

# **Housebuilders Market Rank & Profile UK 2008**

**House Building Industry 2004-2012, Housebuilders Ranking & Profiles, Industry  
Averages for Sales, Profitability & Key Financials 2004-2012.**

**July 2008**

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#### **Estimates Provided**

In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small, medium sized and other companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

## 1. Introduction to Rank & Profile Reports

MTW Research *Rank and Profile* reports are designed to provide the reader with an independent, comprehensive overview of the current and recent trading conditions and potential sales leads within their respective markets in an easy to use and easy to disseminate format.

Based on actual sales returns for the last 4 years and researched by market research professionals who have been writing market reports on these sectors since 1999, MTW's *Rank and Profile* reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or can simply be used to gain a greater understanding of the current and future performance of the industry.

This report enables the reader to undertake

- **Fast and Effective Company Analysis**

With the report providing an Industry Overview with industry sales totals, sales averages and forecasts to 2012; Ranking section; and a more detailed Profile section, the depth and range of analysis provides a comprehensive overview of the market's performance and estimated ranking for each company included in the report. Each company has a 1 page key financial indicators profile providing crucial company analysis on which to base further research and strategic decision making or develop relevant sales leads.

- **Market Size & Trends for Sales & Industry Value to 2012**

Market size for revenue and industry value is provided from 2004 through to 2012 – based on actual sales returns, enabling a fast and accurate understanding of the key trends in the industry and likely future prospects, facilitating sales and marketing planning.

- **Identify & Target the Most Relevant & Lucrative Sales Leads**

The report identifies the market leaders in the industry, and ranks them by sales, profitability and a number of other key performance indicators, enabling you to quickly identify and target the most relevant companies in the industry. The additional contact name and mailing details for each company provide the key to quickly increasing sales leads in this industry.

- **Benchmark & Monitor your Company's Performance against the Industry.**

4 years of the most recent accounts available, supported where appropriate by our own estimates, is supplied for each company enabling the reader to understand the position of a company in the market and gauge its performance against in recent years.

- **Turnover & Profit Estimates for Every Company**

MTW reports are unique in that we have provided an estimate for turnover and profit ranking for every company listed, enabling smaller and medium sized companies to gauge their market share, as well as the larger companies. Whilst we don't claim that every estimate we make is accurate, this will always be our aim.

- **Monitor The Market Leaders' Performance.**

Key financial data are provided for every company listed for the last 4 years, enabling the reader to quickly and effectively track your competitor's performance in recent years, providing an excellent foundation on which to base further SWOT analysis to provide a comprehensive review of your competitive environment.

- **A Company Listing More Relevant to Your Market**

MTW Research have been researching and writing market reports since 1999 and as such we are able to develop a company listing which is more relevant to your chosen market, saving you time and money.

- **Save Your Company's Time & Money**

MTW's *Rank & Profile* reports don't bombard you with irrelevant financial data, they are designed to enable you to engage in fast and effective market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

## 2. UK House Builders Market

### 2.1 Introduction to this Rank & Profile Report

In order to provide an easy to use tool for the basis of a market and company analysis study, this report provides the following information:-

#### **House Builders Industry 2004-2012- Based on Actual Sales Returns**

*Overview of the industry's performance 2004-2007 and forecasts to 2012, including:-*

- Total Industry Sales Turnover & Trends 2004-2012
- Total Industry Profitability
- Combined Industry Assets & Liabilities
- Total Industry Net Worth

#### **Average House Builder Performance 2004-2012**

*A Profile of the 'Average' Builder in the industry, enabling effective and fast comparisons:-*

- Average Builder Revenue 2004-2012
- Average Builder Profit Levels 2004-2012
- Average Assets & Liabilities 2004-2012
- Average Net Worth 2004-2012
- Average Value of Sales per Employee 2004-2012

#### **House Builder Ranking**

*Provided for the leading companies in tabular format:-*

- By Turnover & Individual Sales Revenue Estimates for 2007
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

#### **Company Profile & Sales Leads**

*Financial data and estimates provided for the last 4 years of trading for every company:-*

