



MT examines the financial performance of the UK logistics industry ahead of a challenging year

Good time for home work

The success of online retailing is clearly underlined in this year's Top 100 with parcel carriers such as Hermes, Yodel, DPD and UPS all increasing sales at double the industry average rate of 2.3%. And it is this sector that again performs strongly when it comes to profits. DPD and UPS are well ahead of the other major players in terms of return on sales, while Hermes and FedEx also performed strongly. Even Yodel has made progress in cutting its massive losses.

The figures for this year's Top 100 come mainly from companies' 2019 accounts and so are not affected by the Covid-19 crisis. However, it is clear that the home delivery specialists have been the major beneficiaries as consumers have taken to the internet to do their shopping, and that is likely to be reflected in next year's Top 100.

While last year was good for home delivery, it was tougher for other sectors of the industry and our figures reveal an average 36% fall in pre-tax profits. And that is also reflected in a fall in average return on sales from 2.33% to 1.45%.

However, this is not an across-the-board fall; there are one or two companies that reported heavy losses. For example, Royal Mail's UK business saw its pre-tax profit fall from £160m to zero as it struggled to adapt to the decline in the letters market.

And Eddie Stobart Logistics showed a pre-tax loss of £239m. However, it expects to be back

in profit this year. Not only that, it secured the Stobart name, paying £10m to former parent Stobart Group, which plans to change its name to something different next year.

But while some companies have struggled, others have bounced back strongly – notably DHL which came back from its £36m loss of the previous year to record a pre-tax profit of £107m.

There has also been further consolidation in the market, notably with Culina's takeover of Fowler Welch. This will take Culina's revenue to more than £750m when fully consolidated.

One clear impact of Covid-19 is the fact that a few companies have been slower than normal to file their latest accounts at Companies House. They are listed in the notes.

Operators face a challenging few months. Covid-19 is expected to make the home shopping peak even higher this Christmas. Royal Mail, for example, expects to recruit a record number of temps this year. Then, straight after that, will come the change in the UK's trading relationship with the EU. It will be a challenging period, but there is the prospect of more settled trading conditions as 2021 progresses.

KEY AVERAGES

Turnover latest year	£319,625,000
Turnover previous year	£311,688,000
Pre-tax profit latest year	£4,519,000
Pre-tax profit previous year	£7,243,000
Number of employees latest year	3,639
Number of employees previous year	3,607
Sales per employee latest year	£87,830
Sales per employee previous year	£86,412
Changes in sales per employee	1.64%
Profit per employee latest year	£1,242
Profit per employee previous year	£2,008
Change in profit per employee	-38.16%
Return on sales latest year	1.41%



LARGEST 100 COMPANIES (BY TURNOVER)

