

# International Track 200 regional press release

Sunday 16 February 2020



## 79 LONDON COMPANIES WIN PLACES ON LEAGUE TABLE OF FASTEST-GROWING INTERNATIONAL SALES STARS

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

79 companies headquartered in **London** are on the league table, including **30 new entrants**. These regional stars have grown their international sales by an average of 74% a year over the last two years to a total of £4.5bn. Together they employ more than 38,000 people.

London's top-ranked company is **Reed & Mackay** (No.1 nationally), which helps professional services firms arrange travel for their employees. Founded in 1962, the company now has 1,000 staff providing support for more than 2m journeys every year. International sales have rocketed an average 412% a year over its last two years, from £626k in 2017 to £16.4m in 2019, on total sales of £71.9m.

Online sales growth in markets including America, Japan and Ireland boosted international sales for sports goods retailer **Sigma Sports**. The company, launched in 1992, features on the league table for the second consecutive year and sells bikes and cycle and triathlon gear online and from a flagship store in Kingston upon Thames, Surrey. Its international sales grew at an average annual growth rate of 190% over its last two years.

Fashion clothing retailer **Lyle & Scott** features on the league table for the first time. The company is known for knitwear and golf clothing bearing its distinctive golden eagle logo, and sales to retailers and distributors in Europe helped international sales climb to £23.1m in 2019, on total sales of £54.2m, growing at an average of 45% per year over its last two years.

The companies in London appear alongside well-known British brands based across the UK including **Gymshark**, which sells to consumers in 178 countries; **BrewDog**, which was valued at £1bn in 2017 and now has nearly 100 bars worldwide; and **FatFace**, the Hampshire-based clothing brand which is expanding across America.

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, commented:

*"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 30 new entrants in London 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 London with the fastest-growing international sales – ordered by rank

Rank [2019 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
1	<b>Reed &amp; Mackay</b> Corporate travel agency	Central London	412%	16.4	71.9	1,000	Mar 19	Its 14 global offices provide support for more than 2m journeys every year
2	<b>AIS</b> Office interiors consultancy	Central London	320%	16.8	37.9	68	Jul 19	Its clients include American Express and BlackRock
5	<b>Chilly's Bottles</b> Reusable bottles brand	Central London	228%	*12.3	*31.5	15	Jul 19	Ships its reusable water bottles to more than 30 countries via a multilingual website
6 [15]	<b>Sigma Sports</b> Sports goods retailer	Kingston upon Thames	190%	†7.2	†33.3	107	Dec 18	Exports cycling gear to the EU and other markets including Japan and America
7	<b>La Fosse Associates</b> Recruitment consultancy	Central London	180%	7.9	108.4	171	Dec 18	Has offices on the east and west coasts of America and recently launched in Canada
11 [71]	<b>AVMI</b> Audiovisual systems integrator	Southwest London	146%	20.6	81.2	498	Jun 19	Opened its new American office in the Tribeca district of New York last year
12	<b>One Retail Group</b> Consumer goods retailer	North London	143%	15.4	25.4	11	Dec 18	Sends more than 4,000 orders a day to nine countries across Europe and North America
13	<b>Once Upon A Time</b> Marketing agency	Central London	141%	5.4	34.8	105	Apr 19	Works for some of Hollywood's largest studios including Disney and Warner Bros
14	<b>Hunters Contracts</b> Office furniture supplier	Dagenham	130%	6.0	37.1	44	Dec 18	Recent projects include office fit-outs for companies in Paris and Gibraltar
15 [13]	<b>The&amp;Partnership</b> Marketing communications group	Central London	129%	285.3	557.5	733	Dec 18	Created a 60,000 hour documentary on Japanese craftsmanship for carmaker Lexus
16 [26]	<b>Ogury</b> Mobile marketing technology	East London	124%	53.8	62.3	212	Dec 18	More than half its sales are in America, where it has 12 offices
20 [58]	<b>YMU Group</b> Global talent management	Central London	113%	12.6	37.9	277	Aug 18	Pop group Blink 182 are among this talent agency's American clients
21	<b>Quacquarelli Symonds</b> Higher education services	Northwest London	109%	9.5	37.3	466	Dec 18	Hosts more than 350 events in 57 countries, including the QS World Grad School Tour
22 [21]	<b>iwoca</b> Business finance provider	Central London	107%	6.5	47.5	230	Dec 18	Has provided funding to more than 50,000 small businesses in Europe since 2012

