

# 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
	<b>TOTAL</b>	<b>26,182</b>	<b>4</b>	<b>1,287,086</b>	<b>2</b>	<b>166,063,543</b>	<b>5</b>	<b>7,945,667</b>	<b>5</b>	<b>4.8</b>
<b>1 Tesco UK</b> supermarket/c-store, PLC	2,331	10.2	300,373	2.0	42,800,000	5.0	2,480,000	-0.8	5.8	25/02/12
<b>2 Sainsbury's</b> supermarket/c-store, PLC	1,012	8.4	152,000	2.0	24,511,000	6.8	712,000	7.1	2.9	17/02/12
<b>3 Asda</b> supermarket, international	518	48.0	172,548	2.0	20,546,400	3.6	739,100	-7.5	3.6	31/12/10
<b>4 Morrisons</b> supermarket/c-store, PLC	475	8.4	131,207	-1.0	17,700,000	7.3	947,000	8.4	5.4	29/01/12
<b>5 The Co-operative Group</b> supermarket/c-store, co-operative	2,801	-1.7	106,397	-2.0	12,318,000	-0.5	373,000	-5.8	3.0	31/12/11
<b>6 Marks &amp; Spencer UK</b> supermarket, PLC	731	4.0	74,758	4.0	8,868,200	1.5	676,600	-0.2	7.6	31/03/12
<b>7 Boots UK</b> chemist, private equity <sup>(1)</sup>	2,477	1.6	63,000	0.0	6,706,000	-0.2	750,000	5.2	11.2	31/03/12
<b>8 Waitrose</b> supermarket/c-store, partnership	272	11.9	48,400	8.0	5,400,400	8.6	260,600	-5.2	4.8	28/01/12
<b>9 Lidl</b> discounter, international <sup>(2)</sup>	585	-0.8	9,859	4.0	2,600,000	4.0	N/A	N/A	N/A	Estimate
<b>10 Iceland</b> frozen food discounter, private equity	757	2.0	13,385	4.0	2,552,823	9.4	173,932	3.0	6.8	30/03/12
<b>11 Aldi</b> discounter, international	406	-6.7	6,205	-4.0	2,144,106	4.3	-56,869	N/A	N/A	31/12/10
<b>12 MRH GB</b> forecourt, independent	318	6.0	375	10	1,593,132	17.3	35,462	95.0	2.2	02/10/11
<b>13 Wilkinson</b> discounter, independent	367	5.2	23,229	0.0	1,565,400	0.4	22,736	-63.0	1.5	27/01/12
<b>14 WHSmith</b> CTN, PLC	1,173	7.7	16,273	-3.0	1,273,000	-3.0	93,000	4.0	7.3	31/08/11
<b>15 Superdrug</b> chemist, international	900	0.0	7,116	-3.0	1,049,128	-0.5	5,517	-41.0	0.5	31/12/11
<b>16 Martin McColl</b> c-store/CTN, independent	1,263	-0.6	12,013	-1.0	804,800	4.3	4,300	-12.0	0.5	27/11/11
<b>17 Poundland</b> discounter, private equity	389	19.0	10,020	16.0	780,147	21.6	32,026	50.0	4.1	01/04/12
<b>18 TJ Morris</b> discounter, independent	248	13.0	6,912	43.0	721,359	22.2	59,453	24.0	8.2	30/06/11
<b>19 B&amp;M Retail</b> discounter, independent	271	40.4	8,864	38.0	712,572	32.4	51,702	47.0	7.3	31/12/11
<b>20 Greggs</b> baker, PLC	1,571	5.6	19,504	2.0	701,088	5.9	60,500	15.0	8.6	31/12/11
<b>21 Midlands Co-op</b> supermarket/c-store, co-operative	196	4.3	8,081	-1.0	675,939	0.9	26,550	0.0	3.9	28/01/12
<b>22 Midcounties Co-op</b> supermarket/c-store, co-operative	230	-0.9	8,500	2.0	641,131	6.0	23,168	-11.0	3.6	28/01/12
<b>23 Farmfoods</b> frozen food discounter, independent	320	1.6	3,020	1.0	604,361	4.4	24,454	44.0	4.0	31/12/11
<b>24 Ocado</b> online retailer, PLC	0	0.0	4,252	22.0	598,309	16.0	-2,423	N/A	N/A	27/11/11
