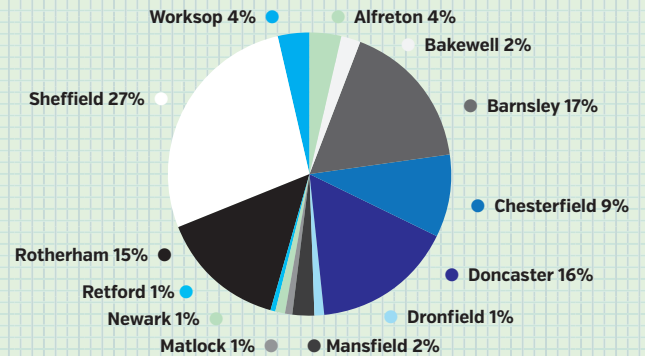


TOP 10 INDUSTRIES BY PROFIT

TURNOVER BY AREA

Location	Turnover 2017
Alfreton	55,576
Bakewell	36,699
Barnsley	256,767
Chesterfield	143,976
Doncaster	243,815
Dronfield	18,934
Mansfield	36,260
Matlock	15,353
Newark	14,243
Retford	10,302
Rotherham	221,010
Sheffield	416,941
Worksop	54,596



Manufacturing

2016: 2,417
2017: 2,646

Services

2016: 5,045
2017: 5,249

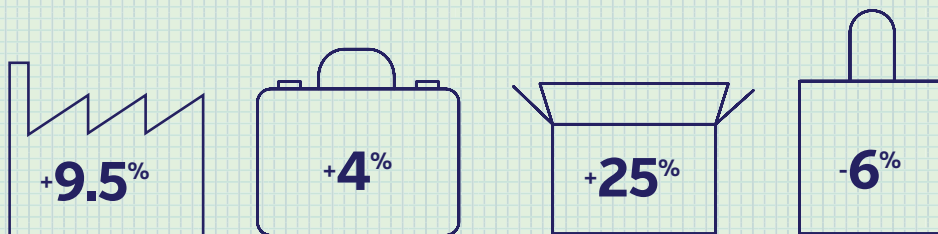
Wholesale

2016: 327
2017: 410

Retail

2016: 449
2017: 424

PEOPLE EMPLOYED BY SECTOR



	2017	2016	Growth/ [Decline]
	£'000	£'000	%
Total turnover	1,524,473	1,370,597	11%
Total profit	200,108	178,372	12%
Total number of employees	8,729	8,238	6%

Turnover up by
11%

Net profit up by
12%

Number of employees up by
6%



Top 100 SMEs build on their successes as turnover and profits rise

Our collaboration with the Sheffield Star to produce this SME survey is now in its 20th year, and we are delighted to have shown our commitment to the Sheffield City Region during this time. It's generally a positive picture from the region's SMEs, with a combined turnover increase of 11% in this year's Top 100 table.

Businesses based in Barnsley and Doncaster have fared particularly well, but those in the Rotherham area have seen some disappointing aggregate falls in revenues and have generally suffered a slight downturn in profitability.

Profits have broadly followed an upward trend, with a 12% improvement across the region and it's encouraging to see those increases evident across Sheffield, Doncaster and Chesterfield, with a slightly more muted performance in Barnsley.

The retail and wholesale sectors have experienced very encouraging sales increases. In addition the transport, food and drink, and the building products industries are all performing particularly well, with above average increases in profits, along with leisure businesses and those producing household and clothing products.

Newark based transport firm Walker & Son Haulage Ltd, which also provides storage and warehouse facilities and is involved in property development, tops the table with a hugely impressive 54% increase in profit before tax, climbing from second position last year.