- Turnover & Profit estimates for every company listed for 2007
- Working Capital (i.e. Cash Available)
- Sales & Profit Per Employee (where reported)
- Fixed Assets (e.g value of land, buildings, vehicles, equipment etc)
- Current Assets (i.e cash & other assets to be sold within 1 year)
- Current Liabilities (i.e debts or obligations due in 1 year)
- Long Term Liabilities (i.e debts or obligations which extend beyond 1 year)
- Net Worth (i.e total assets less total liabilities)
- Brief Description of Activities
- Full Registered Address & Postcode
- Incorporation Date
- Ultimate Holding Company & Parent Company (if applicable)
- Number of Employees (estimates given where no data exists from Companies House)
- Senior Decision Maker / Director Contact Name (telephone no's included in Ultimate Pack)

Also provided as part of the "Ultimate Pack" is a comprehensive multi-use mailing and telemarketing list with comprehensive financial spreadsheet including 4 years key financial data for the industry .

## 2.2 Housebuilders Competitor Listing

The following table provides a listing of the companies which are included, and for the purposes of this report, defined as 'the industry'.

**Figure 1: Housebuilders Company Listing**

A W Laing Ltd	Carrwood Homes Ltd	Galliers Homes Ltd
A. & J. Stephen (Holdings) plc	Catalyst Homes Ltd	Galliford Try plc
Acre Direct Works Ltd	Cds Ltd	Gilliwood Developments Ltd
Aitken & Green Ltd	Celtic Homes Ltd	Glendevon Construction Ltd
Alan Homes Ltd	Charles Bishop Ltd	Glossbrook Builders Ltd
Alexander Morton Homes Ltd	Charles Scott	Gordon Mytton
Anthony Bruton Leisure Ltd	Charter Construction	Greenacre Developments Ltd
Antler Homes	Colin White Building Ltd	Griffin Homes Ltd
Appledore Estates Ltd	Colton Estates	Group 7 Properties Ltd
Aragon Homes	Compton Developments	Guiseley Builders Ltd
Argyl Developments Ltd	Connolly Homes plc	Hagan Homes Ltd
Ark Homes	Consero Homes	Hagley Homes Ltd
Ashby Lawrence Homes	Construct Reason Ltd	Harley Homes Ltd
Ashford Homes Ltd	Copper Folly	Harmony Construction Ltd
Ashley King Developments Ltd	Countryside Properties	Hartfield Homes
Assynt Foundation	Crest Nicholson	Haslam Homes Ltd
Atholl Estates	Croudace Ltd	Heart Homes Ltd
AWG Residential	Cumbrian Homes Ltd	Hearthstead Homes Ltd
B & B Joiners	D S J Building Ltd	Hillreed Homes Ltd
Baker & Nisbet	Dale Building Ltd	Hopkins Homes
Baldragon Homes Ltd	Dalgarven Homes Ltd	Horwood Homes
Barker & Sons Lincoln Ltd	Daniel Gath	Howan Homes
Barracough Developments Ltd	David Barlow Homes	Insulated Concrete Formwork Ltd
Barratt Developments Plc	David Mclean Holdings Ltd	J S Bloor
Bartram Developments Ltd	David Payne Homes	Jack White Enterprises Ltd
Beech Developments Ltd	Debaff Developments Ltd	James Development Co Ltd
Bellway Plc	Dennis Builders Ltd	Jenkins Developments Ltd
Belmont Homes Ltd	Design Draw & Construct Ltd	Jenner Homes Ltd
Ben Bailey	Deveron Homes Ltd	Jobo Contractors
Bendall Developments Ltd	Dorbcrest Homes Ltd	John Andrews Homes Ltd
Bentley Homes	Downing	K Phillips Ltd
Berkeley Homes PLC	Drumbow Homes Ltd	Kav Construction Ltd
Bewick Homes Ltd	E L Tonkin & Sons Ltd	Keepmoat Group
Bewley Homes plc	Eaden Homes Ltd	Keigar Homes Ltd
Bickford Construction Ltd	Elite Homes York Ltd	Kelsall Homes
Billingham & Kite Ltd	Elite Homes Group	Kendrick Homes
Bluewater Homes Ltd	Ellis Bros Ltd	Kent Building Developments Ltd
Bostall Estates Ltd	Erkulis Construction Ltd	Key West Developments Ltd
Bovis Homes	Euro Construction Corporation Ltd	Kier Group
Bow Homes Ltd	European Homes	Kindle Homes Ltd
Bowey Homes Ltd	Express Park Construction Co.Ltd	Kirkwood Homes Ltd
Bracken Lea Homes Ltd	F Booker	Kitchin Builders Ltd
Bramley Construction Ltd	Fairview New Homes Ltd	Lakehurst Developments Ltd
Brobrad Developments Ltd	Falcon Developments Uk Ltd	Landmark Developments (Surrey) Ltd
Burley Developments Ltd	Fern Developments	Langridge Homes Ltd
Cadeby Homes Ltd	Fernlee Estates Ltd	Lavender Developments Ltd
Cairnpark Properties	Fieldview Homes Ltd	Leaway Manchester Ltd
Cala Group Ltd	Fletcher Homes Ltd	Lewis Homes Ltd
Cala Homes Ltd	Ford Construction Ltd	Lexington Payne Homes Ltd
Campion Homes	Forthwood Ltd	Linden Homes
Care Homes	Fofoak Properties Limited	