<b>25 One Stop</b> c-store, PLC	597	14.8	7,698	4.0	551,128	4.1	21,197	-15.0	3.8	26/02/11
<b>26 Blakemore Retail</b> c-store, independent	329	-0.3	5,958	1.0	451,000	3.7	5,100	21.0	1.1	30/04/11
<b>27 Bargain Booze</b> off-licence, private equity	550	16.3	226	1.0	380,664	2.6	12,432	-6.0	3.3	30/04/11
<b>28 Scotmid</b> supermarket/c-store, co-operative	190	30.1	4,211	3.0	378,189	6.9	9,093	-11.0	2.4	29/01/11
<b>29 East of England Co-op</b> supermarket/c-store, co-operative	132	-2.9	4,729	-1.0	353,307	0.2	13,163	6.0	3.7	28/01/12
<b>30 Southern Co-operatives</b> supermarket/c-store, co-operative	153	6.3	3,525	2.0	309,057	9.2	11,001	17.0	3.6	28/01/12
<b>31 Poundstretcher</b> discounter, independent	369	9.8	5,046	8.0	308,173	-6.1	1,443	N/A	0.5	02/04/11
<b>32 Holland &amp; Barrett</b> health food store, international	877	-8.0	3,910	9.0	307,766	11.7	56,966	19.0	18.5	30/09/11
<b>33 Euro Garages</b> forecourt, independent	85	1.2	780	7.0	305,119	7.0	5,299	6.0	1.7	31/07/11
<b>34 Majestic Wine</b> off-licence, PLC	178	9.9	946	5.0	280,304	8.9	23,201	14.0	8.3	02/04/12
<b>35 99p Stores</b> discounter, independent	175	28.7	3,444	16.0	270,222	17.0	7,189	13.0	2.7	31/01/12
<b>36 Booths</b> supermarket, independent	27	0.0	3,093	1.0	270,000	0.4	8,200	7.0	3.0	02/04/11
<b>37 Lincolnshire Co-op</b> supermarket/c-store, co-operative	73	0.0	2,769	4.0	261,993	2.0	84,107	4.0	32.1	03/09/11
<b>38 Anglia Co-op</b> supermarket/c-store, co-operative	34	0.0	2,785	-14.0	240,527	-9.8	76,558	-9.0	31.8	03/09/11
<b>39 Snax 24</b> forecourt, independent	77	-4.9	187	-24.0	223,262	-0.5	1,062	109	0.5	30/09/11
<b>40 Thorntons</b> chocolatier, PLC	606	-18.8	4,210	-4.0	218,255	1.7	-1,071	N/A	N/A	25/06/11
<b>41 Savers</b> discounter, international	232	0.4	2,491	3.0	189,149	10.5	-368	N/A	N/A	31/12/11
<b>42 Park Garage Group</b> forecourt, independent	90	0.0	644	7.0	172,269	10.1	474	4.0	0.3	30/06/11
<b>43 Berry Bros &amp; Rudd</b> fine wine merchant, independent	4	0.0	219	3.0	165,384	-23.4	1,355	-95.0	0.8	31/03/12
<b>44 Channel Islands Co-op</b> supermarket/c-store, co-operative	23	9.5	826	3.0	162,829	6.2	9,739	12.0	6.0	15/01/12
<b>45 Heron Foods</b> frozen food discounter, independent <sup>(3)</sup>	180	0.0	1,474	0.0	148,181	4.9	7,053	-9.0	4.8	25/12/10
<b>46 Henderson Retail</b> c-store/forecourt, independent	78	13.0	1,850	16.0	137,800	8.8	1,900	-17.0	1.4	31/12/11
<b>47 Poundworld</b> discounter, independent	110	32.5	2,372	47.0	132,918	41.9	5,232	342	3.9	31/10/11
<b>48 Petrogas UK</b> forecourt, independent	17	30.8	155	19.0	125,000	31.6	N/A	N/A	N/A	31/12/11
<b>49 Brobot Petroleum</b> forecourt, independent	20	0.0	262	-4.0	110,746	6.3	239	-71.0	0.2	31/03/12
<b>50 Alfred Jones Warrington</b> c-store/forecourt, independent	76	1.3	897	-7.0	103,698	-4.3	793	-24.0	0.8	01/05/11

**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.