

# WATCHDOG

A statistical analysis of the UK economy



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# Collapse Aftermath

2018 started with a bang. The collapse of Carillion on 15th January sent shockwaves through the UK infrastructure sector, leaving a large hole in the market and dragging the British construction industry to the brink of stagnation.

And the aftermath was a picture of disruption – suppliers left unpaid and thousands of jobs hanging in the balance, leaving a bad taste in the mouth of many.

According to the latest figures from the Creditsafe Watchdog Report, the rate of failure among UK construction firms increased by more than two thirds (73.3%) in the first three months of 2018, with 934 firms falling into receivership. The sector also experienced a decline in growth, with total sales dropping by 6.2%, from £313.3bn to £293.8bn.

Directly linking these disappointing figures for the construction sector to Carillion would be too simplistic, but clearly the impact had been felt at the start of the year and now the road to recovery is unpredictable.

The broader economic picture is not a great deal more hopeful unfortunately, with the main headline for the quarter focused on bad debt or debt owed to UK businesses. The figures reveal that debt owed to businesses rose by £580m in the last three months, a staggering increase of 367.9%. However, a handful of large corporate failures have contributed to this huge increase, tipping the total abnormally higher than usual. At the end of the last quarter, we were pleased to report that bad debt owed to businesses had in fact fallen to a 12-month low of £157.9m across the sectors that we analyse on a quarterly basis.

It will be interesting to see what impact the UK Chancellor's three-line whip on late payment has on future bad debt levels. In the latest Spring Statement, Philip Hammond sent a clear message that poor payment culture was no longer an environment that would be entertained. We know that on average the businesses in the sectors analysed receive payment for invoices 14 days beyond agreed terms. This figure drops to 10 days beyond terms for outgoing invoices paid to suppliers. This suggests a not insignificant disparity between payment going out and coming in.

It has long been acknowledged that cash is king and if cashflow is unstable, the risk of insolvency is higher. The Watchdog report examines financial data across a number of different variables but one metric is undisputable across them all. Poor payment performance is costly and time-consuming and puts business risk on the line.



## SALES

£1,349,758,837,822



## ACTIVE COMPANIES

120,804



## NET WORTH

£3,051,390,426,992



## RETAINED PROFIT

£9,618,819,140



## EST. EMPLOYMENT

2,404,956



## FAILURES

96



Improving

A great quarter for the industry in Q1 with all headline figures on the up from last quarter. The only downside was an additional 37 company closures within the industry compared to last quarter.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	28.62%	Very High Risk	1.38%	0 - 9,999	74.23%
Small Business	67.01%	High Risk	1.75%	10,000 - 99,999	16.78%
Medium Business	2.38%	Moderate Risk	40.75%	100,000 - 999,999	6.56%
Large Business	2%	Low Risk	20.45%	1m - 9,999,999	1.82%
		Very Low Risk	35.68%	10m+	0.61%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT	Best Paid	DBT
Retail	31	Banking & Financial	3
Transport	23	IT	3
Utilities	22	Farming	5

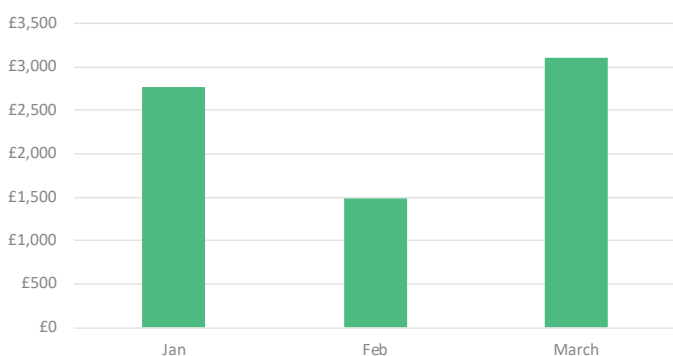
**Worsening** banking & financial companies are paid on average **12 days** beyond terms.

**Worsening** banking & financial companies pay its suppliers on average **10 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£2,425



Days beyond terms by invoice value (£)	DBT
20,000+	9
10,000 - 19,999	11
5,000 - 9,999	14
1,000 - 4,999	13
500 - 999	13
100 - 499	11
0 - 99	8

## Bad Debt, CCJs & Unadvertised Petitions

The banking & financial industry was hit with a total of **£615,366,283** of bad debt in the last 3 months. ▲

The average amount owed to banking & financial companies from failed businesses was **£792,998**. ▲

The banking & financial industry left a total of **£593,066,193** of bad debt owed to other companies in the last 3 months. ▲

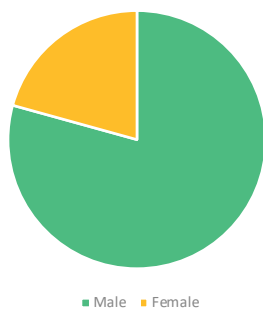
That's an average of **£2,281,024** owed to companies from failed banking & financial businesses. ▲

Did you know that **5** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	811	▲
Total Value of CCJs in the last 3 months.	£2,877,014	▼
Average Value of CCJs from the last 3 months.	£3,547	▼

## Directors

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	2
Small business	2
Medium business	4
Large business	5

## Top Company Searches

There were 150,704 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Interserve PLC	1163	Active
Leadx Limited	650	Active
Allianz Insurance PLC	305	Active
Vaughan Engineering Group Limited	277	Active
ISG PLC	276	Active

Creditsafe online reporting.

## Company Growth

Fastest growing companies	Revenue
HSBC Finance (Netherlands)	£6,999,228,592
Petredex (Europe) Limited	£1,567,047,324
HNVR Midco Limited	£1,068,236,127
St. Paul Fire And Marine Insurance Company	£4,575,826,548
SG International Holdings Limited	£511,741,000

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## Regions

Regions	# of companies	Total network*
East Anglia	11,508	£154,302,183,883
East Midlands	4,363	£71,513,471,521
Greater London	45,607	£1,873,733,844,167
Northern Ireland	1,420	£9,302,090,588
North East	1,734	£13,791,250,418
North West	10,722	£30,295,217,870
Scotland	5,242	£107,228,429,510
South East	14,064	£548,411,569,165
South West	7,112	£107,591,492,919
Wales	3,139	£7,979,046,995
West Midlands	7,980	£57,508,862,122
Yorkshire	7,789	£30,277,066,096
Other	124	£39,455,901,738

\*Where available.

## Foreign Ownership

12,397 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	2.47%
Jersey	0.74%
Luxembourg	0.58%
Netherlands	0.51%
Cayman Isl.	0.51%

% Based on percentage of foreign owned companies.

## Insolvencies

Biggest failures of the last quarter	Revenue
Sanlam Life & Pensions UK Limited	£335,887,000
Wright & Offland Holdings Limited	£25,295,991
Eton Park Capital Limited	£20,642,518
Beaufort Securities Limited	£13,769,000
EA 234 Holdings Limited	£12,621,214

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## SALES

£293,751,431,047



## ACTIVE COMPANIES

405,310



## NET WORTH

£407,327,039,627



## RETAINED PROFIT

£33,586,299,273



## EST. EMPLOYMENT

1,179,360



## FAILURES

934



## Improving

Sales were down in the first quarter of 2018, which could be why failures were also up. However retained profit, employment, start-ups and net worth all saw a boost compared to Q4.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	25.89%	● Very High Risk	3.31%	0 - 9,999	85.61%
Small Business	73.12%	● High Risk	7.61%	10,000 - 99,999	12.14%
Medium Business	0.69%	● Moderate Risk	45.79%	100,000 - 999,999	2.06%
Large Business	0.3%	● Low Risk	27.39%	1m - 9,999,999	0.17%
		● Very Low Risk	15.9%	10m+	0.02%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT	Best Paid	DBT
Utilities	25	IT	4
Retail	18	Farming	4
Hospitality	14	Transport	5

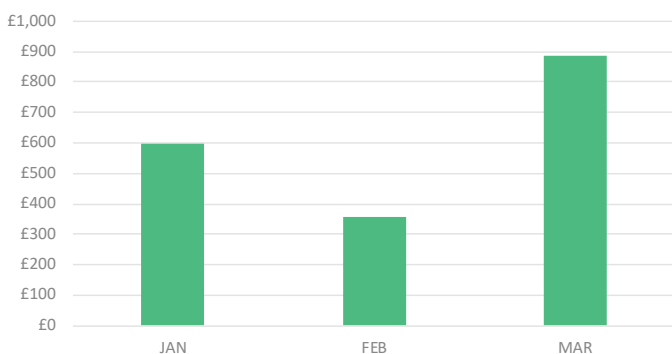
**Worsening** construction companies are paid on average **16 days** beyond terms.

