

cover feature Britain's biggest grocers

TOP 100

RETAILER	STORES		STAFF		TURNOVER EK		PRE-TAX PROFITS EK		PROFIT MARGIN	
	2011	Y-O-Y%	2011	Y-O-Y%	2011	Y-O-Y%	2011	Y-O-Y%	2011	Year end
TOTAL	26,182	4	1,287,086	2	166,063,543	5	7,945,667	5	4.8	
51 Rippleglen CTN, independent	133	-10.7	603	-10.0	94,992	-8.1	-442	N/A	N/A	31/07/11
52 HKS Retail forecourt, independent	25	8.7	193	5.0	81,571	8.7	264	-41	0.3	31/05/11
53 Heart of England Co-op supermarket/c-store, co-operative	33	0.0	951	0.0	80,074	1.8	5,611	-5	7.0	14/01/12
54 Chelmsford Star Co-op supermarket/c-store, co-operative	38	0.0	754	7.0	66,542	10.8	2,122	3	3.2	28/01/12
55 Hotel Chocolat chocolatier, independent	60	25.0	600	0.0	59,900	12.2	2,600	30	4.3	30/06/11
56 Frozen Value frozen food discounter, independent	88	0.0	880	5.0	56,729	12.3	3,330	135	5.9	31/01/12
57 Gillett's c-store, independent	57	0.0	462	1.0	55,977	3.6	N/A	N/A	N/A	31/10/11
58 Fortnum & Mason premium retailer, charity	1	0.0	435	0.0	54,971	7.5	1,108	1,991	2.0	17/07/11
59 Cooltrader frozen food discounter, private equity ⁽³⁾	57	-19.7	604	7.0	53,763	12.0	1,120	153	2.1	31/03/12
60 Sewell Retail forecourt, independent	12	0.0	174	-5.0	53,123	0.9	465	-20	0.9	31/12/11
61 Whole Foods Market health food store, international	6	20.0	643	2.0	50,591	9.3	-4,403	N/A	N/A	25/09/11
62 Roys (Wroxham) variety stores, independent	7	0.0	747	-5.0	45,392	2.6	1,415	-4	3.1	28/01/12
63 G101 Off Sales off-licence/c-store, independent	43	0.0	410	10.0	45,174	-2.3	216	-66	0.5	31/05/11
64 Chartman supermarket/forecourt, independent	9	0.0	121	-15.0	43,278	1.4	797	40	1.8	31/10/11
65 MPK Garages forecourt, independent	43	7.5	44	13.0	41,647	5.4	59	-85	0.1	28/02/11
66 Lawrence Hunt & Co c-store, independent	29	7.4	525	1.0	38,000	6.1	679	-29	1.8	17/05/11
67 Abel & Cole online retailer, private equity	0	0.0	334	18.0	35,742	24.6	1,945	N/A	5.4	31/08/11
68 Wineflair off-licence, independent	35	-2.8	263	26.0	35,346	41.0	627	-2	1.8	30/09/11
69 Riverford Organic online retailer, independent	0	0.0	359	10.0	34,253	4.9	508	-20	1.5	30/04/11
70 Spring Petroleum forecourt, independent	18	-18.2	180	3.0	32,839	3.7	236	-52	0.7	31/03/11
71 CK's Supermarket supermarket/c-store, independent	20	-4.8	412	-8.0	30,805	-2.1	412	-8	1.3	30/04/12
72 Kavanagh Retailing UK supermarket, independent	4	0.0	203	3.0	30,000	0.0	265	3	0.9	31/12/11
73 Symonds Forecourts forecourt, independent	7	0.0	92	14.0	29,533	23.3	92	-43	0.3	31/03/11
74 GT News c-store/CTN, independent	52	0.0	430	-6.0	28,127	0.8	379	23	1.3	30/06/11
75 James Graven supermarket/forecourt, independent	4	-33.3	143	5.0	28,072	13.2	284	-50	1.0	31/03/11
76 Jempsons supermarket/café, independent	4	0.0	280	-1.0	27,200	1.5	N/A	N/A	N/A	31/12/11
77 Cook frozen food retailer, independent	49	25.6	452	12.0	26,520	20.4	1,325	N/A	5.0	31/01/12
78 Sunstar Group c-store, independent	21	23.5	110	0.0	25,020	4.2	N/A	N/A	N/A	31/12/11
