

### TOP 10 INDUSTRIES BY PROFIT

# TOP 100 SMEs 2019

	2019 £'000	2018 £'000	Movement %
North	237,906	202,397	17.54%
South	479,894	416,345	15.26%
East	401,944	332,640	20.83%
West	1,013,424	905,195	11.96%
Total	2,133,169	1,856,577	

### PEOPLE EMPLOYED BY SECTOR

**Manufacturing**  
2019: 5,156  
2018: 4,877

**Services**  
2019: 4,514  
2018: 4,020

**Wholesale**  
2019: 598  
2018: 558

**Retail**  
2019: 812  
2018: 696

**Other**  
2019: 177  
2018: 169

	2019 Count	2018 Count	Movement %
Manufacturing	5,156	4,877	5.72%
Other	177	169	4.73%
Retail	812	696	16.67%
Services	4,514	4,020	12.29%
Wholesale	598	558	7.17%

Net profit up by  
**21.6%**

Turnover up by  
**14.9%**

	2019 £'000	2018 £'000	Growth/ [Decline] %
Total			
Turnover	2,133,169	1,856,577	14.90%
Profit before tax	357,317	293,839	21.60%
Number of employees	No. 11,257	No. 10,320	9%



# SMEs showing ‘true Yorkshire grit’ amidst uncertainty

We’re pleased to report another year of outstanding performance from Yorkshire’s Top 100 SMEs. The period covered by the survey can best be described as ‘uncertain’, yet businesses remained robust and resilient.

Rising inflation and contracting lending are putting a squeeze on businesses, and this coupled with Brexit implications around planning for possible restrictions on the movement of goods and people, potential changes to product compliance regulations, and financial planning around working capital requirements, has tested even the most resilient of companies.

Despite all of this, SMEs in the region have once again shown the way in performance with total turnover up by 15 per cent and an impressive increase in profit before tax of 22 per cent.

Meanwhile we’ve also seen the number of SME employees increase by 9 per cent with the Top 100 now providing employment for over 11k people.

There were 36 companies that dropped out of the list this year, six of which have gone through some form of sale process and become part of bigger organisations, indicating a good level of merger and acquisition activity in the region, and three which have grown beyond the SME criteria.

On reviewing the accounts of those that have fallen out of this year’s list, a number referred to the rising prices of raw materials as having a significant impact on performance. However, many reported that current trading remained strong and that they were confident for the immediate future, so we look forward to healthy competition for the top 100 places next year.

The list welcomes 36 new companies, compared to 50 last year, and of these 18 are service related and 13 from the manufacturing sector.

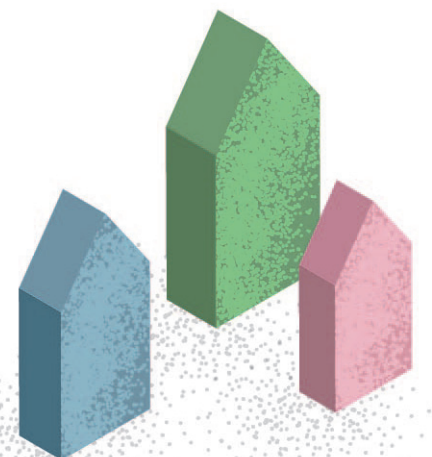
Starting levels of profit before tax for entry remains at a staggering £2.3m and in terms of sector representation, we have: 47 service businesses (up from 41), 37 manufacturing companies (up from 35), eight wholesale businesses (down from 11), six retail businesses (down from nine) and two other (down from four).

Services are the largest sector making up the Top 100 in terms of numbers represented, turnover, and profit before tax. Manufacturing is a close second in all of the above indicators but is still the largest sector in terms of employment.

Despite the uncertainty and top-line pressures, businesses of course deal with the reality on the ground. The results suggest that SMEs in Yorkshire, and the individuals behind those businesses, are strong, resilient, and entrepreneurial – showing ‘true Yorkshire grit’ in uncertain times.



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# Planning for a successful business sale

Deciding to sell a business is probably the most important decision an owner will make. For most people it is about more than just realising the financial gains from years of hard work – an important factor for many owners is to find a good home for the business where the company and its employees can continue to flourish.