Latest rank	Previous rank	Company or trading name	Financial year end	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Latest year employees	Previous year turnover (£000s)	Previous year pre-tax profit (£000s)
1	1	Royal Mail (UKPIL)	29/03/20	7,720,000	0	141,466	7,732,000	160,000
2	2	DHL	31/12/19	4,812,228	107,048	46,123	5,010,560	-36,024
3	3	XPO Logistics	31/12/19	1,627,253	55,030	21,884	1,551,765	50,229
4	4	DPD	31/12/19	1,389,107	158,346	8,946	1,315,305	164,586
5	5	Wincanton	31/03/20	1,201,200	43,800	18,390	1,141,500	48,600
6	6	UPS	31/12/18	1,134,875	102,218	8,508	1,084,441	82,491
7	7	Menzies Distribution	31/12/18	937,300	-22,700	2,966	1,049,000	24,000
8	8	FedEx Corporation	31/05/19	888,725	45,789	10,341	913,104	53,083
9	11	Hermes Parcelnet	29/02/20	860,037	46,213	3,559	749,457	36,092
10	9	Eddie Stobart Logistics	30/11/19	857,526	-238,937	6,491	781,462	-22,255
11	10	Kuehne + Nagel	31/12/18	779,616	48,811	11,712	749,525	35,170
12	13	Whistl UK	31/12/19	634,893	-4,672	1,934	563,663	4,795
13	12	Culina Group	31/12/18	584,671	26,775	5,826	497,791	28,091
14	14	Yodel	30/06/19	508,757	-66,996	5,254	481,505	-110,986
15	15	Gist	31/12/18	462,035	6,190	4,770	437,331	8,832
16	17	Clipper Logistics Group	30/04/19	460,171	16,930	5,640	400,115	17,966
17	16	Turners (Soham) Holdings	31/12/18	414,553	33,041	3,476	396,283	31,696
18	18	Ceva Logistics	31/12/19	357,053	9,954	3,313	399,589	2,297
19	20	Maritime Transport	27/12/19	328,736	9,437	2,620	304,877	8,124
20	21	DX Group	30/06/19	322,500	-1,700	3,521	299,500	-19,900
21	29	Gregory Distribution (Holdings)	30/09/19	238,894	8,011	2,492	173,971	5,703
22	23	Yusen Logistics (UK)	28/03/20	219,940	2,384	1,368	215,946	823
23	24	WH Malcolm	31/01/19	206,147	5,275	2,103	200,149	7,550
24	25	DSV Road	31/12/19	197,522	9,037	717	196,283	10,357
25	30	Fowler Welch	31/03/19	178,747	4,360	1,479	168,560	4,252
26	27	Europa Worldwide Logistics	31/12/18	175,907	5,244	675	144,353	3,224
27	26	Bibby Supply Chain Services	31/12/19	170,175	-930	1,567	192,416	-3,725
28	37	Kinaxia Ltd	31/12/19	169,976	-1,826	1,793	114,907	-756
29	28	Tuffnells Parcels Express	31/08/19	164,450	-29,262	2,746	175,195	-5,343
30	31	Gefco UK	31/12/19	161,916	4,442	606	165,875	6,156
31	32	Langdon Group	31/12/19	160,863	7,985	1,518	150,235	6,905
32	35	Movianto UK	31/12/19	155,355	-4,594	789	124,253	-4,300
33	33	Hoyer Petrolog UK	31/12/18	132,879	1,409	1,244	132,046	2,162
34	36	BCA Automotive	31/03/19	130,090	1,140	1,090	121,933	2,023
35	34	ECVL Downton	30/06/19	117,458	2,168	1,183	112,123	1,136
36	38	Pentalver Transport	31/12/18	114,387	2,892	418	118,426	8,392
37	40	McBurney Transport Group	31/12/19	103,902	4,955	812	100,536	3,929
38	42	FreshLinc Group	02/02/19	103,459	504	454	87,770	1,280
39	39	ECM (Vehicle Delivery Service)	31/12/19	100,184	1,904	800	100,544	1,824
40	41	Howard Tenens	30/09/19	96,080	10,770	727	94,193	30,766
41	44	Owens (Road Services)	30/06/19	89,701	1,854	953	70,496	1,628
42	45	Suttons Tankers	30/04/19	72,218	3,924	600	70,042	1,463
43	54	John G Russell	31/03/19	68,077	5,357	649	61,075	4,661
44	50	Woodside Logistics Group	31/03/19	67,337	3,578	518	64,407	3,000
45	48	Redhead Freight	31/12/18	66,086	-332	360	64,594	-939
46	49	R Swain & Sons	28/12/19	65,765	172	577	65,392	1,917
47	47	Maxi Haulage	30/09/19	63,370	74	359	66,293	1,915
48	53	Reed Boardall Group	31/03/19	62,804	970	773	61,641	1,385
49	51	Abbey Logistics Group	29/06/19	62,679	-3,668	608	63,144	-4,417
50	43	Moran Logistics	28/12/19	61,953	1,158	433	74,694	334

90%

REDUCTION OF TYRE-RELATED BREAKDOWNS*
*comparison of 50 fleets before and after installation of Goodyear TPMS in 2019



LARGEST 100 COMPANIES (BY TURNOVER)