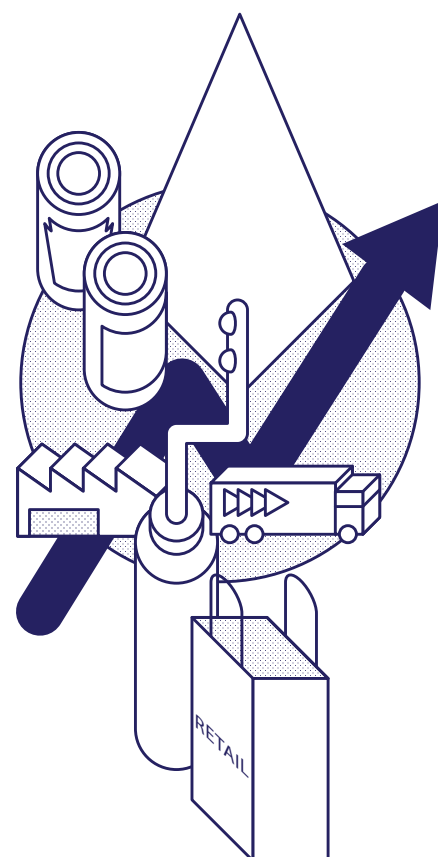
There are 44 new entrants into the Top 100 SME table this year. Many of the new entrants in this year's table are service sector companies, but most significantly there are more building and building products businesses, which reflects an increase in construction activity across the region.

As a result, another area worth highlighting is the property development sector. Companies in this year's survey have more than doubled turnover as activity in this particular sector continues to prosper.

The survey shows significant movements in the numbers of companies dropping in and out of the table this year. Many of those falling out of the table are companies offering computing and business services, and also companies within the machinery, equipment and electrical industries.

In terms of employment, the region has seen a 6% increase in total employee numbers across the surveyed companies, with food and drink and transport companies leading the field in terms of net growth in staff numbers. Almost 10% growth in aggregate staff numbers is evident in manufacturing firms, which is notable and shows promise for this often troubled sector.

In summary, there is a collective increase in all key financial metrics, as the businesses in the Top 100 table continue to show steady signs of growth. This is somewhat tempered by companies in 'tough' sectors, and certain geographical areas continuing to struggle in an uncertain economic climate, but overall it's fair to say an optimistic picture is being painted by these successful SMEs in the Sheffield City Region.