**Worsening** construction companies pay its suppliers on average **11 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£625



Days beyond terms by invoice value (£)	DBT
20,000+	20
10,000 - 19,999	21
5,000 - 9,999	17
1,000 - 4,999	15
500 - 999	15
100 - 499	13
0 - 99	10

**Bad Debt, CCJs & Unadvertised Petitions**

The construction industry was hit with a total of **£16,997,825** of bad debt in the last 3 months. ▲

The average amount owed to construction companies from failed businesses was **£27,820**. ▲

The construction industry left a total of **£100,181,901** of bad debt owed to other companies in the last 3 months. ▲

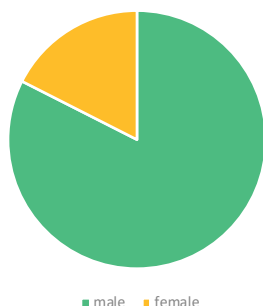
That's an average of **£20,950** owed to companies from failed construction businesses. ▲

Did you know that **89** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	3253	▲
Total Value of CCJs in the last 3 months.	£13,380,598	▲
Average Value of CCJs from the last 3 months.	£4,113	▼

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	4
Large business	5

**Regions**

Regions	# of companies	Total network*
East Anglia	58,461	£11,367,315,905
East Midlands	16,593	£11,151,774,732
Greater London	82,286	£196,034,700,305
Northern Ireland	8,033	-£59,172,816
North East	9,794	£5,612,509,660
North West	39,972	£11,528,516,066
Scotland	22,928	£6,172,726,632
South East	53,497	£125,733,117,189
South West	33,261	£6,150,628,266
Wales	15,087	£1,919,000,333
West Midlands	31,884	£3,996,244,707
Yorkshire	33,076	£11,000,169,831
Other	438	£16,719,508,817

\*Where available.

**Top Company Searches**

There were **780,671** searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Carillion PLC	4480	Insolvent
S&T(UK) Limited	848	Active
Interserve Construction Limited	809	Active
Integral UK Limited	767	Active
Laing O'Rourke PLC.	612	Active

Creditsafe online reporting.

**Foreign Ownership**

**4,559** companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
Jersey	0.15%
Virgin Isl.	0.14%
U.S.A.	0.08%
Isle Of Man	0.07%
France	0.06%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
BDW Trading Limited	£4,375,382,000
Laing O'Rourke Construction Limited	£1,468,490,000
Laing O'Rourke PLC.	£1,826,200,000
SCBD Residential Ltd	£153,302,000
Stratford City Business District Limited	£396,644,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Carillion PLC	£4,394,900,000
Carillion Construction Limited	£1,892,072,000
Carillion Utility Services Limited	£257,998,000
Lagan Construction Group Limited	£149,089,968
Carillion Asset Management Limited	£31,366,000

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FARMING

# WATCHDOG

creditsafe

Q1, 2018

## SALES

£27,859,856,090



## ACTIVE COMPANIES

30,882



## NET WORTH

£19,925,910,183



## RETAINED PROFIT

£46,461,563



## EST. EMPLOYMENT

168,619



## FAILURES

11



Steady

Sales, net worth and profit saw a downward trend in Q1 compared to the end of last year and spending was also on the up. However, the sector paid all of their bills on average under 12 days beyond terms and failures were down.

## Company Size & Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	16.38%	Very High Risk	0.59%	0 - 9,999	63.5%
Small Business	82.12%	High Risk	0.5%	10,000 - 99,999	28.59%
Medium Business	1.08%	Moderate Risk	20.44%	100,000 - 999,999	7.65%
Large Business	0.42%	Low Risk	36.07%	1m - 9,999,999	0.24%
		Very Low Risk	42.4%	10m+	0.02%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT
Retail	28
Banking & Financial	27
Hospitality	25

Best Paid	DBT
Professional Services	7
Farming	7
Wholesale	8

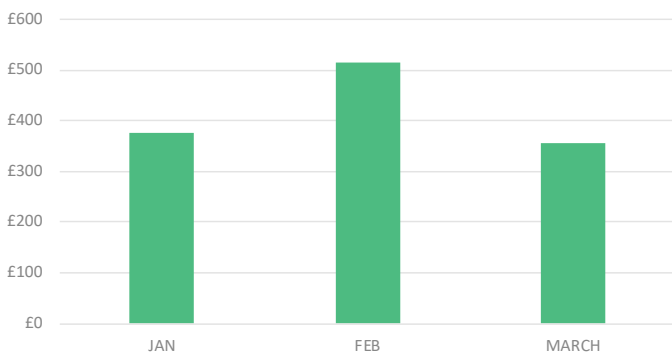
**Worsening** farming, agriculture forestry and fishing companies are paid on average **6 days** beyond terms.

**Steady** farming, agriculture forestry and fishing companies pay its suppliers on average **9 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£421



Days beyond terms by invoice value (£)	DBT
20,000+	12
10,000 - 19,999	6
5,000 - 9,999	6
1,000 - 4,999	9
500 - 999	10
100 - 499	10
0 - 99	8



**Bad Debt, CCJs & Unadvertised Petitions**

The farming, agriculture forestry and fishing industry was hit with a total of **£297,972** of bad debt in the last 3 months. ▲

The average amount owed to farming, agriculture forestry and fishing companies from failed businesses was **£7,841**. ▼

The farming, agriculture forestry and fishing industry left a total of **£4,123,353** of bad debt owed to other companies in the last 3 months. ▲

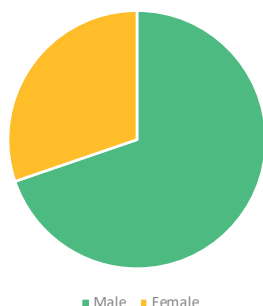
That's an average of **£17,621** owed to companies from failed farming, agriculture forestry and fishing businesses. ▼

Did you know that **0** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	82	▲
Total Value of CCJs in the last 3 months.	£527,012	▲
Average Value of CCJs from the last 3 months.	£6,427	▲

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	2
Small business	2
Medium business	4
Large business	5

**Regions**

Regions	# of companies	Total network*
East Anglia	4,645	£4,189,129,463
East Midlands	1,567	£1,213,697,597
Greater London	1,851	£1,145,259,436
Northern Ireland	1,293	£460,070,811
North East	468	£211,386,207
North West	2,038	£1,030,252,572
Scotland	4,157	£3,050,538,442
South East	3,574	£2,341,765,609
South West	4,057	£1,970,767,999
Wales	1,824	£444,013,005
West Midlands	2,210	£1,256,080,975
Yorkshire	2,897	£2,495,394,475
Other	301	£117,553,592

\*Where available.

**Top Company Searches**

There were 28,234 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Wealmoor Limited	117	Active
Spaldings Limited	116	Active
Barden Energy Limited	96	Insolvent
Huntapac Produce Limited	92	Active
Masstock Arable (UK) Limited	91	Active

Creditsafe online reporting.