Whilst every deal is different and needs to be handled in its own unique way, there are common mistakes that should be avoided by everyone.

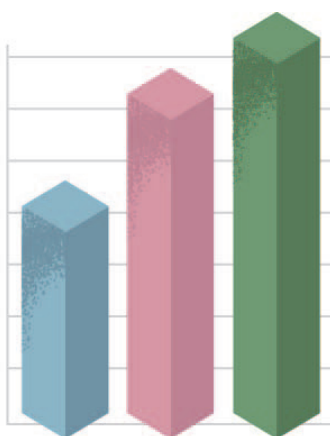
## Poor or no preparation

The earlier you start your preparations the easier it is to fix things in advance. Working with advisors a few years in advance will help you to not only maximise interest in the business and the value of the offers received, but also reduce the risks of price chips or a deal failing to complete.



## No exit plan

Leaving things to chance or reacting to a cold approach for your business is less likely to result in you achieving the optimal exit. A good exit plan will consider how the business is likely to be valued and what factors may make it more attractive. It's also an opportunity to review the quality of your succession plans and how key staff have been factored into these, and if you don't want to work post-deal how you can take steps to secure this with the buyer.



## Make sure current performance is maintained during the process

Selling a business is both time consuming and immensely distracting. It is therefore very common for current trading to suffer. A sales process is about building confidence in the company and its future forecasts, so it is vital to try to avoid taking your eye off the ball and letting this happen.



## Find a great advisor not a sales agent with a slick marketing machine

Selling a company is an intense and often complex process and there is a huge amount of skill in ensuring a deal completes. It is vital you find someone who has the skills to delicately manage the numerous negotiations and commercial points which will arise throughout the process. You want to work with someone who is not only skilled and experienced at identifying and extracting the highest offers for your company but who also cares about the process as much as you do and who you know you can have frank and honest conversations with.