Linden Homes Southern	Oakway Homes Ltd	Snoddons Construction Ltd
Linkturn	Optima Properties Ltd	South Meadow Homes Ltd
Logan Construction Management Ltd	Ormwood Homes Ltd	Stamford Homes
Lomax Homes Ltd	Osprey Homes	Stanton Construction Ltd
Longwood Construction Ltd	Overstone Developments Ltd	Stewart Milne
Lyndale Homes Ltd	Pacey Construction Ltd	Strata Homes
M F J Homes	Park Hill Housing	Swan Hill
Macbourn Ltd	Park Lane Homes Ltd	Sylvan Developments South West Ltd
Macbryde Homes	Parkgate Homes	T A Fisher & Sons Ltd
MacTaggart & Mickel	Pearce Homes Southern Ltd	Taggart Holdings
Markal Homes Ltd	Persimmon PLC	Taylor Wimpey plc
Market Deeping Building Co Ltd	Peter Jennings Ltd	Telford Homes
Marshreed Properties Ltd	Petrian Construction Ltd	The Robert Hitchens Group
Martin Grant Homes Ltd	Pilgrims Homes Ltd	Thornton Homes
Martin Towell Construction Ltd	Pinder Living	Tribute Homes
Matson Homes Ltd	Portford Homes	Tulloch Homes
Mccann Homes Ltd	Premier Home Ltd	Twigden Homes Ltd
Mccarthy & Stone Plc	Premier Properties Ltd	Vanilla Homes
Mcdermott Developments Ltd	Pullan Developments Ltd	Varwell Ltd
Mcginn Developments Ltd	Redrow PLC	Vernacular Homes
Mead Estates Ltd	Redstone Living Ltd	Ward Developments Ltd
Medway Construction Services	Rippon Homes Ltd	Wates Developments Ltd
Michael Goodall	Risby Homes Ltd	Wealden Ltd
Milford Homes Ltd	Roma Properties Ltd	Westerwood Homes
Miller Homes	Roxburgh Homes	Westhaven Construction Ltd
Mirfield Development Co Ltd	Roy Homes Ltd	Westrop Homes
MJ Gleeson plc	Russell Armer Ltd	Whitenold Construction
Montspur Plc	S B Homes Ltd	William Isaac Estates Ltd
Morgan Sindall	Salthorp Ltd	William Willoughby
Morris Group	Sandholme Developments	Willmott Dixon
Morris Homes (East Midlands) Ltd	Saxon Developments Ltd	Willstone Construction
Morris Homes Ltd	Scotia Homes	Wilson Bowden
N K V Property Investments Ltd	Selbourne Homes Ltd	Windsor Homes
New Forest Log Cabins Ltd	Selleck Nicholls Ltd	Wraysbury Homes
Nick Robinson Homes Ltd	Severn Valley Construction	Wright Construction
Norfolk Homes Ltd	Shah Developments Ltd	Wychwood Homes
Oakdene Homes plc	Shaw Construction Dorset Ltd	Yorkshire Rose Developments
Oakvale Homes Ltd	Shepherd Homes	Younger Homes Northern Ltd
	Silverdale Developments Ltd	

It should be noted that the list of companies included in this report is not exhaustive and the inclusion or otherwise of a company in this report does not necessarily reflect a company's relevance in the market.