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2017	2016	Company name	Location	Latest accounts date	Activity	Profit before Tax 2017 £000s	Profit before Tax 2016 £000s	Turnover 2017 £000s	No of Employees 2017
1	2	Walker & Son (Hauliers)	Newark	30/06/16	Haulage contractors and providers of storage and warehousing facilities and property development	8,027	5,218	14,243	89
2		The Abbey Group UK	Sheffield	31/10/16	Production, treatment and forging of steel	6,221	8,512	22,274	178
3	35	Strawson Group Investments	Retford	29/02/16	Property investment	5,611	2,171	3,163	5
4	23	Haywood And Padgett	Barnsley	31/10/16	Production of wholesale bakery products	5,527	4,531	25,122	149
5		P R Marriott Drilling	Chesterfield	31/12/15	Drillers to the mining, water and gas industries	4,690	4,211	19,074	68
6	6	Glass Recycling (UK)	Barnsley	30/09/16	Recovery and treatment of waste products	4,577	4,149	13,139	59
7	9	Derbyshire Aggregates	Bakewell	31/03/17	The supply of rocks, stone and aggregates to the construction industry	4,283	3,544	19,659	53
8	13	Clee Hill Plant Holdings	Chesterfield	31/12/16	Plant for hire to the civil engineering industry	4,079	3,402	17,971	187
9		Wild Life Group	Doncaster	30/11/16	General commercial activities	3,820	3,448	11,978	213
10	10	Cathelco	Chesterfield	31/03/16	Provision of ICCP and anti-fouling equipment for the marine industry	3,318	3,110	20,203	124
11		Sealwood	Alfreton	31/12/16	Management services	3,219	1,114	19,028	67
12	21	Moto Direct Holdings	Alfreton	31/12/16	Supply and distribution of motorcycle accessories	3,015	2,508	24,112	82
13	49	J. W. Sivil Holdings	Dronfield	31/08/16	Construction of commercial buildings	2,998	1,855	18,934	11
14		Napoleons Leisure	Sheffield	30/09/16	Casino	2,888	936	14,158	176
15		Cidon Group (UK)	Barnsley	28/02/17	Management activities of holding companies	2,797	2,921	15,512	41
16	3	Melett	Barnsley	31/05/16	Development, manufacture and supply of turbocharger repair parts	2,759	4,638	23,352	182
17	19	Dransfield Properties Investments	Sheffield	30/09/16	Property development and investment	2,745	2,626	3,847	21
18	28	Robinson Healthcare Group	Worksop	30/06/16	Manufacture, marketing and distribution of personal hygiene, healthcare and veterinary products and medical devices	2,737	2,297	22,038	174
19	39	Dearneside Fabrications	Sheffield	31/03/17	Metal fabricators	2,714	2,030	14,231	103
20	24	SCX	Sheffield	31/03/16	Design, manufacture and maintenance of materials handling and access equipment	2,630	2,380	19,727	143
21		Excel Parking Services	Sheffield	30/04/16	Provision and management of car parking facilities	2,560	1,111	15,220	334
22	40	Houghton Textiles	Barnsley	31/12/16	Manufacturing, processing and distribution of textile products	2,500	2,000	23,900	235
23	34	Go Green	Doncaster	31/12/16	Waste management brokers	2,412	2,174	22,907	85
24	31	Nationwide Retail Systems	Barnsley	31/12/16	Sale of cashless catering management systems	2,385	2,257	6,563	
25	76	Colortronic (U.K.)	Chesterfield	31/12/15	Manufacture and supply of systems to the plastics industry and the installation and maintenance of this machinery	2,330	1,415	12,704	26
26	14	SRS Rail System (Holdings)	Chesterfield	30/04/16	Provision of specialist services to the railway industry	2,311	2,882	14,883	87
27		GRI Libra	Sheffield	31/12/16	Manufacture and distribution of chemical products	2,266	659	22,931	48
28	46	Jakto Holdings	Barnsley	30/11/16	Haulage contractors, site clearance and excavation	2,128	1,910	15,570	61
29		Warwick Ward (Holdings)	Barnsley	30/09/16	Plant and machinery	1,994	1,709	23,452	75
30		Saul Construction	Barnsley	31/03/16	Building and civil engineering contractors	1,986	646	9,215	73
31	26	Liberty Group Holdings	Sheffield	30/06/16	Manufacture, sale and hiring out of site cabins and related equipment	1,953	2,334	9,530	77
32	63	Lablogic Group Holdings	Sheffield	30/06/16	Supply of scientific data systems	1,942	1,614	11,547	72
33	43	Ronald Hull Jnr.	Rotherham	31/01/16	Property investment, metal merchants, demolition and excavation contractors	1,927	1,668	19,106	130
34	45	URA Ventures	Chesterfield	31/12/15	Hire and sale of motor vehicles and other related services	1,916	1,854	12,113	30
35	20	Wolf Safety Lamp Company (The)	Sheffield	30/06/16	Manufacture and sale of safety lamps	1,915	2,564	10,638	38
36	25	Samuel Hodge Holdings	Sheffield	31/03/17	Gas pressure valves and dispensing equipment	1,895	2,379	25,880	210
37	18	Griffingold	Sheffield	31/12/16	UPVC window manufacture	1,844	2,680	18,607	190
38		Natural Paving Products (UK)	Doncaster	31/12/16	Import and distribution of stone and slate products	1,840	1,414	24,365	45
39	54	Bessacarr Properties	Doncaster	29/02/16	Provision of foundation services to the construction industry	1,795	1,289	12,378	69
40		Braithwaite Excavations Holdings	Barnsley	31/03/16	Earthworks contracting	1,739	1,624	10,672	21
41	58	D R Baling Wire Manufacturers	Sheffield	31/12/16	Manufacturers of baling wire	1,729	1,645	7,277	19
42		Galaxy Insulation And DRY Lining (Holdings)	Sheffield	31/12/16	Distribution of insulation materials and associated products	1,713	1,057	14,166	42
43		Rixil Services	Sheffield	30/09/16	Mechanical and electrical consultants	1,697	1,836	10,990	128
44	72	OSL Group Holdings	Sheffield	31/12/16	Manufacture and factoring of components and services in the markets of fire and security	1,689	1,456	21,538	193
45	36	Paragon Foodservice	Doncaster	28/02/17	Distribution of deep frozen foods	1,653	3,298	30,995	9
46	62	Europa Engineering Group	Sheffield	31/03/16	Lifting materials and mechanical handling, structural fabrication and general engineering activities	1,631	1,804	10,117	110
47	100	MMD Mineral Sizing (Europe)	Alfreton	29/02/16	Sale of special purpose mining machinery and equipment	1,605	1,150	12,436	22
48		Norton Finance Group	Rotherham	30/04/16	Advancing secured and unsecured loans throughout the UK and related services	1,604	979	13,866	207
49		ROY Hatfield	Rotherham	31/10/16	Processing and distribution of metals, minerals and solid fuels, recycling of plasterboard	1,597	1,132	12,139	28
50	56	IVY Cottage (Ackton)	Barnsley	31/03/16	The provision of care for people	1,574	1,741	5,040	150

