

## The Training Top 50 - the biggest UK training companies by revenue

The Training Top 50 gathers the revenues of companies with training businesses and charts the fiscal success of these organisations for the last financial year. The list is compiled by the Learning and Performance Institute. The Institute has been charting the success of sector specific training organisations for over a decade.

TOP 50 UK TRAINING COMPANIES 2011					
RANK	COMPANY	REV (£M)	SUBJECTS	SUBSIDIARIES/TRADING NAMES	OWNER
1	Babcock International	195	Naval, military, engineering, employment training	Babcock Training, VT Flagship	Babcock International Group plc
2	A4E	191	Employment training		
3	Ufi	180	Personal skills, employment training, business	learndirect	
4	Kaplan	175	Professional skills	Kaplan Professional (Accountancy, law, management), Kaplan Law School, Kaplan Financial, Kaplan Altior (Law), Kaplan Hawksmere (management, business, law, finance etc), Kaplan Open Learning, Kaplan IT, Atlantic Link.	Kaplan Inc (US)/The Washington Post Company (US)
5	BPP	160	Professional skills	BPP Professional Education (Accountancy, financial services), BPP University College of Professional Studies (Law, Business School, degrees), BPP Learning Media, MPW (Private 5th/6th form colleges)	Apollo Global (US)
6	QA	93	IT, management, business		QA-IQ Holdings Ltd
7	ESG Group/Paragon Skills	70*	Employment training	Sheffield Trainers Ltd, Sencia, Triangle Training, Orient Gold, Platinum Training	
8	JHP Group	63	Employment training		
9	Melorio (now Pearson in Practice)	58	IT, construction, logistics, healthcare	Zenos (IT), Learning World Academies (Construction), Construction Learning World, Logistics Learning World, Health & Social Care Learning World, Logic4training (Plumbing etc).	Pearson plc
10	Aviation Training International	58	Aviation (military)		AgustaWestland (IT) and Boeing (US)
11	Avanta Enterprise	50*	Employment training	TNG, InBiz (self employment)	
12	Reed in Partnership	47	Employment training		Reed Global/Finem Ltd.
13	Wilmington Group	43	Professional skills	Central Law Training, Mercia (Accountancy), Bond Solon (Law), Quorum Training (Finance), Matchett Group (Management, business, finance), International Compliance Training.	Listed on London Stock Exchange
14	Informa	43*	Business and professional skills	Achieve Global (Sales, leadership development), CPDcast (Law), ESI International (Project management, business skills), Forum (Business skills), ICBI (Financial conferences), IIR (IT, technical and scientific conferences), IIR Management Development, IFF Training (Finance, energy), Omega Performance (Financial services skills), PTI Europe (Pharma).	Listed on London Stock Exchange
15	Pertemps People Development Group	39	Employment training		Employment Services Holdings (AUS)
16	Petrofac Training	39 <sup>#</sup>	Energy industry		Petrofac Ltd

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17	Elmfield Training	34	Employment training		
18	First4skills (formerly Protocol Skills)	32	Employment training		Aldford Training/CBPE Nominees
19	Euromoney Training	30	Finance	Euromoney, D C Gardner	Euromoney Institutional Investor plc
20	Skills Training UK	28	Employment training		
21	CAE Aircrew Training Services	26	Aviation - military and commercial		CAE (CAN)
22	Business Employment Services Training	26	Employment training		Best Holdings
23	IBM	21*	IT, management, business		IBM (US)
24	TBG Learning	21 <sup>#</sup>	Employment training		Rehab Group (IRL)
25	Knowledgepool	20	Managed learning services		Root Capital
26	Learning Tree International	19	IT, management		Learning Tree International Inc (US)
27	TQ Education and Training	19	Military, government and commercial	Catalis	
28	SkillSoft	19*	IT, management, business		Skillsoft plc (IR)
29	SAP	18	IT, business		SAP AG (DE)
30	Lifetime Training Group	17	Leisure, hospitality, care	Rapido	
31	7 City Learning	16 <sup>#</sup>	Finance		
32	Oxford Aviation Academy	16	Aviation		Oxford Aviation Academy SARL (LUX)
33	General Physics (UK)	16 <sup>#</sup>	IT, business, H&S		General Physics Corp (US)
34	Thales Training & Simulation	15 <sup>#</sup>	Aviation (MoD)		Thales SA (FR)
35	Develop Training	15	Health & safety, FM, utilities		
36	Maximus Employment & Training	15	Employment training		Maximus Inc (US)
37	Defence Training Services	14	Military		
38	Impact Development Training	14	Leadership, behavioural change		
39	Global Knowledge	13	IT, management		Global Knowledge Inc (US)
40	Training 2000	13*	Employment training		(Charity)
41	Oracle University	13*	IT, business		Oracle Inc (US)

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42	Logica	13*	IT, business		Listed on LSE and Euronext (NL)
43	Assima	13*	IT, business		Listed on Euronext (FR)
44	Total People	12	Employment training		
45	Marcus Evans	12 <sup>#</sup>	Conferences, business, languages	Marcus Evans, Linguarama	Marcus Evans (Bermuda)
46	Falck Nutec	12 <sup>#</sup>	Safety		Falck Holding A/S (DK)
47	Fast Training Services	12	Military (naval)		
48	ILX Group	12	IT, business		Listed on AIM
49	Reed Learning	11	Business, management		Reed Global
50	Peopleserve	11 <sup>#</sup>	Disability training		ResCare (US)
51	Hemsley Fraser	11 <sup>#</sup>	Management, business skills		Demos Group (FR)
52	Capita Learning & Development	11*	Business		Capita Business Services/Capita Group plc
53	Boeing UK Training and Flight Services	10 <sup>#</sup>	Aviation		Boeing (US)
54	International Correspondence Schools	10	Home study	ICS	Cornelsen International (DE)
55	Redtray	10	IT, business		
All revenue figures are for FY2010 or CY2010 except those marked #, which are 2009 figures. An asterisk (*) indicates an estimated figure.					
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The top 50 has been compiled by the Learning and Performance Institute in association with Pardo Fox.

The list excludes sales of training delivered outside the UK. The list also excludes organisations whose revenue is derived principally from publicly funded training or from military/defence-specific training, training franchises whose revenues consist only of royalties and training brokers/portals. Financial results for some of these organisations are on public record. In those cases, we have used the actual turnover figure for their most recently reported financial year. For organisations whose turnover is not published, we have made our best estimate based on the information available to us. These are marked with an "e" in the "Est?" column.

Figures are UK revenues only, are rounded to the nearest £100,000 and relate to fiscal years ending in 2010.