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# Top 100 SMEs

2019 Rank	2018 Rank	Company name	Latest accounts	Location	Region	Activity	2019 Profit/[loss] £ '000	2018 Profit/[loss] £ '000	2019 Turnover £ '000	2018 Turnover £ '000	2019 No. of staff	2018 No. of staff
1	7	Pure Retirement	31/12/17	Leeds	West Yorkshire	Lender, administrator & servicer of home loan mortgage contracts	8,459	5,736	21,055	15,874	52	42
2	10	Cardale Asset Management	30/09/18	Harrogate	North Yorkshire	Provision of investment management services	6,516	5,248	12,114	10,626	60	54
3	15	Econ Engineering	31/03/18	Ripon	North Yorkshire	Manufacture of commercial vehicles for highway maintenance	6,087	4,564	27,575	26,471	201	204
4		J.Pullan & Sons	31/12/17	Leeds	West Yorkshire	Rental of properties, builders and contractors	5,951	5,475	6,046	11,094	41	41
5		Shorewood Leisure Group	31/12/17	Bridlington	North Humberside	Operation of a caravan and leisure parks	5,762	2,307	16,011	17,551	122	110
6	20	Penmoor UK	31/01/18	Huddersfield	West Yorkshire	Supply of soft drinks and plastic bottles	5,462	4,392	23,866	21,766	68	65
7	11	JOE Browns	30/06/17	Leeds	West Yorkshire	Provision of fashion and related goods	5,379	4,835	32,809	28,072	95	97
8	3	Sewtec Automation	30/06/18	Dewsbury	West Yorkshire	Design and manufacture of special purpose machinery	5,321	6,741	17,297	15,997	68	71
9	74	Melett	31/05/17	Barnsley	South Yorkshire	Development, manufacture and supply of turbocharger repair parts	5,274	2,759	27,998	23,352	205	182
10	38	Flower of May Holiday Parks	31/10/17	Bridlington	North Humberside	Operation of caravan and camping holiday parks.	5,272	3,369	13,487	12,323	94	89
11	32	Cyden Homes	31/10/17	Grimsby	South Humberside	Property and land development and management.	5,071	3,665	26,207	18,844	35	33
12	22	J&R Naylors Holdings	31/07/17	Wakefield	West Yorkshire	Money lending services	4,944	4,294	13,361	12,930	42	56
13	44	Woolley Bros	31/12/17	Sheffield	South Yorkshire	Slaughter of cattle and supply of beef	4,844	3,244	52,084	41,619	104	96
14	30	Peaspring	31/12/17	Keighley	West Yorkshire	Manufacture and wholesale of clothing & fabric, together with worsted spinning	4,822	3,929	30,645	26,252	124	113
15		Red Embedded Holdings	31/08/17	Shipley	West Yorkshire	Provision of software and hardware services	4,794	1,956	16,135	11,207	89	80
16	9	S Harrison Group	31/12/17	York	North Yorkshire	Land and property development and construction.	4,685	5,266	29,226	31,747	16	10
17	6	EOF Holdings	31/01/18	Goole	North Humberside	Manufacturing of office furniture.	4,676	5,855	18,500	18,782	136	134
18	13	Altia Holdings	30/09/17	Goole	North Humberside	Supply of decorative aggregates paving and associated garden products.	4,654	4,185	23,605	19,027	93	77
19		Twinkl	30/04/17	Sheffield	South Yorkshire	Online educational support.	4,538	3,049	8,751	4,989	204	103
20		Denlev	30/03/17	Doncaster	South Yorkshire	Operator of mental health care facilities, principally for the NHS	4,521	-79	17,399	16,599	410	363
21	19	Collett Holdings	31/03/17	Halifax	West Yorkshire	Haulage company	4,431	4,431	24,590	24,590	128	128
22	8	Haywood And Padgett	31/10/17	Barnsley	South Yorkshire	Production of wholesale bakery products	4,401	5,527	25,920	25,122	150	149
23	24	Keigar Homes	31/03/18	Barton-Upon-Humber	South Humberside	Residential housing developers	4,385	4,113	19,627	15,352	57	56
24	12	Construction Marine	30/09/17	Leeds	West Yorkshire	Civil engineering for river, harbour and coastal works, underwater civil engineering and diving contracting	4,339	4,824	28,399	31,388	200	189
25	39	Morco Products	31/03/18	Beverley	North Humberside	Import and distribution of gas water heating and central heating equipment	4,156	3,365	17,251	14,837	18	18
