey	144	5	201	Mar 17	Michael Laughlin (42%), Nick Meyer (25%) David Colman (19%), others (14%)
220	<b>Crystal Palace Football Club</b> Football club	South London	144	11	196	Jun 17	Joshua Harris (18%), David Blitzler (18%), Steve Parish (18%), other (46%)
221 [233]	<b>Branston</b> Potato packer	Lincoln	143	7	671	Jul 17	James Dean (24%), Chris Howard (23%), John Ward (12%), others (31%)
222	<b>Imperial Cars</b> Car supermarket	Southampton	142	4	247	Mar 18	Jonathan Churcher (33.3%), Michael Bell (33.3%), Scott Beazley (33.3%)
223	<b>Batt Cables</b> Cable supplier	Kent	142	6	291	Mar 17	Peter Holm (56%), Frank Batt (15%), Anne Harle (10%), Linda Redman (10%), Jens Allan Holm Trust (9%)
224 [239]	<b>Côte Restaurants</b> Restaurant operator	Central London	141	12	3,007	Jul 17	BC Partners (>50%), management (<50%)
225	<b>Durkan Holdings</b> Building developer and contractor	Hertfordshire	141	9	175	Nov 17	The Camden K Trust (52.52%), The Hadley Trust (47.48%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m^	Staff	Year end	Main shareholders
226	<b>Mulalley</b> Construction contractor	Essex	140	9	527	Mar 18	O'Malley family (80%), Teresa Taylor (20%)
227	<b>IRIS Software Group</b> Business software developer	Berkshire	*140	*52	1,304	Apr 18	HgCapital (c50%), Intermediate Capital Group (c50%)
228	<b>Braid Group</b> Freight services provider	Glasgow	139	6	222	Jun 17	Allan Ledra (63%), Shane Watson (21%), management (16%)
229	<b>West Bromwich Albion</b> Football club	West Bromwich	138	27	221	Jun 17	Guochuan Lai (88%), others (12%)
230	<b>Readie Construction</b> Construction contractor	Romford, Essex	137	7	106	Mar 18	Stuart Read (49%), Paul Stephens (35%), management (16%)
231	<b>Dingbro</b> Automotive component distributor	Aberdeen	137	8	1,327	Sep 17	James Dingwall (100%)
232	<b>AFC Bournemouth</b> Football club	Bournemouth	136	16	575	Jun 17	Maxim Demin family (75%), Matthew Hulsizer & Jenny Just (16%), other (9%)
233	<b>CCG</b> Building contractor	Glasgow	136	6	615	Mar 17	Alastair Wylie (67%), Bernie Rooney (33%)
234	<b>DB Food Group</b> Food wholesaler	Poole	136	6	277	Mar 17	Darren Beale (29%), BGF (25%), Ben Bayer (24%), David Bayer (22%)
235	<b>PX Group</b> Engineering consultancy	Stockton-on-Tees	*136	*5	365	Mar 18	Blue Water Energy (>50%), management (<50%)
236	<b>Collins Construction</b> Fit-out contractor	Croydon	136	8	112	Jun 17	Chris Bartram (25%), management & EBT (75%)
237 [155]	<b>RJ McLeod</b> Building contractor	Glasgow	135	21	437	Nov 17	Clarke family (48%), management (14%), other (38%)
238	<b>Lawton Tubes</b> Copper tube supplier	Coventry	134	6	100	Sep 17	Lawton family (100%)
239 [212]	<b>Wilson James</b> Security and facilities manager	Essex	133	3	3,031	Jul 17	Mark Dobson (25%), Gary Sullivan (25%), Stuart Lowden (25%), other management (25%)
240	<b>Hall &amp; Pickles</b> Steel stockholder	Cheshire	133	4	263	May 18	Hall Family Trusts (100%)

Rank [2017 rank]	Company Activity	HQ location	Sales £m	Profit £m <sup>^</sup>	Staff	Year end	Main shareholders
241	<b>Flying Trade Group</b> World food wholesaler	Essex	132	12	798	Dec 17	Suki Dulai (42.5%), Chandan Dulai (32.4%), Kewal Dulai (25.1%)
242	<b>Mick George</b> Construction services provider	St Ives	131	9	921	May 17	Mick George (75%), other family and management (25%)
243	<b>Westland Horticulture</b> Gardening products manufacturer	Co Tyrone	131	8	588	Aug 17	Edward Conroy (47.5%), Robert Lavery (47.5%), John McVeigh (5%)
244	<b>The Sebden Group</b> Steel processor, stockholder	Cheshire	130	9	241	Apr 17	Management (100%)
245	<b>Mabey Holdings</b> Bridge construction, plant hire, engineering	Reading	129	7	808	Sep 17	Mabey family (100%)
246	<b>SLR</b> Environmental consultancy	Bucks	†127	†5	1,184	Nov 17	Charterhouse Capital partners (>50%), management (<50%)
247	<b>BullionByPost</b> Online gold dealer	Birmingham	125	4	47	Apr 17	Robert Halliday-Stein (76%), Anthony Smiley (20%), others (4%)
248	<b>Molson Group</b> Construction equipment dealer	Bristol	124	4	141	Sep 17	Management (>50%), BGF (50%)
249	<b>Watford Football Club</b> Football club	Watford	124	14	254	Jun 17	Gino Pozzo (100%)
250 [243]	<b>O'Shea</b> Residential developer & contractor	Northwest London	†123	†16	125	Mar 17	Anne O'Shea (50%), Crohan O'Shea (50%)

<sup>^</sup> Profit = operating profit \* Supplied by the company † Annualised figure ‡ = EBITDA

## Appendix ii

### Top Track 250 Ones to Watch

Showcased below are 10 private mid-market growth companies from a variety of industries that did not meet the financial criteria to rank in this year's Top Track 250 league table, but whose sustained growth or plans for the future merit recognition.

Company Activity	HQ location	Sales £m	Profit £m <sup>^</sup>	Staff	Year end
<b>BrewDog</b> Brewery	Aberdeenshire	112	3	777	Dec 17
<b>Euro Food Brands</b> Food marketing agency	Northampton	99	3	112	Mar 17
<b>Five Guys</b> Burger restaurant chain	West London	*120	*8	2,086	Dec 17
<b>GCH Corporation</b> Manufacturing conglomerate	West London	*117	*11	748	Dec 17
<b>Loungers</b> Café and bar operator	Bristol	*121	*8	3,002	Apr 18
<b>O'Connor Utilities</b> Utility contractor	Manchester	119	9	184	Apr 17
<b>Tombola</b> Online games operator	Sunderland	74	14	372	Apr 17
<b>TopCashback</b> Cashback website operator	Stafford	*109	*8	199	Dec 17
<b>TransferWise</b> Currency transfer provider	East London	*117	*10	1,200	Mar 18
<b>Vital Energi</b> Energy services provider	Blackburn	113	6	385	Jun 17

<sup>^</sup> Profit = operating profit \* Supplied by the company