**Foreign Ownership**

584 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
Netherlands	0.18%
Norway	0.17%
U.S.A.	0.12%
Jersey	0.11%
Denmark	0.1%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
Hook 2 Sisters Limited	£673,000,000
G'S Group Holdings Limited	£483,983,000
Karsten UK Limited	£114,730,878
G'S Fresh Limited	£304,899,000
Greenvale AP Limited	£156,486,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Moorland Poultry Limited	£62,009,000

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## SALES

£68,019,826,332



## ACTIVE COMPANIES

167,772



## NET WORTH

£56,216,784,954



## RETAINED PROFIT

£309,308,847



## EST. EMPLOYMENT

1,351,532



## FAILURES

371



## Improving

Sales have dropped compared to the last quarter and failures are up. However on a positive note; profit, net worth, employee figures and active companies are all on the up from the end of last year.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	39.02%	● Very High Risk	4.51%	0 - 9,999	91.71%
Small Business	59.73%	● High Risk	10.59%	10,000 - 99,999	7.02%
Medium Business	0.95%	● Moderate Risk	54.14%	100,000 - 999,999	1.17%
Large Business	0.3%	● Low Risk	22.45%	1m - 9,999,999	0.09%
		● Very Low Risk	8.3%	10m+	0.02%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT	Best Paid	DBT
Retail	27	Farming	1
Utilities	20	Wholesale	9
Hospitality	19	IT	9

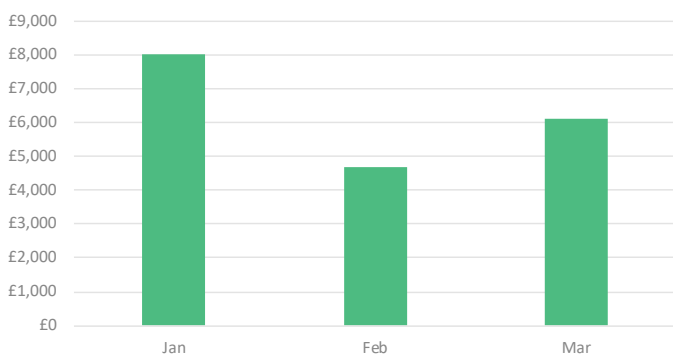
**Worsening** hospitality companies are paid on average **23 days** beyond terms.

**Steady** hospitality companies pay its suppliers on average **11 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

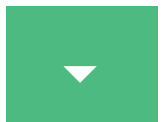
## Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£6,138



Days beyond terms by invoice value (£)	DBT
20,000+	4
10,000 - 19,999	6
5,000 - 9,999	4
1,000 - 4,999	5
500 - 999	9
100 - 499	12
0 - 99	15

## Bad Debt, CCJs & Unadvertised Petitions

The hospitality industry was hit with a total of **£1,526,635** of bad debt in the last 3 months. ▼

The average amount owed to hospitality companies from failed businesses was **£16,963**. ▼

The hospitality industry left a total of **£17,948,381** of bad debt owed to other companies in the last 3 months. ▼

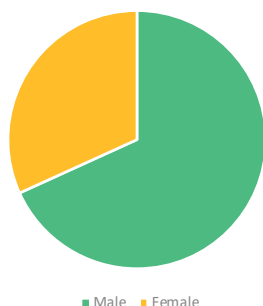
That's an average of **£7,086** owed to companies from failed hospitality businesses. ▼

Did you know that **39** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1764	▲
Total Value of CCJs in the last 3 months.	£5,066,311	▲
Average Value of CCJs from the last 3 months.	£2,872	▲

## Directors

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	3
Large business	4

## Regions

Regions	# of companies	Total networkth*
East Anglia	17,080	£10,321,968,527
East Midlands	6,281	£337,063,018
Greater London	40,235	£25,345,103,253
Northern Ireland	2,854	£504,785,717
North East	4,825	£636,160,345
North West	17,004	£1,705,586,020
Scotland	13,757	£2,607,117,651
South East	17,124	£3,839,081,102
South West	12,979	£1,498,485,483
Wales	6,925	£702,896,420
West Midlands	13,842	£7,064,364,151
Yorkshire	14,593	£1,597,377,255
Other	273	£56,796,012

\*Where available.

## Top Company Searches

There were 166,718 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
ISS Facility Services Limited	393	Active
Jamie's Italian Limited	225	Active
Prezzo Limited	175	Active
Giro Food Limited	161	Active
Travelodge Hotels Limited	154	Active

Creditsafe online reporting.

## Foreign Ownership

2,552 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
Virgin Isl.	0.18%
U.S.A.	0.15%
Jersey	0.15%
Luxembourg	0.14%
Isle Of Man	0.11%

% Based on percentage of foreign owned companies.

## Company Growth

Fastest growing companies	Revenue
Greene King Retailing Limited	£815,000,000
Mitchells & Butlers Retail Limited	£1,656,000,000
Casual Dining Bidco Limited	£329,000,000
Mitchells & Butlers Retail (No 2) Limited	£283,211,000
Eden Farm Limited	£73,104,094

## Insolvencies

Biggest failures of the last quarter	Revenue
Richardson Hotels Limited	£10,898,228
Barby Limited	£7,177,710
Hotel Collection Services Limited	£6,752,000
Wok&Go UK Limited	£4,098,094
Hotel Collection Hotel No. 11 Limited	£3,452,000

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### SALES

£462,180,035,696



### ACTIVE COMPANIES

385,340



### NET WORTH

£397,110,001,834



### RETAINED PROFIT

-£4,179,668,585



### EST. EMPLOYMENT

1,163,176



### FAILURES

279



### Improving

Sales, net worth and active companies were up for the industry in Q1, 2018. However employment and retained profit fell compared to last quarter.

### Company Size & Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	24.85%	Very High Risk	0.58%	0 - 9,999	86.37%
Small Business	74.25%	High Risk	0.48%	10,000 - 99,999	11.98%
Medium Business	0.59%	Moderate Risk	28.32%	100,000 - 999,999	1.42%
Large Business	0.3%	Low Risk	24.3%	1m - 9,999,999	0.19%
		Very Low Risk	46.33%	10m+	0.04%

Based on data from the Creditsafe system.

### Payments

Worst Paid	DBT	Best Paid	DBT
Hospitality	25	IT	5
Retail	24	Farming	6
Utilities	21	Wholesale	10

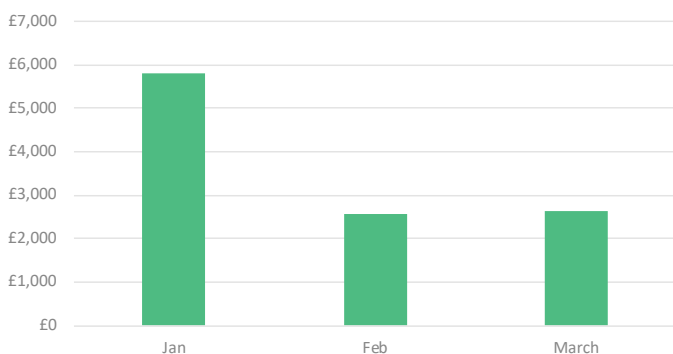
**Worsening** IT companies are paid on average **7 days** beyond terms.