26	17	Moorhen Holdings	30/06/17	Chesterfield	Derbyshire	Roofing and cladding material manufacturers and distributors	4,128	4,508	28,720	28,550	67	64
27	84	Yorkwold Pigpro	31/03/18	Driffield	North Humberside	Pig farming	4,124	2,663	23,295	19,320	73	73
28	23	Global Autocare	28/02/18	Leeds	West Yorkshire	Vehicle repairs, movements of vehicles and contract hire.	4,110	4,161	25,109	21,377	91	82
29		SCX Special Projects Holdings	31/03/18	Sheffield	South Yorkshire	Design and manufacture of materials handling and access equipment	4,079	1,576	28,402	16,262	69	59
30	47	Sigma GRP	31/12/17	Castleford	West Yorkshire	Supply chain solutions	4,024	3,214	46,098	39,682	225	206
31	58	Clear Line Holdings	31/03/18	Sheffield	South Yorkshire	Installation and maintenance of curtain wall facades	3,967	2,949	19,632	20,138	53	44
32	36	Leeds Commercial	30/09/17	Leeds	West Yorkshire	Hire of vehicles	3,949	3,422	30,163	30,892	152	152
33	1	Mary Randall Vickers & CO	31/10/17	Leeds	West Yorkshire	Development, manufacture and marketing of specialised lubricants	3,932	7,999	24,707	27,136	61	61
34	18	Woodlands Homecare Group	30/11/17	Leeds	West Yorkshire	Sale of timber buildings	3,918	4,435	18,798	18,179	108	99
35	55	Hague Print Media Supplies	31/12/17	Normanton	West Yorkshire	Provision of print and IT solutions	3,851	2,976	18,901	18,024	92	73
36	54	Clarion Solicitors	31/05/18	Leeds	West Yorkshire	Professional legal services	3,834	3,392	14,523	11,738	152	129
37	37	Wooltex U.K.	31/12/17	Huddersfield	West Yorkshire	Design, manufacture and sale of fabrics for the contract upholstery market	3,830	3,387	22,803	22,658	115	103
38	48	East Coast Construction	31/07/17	Hull	North Humberside	Construction, civil engineering and groundwork contracting	3,750	3,169	28,602	18,574	14	9
39	26	Clee Hill Plant Holdings	31/12/17	Chesterfield	Derbyshire	Plant for hire to the civil engineering industry	3,732	4,079	18,126	17,971	187	187
40	56	Ingenuity Digital Holdings	31/12/17	Harrogate	North Yorkshire	Website design and development and digital marketing solutions	3,658	2,967	12,303	10,506	134	127
41		Abstract Securities	31/12/17	Leeds	West Yorkshire	Property development	3,646	1,190	25,897	18,997	13	15
42	4	The Abbey Group UK	31/10/17	Sheffield	South Yorkshire	Production, treatment and forging of steel	3,603	6,221	24,207	22,274	197	178
43		Glusburn Holdings	31/03/18	Keighley	West Yorkshire	Manufacture and distribution of circlips, retaining rings and spring pressings	3,465	2,298	21,687	19,435	238	227
44	28	The Harris Group	31/07/17	Wakefield	West Yorkshire	Architectural consultants	3,440	3,969	10,855	11,168	151	137
45	31	Wild Life Group	30/11/17	Doncaster	South Yorkshire	Wildlife Park	3,350	3,820	12,215	11,978	239	213
46	69	Cidon Holdings	28/02/18	Barnsley	South Yorkshire	Civil engineering	3,310	2,797	15,734	15,512	43	41
47	46	Emsley Brothers	31/12/17	Harrogate	North Yorkshire	Provision of craneage services	3,300	3,215	11,003	10,120	72	68
48	94	Phoenix Textiles	31/12/17	Huddersfield	West Yorkshire	Manufacture and sale of floor coverings and home furnishings	3,261	2,425	12,113	9,608	90	80
49		OE Electrics	31/03/18	Wakefield	West Yorkshire	Manufacture and supply of electrical fittings	3,189	2,766	19,467	17,693	195	182
50	33	Bramall Properties	31/12/17	Harrogate	North Yorkshire	Property investment and arable farming	3,165	3,639	13,234	5,801	8	8
51		Depho Estates	28/02/18	Leeds	West Yorkshire	Specialist conference organisers and travel agents	3,148	1,865	7,039	5,426	68	78
52	40	Atlas Leisure Homes	30/09/17	Hull	North Humberside	Manufacture and sale of caravans	3,138	3,319	34,733	33,088	264	256
53		The Skills Network	31/07/17	Selby	North Yorkshire	Educational service provider	3,122	-1	11,157	6,148	145	110