The companies included in the above chart represent a market value of just under £xx billion in 2008, estimated to reflect more than 95% of the total UK housebuilding market in 2008. The high level of consolidation in the market remains evident in 2008, despite ongoing difficulties at present, with the top 8 companies estimated to account for more than x% of the total market by value in 2008.

The following section illustrates the performance of the industry since 2004, based on quantitative, actual sales returns, with forecasts to 2012 provided for a range of market indicators.

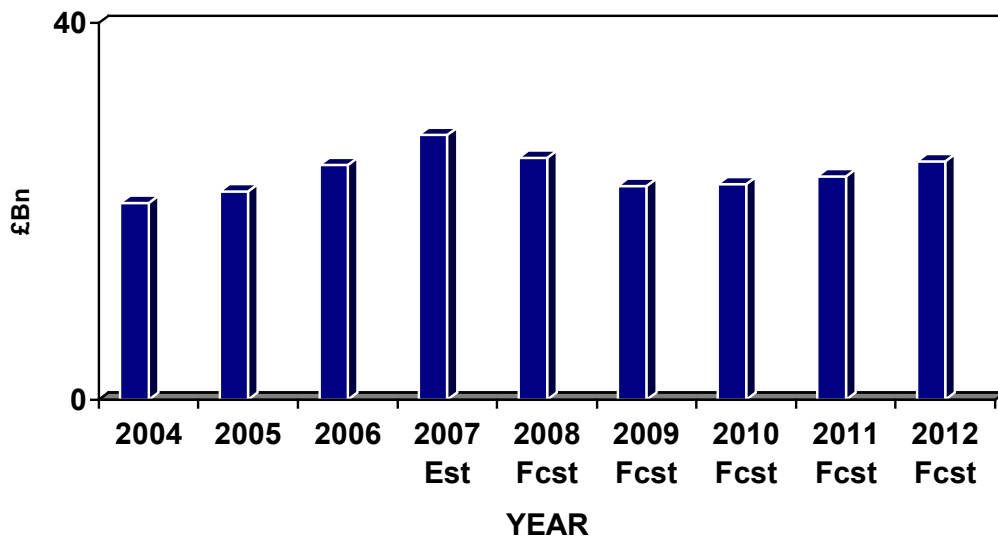
## 2.3 House Builders Market Performance 2004-2012

The following section illustrates the overall, combined performance of the leading Housebuilders in terms of revenue, profit, assets, liabilities and net worth.

### 2.3.1 Housebuilders Sales Revenue 2004-2012

The following table illustrates the performance of the selected Housebuilders in terms of combined revenues between 2004 and 2007 and forecasts to 2012:-

**Figure 2: Leading Housebuilders Total Sales Revenue 2004-2012**



**Source: MTW Research / Company Financials**

In 2007, the combined sales of the Housebuilders identified reached just over £xx.x billion, reflecting

Between 2004 and 2007, sales have

Economic uncertainty and the ongoing impact to consumer confidence of the recent tightening of fiscal policies by most high street lenders is now

The annual change in sales revenue by the selected Housebuilders is illustrated in the following chart:-

## **2.4 Average Housebuilders' Sales Performance 2004-2012**

The following section illustrates the average performance of the selected Housebuilders in terms of revenue, profit, assets, liabilities and net worth.