79 Maynews CTN, independent	22	15.8	19	0.0	24,100	5.7	N/A	N/A	N/A	30/06/11
80 Tout supermarket/forecourt, independent	4	0.0	126	-7.0	23,259	2.0	133	N/A	0.6	31/03/11
81 Filco Supermarkets supermarket, independent	10	0.0	310	-1.0	22,800	-0.3	462	-23	2.0	31/03/11
82 Warners Retail Group supermarket/c-store, independent	5	0.0	179	-20.0	22,768	2.0	N/A	N/A	N/A	30/09/11
83 Winemark off-licence, independent	77	5.5	285	-6.0	22,018	-6.1	709	-45	3.2	31/12/10
84 Jeroboams fine wine merchant, independent	9	-10.0	61	3.0	21,998	-0.3	428	-14	1.9	31/03/12
85 Radstock Co-op c-store, co-operative	11	0.0	363	10.0	21,171	8.5	1,155	-24	5.5	25/02/12
86 M&O Trading off-licence, independent	49	8.9	300	20.0	20,698	15.0	298	0	1.4	31/12/11
87 Tamworth Co-op supermarket/c-store, co-operative	15	0.0	350	-4.0	19,916	-3.8	517	-32	2.6	21/01/12
88 Tanners Wines off-licence, independent	5	0.0	99	3.0	18,376	5.7	229	25	1.2	31/05/11
89 Nicolas off-licence, independent	55	31.0	150	-30.0	18,156	-11.1	N/A	N/A	N/A	31/12/11
90 J&J Wilson c-store, independent	55	0.0	202	-1.0	16,680	-1.9	202	-1	1.2	31/01/12
91 Stan's Superstore supermarket/forecourt, independent	1	0.0	144	-3.0	16,487	2.9	N/A	N/A	N/A	31/12/11
92 Thorntons Budgens supermarket, independent	2	0.0	187	-16.0	15,651	-2.1	68	-50	0.4	30/09/11
93 Bens supermarket/forecourt, independent	3	-25.0	149	-7.0	14,801	-0.1	361	N/A	2.4	31/08/11
94 Penrith Co-op c-store, co-operative	9	0.0	204	-23.0	14,733	-12.3	204	-23	1.4	07/01/12
95 G&E Murgatroyd c-store, independent	80	0.0	1345	-4.0	14,243	-2.7	N/A	N/A	N/A	24/03/11
96 North East Convenience Stores c-store, independent	18	38.5	145	32.0	13,783	17.4	412	34	3.0	30/11/11
97 Proudfoot Group supermarket, independent	4	0.0	156	-6.0	12,489	4.1	799	815	6.4	31/03/11
98 Planet Organic health food store, independent	5	0.0	177	-1.0	12,372	10.7	-156	N/A	N/A	31/08/11
99 Newsplus Group CTN, independent	20	0.0	180	-5.0	12,279	-2.3	11	-90	0.1	31/03/11
100 Hunnyhill Stores Group c-store, independent	11	22.2	75	25.0	11,200	16.7	N/A	N/A	N/A	31/03/11

Notes: The Top 100 has been compiled using the latest available accounts either from Companies House or from annual reports. The entire UK operations of a company have been included. Store numbers have been compiled using The Grocery Retail Structure 2012, The Grocer Top 50 independents 2012, direct from companies, or from company websites. A grocery retailer has been classed as a retailer that sells food and drink, plus the majority of its remaining offer must be stocked in a typical supermarket. Boots UK, Superdrug and WH Smith have been included for this reason. 1) Boots UK - trading results for Alliance Boots UK health & beauty division. 2) Lidl's turnover has been estimated using Kantar Worldpanel sales figures covering 2011/12. 3) Heron Foods acquired Cooltrader last week, but results have been kept separate because accounts relate to different time periods.