Notes on Top 100 SMEs Sheffield City Region

Figures compiled by BHP, Chartered Accountants using latest published financial information at the time of carrying out this survey filed at Companies House and financial data provided by Bureau van Dijk's Fame. To qualify for inclusion, businesses must: • be an independent company OR the ultimate holding company of a UK group • be an SME, i.e. meets two of the following measures - less than 250 employees - less than £25.9m turnover per annum - less than £12.9m gross assets • not be a charity, academy, Limited Liability Partnership or listed Public Limited Company • be up-to-date in filing accounts at Companies House • be based in Sheffield City Region

Sheffield City Region 2017

2017	2016	Company name	Location	Latest accounts date	Activity	Profit before Tax 2017 £000s	Profit before Tax 2016 £000s	Turnover 2017 £000s	No of Employees 2017
51		Special Quality Alloys	Sheffield	31/05/16	Manufacturers and suppliers of nickel based superalloys and special steels	1,562	3,581	24,661	100
52		Penny Hydraulics	Chesterfield	30/06/16	Design, manufacture and servicing of hydraulic and electrical components and systems	1,543	660	8,045	83
53	66	Magna Colours	Barnsley	30/04/16	Supply of chemicals, dyestuffs, inks and auxiliaries to the textile industry	1,540	1,199	7,715	29
54	44	Titan Developments	Mansfield	31/12/16	Joinery manufactures and interior contractors	1,537	1,918	12,128	77
55	68	FME Property Solutions	Sheffield	31/03/16	Property maintenance	1,511	1,434	13,198	122
56	89	Long Rake Spar Company (The)	Bakewell	31/03/16	Processing and sale of calcite spar and the merchenting of other decorative aggregates	1,508	1,280	17,040	61
57	81	Wordsworth Excavations	Barnsley	30/06/16	Site preparation for development and excavation	1,471	1,343	12,208	53
58	74	Mac's Transport (Northern)	Barnsley	30/04/16	Sale of commercial vehicles and the rental of residential properties	1,452	960	21,637	21
59	78	E.E.Blyth & CO	Worksop	31/03/16	Trading in metals and minerals	1,452	1,395	16,048	69
60		Sargents Properties	Doncaster	30/06/16	Manufacture of bakery and confectionery products	1,445	(110)	13,444	57
61		Granada Glazing	Sheffield	31/03/16	Manufacture, supply and installation of secondary glazing	1,433	(623)	7,809	63
62	73	Roofdec	Rotherham	31/08/16	Roofing contractors	1,430	1,454	20,590	37
63	17	Ceramica Impex	Doncaster	30/09/16	Import and distribution of ceramic tiles	1,420	2,703	14,777	22
64		Rotor Clip	Sheffield	31/12/16	Supply of retaining rings	1,373	(511)	16,591	139
65		Portland of Bawtry	Doncaster	31/08/16	Used motor vehicle sales	1,357	1,064	17,472	7
66	86	Jigsaw Foods	Mansfield	31/05/16	Manufacture and cryogenic freezing of sauces and condiments	1,354	1,320	24,132	177
67	77	MB Group (UK)	Sheffield	30/04/16	Advertising and marketing agency	1,344	1,411	16,154	110
68		Longshaw Developments	Chesterfield	31/03/17	Providing sheltered accommodation for residents with learning disabilities	1,332	995	5,378	242
69	27	Thos.Winnard & Sons	Rotherham	31/12/15	Distribution of vehicle components	1,321	2,333	11,514	32
70		Green Group International	Rotherham	31/10/16	Provision of logistics and transport services	1,314	519	18,290	115
71	7	Bartec Auto ID	Barnsley	31/05/16	Development and manufacture of tyre	1,299	3,929	11,655	98