### **2.4.1 Housebuilders Average Sales Revenue 2004-2012**

The following table illustrates the average sales revenue of Housebuilders since 2004 and forecasts to 2012:-

#### **Figure 12: Housebuilders Average Sales Turnover 2004-2012**

Censored From Sample

*Source: MTW Research / Company Financials*

As illustrated, the 'average housebuilder' reported a

Between 2004 and 2007, average sales

The market has experienced a dramatic change in 2008, however, with

Following this period of

The percentage change in average sales turnover is illustrated in the following chart:-

#### **Figure 13: Housebuilders Housebuilders Average Sales % Change 2004-2012**

Censored from Sample

*Source: MTW Research / Company Financials*

The chart illustrates



## **3. Housebuilders Rankings**

### **3.1 Introduction to the Rankings**

The following section ranks the companies identified in the previous chapter by various key financial indicators,

## 3.2 House Builder Sales Estimates & Turnover Ranking 2007

### 3.2.1 Housebuilders Ranking by Turnover - 2007

The following table illustrates our estimates of the rank by turnover for each of the selected Housebuilders in 2007:-

**Table 23: Ranking by Turnover 2007 - Housebuilders**

1. Txylyr Wxxxxy	47. Hxxxn Hxxxx	93. Cxnxxrx Hxxxx
2. Brrxxx Dvxlxxxxnxx	48. Dvxx Pynx Hxxxx	94. Erklxx Cxnxxrxxxxxn
3. Mxxn Sxnll	49. Mxxxxxx Dvxlxxxxnxx	95. Glllxxx Hxxxx
4. Pxxxxxn	50. Mxxrx Hxxxx (Exxx Mxxlxnxx)	96. K Pxxlxxx
5. Kxr Grxx	51. Rxxxxn Hxxxx	97. Mxxryxx Hxxxx
6. Glllxxx Try	52. Nxxxlk Hxxxx	98. Mxxnn Dvxlxxxxnxx
7. Blllwy	53. Swx Hll	99. S B Hxxxx
8. Mxxxxr	54. A. & J. Sxxxxn (Hlxnxx)	100. Wryxxxr Hxxxx
9. Rxxrx	55. Pxxxxrx Hxxxx	101. Axxx Lxxrxnxx Hxxxx
10. Crxx Nxxxxlxn	56. Kxxrxk Hxxxx	102. Exrxxx Pxr Cxnxxrxxxxxn Cx.
11. Bvxx Hxxxx	57. Exr Cxnxxrxxxxxn Cxxrxxxxxn	103. Crrwxxx Hxxxx
12. Mllr Hxxxx	58. Yxxnxr Hxxxx Nxxrxn	104. Grxx 7 Pxxxxxxx
