

Top Track 250 regional press release

Thursday 24 September



TWENTY-FOUR COMPANIES IN YORKSHIRE FEATURE IN THE LEAGUE TABLE OF BRITAIN'S LEADING MID-MARKET PRIVATE COMPANIES

Published this weekend, the 16th annual **Sunday Times PwC Top Track 250** league table ranks Britain's leading mid-market private companies with the biggest sales – before the pandemic struck.

Although some are making job cuts as a result of the crisis, it highlights their continuing contribution to the economy at this difficult time. It also gives examples of how they have stepped up to support their communities and the NHS.

The 24 companies headquartered in **Yorkshire** (compared to 27 in 2019) increased their combined sales by 17% to £6.6bn and operating profits 29% to £531m, and employed more than 34,000 people.

Examples of their positive responses to the crisis include cafe operator **Bettys & Taylors of Harrogate** (No 83), which donated £110,000 to the regional Coronavirus Community Fund. Others include **Vetpartners** (No 66), which was able to carry out consultations remotely, and **PureGym** (No 68), which offered over 120 free virtual workouts.

The companies in Yorkshire appear alongside businesses from around the UK, including **Barbour**, **BrewDog** and **Gymshark**, which was valued at more than £1bn in August.

The Top Track 250 is sponsored by **PwC** and **Lloyds Bank**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Arif Ahmad, a Private Business Partner at PwC UK, the title sponsor of the league table, commented:

“There’s no doubt that 2020 has posed unprecedented challenges. But time and again, we’ve seen business leaders rising to that challenge, adapting their plans and taking the opportunity to innovate. This year, it’s more important than ever to recognise and congratulate the companies featured in the Top Track 250. They are the backbone of the UK economy and it’s our pleasure to work with them, at every stage of their journeys.”

Yorkshire mid-market private companies, ordered by county and rank

HQ location and county	Rank [2019 rank]	Company Activity	Sales £m	Profit £m [^]	Staff	Year end	Main shareholders
Hessle East Yorkshire	6 [11]	Andrew Marr International Seafood trader	712	16	375	Mar 19	Andrew Marr and family (76%), N Rathbone (24%)
Hull East Yorkshire	33 [38]	MKM Building Supplies Builders' merchant	458	£42	1,516	Sep 19	Bain Capital (77%), management (23%)
Hull East Yorkshire	250	ESP Group Transport smartcard producer	105	4	421	Jul 19	Terry Dunn (90%), others including management (10%)
Middlesbrough North Yorkshire	62	Bulkhaul Specialist chemical logistics	271	48	994	Jun 19	Stephen Gibson (75%), Michael O'Neill (25%)
York North Yorkshire	66 [250]	Vetpartners Veterinary practices	262	35	4,122	Jun 19	BC Partners, management
Harrogate North Yorkshire	83 [124]	Bettys & Taylors of Harrogate Food producer & cafe operator	227	16	1,456	Oct 19	Founding family and family trusts (100%)