Latest rank	Previous rank	Company or trading name	Financial year end	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Latest year employees	Previous year turnover (£000s)	Previous year pre-tax profit (£000s)
51	55	Pickfords Move Management	30/09/19	58,868	1,520	319	59,464	2,068
52	56	KNP Logistics Group	31/05/19	58,605	-1,204	495	56,340	-2,880
53	52	Panther Warehousing	31/12/19	58,117	4,871	474	62,576	381
54	58	Jack Richards & Son	31/05/19	57,505	1,459	699	53,674	988
55	71	Rhys Davies and Sons	28/02/19	55,334	-8,067	358	38,753	319
56	87	WS Specialist Logistics	30/11/2019	53,790	875	272	29,295	454
57	46	PCL Transport 24/7	30/06/19	53,543	-17,073	778	66,818	-7,138
58	64	Advanced Supply Chain Group	30/11/19	50,311	1,684	988	42,899	2,535
59	60	Geodis UK	30/12/17	50,107	-4,468	301	49,330	-4,248
60	63	Lenham Storage Group	31/08/19	49,377	1,430	596	47,267	1,579
61	61	GBA Services	31/12/18	48,595	1,287	236	36,120	1,157
62	57	Solstor UK	30/09/19	48,464	734	87	53,884	413
63	68	Boughy Distribution	31/05/19	48,451	310	582	41,003	-754
64	62	Currie International	31/12/18	48,056	509	296	48,111	38
65	65	Warrens Warehousing and Distribution	31/12/18	42,697	2,928	360	38,276	1,745
66	66	RT Keedwell	31/10/19	42,673	64	423	42,249	381
67	69	Lloyd Fraser Holdings	28/02/19	40,848	594	481	40,862	606
68	72	Agro Merchants Whitchurch	31/12/19	39,800	3,987	379	37,211	35,854
69	73	S J Bargh	30/04/19	39,620	1,308	477	37,058	647
70	67	Montgomery Transport	30/09/19	39,493	-431	287	41,764	-90
71	75	Lomas Distribution	29/07/19	38,122	658	280	34,364	814
72	74	Countrywide Freight Group	31/03/19	36,315	347	333	35,928	593
73	81	Knowles Transport	31/12/19	36,242	2,016	277	32,142	1,506
74	79	McPherson	25/07/19	36,152	3,046	368	33,057	2,678
75	77	Fred Sherwood & Sons (Transport)	31/03/19	33,896	644	42	33,375	2,626
76	76	Freightroute	31/12/18	33,722	1,038	413	31,763	847
77	80	T J Transport	31/12/19	33,348	-93	232	32,904	340
78	78	Brit European	31/12/19	32,395	1,977	216	33,128	1,350
79	92	Expect Distribution	30/11/19	32,208	1,785	293	28,353	1,435
80	85	ET Holdings	31/03/19	31,761	1,451	250	30,181	838
81	84	JW Suckling Transport	31/12/19	31,406	1,224	278	30,427	604
82	82	Buffalod Logistics	31/12/18	31,043	1,036	222	32,220	-1,656
83	86	The Bartrum Group	31/12/19	31,040	1,548	286	30,125	1,601
84	113	White and Co	31/01/20	30,640	985	386	21,295	-968
85	83	Meachers Global Logistics	31/05/19	30,624	2,208	158	26,138	1,895
86	90	WM Armstrong (Longtown)	31/03/19	30,451	270	272	28,616	286
87	94	Neill & Brown Global Logistics Group	30/04/19	30,274	2,587	145	27,592	2,083
88	22	Lineage UK Transport	31/12/19	29,575	-282	371		
89	89	H Siwyer (Transport)	31/03/19	29,269	613	65	28,967	481
90	109	Kammac	31/12/19	29,097	1,559	298	22,126	640
91	88	Circle Express	31/03/19	28,851	26	233	29,210	-595
92	95	Elddis Transport (Consett)	31/12/19	28,682	441	328	27,400	658
93	123	Master Removers Group	30/09/19	28,064	1,892	390	27,188	2,286
94	98	Pollock (Scotrans)	31/08/19	27,840	256	240	26,769	58
95	104	BP Mitchell Haulage Contractors	30/06/19	27,775	5,108	120	24,381	4,103
96	97	Acumen Logistics Group	31/12/18	27,007	-343	212	25,514	144
97	100	Fagan & Whalley	30/04/19	26,278	521	324	25,955	1,258
98	101	JBT Distribution	31/03/19	25,918	1,673	323	24,810	1,678
99	91	Associated Cold Stores and Transport	28/12/19	25,485	1,790	216	28,589	2,210
100	107	Mansel Davies & Son	31/01/19	25,216	114	298	23,040	247