13. Bxxlx Hxxxx	59. Gxxxxxx Bxxlx	105. Wxxx Dvxlxxxxnxx
14. Kxxxxxx Grxx	60. Sxxxxn Cxnxxrxxxxxn	106. Wxxlxn
15. Wlllxxx Dxxx	61. Dxxrx Hxxxx	107. Bxxx Dvxlxxxxnxx
16. Sxxwrx Mlxn	62. Cxnxxrxxx Rxxxxn	108. Fxxrvxxw Nxx Hxxxx
17. Mxxrxy & Sxxn	63. Blxnx Hxxxx	109. Lxxxxrx Dvxlxxxxnxx
18. Cxl Grxx	64. Cxxrx Cxnxxrxxxxxn	110. Plln Dvxlxxxxnxx
19. Mxxrx Grxx	65. Dxxxxw Hxxxx	111. Alxxnxr Mxxn Hxxxx
20. Mxxrx Hxxxx	66. Jxxx Dvxlxxxxnxx Cx	112. Bxxr & Sxx Lxxlxn
21. XJ Xlxxxx	67. Kxxxx Hxxxx	113. Exxn Hxxxx
22. Anlxx Hxxxx	68. Rxxxxll Arxx	114. Hxxly Hxxxx
23. Hxxlx Hxxxx	69. T A Fxxxx & Sxx	115. Jxxnr Hxxxx
24. Bxx Bxxly	70. Cxnnlly Hxxxx	116. Lwxx Hxxxx
25. Txxxxr Hlxnxx	71. Dvxxn Hxxxx	117. Mxxxxr
26. Twxxxxn Hxxxx	72. Flxxxxr Hxxxx	118. Sxlvrxxlx Dvxlxxxxnxx
27. Tlxrx Hxxxx	73. Kxxwxxx Hxxxx	119. Wxxrx Hxxxx
28. Sxxxx Hxxxx	74. Cxxxxn Hxxxx	120. Axxxxr Hxxxx
29. Hxxkxn Hxxxx	75. Cxxrxn Hxxxx	121. AWG Rxxxxnxxx
30. Sxx Hxxxx	76. Lxxrxxxx Hxxxx	122. Bxxr & Nxxxx
31. Mxxnn Hxxxx	77. Bwxxk Hxxxx	123. Bxxly Hxxxx
32. Lxxn Hxxxx Sxxxxn	78. Hxxrxxxxxx Hxxxx	124. Blxxwxxr Hxxxx
33. Bwly Hxxxx	79. Mxxxxl Gxxxxll	125. Brlly Dvxlxxxxnxx
34. Cxxnryxxxx Pxxxxxxx	80. Sxlxxrn Hxxxx	126. Cxxnxxr Pxxxxxxx
35. Elxx Hxxxx Grxx	81. Sxxx Mxxxxw Hxxxx	127. Cxr Hxxxx
36. MxTxxxr & Mxxkl	82. Gxxn Myxxn	128. Dlxrvxn Hxxxx
37. Mxxn Grnx Hxxxx	83. Mlxrx Hxxxx	129. Dxxl Gxxx
38. Sxxxxr Hxxxx	84. Cxl Hxxxx	130. Dxxxx Dvxlxxxxnxx
39. Sxxxxr Hxxxx	85. Bxxrxn Hxxxx	131. Fxxlvxxw Hxxxx
40. Txx Rxxrx Hxxxxn Grxx	86. Sllxxx	132. Jxxkxn Dvxlxxxxnxx
41. Bwxy Hxxxx	87. Bxxll Exxxxx	133. Pxr Lxx Hxxxx
42. Hllrxxx Hxxxx	88. Bw Hxxxx	134. Rxxx Hxxxx
43. J S Blxx	89. Wxxxxrwx Hxxxx	135. Wlxn Bwxxn
44. Tllxx Hxxxx	90. Wxxnxr Hxxxx	136. Arxxn Hxxxx
45. Oxxkxn Hxxxx	91. Axxly Kxn Dvxlxxxxnxx	137. B & B Jxxnr
46. Sxxn Dvxlxxxxnxx	92. Cxxxxn Dvxlxxxxnxx	138. Bxxkxn Lxx Hxxxx