72	87	Intake Developments	Barnsley	31/12/15	Operation of self service petrol filling stations	1,298	1,214	32,015	8
73		N T Killingley	Chesterfield	31/12/16	Landscape gardeners, consultants and forestry contractors	1,287	921	13,298	124
74	57	Heavy Duty Parts	Retford	31/12/15	Supplying parts to commercial vehicle operators	1,263	1,660	7,139	
75	41	H P Construction	Sheffield	31/03/17	General construction and civil engineering	1,259	1,942	17,830	15
76		A.E.Spink	Doncaster	30/11/16	Builders' and plumbers' merchants and ironmongers	1,256	527	19,838	72
77		Platinum Care Homes (Stanwell)	Sheffield	30/11/16	Human health activities	1,251	1,064	3,692	76
78	93	Navartis Holdings	Doncaster	31/03/16	General commercial activities	1,234	497	29,456	37
79		Wilson's Furnishers (Holdings)	Rotherham	30/09/16	Flooring wholesalers and retailers	1,234	981	18,068	68
80		Timber Garden Buildings	Rotherham	30/06/16	Manufacture of timber sheds and buildings	1,231	917	8,808	92
81		Teampartner	Worksop	31/12/15	Production and sale of popcorn and confectionery items	1,218	707	16,510	102
82		One Flight	Rotherham	31/05/16	Design and distribution of housewares, giftware, lighting and soft furnishings	1,166	967	18,131	102
83		Granwood Holdings	Matlock	31/12/15	Manufacture and supply of floor coverings, sealants and chemical preparations	1,162	502	3,985	
84	37	Tours Abroad Group	Rotherham	31/12/16	A group engaged as a specialist holidays tour operator and wholesaler	1,158	2,130	30,987	109
85		Green Piling	Sheffield	31/03/17	Geotechnical and foundation engineering	1,157	882	13,366	62
86	98	X-Cel Superturn (GB)	Rotherham	31/03/16	Manufacture of precision engineering components	1,153	4,488	20,336	163
87		BEN Bennett JR	Rotherham	31/12/16	Quarrying of limestone and the manufacture of cold rolled and hardened and tempered steel strip	1,152	908	9,164	72
88	83	Wcec Group	Chesterfield	30/11/16	Architectural services	1,148	1,329	8,017	140
89	29	Carver Engineering Holdings	Doncaster	31/03/16	General engineering & fabrications	1,135	2,293	5,492	51
90		Planet X	Rotherham	29/03/17	Sale of bicycles and bicycle parts	1,120	107	20,011	91
91		B.J.Waters (Transport)	Matlock	31/03/16	Haulage contractors	1,116	1,066	11,368	91
92	67	Datagraphic Holdings (was PBST)	Chesterfield	31/10/16	Strategic document outsourcing through a multi channel platform	1,094	1,516	12,290	112
93		NMC (Group)	Doncaster	31/12/15	Surfacing and civil engineering contractors	1,088	666	11,899	25
94		Concorde BGW	Doncaster	31/12/16	Design, manufacture and sale of furnishing and construction services	1,075	836	19,768	53
95		Plumbing Supplies Company	Sheffield	31/12/15	Wholesale of hardware, plumbing and heating equipment and supplies	1,073	763		44
96		Highlander Computing Solutions	Sheffield	31/08/16	Computer retailing and consultancy	1,066	319	22,130	83
97		Alan Auld Group	Doncaster	31/03/16	Civil engineering consultants	1,019		9,047	
98		Jepson Holdings	Sheffield	30/06/16	Manufacture of vehicle number plates and signs	982	1,151	13,121	75
99		H. Ponsford	Sheffield	31/07/16	Retail furnishing and property development	967	786	9,451	88
100		Asgard Group	Sheffield	30/09/16	Operation of hotels and managing and developing investments	963	1,097	6,260	121