HQ location and county	Rank [2019 rank]	Company Activity	Sales £m	Profit £m^	Staff	Year end	Main shareholders
York North Yorkshire	128 [171]	Bond International <i>Tyre wholesaler</i>	181	8	400	Dec 19	Bond family (99%), Duncan Rann (1%)
York North Yorkshire	206	Pavers <i>Shoe retailer</i>	122	13	1,650	Feb 19	Paver family (100%)
Doncaster South Yorkshire	9 [8]	Keepmoat Homes <i>Housebuilder</i>	650	58	1,141	Oct 19	Funds managed by TDR Capital (77%), Sun Capital (12%), management (11%)
Barnsley South Yorkshire	60	Symphony <i>Furniture supplier</i>	274	20	1,736	Dec 19	Douglas Gregory (100%)
Rotherham South Yorkshire	117 [151]	AESSEAL <i>Mechanical seal manufacturer</i>	192	28	1,808	Dec 19	Christopher Rea (57%), 3i (43%)
Doncaster South Yorkshire	142 [216]	Riverside Motor Group <i>Franchised car dealers</i>	169	4	190	Dec 19	Denton Family (50%), Wright Family (50%)
Doncaster South Yorkshire	211 [239]	Iqbal Poultry <i>Halal poultry seller</i>	121	3	100	Jun 19	Mohammed Ahmed (50%), Nadeem Iqbal (50%)
Leeds West Yorkshire	Top 3 [5]	Turner & Townsend <i>Construction consultancy</i>	*744	*87	6,789	Apr 20	Vincent Clancy (6%), others members of staff (94%)
Huddersfield West Yorkshire	54	Buy It Direct <i>Online retailer</i>	*300	*8	702	Mar 20	Nick Glynne & family & Simon Barnett (82.5%), BGF (17.5%)
Leeds West Yorkshire	68 [109]	PureGym <i>Gym operator</i>	255	69	1,212	Dec 19	Leonard Green (>50%), management (<50%)
Leeds West Yorkshire	70	Country Style Foods <i>Baker</i>	245	8	2,503	Apr 19	Wood family (100%)
Halifax West Yorkshire	79	Leo Group <i>Recycler</i>	235	22	723	Apr 19	Daniel Sawrij (100%)
Leeds West Yorkshire	84	Howarth Timber <i>Builders' merchant</i>	227	8	1,062	Mar 19	Howarth family (100%)
Mirfield West Yorkshire	92 [118]	John Cotton Group <i>Bedding manufacturer</i>	217	12	1,493	Mar 19	Cotton family (100%)
Leeds West Yorkshire	101	Lanes Group <i>Wastewater services provider</i>	210	9	2,169	Jul 19	Wayne Earnshaw (70%), management and others (30%)
Leeds West Yorkshire	147 [248]	BJSS <i>IT & business consultancy</i>	*165	*30	1,116	Apr 20	Andrew Vincent (37%), Mark Hunter (37%), Vinter Estates Ltd (25.5%), Angela Pickard (0.5%)
Leeds West Yorkshire	188 [240]	GMI Construction Group <i>Construction contractor</i>	132	3	105	Sep 19	Jarrod Best (41%), Paul Whitaker (41%), David Shann (18%)
Leeds West Yorkshire	242	Allied Glass Containers <i>Glass container manufacturer</i>	108	11	621	Dec 18	Sun Capital, management

^ Profit = operating profit

* Supplied by company

‡ EBITDA

The national picture

Top Track 250 complements our **Top Track 100**, published in July, which features Britain's private companies with the biggest sales. It ranks the next 250-biggest companies by sales, provided they meet our criteria of min. 5% growth in sales or profits (see below). The 250 companies grew combined sales by 17% to £59.7bn, operating profits by 25% to £5.1bn and employees by 15% to 405,000, prior to the pandemic.

The 250 companies are headquartered across the country. London is home to the highest number of companies, with 60 businesses, followed by the southeast with 44. Of the remainder, 36 are based in the Midlands, 33 in the northeast and Yorkshire, 24 in the northwest of England, 24 in Scotland, 8 each in the southwest and the East of England, 7 in Northern Ireland and 6 in Wales.

16 years of Top Track 250

Over the 16 years, the **Top Track 250** league table has featured many of Britain's most successful mid-market private companies. Past stars 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 £4.4bn. **Ocado**, which last appeared in 2008 with sales of £273m, listed in 2010 and has since seen its value increase more than 20 times to £20bn. **The Hut Group** first featured in 2013 with sales of £157m, and floated this month valued at £5.4bn.

The full league table is published as a 10-page broadsheet supplement within the business section of **The Sunday Times** on 27 September, both in print and in the digital edition, and on www.fasttrack.co.uk.

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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 23 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 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. Some exceptions were made to the qualification criteria.

The research was carried out by Fast Track and accounts filed later than 17 July 2020 may not have been considered in compiling the league table.

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