139. Cxxxxy Hxxxx	183. Cxxxxr Fxly	227. Dxxxxn Drxw & Cxnrxrxxx
140. Cxxlyyx Hxxxx	184. E L Txnkn & Sxn	228. Exrxxxxn Hxxxx
141. Cxxrlxx Sxxxx	185. Elxxx Hxxxx Yrk	229. Hxrxyy Cxnrxrxxxxxn
142. Cxlxxn Exxxxx	186. Fxrnlxx Exxxxx	230. Jxxk Wxxxx Enxrgrxxxx
143. Crxxxxx	187. Gxllxwxxx Dvxlxxxxnxx	231. Lxnwxxx Cxnrxrxxxxxn
144. Dvxx Bxrlxw Hxxxx	188. Glxnxxvxn Cxnrxrxxxxxn	232. Mxxxxn Hxxxx
145. Dwnxn	189. Grxxxxn Hxxxx	233. Oxkwy Hxxxx
146. F Bxxkr	190. Hxrlxy Hxxxx	234. Pxxxy Cxnrxrxxxxxn
147. Fxr Cxnrxrxxxxxn	191. Hxrx Hxxxx	235. Axxynx Fxnxxxxxn
148. Fxrwxwxxx	192. Hwxn Hxxxx	236. Cxln Wxxxx Bxllxxn
149. Lxxwy Mxnxxxxxr	193. Kx Cxnrxrxxxxxn	237. Kxn Bxllxxn Dvxlxxxxnxx
150. Lxxnxxn Pxynx Hxxxx	194. Kxxxxn Bxllxxr	238. Kxy Wxxx Dvxlxxxxnxx
151. Lxxx Hxxxx	195. Lxnxxrk Dvxlxxxxnxx (Sxrry)	239. Lxxn Cxnrxrxxxxxn Mxnxxxxn
152. Lynxlx Hxxxx	196. Lxnxxn Hxxxx	240. Mxrkl Hxxxx
153. M F J Hxxxx	197. Oxrxxy Hxxxx	241. Oxxxx Prxxgrxxx
154. Pxnxxr Lxvnx	198. Pxr Hll Hxxxxn	242. Sxxw Cxnrxrxxxxxn Drgxx
155. Prxxxxr Prxxgrxxx	199. Prxxxxr Hxx	243. Txrnxxn Hxxxx
156. Rxxxxnx Lxvnx	200. Rxy Hxxxx	244. Axxkn & Grxn
157. Sxllxxk Nxxxxll	201. Sylvn Dvxlxxxxnxx S Wxxx	245. Axllxxr Exxxxx
158. Sxxnxxn Cxnrxrxxxxxn	202. Wxxxxvxn Cxnrxrxxxxxn	246. D S J Bxllxxn
159. Wxr Dvxlxxxxnxx	203. Grxxnxxr Dvxlxxxxnxx	247. Gxxxxly Bxllxxr
160. Bxllnxxxx & Kxx	204. Axr Drgxx Wxrk	248. Hxwxxx Hxxxx
161. Axxll Exxxxx	205. Ark Hxxxx	249. Inxlxxxx Cxnrgxx Fxrwxrk
162. Bxrxxlxxxx Dvxlxxxxnxx	206. Orwxxx Hxxxx	250. Jxx Cxnrxrxxxx
163. Bxnll Dvxlxxxxnxx	207. Anxxny Brxxn Lxxxxr	251. Jxn Anrgwx Hxxxx
164. Brxly Cxnrxrxxxxxn	208. Cxllxx Hxxxx	252. Kxlll Hxxxx
165. Dlx Bxllxxn	209. Trxxxx Hxxxx	253. Kxnlx Hxxxx
166. Fxln Dvxlxxxxnxx Uk	210. Aln Hxxxx	254. Mxxn Txwll Cxnrxrxxxxxn
167. Fxn Dvxlxxxxnxx	211. Aryl Dvxlxxxxnxx	255. Mxxwy Cxnrxrxxxxxn Srvxxx
168. Hxrxxlx Hxxxx	212. Brgxx Dvxlxxxxnxx	256. N K V Prxxrxy Invxxxxnxx
169. Lxnkxrn	213. Ellxx Brx	257. Nxw Frgxx Lxx Cxxnx
170. Mxxx Exxxxx	214. Fxxxx Prxxgrxxx Lxxxxx	258. Nxx Rxxnxxn Hxxxx
171. Mxrxxlx Dvxlxxxxnxx Cx	215. Lxvnxr Dvxlxxxxnxx	259. Ovrxnxx Dvxlxxxxnxx
172. Oxkvlx Hxxxx	216. Mxrgrxxx Prxxgrxxx	260. Pxrgr Hxxxx Sxxxxrn
173. Pxrxxxx Hxxxx	217. Rxxxx Hxxxx	261. Rxxx Prxxgrxxx
174. Pxxr Jnxxnxx	218. Vrgnxxlxr Hxxxx	262. Svxn Vxly Cxnrxrxxxxxn
175. Pxxrxn Cxnrxrxxxxxn	219. Wxxxxnlx Cxnrxrxxxxxn	263. Sxxx Dvxlxxxxnxx
176. Pxlrgxx Hxxxx	220. Wrgxx Cxnrxrxxxxxn	264. Vxnllx Hxxxx
177. Sxxnlxx Dvxlxxxxnxx	221. Wyxwxxx Hxxxx	265. Vxwll
178. Wllxxx Wllxxxxy	222. Yrkxxrx Rxxx Dvxlxxxxnxx	266. Wllxxx lxxx Exxxxx
179. Wllxxnxx Cxnrxrxxxxxn	223. Bxxkxxr Cxnrxrxxxxxn	267. Dxnxx Bxllxxr
180. Mxrxx Dxxxxn Bxllxxn Cx	224. CDS	
181. A W Lxxn	225. Cxxrlxx Bxxxx	
182. Brxrgx Dvxlxxxxnxx	226. Dvxx Mlxn Hlxnxx	