**Worsening** IT companies pay its suppliers on average **10 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

### Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

### COMPANIES SPEND ON AVERAGE:

£2,871



Days beyond terms by invoice value (£)	DBT
20,000+	18
10,000 - 19,999	13
5,000 - 9,999	10
1,000 - 4,999	11
500 - 999	10
100 - 499	13
0 - 99	8

## Bad Debt, CCJs & Unadvertised Petitions

The IT industry was hit with a total of **£3,915,684** of bad debt in the last 3 months. ▲

The average amount owed to IT companies from failed businesses was **£5,844**. ▲

The IT industry left a total of **£13,662,672** of bad debt owed to other companies in the last 3 months. ▲

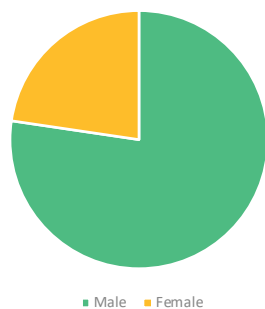
That's an average of **£20,151** owed to companies from failed IT businesses. ▲

Did you know that **24** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1276	▲
Total Value of CCJs in the last 3 months.	£2,529,347	▲
Average Value of CCJs from the last 3 months.	£1,982	▼

## Directors

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	1
Medium business	4
Large business	4

## Top Company Searches

There were 238,231 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Iesa Limited	472	Active
M J Quinn Integrated Services Limited	419	Active
Firstnet Solutions LTD	340	Insolvent
Softcat PLC	312	Active
Trespass Telecom LTD	275	Active

Creditsafe online reporting.

## Company Growth

Fastest growing companies	Revenue
TNT Express ICS Limited	£272,286,000
Daisy Group Holdings Limited	£602,831,000
Stannum 50 Labs (UK) Limited	£126,068,620
Entertainment One UK Limited	£266,833,000
Chambertin (Holdings) Limited	£324,726,000

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## Regions

Regions	# of companies	Total network*
East Anglia	46,549	£4,063,024,618
East Midlands	11,933	£4,789,911,536
Greater London	126,531	£658,168,389,205
Northern Ireland	3,449	£313,784,320
North East	5,127	£1,976,005,153
North West	28,629	£2,238,534,693
Scotland	15,433	£2,024,760,847
South East	64,349	£291,363,264,087
South West	32,712	£2,513,153,151
Wales	8,386	£1,310,804,603
West Midlands	22,883	£2,227,193,185
Yorkshire	19,018	£1,412,864,107
Other	341	£224,163,633

\*Where available.

## Foreign Ownership

8,208 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	0.74%
Netherlands	0.15%
Jersey	0.1%
France	0.1%
Germany	0.1%

% Based on percentage of foreign owned companies.

## Insolvencies

Biggest failures of the last quarter	Revenue
Woomer Limited	£14,559,000
Dovetail Services (UK) Holdings Limited	£8,266,155
Dovetail Services (UK) Limited	£8,266,155
Studio Fun International Limited	£4,593,259
Being Technologies LTD	£1,864,225

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## SALES

£711,031,332,030



## ACTIVE COMPANIES

189,176



## NET WORTH

£310,723,097,028



## RETAINED PROFIT

-£11,564,857,800



## EST. EMPLOYMENT

3,497,122



## FAILURES

438



## Improving

All headline figures are on the up and the industry as a whole is spending less money than in Q4, 2017. The only downside was there were 157 more company closures in Q1, 2018 compared to the previous quarter.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	21.83%	Very High Risk	3.32%	0 - 9,999	76.19%
Small Business	73.25%	High Risk	6.13%	10,000 - 99,999	17.36%
Medium Business	3.29%	Moderate Risk	40.38%	100,000 - 999,999	5.42%
Large Business	1.63%	Low Risk	25.18%	1m - 9,999,999	0.9%
		Very Low Risk	24.98%	10m+	0.13%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT
Retail	26
Hospitality	26
Utilities	22

Best Paid	DBT
Banking & Financial	4
IT	8
Wholesale	8

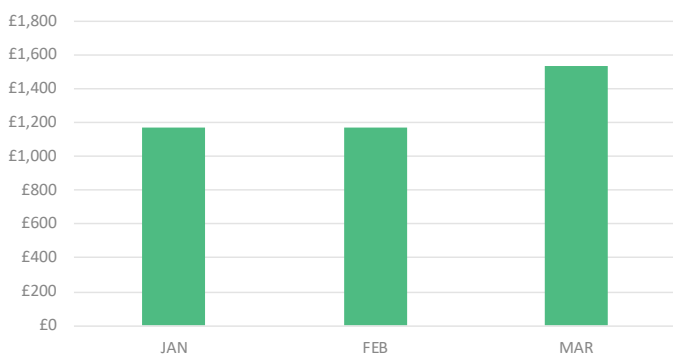
**Worsening** manufacturing companies are paid on average **15 days** beyond terms.

**Stable** manufacturing companies pay its suppliers on average **11 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£1,329



Days beyond terms by invoice value (£)	DBT
20,000+	9
10,000 - 19,999	12
5,000 - 9,999	9
1,000 - 4,999	11
500 - 999	12
100 - 499	12
0 - 99	10

**Bad Debt, CCJs & Unadvertised Petitions**

The manufacturing industry was hit with a total of **£14,782,261** of bad debt in the last 3 months. ▼

The average amount owed to manufacturing companies from failed businesses was **£9,803**. ▼

The manufacturing industry left a total of **£40,344,678** of bad debt owed to other companies in the last 3 months. ▲

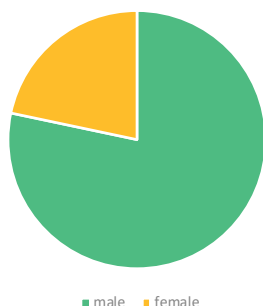
That's an average of **£11,905** owed to companies from failed manufacturing businesses. ▲

Did you know that **24** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1267	▲
Total Value of CCJs in the last 3 months.	£4,438,570	▲
Average Value of CCJs from the last 3 months.	£3,503	▼

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	3
Large business	4

**Regions**

Regions	# of companies	Total network*
East Anglia	22,135	£40,590,659,869
East Midlands	11,010	£11,443,428,299
Greater London	28,468	£46,075,364,102
Northern Ireland	3,947	£4,602,558,578
North East	5,066	£6,049,957,658
North West	19,921	£29,982,884,597
Scotland	11,403	£21,767,534,552
South East	22,378	£70,030,494,547
South West	15,338	£26,597,759,329
Wales	8,095	£6,716,711,089
West Midlands	22,090	£26,910,988,481
Yorkshire	19,034	£19,615,043,254
Other	291	£339,712,673

\*Where available.

**Top Company Searches**

There were **740,370** searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Air Management Systems Limited	808	Active
2 Sisters Food Group Limited	568	Active
Russell Hume Limited	562	Insolvent
Havelock Europa PLC	554	Active
Kirk Environmental Limited	513	Insolvent

Creditsafe online reporting.

**Foreign Ownership**

**9,463** companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	1.42%
Germany	0.5%
France	0.27%
Japan	0.22%
Netherlands	0.21%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
Wittington Investments Limited	£15,526,000,000
Siemens Public Limited Company	£1,939,134,000
Greene King Brewing And Retailing Limited	£1,783,000,000
Micron Europe Limited	£1,366,604,499
Air Products Public Limited Company	£867,157,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Russell Hume Limited	£130,940,000
W Willow Limited	£112,507,000
Berwin Holdings Limited	£43,823,384
Precis (1933) Limited	£42,033,000
Berwin & Berwin Limited	£40,531,448

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## SALES

£2,908,242,039,526



## ACTIVE COMPANIES

1,344,733



## NET WORTH

£6,489,458,459,400



## RETAINED PROFIT

£71,947,489,549



## EST. EMPLOYMENT

13,338,178



## FAILURES

1,222



## Improving

The professional services industry saw a jump in company closures with an additional 379 company closures compared to last quarter. However sales, net worth, profit and employment were all on the rise.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	27%	Very High Risk	1.04%	0 - 9,999	84.4%
Small Business	71.91%	High Risk	1.34%	10,000 - 99,999	12.98%
Medium Business	0.66%	Moderate Risk	38.79%	100,000 - 999,999	2.25%
Large Business	0.42%	Low Risk	23.54%	1m - 9,999,999	0.28%
		Very Low Risk	35.29%	10m+	0.08%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT	Best Paid	DBT
Retail	27	IT	5
Banking & Financial	23	Farming	5
Construction	20	Wholesale	8

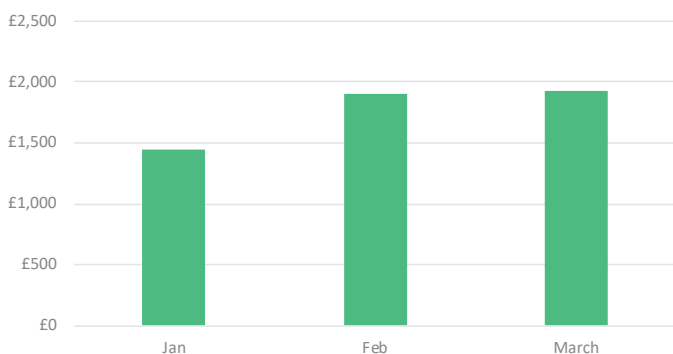
**Improving** professional services companies are paid on average **8 days** beyond terms.