GROWTH IN TURNOVER

Turnover growth rank	Overall rank	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover (%)	Turnover growth rank	Overall rank	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover (%)
1	56	WS Specialist Logistics	53,790	29,295	83.62	51	60	Lenham Storage Group	49,377	47,267	4.46
2	28	Kinaxia Ltd	169,976	114,907	47.92	52	98	JBT Distribution	25,918	24,810	4.46
3	84	White and Co	30,640	21,295	43.89	53	52	KNP Logistics Group	58,605	56,340	4.02
4	55	Rhys Davies and Sons	55,334	38,753	42.79	54	11	Kuehne + Nagel	779,616	749,525	4.01
5	21	Gregory Distribution (Holdings)	238,894	173,971	37.32	55	94	Pollock (Scotrans)	27,840	26,769	4.00
6	61	GBA Services	48,595	36,120	34.54	56	37	McBurney Transport Group	103,902	100,536	3.35
7	90	Kammac	29,097	22,126	31.51	57	93	Master Removers Group	28,064	27,188	3.22
8	41	Owens (Road Services)	89,701	70,496	27.24	58	81	JW Suckling Transport	31,406	30,427	3.22
9	32	Movianto UK	155,355	124,253	25.03	59	42	Suttons Tankers	72,218	70,042	3.11
10	26	Europa Worldwide Logistics	175,907	144,353	21.86	60	83	The Bartrum Group	31,040	30,125	3.04
11	63	Bougey Distribution	48,451	41,003	18.16	61	23	WH Malcolm	206,147	200,149	3.00
12	38	FreshLinc Group	103,459	87,770	17.87	62	45	Redhead Freight	66,086	64,594	2.31
13	13	Culina Group	584,671	497,791	17.45	63	40	Howard Tenens	96,080	94,193	2.00
14	58	Advanced Supply Chain Group	50,311	42,899	17.28	64	48	Reed Boardall Group	62,804	61,641	1.89
15	85	Meachers Global Logistics	30,624	26,138	17.16	65	22	Yusen Logistics (UK)	219,940	215,946	1.85
16	16	Clipper Logistics Group	460,171	400,115	15.01	66	59	Geodis UK	50,107	49,330	1.57
17	9	Hermes Parcelnet	860,037	749,457	14.75	67	75	Fred Sherwood & Sons	33,896	33,375	1.56
18	95	BP Mitchell Haulage Contractors	27,775	24,381	13.92	68	77	T J Transport	33,348	32,904	1.35
19	79	Expect Distribution	32,208	28,353	13.60	69	97	Fagan & Whalley	26,278	25,955	1.24
20	73	Knowles Transport	36,242	32,142	12.76	70	72	Countrywide Freight Group	36,315	35,928	1.08
21	12	Whistl UK	634,893	563,663	12.64	71	89	H Snyder (Transport)	29,269	28,967	1.04
22	65	Warrens W&D	42,697	38,276	11.55	72	66	RT Keedwell	42,673	42,249	1.00
23	43	John G Russell	68,077	61,075	11.46	73	24	DSV Road	197,522	196,283	0.63
24	71	Lomas Distribution	38,122	34,364	10.94	74	33	Hoyer Petrolog UK	132,879	132,046	0.63
25	10	Eddie Stobart Logistics	857,526	781,462	9.73	75	46	R Swain & Sons	65,765	65,392	0.57
26	87	Neill & Brown Global Logistics	30,274	27,592	9.72	76	67	Lloyd Fraser Holdings	40,848	40,862	-0.03
27	100	Mansel Davies & Son	25,216	23,040	9.45	77	64	Currie International	48,056	48,111	-0.11
28	74	McPherson	36,152	33,057	9.36	78	1	Royal Mail (UKPIL)	7,720,000	7,732,000	-0.16
29	19	Maritime Transport	328,736	304,877	7.83	79	39	ECM (Vehicle Delivery Service)	100,184	100,544	-0.36
30	20	DX Group	322,500	299,500	7.68	80	49	Abbey Logistics Group	62,679	63,144	-0.74
31	54	Jack Richards & Son	57,505	53,674	7.14	81	51	Pickfords Move Management	58,868	59,464	-1.00
32	31	Langdon Group	160,863	150,235	7.07	82	91	Circle Express	28,851	29,210	-1.23
33	68	Agro Merchants Whitchurch	39,800	37,211	6.96	83	78	Brit European	32,395	33,128	-2.21
34	69	S J Bargh	39,620	37,058	6.91	84	30	Gefco UK	161,916	165,875	-2.39
35	34	BCA Automotive	130,090	121,933	6.69	85	8	FedEx Corporation	888,725	913,104	-2.67
36	86	WM Armstrong (Longtown)	30,451	28,616	6.41	86	36	Pentalver Transport	114,387	118,426	-3.41
37	76	Freightroute	33,722	31,763	6.17	87	82	Buffalo Logistics	31,043	32,220	-3.65
38	25	Fowler Welch	178,747	168,560	6.04	88	2	DHL	4,812,228	5,010,560	-3.96
39	96	Acumen Logistics Group	27,007	25,514	5.85	89	47	Maxi Haulage	63,370	66,293	-4.41
40	14	Yodel	508,757	481,505	5.66	90	70	Montgomery Transport	39,493	41,764	-5.44
41	15	Gist	462,035	437,331	5.65	91	29	Tuffnells Parcels Express	164,450	175,195	-6.13
42	4	DPD	1,389,107	1,315,305	5.61	92	53	Panther Warehousing	58,117	62,576	-7.13
43	80	ET Holdings	31,761	30,181	5.24	93	62	Solstor UK	48,464	53,884	-10.06
44	5	Wincanton	1,201,200	1,141,500	5.23	94	18	Ceva Logistics	357,053	399,589	-10.64
45	3	XPO Logistics	1,627,253	1,551,765	4.86	95	7	Menzies Distribution	937,300	1,049,000	-10.65
46	35	ECVL Downton	117,458	112,123	4.76	96	99	Associated Cold Stores	25,485	28,589	-10.86
47	92	Elddis Transport (Consett)	28,682	27,400	4.68	97	27	Bibby Supply Chain Services	170,175	192,416	-11.56
48	6	UPS	1,134,875	1,084,441	4.65	98	50	Moran Logistics	61,953	74,694	-17.06
49	17	Turners (Soham) Holdings	414,553	396,283	4.61	99	57	PCL Transport 24/7	53,543	66,818	-19.87
50	44	Woodside Logistics Group	67,337	64,407	4.55	100	88	Lineage UK Transport	29,575	No previous figures	

