

Top Track 100 regional press release

Thursday 5 July 2018



FOUR COMPANIES IN YORKSHIRE & HUMBERSIDE 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 four companies headquartered in Yorkshire and Humberside (compared with three last year) have made a significant contribution to the regional economy. Together they achieved sales of **£4.2bn** and profits of **£682m** in their last financial year, and collectively employ more than **13,000 people**.

The highest-ranked company in the region is Bradford-based **JCT600** at No 45 with sales of £1.3bn in 2017, up 2%. The car dealer operates 50 showrooms across northern England, selling 18 marques including Audi, VW, BMW and Mercedes-Benz, as well as prestige cars including Ferrari, Porsche and Aston Martin.

The four Yorkshire and Humberside companies include two new entrants. Doncaster-based **Stoneacre Motor Group** enters the league table at No 100. Managing director Shaun Foweather, 55, has led a series of acquisitions, leading to sales growth of 26% to an annualised £708m last year. **British Steel**, acquired by Greybull Capital in 2016 and based in Scunthorpe, also enters the table at No 49.

The companies in Yorkshire and Humberside 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 four companies in Yorkshire and Humberside 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 Yorkshire and Humberside, by rank

| HQ location County | Rank [2017 rank] | Company Activity | Sales £m | Profits £m ‡ | Staff | Year end | Main shareholders |
|-------------------------------|------------------|---|----------|--------------|-------|----------|---|
| Bradford West Yorkshire | 45 [47] | JCT600 Car dealer | *1,251 | *31 | 2,185 | Dec 17 | Jack Tordoff (100%) |
| Scunthorpe North Lincolnshire | 49 [-] | British Steel Iron and steel maker | †1,198 | †62 | 4,978 | Mar 17 | Greybull Capital (100%) |
| Bradford West Yorkshire | 60 [52] | Yorkshire Water (Kelda) Water services provider | 1,004 | 575 | 3,674 | Mar 17 | Corsair Infrastructure, GIC, Pan-European Infrastructure Fund, SAS Trustee Corp |

| HQ location County | Rank [2017 rank] | Company Activity | Sales £m | Profits £m ‡ | Staff | Year end | Main shareholders |
|------------------------------|------------------------|--|-------------|-----------------|-------|-------------|--|
| Doncaster South Yorkshire | 100 [-] | Stoneacre Motor Group Car dealer | †708 | †14 | 2,185 | Apr 17 | Shaun Foweather (44%), Nigel Wood (44%), others (12%) |

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

* Supplied by the company

† Annualised figure

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.

ENDS

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

For further information please contact:

Richard Tyler, director of editorial, Fast Track: 01865 297 011 or richard.tyler@fasttrack.co.uk

Eva Gronbech, senior research manager, Fast Track: 01865 297 029 or eva.gronbech@fasttrack.co.uk

Follow us on Twitter @ST_FastTrack #TopTrack100

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.

About our sponsors

About HSBC

HSBC is the title sponsor of **The Sunday Times HSBC Top Track 100** for a fifth year.

We are one of the world's largest banks, serving over 1m UK businesses, among 37m customers worldwide. Our international banking network covers 54 international markets and gives us access to around 90% of world trade flows.

Alongside specialist teams serving eight key sectors, two further teams offer core financing support. Our Leverage Finance service supports deals of all sizes, facilitating M&A, syndication financing, and access to high-yield bonds and Treasury. Our Commercial Banking Origination service facilitates and advises on sophisticated corporate financing in the UK and Europe.

business.hsbc.uk/corporate @HSBCUKBusiness

About Linklaters

Linklaters is a main sponsor of **The Sunday Times HSBC Top Track 100** for a fifth year.

Linklaters LLP specialises in advising the world's leading companies and their owners, financial institutions and governments on their most challenging transactions and assignments. The firm is a recognised market leader for delivering outstanding service to clients throughout the world on takeovers, mergers and acquisitions, equity and debt capital markets transactions, joint ventures, disposals and other corporate advisory matters.

linklaters.com @LinklatersLLP

About PwC

PwC is a main sponsor of **The Sunday Times HSBC Top Track 100** for the second year.

We are private business specialists with over 16,000 private business, family business and entrepreneur clients, with more dedicated specialists on the ground than any other firm. We can help you spot opportunities for growth, manage risk, save money and create value and will work with you to put all the pieces together. We are focused on building long-term relationships, based on honesty, trust and commitment, and work with our clients through the ups and downs.

pwc.co.uk/privatebusiness @PwC_UK