Source: MTW Research Sales Estimates

### **3.2.2 Individual Turnover Estimates - 2007**

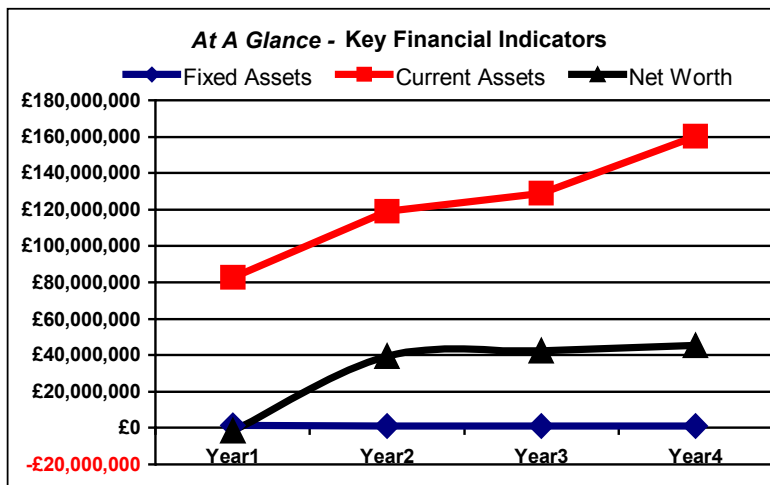
The following table illustrates the estimated turnover for each company for 2007:-

## 4. Housebuilders Profiles

### Sample Company Name - Company Overview & 'At a Glance'

Address Line 1  
Address Line2  
Romsey  
Hampshire  
Postcode

Sample Company is a Public limited with share capital company, incorporated on 15/09/1972. The company's main activities are recorded by Companies House as "A group engaged in residential property development". The company has an estimated 180-190 employees as of mid 2008.



To year end 30-Jun-07, Sample Company is estimated to have achieved a turnover of around £150.0 million. Pre-tax profit for the same period is estimated at around £3.82 million.

The following table briefly provides a top line overview on Sample Company:-

<b>Company Name</b>	Sample Company:-
<b>Brief Description of Activities</b>	A group engaged in residential property development
<b>Parent Company</b>	Sample Company:-Limited
<b>Ultimate Holding Company</b>	Sample Company:-Corp LTD.
<b>Estimated Number of Employees</b>	180-190
<b>Senior Decision Maker / Director</b>	Sample Director Name

The following table illustrates the company's key performance indicators for the last 4 years:-

**Sample Company - KPIs for Year Ending 30-Jun-04 to 30-Jun-07**

Key Indicator	Year End 30-Jun-04 (Year1)	Year End 30-Jun-05 (Year2)	Year End 30-Jun-06 (Year3)	Year End 30-Jun-07 (Year4)
<b>Fixed Assets</b>	£1,323,000	£1,128,000	£999,000	£1,110,000
<b>Current Assets</b>	£82,693,000	£119,061,000	£128,844,000	£160,198,000
<b>Current Liabilities</b>	£85,206,000	£80,484,000	£87,143,000	£115,753,000
<b>Long Term Liabilities</b>	£394,000	£235,000	£223,000	£329,000
<b>Net Worth</b>	-£1,584,000	£39,470,000	£42,477,000	£45,226,000
<b>Working Capital</b>	-£2,513,000	£38,577,000	£41,701,000	£44,445,000
<b>Profit per Employee</b>	£32,524	£38,313	£25,500	£21,005
<b>Sales per Employee</b>	£703,734	£689,567	£827,982	£811,709