**Steady** professional services companies pay its suppliers on average **10 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

## Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£1,858



Days beyond terms by invoice value (£)	DBT
20,000+	14
10,000 - 19,999	14
5,000 - 9,999	12
1,000 - 4,999	12
500 - 999	12
100 - 499	12
0 - 99	10



**Bad Debt, CCJs & Unadvertised Petitions**

The professional services industry was hit with a total of **£64,254,526** of bad debt in the last 3 months. ▼

The average amount owed to professional services companies from failed businesses was **£16,112**. ▼

The professional services industry left a total of **£228,745,133** of bad debt owed to other companies in the last 3 months. ▲

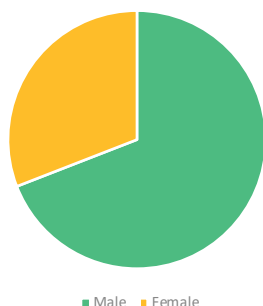
That's an average of **£62,721** owed to companies from failed professional services businesses. ▲

Did you know that **90** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	5637	▲
Total Value of CCJs in the last 3 months.	£14,862,819	▲
Average Value of CCJs from the last 3 months.	£2,637	▲

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	4
Large business	5

**Regions**

Regions	# of companies	Total network*
East Anglia	152,348	£198,884,913,164
East Midlands	47,933	£39,638,978,954
Greater London	397,435	£4,238,130,910,963
Northern Ireland	14,421	£6,766,405,152
North East	24,684	£15,232,312,049
North West	145,375	£98,240,676,631
Scotland	71,709	£275,102,061,986
South East	176,311	£1,183,147,680,338
South West	89,073	£69,869,584,555
Wales	36,110	£6,361,182,509
West Midlands	105,652	£114,686,021,188
Yorkshire	81,954	£139,904,741,940
Other	1,728	£103,492,989,971

\*Where available.

**Top Company Searches**

There were 996,608 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
HSS Hire Service Group Limited	922	Active
Creditsafe Business Solutions Limited	689	Active
CBRE Managed Services Limited	647	Active
Capita PLC	577	Active
T.O.M. Vehicle Rental Limited	505	Active

Creditsafe online reporting.

**Foreign Ownership**

40,360 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	0.63%
Jersey	0.29%
Virgin Isl.	0.19%
Luxembourg	0.15%
Guernsey	0.15%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
HSBC Holdings PLC	£57,791,727,141
Compass Group PLC	£22,568,000,000
Imperial Brands PLC	£30,247,000,000
E D & F Man Holdings Limited	£7,748,766,328
Thomas Cook Group PLC	£9,007,000,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Ambrian PLC	£794,346,507
Toys "R" Us Holdings Limited	£418,251,000
Lagan Construction Group Holdings Limited	£225,597,957
Carillion Services Limited	£173,507,000
Skagen RO Limited	£163,000,000

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RETAIL

## WATCHDOG

creditsafe

Q1, 2018

## SALES

£420,597,730,010



## ACTIVE COMPANIES

206,190



## NET WORTH

£83,820,562,700



## RETAINED PROFIT

£1,100,100,538



## EST. EMPLOYMENT

2,402,975



## FAILURES

327



## Improving

Failures are up and net worth is down, but all other headline figures have seen an improvement from Q4, 2017. The retail industry is also spending less and paying all invoices within 11 days beyond terms.

## Company Size &amp; Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	31.76%	Very High Risk	2.36%	0 - 9,999	88.29%
Small Business	67.34%	High Risk	1.44%	10,000 - 99,999	10.24%
Medium Business	0.55%	Moderate Risk	55.43%	100,000 - 999,999	1.34%
Large Business	0.35%	Low Risk	23.66%	1m - 9,999,999	0.11%
		Very Low Risk	17.11%	10m+	0.02%

Based on data from the Creditsafe system.

## Payments

Worst Paid	DBT	Best Paid	DBT
Retail	30	Farming	3
Utilities	19	IT	6
Banking	18	Professional Services	9

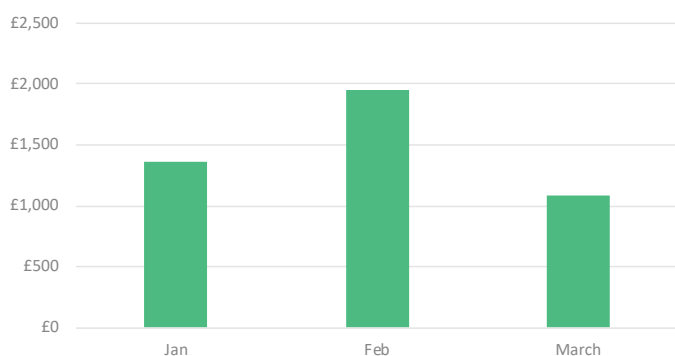
**Worsening** retail companies are paid on average **25 days** beyond terms.

**Worsening** retail companies pay its suppliers on average **11 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

## Invoicing

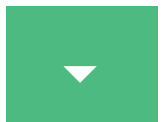
Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£1,417



Days beyond terms by invoice value (£)	DBT
20,000+	9
10,000 - 19,999	9
5,000 - 9,999	9
1,000 - 4,999	10
500 - 999	11
100 - 499	11
0 - 99	11

**Bad Debt, CCJs & Unadvertised Petitions**

The retail industry was hit with a total of **£2,089,731** of bad debt in the last 3 months. ▼

The average amount owed to retail companies from failed businesses was **£6,698**. ▼

The retail industry left a total of **£29,829,509** of bad debt owed to other companies in the last 3 months. ▲

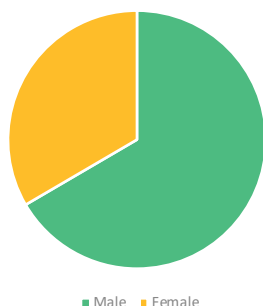
That's an average of **£14,694** owed to companies from failed retail businesses. ▲

Did you know that **8** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1424	▲
Total Value of CCJs in the last 3 months.	£4,369,207	▲
Average Value of CCJs from the last 3 months.	£3,068	▼

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	3
Large business	4

**Regions**

Regions	# of companies	Total networkth*
East Anglia	23,594	£8,760,667,752
East Midlands	8,974	£3,597,683,301
Greater London	50,553	£34,031,026,621
Northern Ireland	3,605	£1,080,924,501
North East	4,341	£1,001,019,131
North West	22,818	£4,977,845,017
Scotland	11,246	£1,492,512,146
South East	23,926	£6,840,551,362
South West	14,917	£2,287,028,465
Wales	6,529	£578,665,101
West Midlands	18,526	£5,123,533,878
Yorkshire	16,883	£14,029,939,465
Other	278	£19,165,960

\*Where available.