For financial periods of more than or fewer than 52 weeks, the figures have been annualised on a pro-rata basis. Private company information can be incomplete; in preparing this table every reasonable effort has been made to ensure that no qualifying companies have been omitted. In certain circumstances the compilers of the table have made exceptions to the qualification criteria and their decision is final. The latest set of filed accounts (at the time of the search) has been used. Where this set has been included within previously published surveys these accounts have been omitted. Research finalised 10/10/2017.

Top companies by location

Profit before tax
2017 28,392
2016 26,385

+7.6%

Barnsley

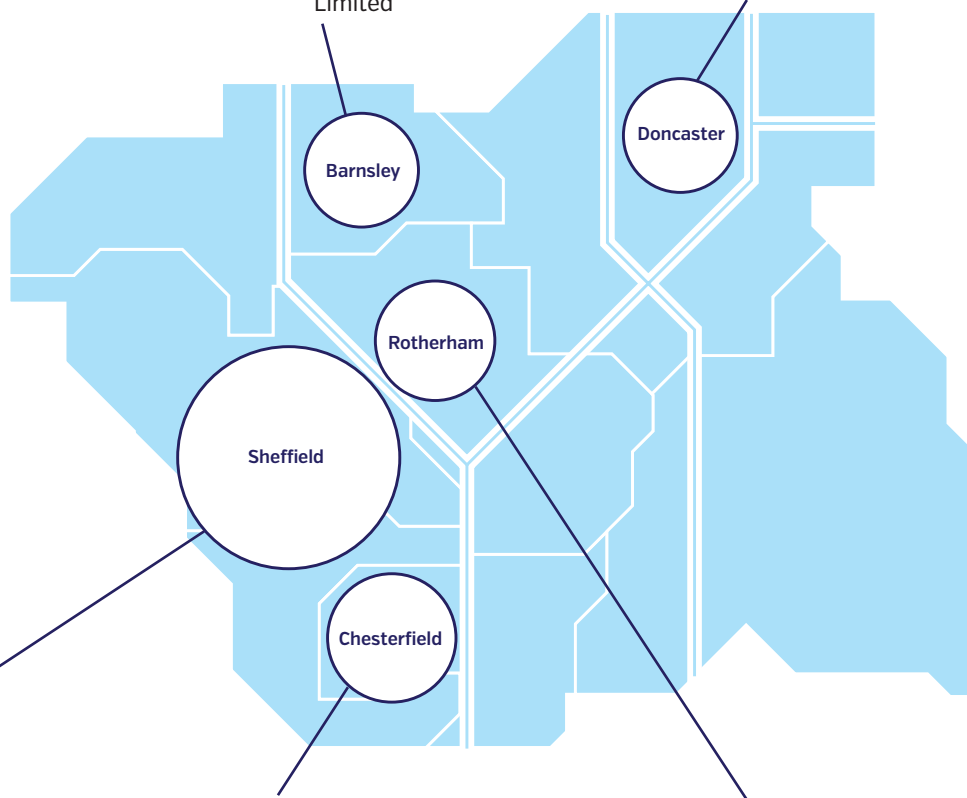
1. Haywood And Padgett Limited
2. Glass Recycling (UK) Limited
3. Cidon Group (UK) Limited
4. Melett Limited
5. Haughton Textiles Limited
6. Nationwide Retail Systems Limited
7. Jakto Holdings Limited
8. Warwick Ward (Holdings) Limited
9. Saul Construction Limited
10. Braithwaite Excavations Holdings Limited