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GOODYEAR

GROWTH IN PROFIT

Latest rank	Company or trading name	Latest year pre-tax profit (£000s)	Previous year pre-tax profit (£000s)	Growth in profit (%)	Latest rank	Company or trading name	Latest year pre-tax profit (£000s)	Previous year pre-tax profit (£000s)	Growth in profit (%)
1	Royal Mail (UKPIL)	0	160,000	-100.00	51	Pickfords Move Management	1,520	2,068	-26.47
2	DHL	107,048	-36,024	397.16	52	KNP Logistics Group	-1,204	-2,880	58.18
3	XPO Logistics	55,030	50,229	9.56	53	Panther Warehousing	4,871	381	1,178.64
4	DPD	158,346	164,586	-3.79	54	Jack Richards & Son	1,459	988	47.76
5	Wincanton	43,800	48,600	-9.88	55	Rhys Davies and Sons	-8,067	319	-2,631.59
6	UPS	102,218	82,491	23.91	56	WS Specialist Logistics	875	454	92.78
7	Menzies Distribution	-22,700	24,000	-194.58	57	PCL Transport 24/7	-17,073	-7,138	-139.18
8	FedEx Corporation	45,789	53,083	-13.74	58	Advanced Supply Chain Group	1,684	2,535	-33.56
9	Hermes Parcelnet	46,213	36,092	28.04	59	Geodis UK	-4,468	-4,248	-5.20
10	Eddie Stobart Logistics	-238,937	-22,255	-973.63	60	Lenham Storage Group	1,430	1,579	-9.46
11	Kuehne + Nagel	48,811	35,170	38.79	61	GBA Services	1,287	1,157	11.22
12	Whistl UK	-4,672	4,795	-197.43	62	Solstor UK	734	413	77.64
13	Culina Group	26,775	28,091	-4.68	63	Bouhey Distribution	310	-754	-141.11
14	Yodel	-66,996	-110,986	39.64	64	Currie International	509	38	1,228.50
15	Gist	6,190	8,832	-29.91	65	Warrens W&D	2,928	1,745	67.80
16	Clipper Logistics Group	16,930	17,966	-5.77	66	RT Keedwell	64	381	-83.28
17	Turners (Soham) Holdings	33,041	31,696	4.24	67	Lloyd Fraser Holdings	594	606	-2.05
18	Ceva Logistics	9,954	2,297	333.35	68	Agro Merchants Whitchurch	3,987	35,854	-88.88
19	Maritime Transport	9,437	8,124	16.16	69	S J Bargh	1,308	647	102.10
20	DX Group	-1,700	-19,900	91.46	70	Montgomery Transport	-431	-90	381.29
21	Gregory Distribution (Holdings)	8,011	5,703	40.47	71	Lomas Distribution	658	814	-19.20
22	Yusen Logistics (UK)	2,384	823	189.67	72	Countrywide Freight Group	347	593	-41.49
23	WH Malcom	5,275	7,550	-30.13	73	Knowles Transport	2,016	1,506	33.87
24	DSV Road	9,037	10,357	-12.75	74	McPherson	3,046	2,678	13.73
25	Fowler Welch	4,360	4,252	2.54	75	Fred Sherwood & Sons	644	2,626	-75.46
26	Europa Worldwide Logistics	5,244	3,224	62.67	76	Freightroute	1,038	847	22.54
27	Bibby Supply Chain Services	-930	-3,725	75.03	77	T J Transport	-93	340	-127.37
28	Kinaxia Ltd	-1,826	-756	-141.62	78	Brit European	1,977	1,350	46.49
29	Tuffnells Parcels Express	-29,262	-5,343	-447.67	79	Expect Distribution	1,785	1,435	24.40
30	Gefco UK	4,442	6,156	-27.84	80	ET Holdings	1,451	838	73.28
31	Langdon Group	7,985	6,905	15.64	81	JW Suckling Transport	1,224	604	102.64