2019 Rank	2018 Rank	Company name	Latest accounts	Location	Region	Activity	2019 Profit/[loss] £ '000	2018 Profit/[loss] £ '000	2019 Turnover £ '000	2018 Turnover £ '000	2019 No. of staff	2018 No. of staff
54		Bee Health	31/07/17	Wakefield	West Yorkshire	Manufacture and sale of natural health products	3,046	1,916	26,570	17,853	253	188
55		Carnaby Caravans Group	31/10/17	Bridlington	North Humberside	Manufacture and sale of caravans	3,035	1,834	24,163	23,925	124	110
56	95	Go Green	31/12/17	Doncaster	South Yorkshire	Waste management brokers	2,960	2,412	27,039	22,907	96	85
57	80	Arena Group Holdings	30/09/17	Wakefield	West Yorkshire	Electronic document management and IT solutions for business	2,956	2,718	23,633	19,620	198	161
58	34	Sweet Squared	31/03/18	Leeds	West Yorkshire	Beauty and cosmetic wholesalers	2,933	3,630	16,925	16,064	69	57
59	60	Cassellie	31/12/16	Leeds	West Yorkshire	Sale of bathroom products	2,920	1,888	26,415	18,615	77	44
60		St James Securities Group	30/09/17	Leeds	West Yorkshire	Property development and management	2,914	1,112	18,114	3,153	4	4
61		Orean Personal Care	31/12/17	Cleckheaton	West Yorkshire	Manufacture of other chemical products	2,910	1,805	15,569	12,102	98	78
62		Roy Hatfield (Holdings)	31/10/17	Rotherham	South Yorkshire	Processing and distribution of metals, minerals	2,888	1,597	24,391	12,139	34	28
63	45	G.R. Electrical Services	30/04/18	Leeds	West Yorkshire	Manufacture of electrical switchgear and control panels	2,864	3,217	9,943	10,738	47	49
64		Onward Holdings	31/12/17	Pontefract	West Yorkshire	Warehousing facilities and services, property development and property investment	2,842	1,973	7,386	6,317	33	30
65	76	Smith Brothers (Contracting)	31/07/17	Elland	West Yorkshire	Electrical cabling	2,841	2,737	25,612	26,846	64	57
66		YPP Holdings	31/12/17	Leeds	West Yorkshire	Property refurbishment and residential property management	2,806	810	14,420	15,636	40	30
67	35	John Horsfall & Sons (Greetland)	31/12/17	Huddersfield	West Yorkshire	Blanket and textile manufacturers and blade and wire for the carpet industry	2,781	3,424	17,873	19,044	43	44
68		Dam Structures	31/10/17	Bridlington	North Humberside	Manufacture of metal structures	2,775	1,844	18,496	14,261	51	45
69		Whittaker's Jewellers	31/01/18	Halifax	West Yorkshire	Jewellery retailer	2,774	2,130	14,602	12,104	128	83
70	73	Sargent Electrical Services	30/11/17	Beverley	North Humberside	Design, supply and manufacture of electrical and electronic assemblies	2,759	2,778	19,151	15,372	158	141
71		Coletta Holdings	31/07/17	Beverley	North Humberside	Wholesale distributors of ornamental plants for garden and home, and garden centres	2,747	1,155	26,785	26,126	186	186
72	70	Timothy Taylor & Co	30/09/17	Keighley	West Yorkshire	Brewing and pub management	2,742	2,783	22,187	21,637	123	120
73	78	Astonish Holdings	31/05/17	Bradford	West Yorkshire	Manufacture and distribution of cleaning chemicals and materials	2,736	2,646	16,917	16,353	72	73
74	66	Prestigious Textiles	31/08/17	Bradford	West Yorkshire	Conversion of furnishing fabrics	2,732	2,878	30,359	29,600	120	112
75		D D Porter	31/03/18	Halifax	West Yorkshire	Construction company	2,731	1,658	29,298	14,329	77	68
76		Thurston Holdings	31/10/17	Wakefield	West Yorkshire	Manufacture of steel system buildings and the provision of general engineering services	2,724	2,097	25,740	24,760	221	226