Profit before tax
2017 18,232
2016 16,303

+11.8%

Doncaster

1. Wild Life Group Limited
2. Go Green Limited
3. Natural Paving Products (UK) Ltd
4. Bessacarr Properties Limited
5. Paragon Foodservice Limited
6. Sargents Properties Limited
7. Ceramica Impex Limited
8. Portland of Bawtry Limited
9. A.E.Spink Limited
10. Navartis Holdings Limited



Profit before tax
2017 36,712
2016 34,362

+6.8%

Sheffield

1. The Abbey Group UK Limited
2. Napoleons Leisure Limited
3. Dransfield Properties Investments Limited
4. Dearnside Fabrications Limited
5. SCX Limited
6. Excel Parking Services Limited
7. GRI Libra Limited
8. Liberty Group Holdings Ltd
9. Lablogic Group Holdings Limited
10. Wolf Safety Lamp Company Limited(The)

Profit before tax
2017 23,954
2016 20,779

+15.3%

Chesterfield

1. P R Marriott Drilling Limited
2. Clee Hill Plant Holdings Limited
3. Cathelco Limited
4. Colortronic (U.K.) Limited
5. SRS Rail System (Holdings) Limited
6. URA Ventures Limited
7. Penny Hydraulics Limited
8. Longshaw Developments Limited
9. N T Killingley Ltd
10. Wcec Group Limited

Profit before tax
2017 13,982
2016 13,080

+6.9%

Rotherham

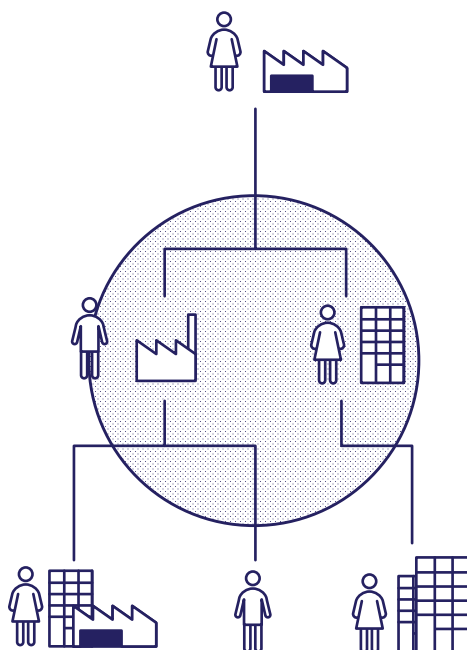
1. Ronald Hull Jnr. Limited
2. Norton Finance Group Limited
3. ROY Hatfield Limited
4. Roofdec Limited
5. Thos.Winnard & Sons Limited
6. Green Group International Limited
7. Wilsons Furnishers (Holdings) Limited
8. Timber Garden Buildings Limited
9. One Flight Limited
10. Tours Abroad Group Limited

It's vital that SME owners plan an exit strategy

It's a given that starting and building a successful business takes grit, determination and dedication, but for some SME owners, exiting the business and deciding what to do with the 'family silver' can prove to be their biggest challenge.

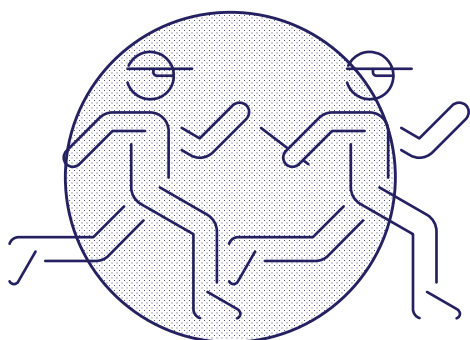
SME owners are often so immersed in the business which they have nurtured for so long, that they simply can't bear to hand over the baton, even though it's at this point, that they can finally realise the value of all their hard work.