32	Movianto UK	-4,594	-4,300	-6.84	82	Buffalod Logistics	1,036	-1,656	162.56
33	Hoyer Petrolog UK	1,409	2,162	-34.85	83	The Bartrum Group	1,548	1,601	-3.29
34	BCA Automotive	1,140	2,023	-43.65	84	White and Co	985	-968	201.69
35	ECVL Downton	2,168	1,136	90.76	85	Meachers Global Logistics	2,208	1,895	16.52
36	Pentalver Transport	2,892	8,392	-65.54	86	WM Armstrong (Longtown)	270	286	-5.72
37	McBurney Transport Group	4,955	3,929	26.12	87	Neill & Brown Global Logistics	2,587	2,083	24.17
38	FreshLinc Group	504	1,280	-60.64	88	Lineage UK Transport	-282	0	0.00
39	ECM (Vehicle Delivery Service)	1,904	1,824	4.36	89	H Siver (Transport)	613	481	27.56
40	Howard Tenens	10,770	30,766	-64.99	90	Kammac	1,559	640	143.63
41	Owens (Road Services)	1,854	1,628	13.91	91	Circle Express	26	-595	104.37
42	Suttons Tankers	3,924	1,463	168.15	92	Elddis Transport (Consett)	441	658	-33.07
43	John G Russell	5,357	4,661	14.94	93	Master Removers Group	1,892	2,286	-17.25
44	Woodside Logistics Group	3,578	3,000	19.24	94	Pollock (Scotrans)	256	58	344.91
45	Redhead Freight	-332	-939	64.70	95	BP Mitchell Haulage Contractors	5,108	4,103	24.48
46	R Swain & Sons	172	1,917	-91.04	96	Acumen Logistics Group	-343	144	-337.81
47	Maxi Haulage	74	1,915	-96.16	97	Fagan & Whalley	521	1,258	-58.56
48	Reed Boardall Group	970	1,385	-29.95	98	JBT Distribution	1,673	1,678	-0.31
49	Abbey Logistics Group	-3,668	-4,417	16.95	99	Associated Cold Stores	1,790	2,210	-19.02
50	Moran Logistics	1,158	334	246.26	100	Mansel Davies & Son	114	247	-53.78



The MT Top 100 explained

The rankings were finalised on 25 November 2020. The data was compiled from audited accounts filed at Companies House during the 12 months since the last Top 100 was compiled in October 2019, unless otherwise stated. The table lists the company in regard to its official registered name at Companies House, which is not always the same as the company's trading name. *MT* has compiled the tables using the turnover and pre-tax profit figures generated solely or primarily from UK road transport and warehousing activities of the businesses concerned unless otherwise stated below. Figures shown for employees are predominantly for those employed solely or primarily in the UK

Abbey Logistics 2018 figures have been restated.

Acumen Logistics did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Advanced Supply Chain figures reflect the performance of Advanced Supply Chain Group, excluding the results of its Advanced Forwarding international freight forwarding business.

Agro Merchants Whitchurch (formerly Grocontinental) pre-tax profit for 2018 includes £34.8m exceptional item for sale of a property.

