

International Track 200 regional press release

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SEVEN EAST OF ENGLAND COMPANIES WIN PLACES ON LEAGUE TABLE OF FASTEST-GROWING INTERNATIONAL SALES STARS

Published this weekend, the 11th annual **Sunday Times HSBC International Track 200** league table ranks Britain's mid-market private companies with the fastest-growing international sales.

Seven companies headquartered in the **East of England** are on this year's league table, compared to six last year, including **five new entrants**. These regional stars have grown their international sales by an average of 38% a year over the last two years to a total of £156m. Together they employ more than 3,000 people.

The East of England's top-ranked company is **Yours Clothing** (No.81), which sells plus-sized clothing from more than 160 stores in the UK, Ireland and Germany. Founder Andrew Killingsworth started the business in 1986 from a market stall in Leighton Buzzard and it now has 14 websites shipping to more than 90 countries. Its international sales grew an average 53% per year over two years to an annualised £9.9m in 2019, on annualised total sales of £103.9m.

Brigg, in North Lincolnshire, is home to coffee manufacturer **Lincoln & York** – which topped the table in 2018 and features for a third consecutive year. Its international sales grew at an average annual growth rate of 34% over two years, reaching £13m in 2019, on total sales of £45.9m.

Cambridge-based IT manufacturer **Adder Technology** features on the league table for the first time, growing its international sales an average of 30% per year over its last two years. Its computer hardware is used by Ontario's Provincial Police, and its 13 overseas offices across America, Asia and Europe helped international sales climb to £28.6m in 2018, on total sales of £31.5m.

The companies in the East of England appear alongside well-known British brands based across the UK including **Mountain Warehouse**, which opened 21 shops abroad last year; **BrewDog**, which was valued at £1bn in 2017 and now has nearly 100 bars worldwide; and **Charlotte Tilbury Beauty**, the London-based cosmetics and skincare brand, which ships to 76 markets.

International Track 200 star alumni include **Skyscanner**, **Specsavers**, **Lush** and **Endava** – which first featured on the league table in 2012 with exports of £3.6m, floated on the NYSE in 2018 and is now valued at more than \$2.5bn.

The league table programme is sponsored by **HSBC**, **DHL Express** and **Oracle NetSuite**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Amanda Murphy, Head of Commercial Banking, HSBC UK, said:

"The Sunday Times International Track 200 shows the strength, ambition and resilience of companies across the UK and we are delighted to be sponsoring again this year. At HSBC UK, we take great pride in recognising the contribution these businesses are making to driving growth across the UK. The five new entrants in the East of England are making a significant contribution to employment, driving prosperity and growth and are the sort of businesses we are pleased to support every day."

Private companies in the East of England with the fastest-growing international sales – ordered by county then rank

HQ location and county	Rank [2019 rank]	Company Activity	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
Peterborough, Cambs	81	Yours Clothing <i>Plus-size clothing retailer</i>	53%	†9.9	†103.9	1,319	Feb 19	Opened 26 stores, including one in Dublin and three in Germany, in the 2019 financial year
Cambridge, Cambs	193	Adder Technology <i>IT hardware manufacturer</i>	30%	28.6	31.5	145	Jun 18	Distributes its products across 60 countries, including America and China
Brigg, Lincs	168 [42]	Lincoln & York <i>Coffee manufacturer</i>	34%	13.0	45.9	124	Jan 19	Supplies more than 300 customers in 10 countries across Europe
Grantham, Lincs	173	Autocraft Solutions Group <i>Automotive engine manufacturer</i>	33%	8.8	25.0	217	Dec 18	Produces 20,000 engines a year for the likes of Jaguar Land Rover, Ford and Aston Martin
Gainsborough, Lincs	182	Hexadex <i>Steel systems manufacturer</i>	32%	87.6	116.2	928	Dec 18	Global supplier of complex emission systems and components for heavy-duty vehicles
Snetterton, Norfolk	86 [95]	Natures Menu <i>Pet food manufacturer</i>	51%	3.7	38.3	233	Dec 18	The biggest overseas markets for its raw pet food are Germany and Scandinavia
Cawston, Norfolk	191	Broadland Drinks <i>Wine producer and importer</i>	31%	4.5	70.6	154	Mar 19	Its advent calendar of 24 mini wine bottles is popular with American drinkers

† Annualised figure

The national picture

The average international sales growth for the 200 companies was 64% a year, to a total of £10.3bn on combined total sales of £22.1bn. Together they employ 124,000 staff, having added 38,000 employees to their workforce over the period.

London is the most popular location for company headquarters with 79, followed by the southeast (36). There are 19 companies in the northwest, and 18 in the northeast (including Yorkshire). Of the remainder, 15 companies are based in the Midlands, 11 in the southwest, eight in Scotland, seven in the East of England, four in Northern Ireland and three in Wales.

The full league table is published as a ten-page supplement with the business section of The Sunday Times on 16 February, both in print and in the tablet edition, and on www.fasttrack.co.uk.

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Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 23 years. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

League table criteria

Companies had to be registered in the UK and be independent, unquoted and ultimate holding companies. They are ranked according to the compound annual growth rate (CAGR) of their international sales over their latest two financial years.

Total sales had to be between £25m and £1bn, and international sales at least £1m in the latest financial year. Companies with sales of less than £25m are covered by our sister SME Export Track 100 league table.

The research was carried out by Fast Track principally between August and December 2019. Data on international sales can be limited. Companies filing abridged accounts are not required to disclose any geographical breakdown of sales, while firms that file full accounts can choose to not disclose a geographical breakdown of sales if it is prejudicial to their interests.

See website for full qualification criteria: www.fasttrack.co.uk

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