**Top Company Searches**

There were 270,993 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Tesco PLC	878	Active
Maplin Electronics Limited	842	Insolvent
Argos Limited	580	Active
Poundland Limited	486	Active
Asda Stores Limited	464	Active

Creditsafe online reporting.

**Foreign Ownership**

3,445 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
Guernsey	0.53%
U.S.A.	0.19%
Germany	0.08%
Jersey	0.08%
France	0.07%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
Aurum Group Limited	£560,945,000
Jewel UK Midco Limited	£565,531,000
DSG Retail Limited	£4,345,700,000
Harding Brothers Retail Limited	£142,733,513
Spring Petroleum Company LTD	£117,724,092

**Insolvencies**

Biggest failures of the last quarter	Revenue
Toys "R" Us Limited	£418,251,000
Maplin Electronics Limited	£235,818,000
Countrywide Farmers PLC.	£134,262,000
East Lifestyle Limited	£15,744,552
Outbrand Retail Limited	£12,226,913

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## SALES

£205,384,532,297



## ACTIVE COMPANIES

128,583



## NET WORTH

£83,554,722,583



## RETAINED PROFIT

£162,691,319



## EST. EMPLOYMENT

1,303,779



## FAILURES

574



## Improving

The transport industry has had a great start to the year. The industry has been both paying and receiving payment for invoices quicker than last quarter, however spending was up.

### Company Size & Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	37.52%	Very High Risk	1.45%	0 - 9,999	90.87%
Small Business	61.01%	High Risk	0.88%	10,000 - 99,999	7.23%
Medium Business	0.93%	Moderate Risk	57.84%	100,000 - 999,999	1.62%
Large Business	0.54%	Low Risk	24.34%	1m - 9,999,999	0.23%
		Very Low Risk	15.49%	10m+	0.05%

Based on data from the Creditsafe system.

### Payments

Worst Paid	DBT	Best Paid	DBT
Retail	20	IT	5
Hospitality	19	Farming	5
Construction	15	Transport	6

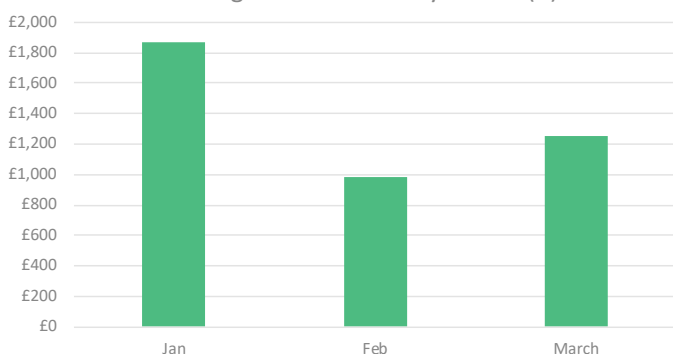
**Improving** transport and logistics companies are paid on average **10 days** beyond terms.

**Improving** transport and logistics companies pay its suppliers on average **8 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

### Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

## COMPANIES SPEND ON AVERAGE:

£1,196



Days beyond terms by invoice value (£)	DBT
20,000+	9
10,000 - 19,999	13
5,000 - 9,999	12
1,000 - 4,999	10
500 - 999	10
100 - 499	8
0 - 99	7

**Bad Debt, CCJs & Unadvertised Petitions**

The transport and logistics industry was hit with a total of **£2,800,943** of bad debt in the last 3 months. ▲

The average amount owed to transport and logistics companies from failed businesses was **£11,204**. ▲

The transport and logistics industry left a total of **£20,809,549** of bad debt owed to other companies in the last 3 months. ▲

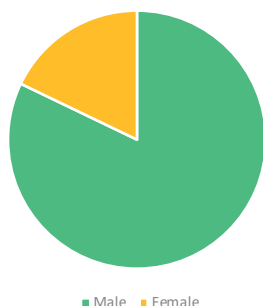
That's an average of **£9,807** owed to companies from failed transport and logistics businesses. ▼

Did you know that **14** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1194	▲
Total Value of CCJs in the last 3 months.	£2,563,718	▲
Average Value of CCJs from the last 3 months.	£2,147	▼

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	1
Medium business	3
Large business	5

**Regions**

Regions	# of companies	Total networkh*
East Anglia	19,223	£6,070,235,366
East Midlands	6,373	£1,760,139,713
Greater London	21,555	£52,902,124,799
Northern Ireland	1,557	£384,452,226
North East	2,000	£2,452,827,332
North West	18,367	£4,534,130,724
Scotland	5,507	£3,339,411,004
South East	11,951	£4,081,561,460
South West	6,867	£2,413,396,537
Wales	4,913	£552,155,536
West Midlands	18,249	£2,116,585,948
Yorkshire	11,908	£2,307,763,834
Other	113	£639,938,104

\*Where available.

**Top Company Searches**

There were 161,735 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
DHL Supply Chain Limited	585	Active
Premier Logistics(UK)Limited	283	Active
Canute Haulage Group Limited	260	Active
XPO Transport Solutions UK Limited	256	Active
British Airways PLC	245	Active

Creditsafe online reporting.

**Foreign Ownership**

2,455 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	0.21%
Germany	0.16%
France	0.14%
Netherlands	0.12%
Jersey	0.07%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
Easyjet Airline Company Limited	£5,122,000,000
TNT UK Limited	£1,026,538,000
Thomas Cook Airlines Limited	£1,150,341,000
Eurostar International Limited	£915,700,000
Palletways (UK) Limited	£241,496,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Stiller Transport Limited	£18,350,000
Direct U.K. Transport Limited	£9,394,656
SCA Logistics (Agency) Limited	£9,227,986
Gunns International Transport And Shipping Limited	£8,309,729
Time Critical International Limited	£4,923,186

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SALES

£228,289,255,760



ACTIVE COMPANIES

27,043



NET WORTH

£125,962,036,710



RETAINED PROFIT

-£6,141,712,279



EST. EMPLOYMENT

311,114



FAILURES

25



Improving

With sales and employment up from Q4, 2017, the utilities industry has also seen an improvement in retained profit even though they are still in the minus figure.

Company Size & Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	24.52%	Very High Risk	4.12%	0 - 9,999	79.09%
Small Business	72.28%	High Risk	6.56%	10,000 - 99,999	15.25%
Medium Business	1.81%	Moderate Risk	44.44%	100,000 - 999,999	4.64%
Large Business	1.39%	Low Risk	23.51%	1m - 9,999,999	0.79%
		Very Low Risk	21.37%	10m+	0.22%

Based on data from the Creditsafe system.

Payments

**Worst Paid**

	DBT
Retail	38
Professional Services	19
Hospitality	19

**Best Paid**

	DBT
Farming	1
IT	3
Banking	6

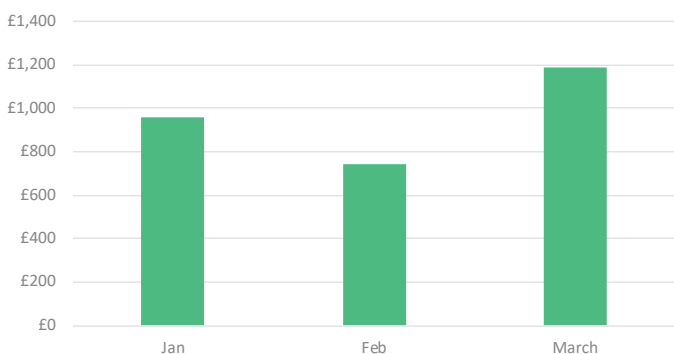
**Improving** utilities & waste management companies are paid on average **21 days** beyond terms.

**Worsening** utilities & waste management companies pay its suppliers on average **12 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

Invoicing

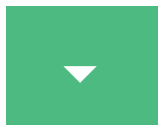
Average Invoice Value by Month (%)



The time companies in this industry take to pay their bills by invoice value.