BCA Automotive comprises Walon, Paragon Automotive Logistics and Sensible Automotive, which are all subsidiaries of BCA Marketplace.

Buffalod Logistics did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

CM Downton name has changed to ECVL Downton.

Culina Group comprises Culina Logistics, Great Bear Distribution, Integrated Packing Services, Morgan McLernon, CML F&L (Telford) and Robsons of Spalding. Culina took a 75% stake in Warrens Warehousing & Distribution in March 2018 – this is included separately. None of these companies filed 2019 accounts with Companies House in time for inclusion so we have used 2018 figures. Culina completed the takeover of Fowler Welch in June 2020 – this is included separately.

Currie International Holdings has extended its accounting period to 30th June 2020. Its 2018 figures are the latest available.

DHL comprises DHL Supply Chain, DHL Parcel UK, Tradeteam, DHL International UK, and Exel UK. The company is consolidating logistics contracts into DHL Supply Chain as they are renewed from Exel and Tradeteam. Employees in DHL Supply Chain, Tradeteam and Exel are employed through DHL Services. DHL's freight forwarding business is excluded from our figures.

DPD comprises DPDgroup UK and DPDLocal, formerly Interlink Express. The profit figure has been adjusted to reflect a £25m dividend paid by DPDlocal to DPDgroup.

Europa Worldwide Group did not file 2019

accounts with Companies House in time for inclusion so we have used 2018 figures.

FedEx comprises FedEx UK and FedEx UK Transport Ltd – the new name for TNT UK.

Freightroute did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

GBA Services did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Geodis UK did not file 2019 or 2018 accounts with Companies House in time for inclusion so we have used 2017 figures.

Gist did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Gregory Distribution has consolidated the results for AAR Craib into its accounts for 2019, consequently there is no separate listing for Craib.

Hargreaves Services has been taken out of the listing as the company no longer gives separate figures for transport operations. It operates a fleet of some 100 trucks in the waste recycling and construction markets. Figures are now included in the figures for the Distribution & Services division whose activities also include mining operations, materials handling and contracting services.

Harry Yearsley business has been split into four units that report separately and rebranded with the Lineage name. They are: Lineage UK Transport, Lineage UK Warehousing, Harry Yearsley Food, Lineage UK admin. Only the Lineage UK Transport business qualifies for the MT100. Its figures are for a 9-month period only and there are no comparative figures for it.

Hoyer Petrolog UK did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Kinaxia main entry is for Kinaxia Ltd and does not include figures for the companies that it has acquired to make up the group.

Knights of Old group changed its name in February to KNP Logistics Group Ltd.

Kuehne+Nagel did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures. K+N's turnover is derived from its contract logistics business (as reported by Kuehne + Nagel Ltd) and K+N Drinks Logistics. Turnover from its freight forwarding business is excluded to best reflect the

domestic road freight related contributions to the business. However, as K+N does not split the two divisions into legal entities, we were unable to break down pre-tax profit and employee numbers in the same way. Therefore profit and employee figures include the international freight forwarding business.

Lenham Storage comprises Lenham Storage and Lenham Storage Southern.

McBurney Holdings comprises McBurney Transport and Bondelivery Northern Ireland.

Menzies Distribution did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Moran Logistics 2018 figures are for the 15 months to 31 December 2018.

NFT Distribution has been removed from the Top 100. Specific assets and operations of the business were acquired by EV Cargo Logistics in February 2020.

PCL Transport 24/7 was acquired by Arla Foods in March 2020.

Pentalver comprises Pentalver Transport and Pentalver Cannock. The firm did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Redhead Freight did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

Rhys Davies & Sons figures cover extended accounting period – 18 months to Feb 2019.

Tuffnells was sold by Connect Group to Tuffnells Holdings Ltd in April 2020.

Turners (Soham) did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

UPS did not file 2019 accounts with Companies House in time for inclusion so we have used 2018 figures.

WS Specialist Logistics extended its accounting period from 31 May 2019 to 30 November 2019. Consequently the latest figures are for 18 months.

XPO Logistics comprises XPO Supply Chain, XPO Transport Solutions UK and XPO Bulk UK. We have excluded XPO Global Forwarding and XPO Maintenance UK to best reflect turnover and profit derived from domestic road freight.

Yodel comprises Yodel Delivery Network and Arrow XL.