77		Clytha Holdings	30/06/17	Doncaster	South Yorkshire	Specialist aluminium product design and development	2,719	1,546	34,418	32,809	176	199
78		Peter Ward Homes	31/12/17	Beverley	North Humberside	Land developers and builders	2,704	1,382	20,757	12,924	36	32
79	99	B.W. Industries (Group)	31/01/18	Bridlington	North Humberside	Supply of pressed and rolled metal sections	2,704	2,366	26,744	19,914	136	133
80	83	Robinson Healthcare Group	30/06/17	Worksop	Nottinghamshire	Manufacture of personal hygiene, healthcare and veterinary products and medical devices	2,680	2,737	23,029	22,038	171	174
81		John H. Whitaker (Holdings)	31/12/17	Hull	North Humberside	Operation of inland waterway barges & coasters	2,666	-1,167	17,035	17,313	26	28
82	61	Bakhold UK	31/12/17	Pudsey	West Yorkshire	Operation of franchised o2 mobile phone store	2,641	2,915	25,973	25,221	165	160
83	64	Strawson Group Investments	28/02/18	Retford	Nottinghamshire	Property investment	2,640	2,883	3,682	3,625	4	3
84		F B Taylor (Holdings)	31/08/17	Ripon	North Yorkshire	Laying cables	2,624	1,296	15,390	12,250	162	155
85		Park Homes (UK)	31/03/18	Bradford	West Yorkshire	Provision of nursing home care services	2,617	1,869	9,203	8,316	350	331
86		IFA Metals International	31/03/18	Sheffield	South Yorkshire	Manufacture of high integrity forged products	2,615	866	23,284	17,769	155	131
87	68	Techbuyer Group holdings	30/09/17	Harrogate	North Yorkshire	Buying refurbishing and selling of data centre equipment operating	2,598	2,809	22,473	17,241	69	39
88	42	High Grove Beds	31/12/17	Liversedge	West Yorkshire	Manufacture of beds	2,590	3,288	22,494	21,559	268	273
89		Lambson	31/12/17	Wetherby	North Yorkshire	Manufacture and distribution of chemical products	2,554	1,748	33,597	25,554	42	41
90		Cathelco	31/03/18	Chesterfield	Derbyshire	Provision of iccp and anti-fouling equipment for the marine industry	2,528	2,223	20,967	20,201	138	127
91		C & K Wood (U.K.)	31/10/17	York	North Yorkshire	Production and supply of eggs.	2,486	895	21,558	20,443	9	5
92	57	K And C Love	31/03/17	Selby	North Yorkshire	Plant hire	2,458	2,954	10,875	10,291	68	44
93		Rotor Clip	31/12/17	Sheffield	South Yorkshire	Supply of retaining rings	2,447	1,373	17,597	16,591	144	139
94		Nickle Holdings	31/12/17	Scunthorpe	South Humberside	Installation servicing and maintaining of air conditioning	2,440	1,480	27,496	15,108	61	48
95	88	Abraham Moon Holdings	31/12/17	Leeds	West Yorkshire	Woollen manufacture	2,429	2,561	20,499	20,948	230	242
96	71	Zenith International Freight	31/07/17	Bradford	West Yorkshire	Freight forwarding	2,424	2,780	36,232	35,017	25	23
97	82	Diagmed Healthcare	30/11/17	Thirsk	North Yorkshire	Supply of pharmaceuticals principally to local health authorities	2,402	2,693	17,402	15,199	46	40
98	91	Haughton Textiles	31/12/17	Barnsley	South Yorkshire	Manufacturing, processing and distribution of textile products	2,400	2,500	26,300	23,900	234	235
99		CD (UK)	31/12/17	Leeds	West Yorkshire	Distributors of Corian and complementary products and services	2,388	1,810	28,995	24,854	71	55
100		Northern Paper Board	28/02/18	Skipton	West Yorkshire	The provision of paper, board and fabric merchants	2,387	1,518	16,103	13,326	27	23