COMPANIES SPEND ON AVERAGE:

£963



**Days beyond terms by invoice value (£)**

Days beyond terms by invoice value (£)	DBT
20,000+	17
10,000 - 19,999	13
5,000 - 9,999	15
1,000 - 4,999	18
500 - 999	16
100 - 499	13
0 - 99	9

**Bad Debt, CCJs & Unadvertised Petitions**

The utilities & waste management industry was hit with a total of **£2,094,195** of bad debt in the last 3 months. ▼

The average amount owed to utilities & waste management companies from failed businesses was **£4,504**. ▼

The utilities & waste management industry left a total of **£1,291,375** of bad debt owed to other companies in the last 3 months. ▼

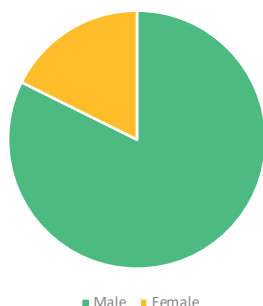
That's an average of **£9,358** owed to companies from failed utilities & waste management businesses. ▼

Did you know that **7** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	201	▲
Total Value of CCJs in the last 3 months.	£851,693	▼
Average Value of CCJs from the last 3 months.	£4,237	▼

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	2
Small business	2
Medium business	4
Large business	5

**Regions**

Regions	# of companies	Total networkth*
East Anglia	2,809	£3,744,091,789
East Midlands	1,014	£328,438,664
Greater London	5,671	£35,617,368,799
Northern Ireland	1,178	£2,817,529,559
North East	722	£3,627,981,303
North West	2,504	£4,687,283,638
Scotland	2,106	£9,018,053,928
South East	2,993	£16,925,018,436
South West	2,345	£19,302,469,576
Wales	1,284	£2,180,982,453
West Midlands	2,319	£3,245,009,633
Yorkshire	2,035	£6,657,538,296
Other	63	£17,810,270,636

\*Where available.

**Top Company Searches**

There were 65,928 searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
QDS Contracting Limited	485	Insolvent
Suez Recycling And Recovery UK LTD	392	Active
Dunton Environmental Limited	247	Active
Utilitywise PLC	224	Active
Engie FM Limited	217	Active

Creditsafe online reporting.

**Foreign Ownership**

1,719 companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
Guernsey	0.66%
Germany	0.63%
U.S.A.	0.53%
France	0.43%
Jersey	0.43%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
APR Energy Holdings Limited	£109,992,598
Water 2 Business Limited	£37,179,445
Octopus Energy Limited	£35,242,000
Spark Energy Supply LTD	£158,599,000
Lightsource BP Renewable Energy Investments Limited	£61,783,789

**Insolvencies**

Biggest failures of the last quarter	Revenue
Qds Contracting Limited	£24,247,668
Underground Vision (UK) Limited	£7,031,541
Oberon Recycling LTD	£3,954,871
Concept Asbestos Services Limited	£1,349,566
A & L Electrical Limited	£312,335

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WHOLESALE

# WATCHDOG

creditsafe

Q1, 2018

SALES

£656,607,592,646



ACTIVE COMPANIES

176,868



NET WORTH

£192,896,200,777



RETAINED PROFIT

-£158,045,936,724



EST. EMPLOYMENT

1,391,319



FAILURES

191



Improving

Although sales and net worth were down within the industry, all other headline figures improved compared to last quarter. Companies were spending less, and paid all invoices on average under 11 days beyond terms.

Company Size & Financial Health

Company Size	%	Risk Band	%	Credit Limit (£)	%
Newly Incorporated	26.86%	Very High Risk	2.64%	0 - 9,999	78.82%
Small Business	69.78%	High Risk	1.68%	10,000 - 99,999	16.11%
Medium Business	2.11%	Moderate Risk	49.25%	100,000 - 999,999	4.45%
Large Business	1.25%	Low Risk	24.03%	1m - 9,999,999	0.56%
		Very Low Risk	22.4%	10m+	0.06%

Based on data from the Creditsafe system.

Payments

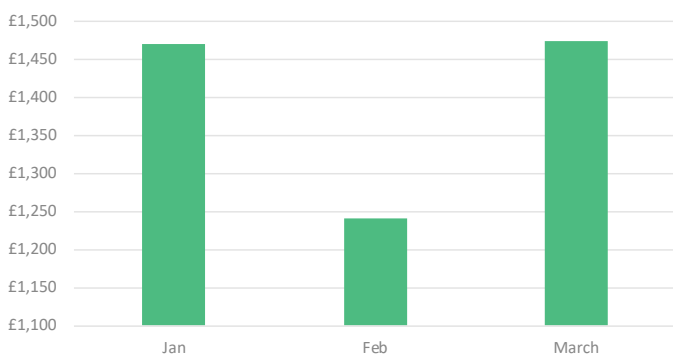
Worst Paid	DBT	Best Paid	DBT
Utilities	21	IT	5
Retail	18	Professional Services	6
Hospitality	16	Farming	7

**Worsening** wholesale companies are paid on average **8 days** beyond terms.  
**Worsening** wholesale companies pay its suppliers on average **10 days** beyond terms.

Days Beyond Terms (DBT) are the days beyond agreed terms a company takes to pay their bills.

Invoicing

Average Invoice Value by Month (£)



The time companies in this industry take to pay their bills by invoice value.

COMPANIES SPEND ON AVERAGE:

£1,400



Days beyond terms by invoice value (£)	DBT
20,000+	7
10,000 - 19,999	9
5,000 - 9,999	10
1,000 - 4,999	11
500 - 999	11
100 - 499	10
0 - 99	10



**Bad Debt, CCJs & Unadvertised Petitions**

The wholesale industry was hit with a total of **£13,558,721** of bad debt in the last 3 months. ▲

The average amount owed to wholesale companies from failed businesses was **£6,601**. ▲

The wholesale industry left a total of **£23,629,992** of bad debt owed to other companies in the last 3 months. ▼

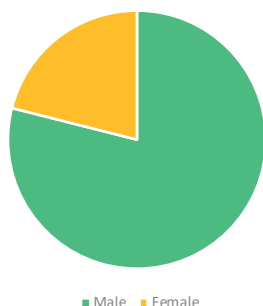
That's an average of **£12,759** owed to companies from failed wholesale businesses. ▲

Did you know that **15** unadvertised petitions were issued to this industry?

Total Number of CCJs in the last 3 months.	1411	▲
Total Value of CCJs in the last 3 months.	£5,228,825	▲
Average Value of CCJs from the last 3 months.	£3,706	▲

**Directors**

Directorship Gender Split (%)



Company size	Avg no. of board members
Newly incorporated company	1
Small business	2
Medium business	3
Large business	4

**Regions**

Regions	# of companies	Total network*
East Anglia	21,648	£10,864,870,546
East Midlands	8,781	£3,874,597,802
Greater London	40,662	£85,204,008,870
Northern Ireland	3,439	£1,868,070,743
North East	3,383	£1,389,567,525
North West	19,584	£7,320,463,981
Scotland	7,899	£5,552,584,360
South East	20,489	£26,500,982,224
South West	12,006	£25,112,972,811
Wales	5,465	£1,844,871,111
West Midlands	18,147	£13,221,832,699
Yorkshire	15,152	£8,213,053,587
Other	213	£1,928,324,518

\*Where available.

**Top Company Searches**

There were **483,744** searches for companies within this industry on the Creditsafe system in the last quarter.

Company name	Searches	Status
Wolseley UK Limited	927	Active
Brammer UK Limited	854	Active
Crusader Vehicles Limited	799	Active
Cromwell Tools Limited	701	Active
Jewson Limited	679	Active

Creditsafe online reporting.