Unlike a plc, there is no ready market to dispose of a shareholding in a private business. However, despite not having the benefit of a stock market listing, SME owners have a number of options available to them when contemplating an exit. Each option has its pros and cons and this is where bringing in an external person, who can explore each possibility from a different perspective, really adds value.



Keeping the business in the family is often front of mind. Intuitively, passing it to the next generation is the natural option, and our region is home to a great number of successful family businesses to take inspiration from. However, the phrase "rags to riches, and back again" is not to be dismissed when considering succession.

It's vital that family members have the desire and skills to run the business. It's extremely rare that someone is born a business leader and most people will need to go through a process to get to the point of being ready. Equally, those handing over the reins must find a balance, so they're not continually interfering, but can offer guidance at critical times during the transition period.



Facing up to the fact that the family's future wealth may not be best served by giving stewardship to the next generation can be tough. For those who find themselves in this situation there is always the option to 'cash in' and sell the business. The merger and acquisition market remains buoyant and offers plenty of opportunities for SME owners. However, maximising value requires careful planning and a well-structured sale process. It's vitally important to choose advisors with the requisite experience as typically you will only sell once.

Another exit route that deserves consideration, is giving the existing management team the option to acquire the business via a management buy-out (MBO). This can be particularly appealing to owners who don't have a family or a desire to sell to their competitors.

'How could they afford it?' is a question we regularly hear, but there are lots of funding options available for an experienced team, armed with a robust business plan. Appetite from banks remains strong and, for the right deal, the private equity industry has significant sums of money to invest in MBOs.

As a result, there are always options open to SME owners, but maximising value and securing the best result requires careful consideration. This can often take several years, meaning it's rarely too early to start planning an exit strategy.



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Building a strong tax position

This year's Top 100 SME table shows what a strong position the Sheffield City Region's property and construction industries currently find themselves in, with turnover soaring by 128% on the previous year, which was a far bigger rise than any other sector.

This is partly down to a relaxation of planning laws, more development work starting, ongoing demand for new housing and rising property values. The sector has always traditionally attracted plenty of HMRC attention and with this sudden growth, as well as some very healthy profits being produced, it's highly likely that it will remain in their sights.

It's therefore vital that these companies lay their tax affairs on firm foundations, particularly because there have been so many changes made recently, that significantly impact the property and construction sectors.

Back in July 2016, 'transactions in land' tax rules were introduced, which treat profits from land sales as income rather than gains. Although this was predominantly designed to combat international organisations that could implement cross-border structures to avoid UK tax laws, they are far more wide reaching and apply to an extensive range of scenarios. It's a complex area that companies must not fall foul of.

HMRC is also concerned at the level of tax fraud in the construction industry and are currently consulting on introducing a VAT reverse charge for the construction sector and tightening the rules around gross payment status in the Construction Industry Scheme.

A similar domestic reverse charge has helped to tackle VAT fraud in the telecoms and energy sectors, and HMRC believe it could be equally successful within the construction sector. If the system is introduced, it will mean the supplier of goods or services is not involved in the payment of VAT to HMRC, and instead the liability for VAT payments will shift to the customer.

Although this is a straightforward concept in theory, if it's introduced, it could end up adding an extra layer of complexity to an already complex area due to the differing rates of VAT that can apply to the sector.

Another common tax trap for development companies surrounds recently introduced changes to 'transactions in securities rules' and liquidations when using Special Purpose Vehicles (SPVs). It's yet another area that HMRC is tightening up on, so again it's important that companies stay on the right side of the law when using SPVs.

Finally, this year's table shows many companies have grown their teams over the last 12 months. Employer national insurance remains a significant cost to businesses, along with auto enrolment expenses, but companies can make savings by using pension salary sacrifice.

The key with all these tax issues is always to plan ahead and hunt out strong professional advice so that the company's foundations will be built on rock, rather than sand.



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