## Notes on Top 100 SMEs Yorkshire

Results finalised 25/1/19  
 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 £36m turnover - less than £18m gross assets • not be a charity, academy, Limited Liability Partnership or listed Public Limited Company • be up-to-date filing accounts at Companies House • have a registered or primary trading address in Yorkshire and Humberside. NOTE: Due to the way in which regions are allocated in Fame, some neighbouring towns to the region have also been included in this survey. 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.



# Top 10 companies by region



North						
	2019 rank	2018 rank	Name	Profit	Turnover	Employees
1	2	10	Cardale Asset Management Limited	6,516	12,114	60
2	3	15	Econ Engineering Limited	6,087	27,575	201
3	16	9	S Harrison Group Limited	4,685	29,226	16
4	40	56	Ingenuity Digital Holdings Limited	3,658	12,303	134
5	47	46	Emsley Brothers Limited	3,300	11,003	72
6	50	33	Bramall Properties Limited	3,165	13,234	8
7	53		The Skills Network Limited	3,122	11,157	145
8	84		F B Taylor (Holdings) Limited	2,624	15,390	162
9	87	68	Techbuyer Group Holdings Limited	2,598	22,473	69
10	89		Lambson Limited	2,554	33,597	42

East						
	2019 rank	2018 rank	Name	Profit	Turnover	Employees
1	5		Shorewood Leisure Group Limited	5,762	16,011	122
2	10	38	Flower of May Holiday Parks Limited	5,272	13,487	94
3	11	32	Cyden Homes Limited	5,071	26,207	35
4	17	6	EOF Holdings Limited	4,676	18,500	136
5	18	13	Altia Holdings Limited	4,654	23,605	93
6	23	24	Keigar Homes Limited	4,385	19,627	57
7	25	39	Morco Products Limited	4,156	17,251	18
8	27	84	Yorkwold Pigpro Limited	4,124	23,295	73
9	38	48	East Coast Construction (N.E.) Ltd	3,750	28,602	14
10	52	40	Atlas Leisure Homes Limited	3,138	34,733	264



South						
	2019 rank	2018 rank	Name	Profit	Turnover	Employees
1	9	74	Melett Limited	5,274	27,998	205
2	13	44	Woolley Bros	4,844	52,084	104
3	19		Twinkl Ltd	4,538	8,751	204
4	20		Denlev Limited	4,521	17,399	410
5	22	8	Haywood And Padgett Limited	4,401	25,920	150
6	26	17	Moorhen Holdings Limited	4,128	28,720	67
7	29		SCX Special Projects Holdings Limited	4,079	28,402	69
8	31	58	Clear Line Holdings Ltd	3,967	19,632	53
9	39	26	Clee Hill Plant Holdings Limited	3,732	18,126	187
10	42	4	The Abbey Group UK Limited	3,603	24,207	197

West						
	2019 rank	2018 rank	Name	Profit	Turnover	Employees
1	1	7	Pure Retirement Limited	8,459	21,055	52
2	4		J.Pullan & Sons Limited	5,951	6,046	41
3	6	20	Penmoor UK Ltd	5,462	23,866	68
4	7	11	Joe Browns Ltd	5,379	32,809	95
5	8	3	Sewtec Automation Limited	5,321	17,297	68
6	12	22	J & R Naylor's Holdings Limited	4,944	13,361	42
7	14	30	Peaspring Limited	4,822	30,645	124
8	15		Red Embedded Holdings Limited	4,794	16,135	89
9	21	19	Collett Holdings Limited	4,431	24,590	128
10	24	12	Construction Marine Limited	4,339	28,399	200



# BHP: Your team of trusted advisors

With origins dating back to 1867, at BHP we pride ourselves on being pioneers and leaders of change. Whether it's the dynamic business environment or shifting client needs, we're continuously evolving to meet change head-on and we never stand still.

Our history is built on our ability to innovate, adapt and lead – this is how we stay at the forefront of our industry, an industry which is now largely shaped by technology.

Our work is becoming increasingly digitalised, on 1 April, the Making Tax Digital (MTD) legislation lands, signalling a fundamental step in HMRC's ambition to become one of the most digitally advanced tax administrations in the world.

MTD requires UK businesses above the £85,000 VAT turnover threshold to keep records digitally and submit VAT returns using MTD-compatible software. It puts the onus on businesses and accountants to move forward into the digital world.

New legislation, together with the development of apps, cloud-based solutions and artificial intelligence, continues to transform our sector.

Using technology, we're able to make everything more seamless, efficient and above all, simpler and faster for our clients. With tech support for some of the traditional elements of our work, we're free to focus on areas that, as people, we do really well. We can save time with inputting and processing, allowing us to add more value to our work and dedicate more time to providing advice to clients.

While traditionally at BHP we used to be largely 'number crunchers', we've been changing what we do for some time – moving to become more advisory focused, bringing in new skill sets and innovating our value-added services.

We listen to what businesses want and need and shape our offering to fit. This has led to the extensive growth of BHP's service lines and us becoming a one-stop-shop for all business challenges.

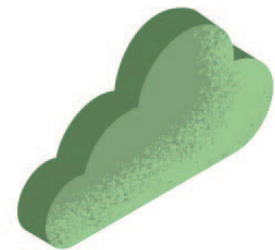
We've also made the decision to drop the words 'Chartered Accountants' from our name, as we're now so much more than just accountants.

It's this thinking that's shaped our 'how do you tie your laces' campaign for 2019. We're celebrating our team as unique individuals and how we're each able to support our clients with our own expertise and advice, but with one goal throughout. We all tie our shoe laces in different ways, but all with the same goal.

We're your team of expert, trusted advisors, giving the best possible service for all business needs.



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