**Foreign Ownership**

**7,072** companies within this industry are owned by an international company. These are the 5 most popular countries for an international holding.

Country	Percentage
U.S.A.	0.69%
Germany	0.4%
France	0.2%
Netherlands	0.19%
Japan	0.16%

% Based on percentage of foreign owned companies.

**Company Growth**

Fastest growing companies	Revenue
Concord Resources Limited	£2,481,037,010
E D & F Man Sugar Limited	£3,162,201,016
Lsh Auto UK Limited	£445,650,000
Minmetals (U.K) Limited	£600,397,553
Bestway Wholesale Limited	£1,651,048,000

**Insolvencies**

Biggest failures of the last quarter	Revenue
Vincom Commodities Limited	£393,645,801
Bluezone Global Limited	£60,735,757
Slaters Of Abergele Limited	£51,055,398
Big Cars LTD	£33,908,484
Shun Da (UK) LTD	£25,993,709

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# GLOSSARY

## Company size breakdown

### Newly incorporated

A new business is a company that has been set up within the last 21 months and has not filed their accounts.

**Small Business** - A small business is a company that satisfies 2 out of the 3 following criteria:

- An annual Turnover of less than £6.5 million.
- A Balance Sheet Total of less than £3.26 million.
- An average number of employees less than 50.

**Medium Business** - A medium business is a company that satisfies 2 out of the 3 following criteria:

- An annual Turnover less than £25.9 million.
- A Balance Sheet Total less than £12.9 million.
- An average number of employees less than 250.

**Large Business** - A large business is a company that satisfies 2 out of the 3 following criteria:

- An annual Turnover greater than £25.9 million.
- A Balance Sheet Total of more than £12.9 million.
- An average number of employees of more 250.

When Creditsafe applies a risk score to a company, it first identifies the size of the business based on the criteria set by Companies House above to ensure the correct factors are taken into account when providing a company credit score.

## How the snapshot is calculated

**Filed Revenue:** Sum of total sales revenue from active, limited companies as filed at Companies House, including companies that are not legally obliged to file accounts but do it voluntarily.

**Active companies:** Count of active, limited companies at the end of the quarter.

**Net Worth:** Sum of total net worth revenue figures from active, limited companies as filed at Companies House.

**Retained Profit:** Sum of profit to date (after dividends has been paid) from active, limited companies as filed at Companies House.

**Est. Employment:** Sum of total number of employees as filed at Companies House.

**Failures:** Total number of companies that have become insolvent within the previous quarter.

**Please note:** Data is captured only from companies that have filed profit and loss and/or number of employee's at Companies House.

A large proportion of the UK economy is made up of SMEs who aren't required to file this information by law.

## Financial Health

**Risk Band:** The percentage of companies that fall within each risk band within an industry on the Creditsafe system.

A Creditsafe company credit score represents the probability of a company staying solvent using the numbers 0 - 100. The closer to 100, the more stable the company.

### Risk bandings:

Very High Risk - Rated 1-20 on the Creditsafe system.

High Risk - Rated 21-29 on the Creditsafe system.

Moderate Risk - Rated 30-50 on the Creditsafe system.

Low Risk - Rated 51-70 on the Creditsafe system.

Very Low Risk - Rated 70-100 on the Creditsafe system.

**Credit Limit:** A credit limit is Creditsafe's recommendation on the total amount of credit that should be outstanding at any one time.

The Watchdog Report breaks down what percentage of companies have certain credit limits within an industry.

## Payments

The payments section is based on how the industry in question pays other industries, broken down by the average number of days beyond agreed terms the invoice remained outstanding.

Days Beyond Terms (DBT) are the total number of days beyond the agreed payment terms prior to an invoice being marked as paid.

'Worst Paid' are the industries that take the longest on average to receive payment for their invoices beyond the agreed payment date.

'Best Paid' are the industries that are paid the fastest by an industry, they will have the shortest amount of days beyond terms.

**Improving/worsening:** this comparison is made by comparing the figures from the reported quarter to the previous quarter.

## Invoicing

**Average invoice value (graph):** The graph shows a monthly breakdown of the average invoice value that the industry pays to its suppliers each month in the reported quarter. For example, out of all the invoices paid in January by companies in the reported industry, the graph will show a sum of the average value of those invoices.

**Average spend:** The average spend per individual transaction of companies within an industry. The arrow on the side indicates whether the average spend has risen or declined compared to the previous quarter.

**Days Beyond Terms (DBT) by invoice value:** How long it takes this industry to pay their invoices based on the total invoice value.

# GLOSSARY

## Bad Debt, CCJ's & Unadvertised Petitions

**Bad Debt:** Creditsafe captures bad debt information based on the information within a 'Statement of Affairs' when a company enters liquidation. A Statement of Affairs is a document detailing a company's assets and liabilities. Generally prepared by a liquidator or appointed professional during certain insolvency proceedings, the document is later registered at Companies House. In the document the creditors are listed which helps identify companies who have obtained a bad debt. Bad debt can occur for a number of reasons, including customer insolvency or protracted default. Often business owners don't have the financial resources or access to advice to pursue legal action.

**Unadvertised Petitions:** Creditsafe receive unadvertised petitions from a third party who collect this information directly from Her Majesty's Courts Service.

**County Court Judgment (CCJ):** A CCJ is a judgment that a County Court issues when a company has failed to pay money that they owe. When a creditor owes money to a debtor, the debtor can apply to the County Court for a judgment (CCJ) against the creditor to claim the money. The Court will decide whether there really is a debt to pay and if there is, they will issue a CCJ.

**Start-ups:** Number of new companies registered at Companies House within the reported quarter.

**Failures:** A failed company is a business that has entered into insolvency procedures and has been dissolved. Creditsafe considers the following criteria to be the definition of failure:

- In Receivership / Liquidation
- In Administration
- Administrator Appointed
- In Receivership / Administration
- Appointment of Liquidator
- Administrative Receiver Appointed
- Meeting of Creditors
- Administration Order
- In Liquidation
- Company is liquidated or is wound-up

**Revenue:** Sum of total income earned from normal business activities, including the sale of goods and services net of VAT.

## Director & board members information

The pie chart shows the gender split of directors within the industry, calculated from their title.

The average board member figure is taken from information filed at Companies House under directorship.

## Regional Information

The number of companies within each region is recorded from the number of companies with a filed address within that region at Companies House. Companies House also provide the total net worth figure where available. Data is captured only from companies that have filed profit and loss, which is mainly large companies who are required to file it by law and companies that choose to file it voluntarily.

If you would like a breakdown of the region bandings, please email [press@creditsafeuk.com](mailto:press@creditsafeuk.com)

## International Ownership

**Group Structure:** Companies that are owned or partially owned by another company based on filed shareholdings.

**Fastest Growing Companies:** Based on the % increase between a companies previous filed turnover and its current filed turnover at Companies House.

**Biggest Failures of the last quarter:** 'Biggest' companies are based on latest annual filed turnover at Companies House.

## Company Growth

The fastest growing companies list is compiled from the Creditsafe system. They are calculated by taking the information filed from companies during that quarter and comparing it to the previous filed turnover to work out the increase. They are then ranked by the biggest increase.

## Insolvencies

The biggest failed companies are calculated by the current filed turnover at Companies House before the company failed and then ranked in order of the company with the biggest turnover first.

## SIC Codes

The data in each industry watchdog report is based on companies that fall into the following SIC codes on the Creditsafe system.

SIC Code	Industry
01110- 03220	Farming & Agriculture
10110-33200	Manufacturing
35110- 39000	Utilities
41100- 43999	Construction
45111- 45111	Wholesale
47110- 47990	Retail
49100- 53202	Transport
55100- 56302	Hospitality
58110-63990	Information Technology (IT)
64110- 66300	Banking & Financial
68100- 82990	Professional Services
90010- 93290	Sports & Entertainment