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25	<b>LHi Group</b> <i>Recruitment consultancy</i>	Central London	105%	22.8	49.5	157	Dec 18	Has eight offices in the UK, America and Europe, most recently opening in Texas in 2018
26	<b>CField Construction</b> <i>Construction contractor</i>	Central London	104%	23.8	67.5	55	Dec 18	Recently completed a new 120-bed care home extension in County Cork, Ireland
31	<b>Sabio</b> <i>Contact-centre technology provider</i>	Central London	94%	30.0	71.8	324	Sep 18	Has acquired operations in Europe and Singapore since Horizon Capital invested in 2016
32 [35]	<b>Leisure Pass Group</b> <i>Tourism smartcard provider</i>	Central London	89%	252.5	276.8	121	Dec 18	Its tourist passes are used by 3m sightseers a year in more than 20 countries across five continents
33 [28]	<b>The Instant Group</b> <i>Outsourced office supplier</i>	Central London	85%	*26.1	*100.5	291	Jul 19	Places more than 11,000 companies a year in flexible workspaces around the world
35 [2]	<b>Cult Beauty</b> <i>Online beauty retailer</i>	Central London	81%	51.3	89.6	149	May 19	Sells cult and up-and-coming beauty brands from around the world
39	<b>Checkout.com</b> <i>Payment services provider</i>	Central London	80%	23.9	56.1	120	Dec 18	Counts more than 100 European fintech start-ups as customers
40 [75]	<b>Radley + Co</b> <i>Handbags and accessories brand</i>	Central London	79%	29.2	92.9	554	Apr 19	Set up a sales and marketing office in Dallas in 2019, after American revenues doubled to £19.2m
41 [12]	<b>TransferWise</b> <i>International payments provider</i>	Central London	77%	132.5	179.1	1,800	Mar 19	Has 6m customers worldwide transferring a total of £4bn each month
42 [32]	<b>JDX</b> <i>Financial services consultancy</i>	Central London	77%	10.3	41.9	610	Mar 19	Overseas sales topped £10m in 2019, boosted by growth in its Asian and Irish operations
45 [4]	<b>MiQ</b> <i>Digital marketing agency</i>	Central London	74%	162.5	196.9	612	Dec 18	Out of 22 global offices, 11 are based in America, its largest market
46	<b>Captify</b> <i>Advertising technology company</i>	Central London	73%	*19.3	*43.0	197	Mar 19	Provides data and marketing insights for 750 global brands including Disney, Apple and Adidas
52	<b>Davies Group</b> <i>Specialist professional services</i>	Central London	67%	*13.9	*115.5	2,200	Jun 19	Bought a Nashville business in October 2019, its sixth acquisition last year
54 [143]	<b>Element</b> <i>Testing services provider</i>	Central London	67%	500.9	618.6	6,351	Dec 18	Ford, GE and Boeing are among its 50,000 customers worldwide
56	<b>Antal International</b> <i>Recruitment consultancy</i>	Central London	66%	*19.5	*32.5	375	Dec 18	Uzbekistan and Ukraine are among the markets it is targeting for future expansion

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57 [29]	<b>Sahara Presentation Systems</b> Audiovisual equipment supplier	Kent	66%	36.0	72.6	85	Dec 18	Its interactive touchscreens can be found in schools from Australia to South Africa
60 [108]	<b>CloserStill</b> Exhibition organiser	Central London	64%	24.3	60.0	222	Dec 18	US conference DevLearn is one of more than 50 annual trade shows it organises
63	<b>QBS Software</b> Software delivery platform	Wembley	62%	10.2	62.9	60	Mar 19	French software platform Siener Informatique was one of two European acquisitions last year
64 [152]	<b>Phaidon International</b> Recruitment consultancy	Central London	62%	*82.9	*96.0	606	Oct 18	Helped 2,150 professionals make career moves across 60 countries in 2018
72	<b>G2V Recruitment Group</b> Recruitment consultancy	Central London	57%	27.5	72.8	220	Mar 19	Operates in more than 50 countries from nine offices across the UK, Europe and America
78	<b>Nexus Underwriting</b> Underwriting agency	Central London	54%	7.6	38.6	191	Dec 18	Operates in Hong Kong, Malaysia, America, France, Germany and the Netherlands
79 [17]	<b>VSI Group</b> Language services provider	Central London	54%	43.2	52.4	155	Dec 18	Operates from 24 studios across Europe, the Americas and the Middle East
80 [84]	<b>Gama Healthcare</b> Antimicrobial product distributor	Watford	54%	13.0	40.7	156	Mar 19	Distributes its infection-prevention products to more than 60 countries
87	<b>Xcede Group</b> Recruitment consultancy	Central London	51%	1.6	25.7	63	Dec 18	Opened an office in Berlin last year to meet demand in Europe's fastest-growing tech hub
88 [196]	<b>Done + Dusted</b> TV and events producer	Central London	51%	75.2	79.4	17	Dec 18	Produced broadcast around the visit of Pope Francis to Abu Dhabi last year
94	<b>CAE Technology</b> Services IT reseller	Watford	50%	13.7	132.9	275	Jun 19	Has installed WiFi in Mulberry's luxury handbag shops around the world
98	<b>Fruitful Office</b> Fruit delivery service	Croydon	48%	14.1	25.2	436	Dec 18	Delivers fruit to thousands of workplaces across Ireland, Germany and the Benelux region
99	<b>Phil McIntyre Entertainments</b> Entertainment promoter and producer	Central London	48%	5.4	56.6	27	Jun 18	Produced comedian James Acaster's <i>Repertoire</i> stand-up show for Netflix
101 [38]	<b>Claranet</b> IT services provider	Central London	48%	*251.0	*369.0	2,024	Jun 19	Has 24 offices and 43 data centres worldwide to serve its 6,500 customers
102 [89]	<b>Mark Allen Group</b> Publisher and events organiser	South London	47%	12.5	51.3	360	Mar 19	Publishes almost 100 titles and runs 200 events across four continents

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107	<b>Metropolis</b> <i>Consumer and business media</i>	West London	46%	10.5	52.7	452	Dec 18	Produces the <i>New York for Less</i> street maps and organises the World Architecture Festival
109 [145]	<b>Ptarmigan Media</b> <i>Financial media agency</i>	Central London	46%	66.9	115.9	109	Dec 18	Its American revenues rose 95% to £40m in 2018, boosted by new client wins
112 [131]	<b>MVF</b> <i>Customer generation services</i>	North London	45%	60.0	91.1	425	Mar 19	Generates customer leads in 45 countries and produces content in 30 languages
114 [181]	<b>Fundamental Media</b> <i>Financial media agency</i>	Central London	45%	72.9	96.0	77	Dec 18	Provides media, marketing and technology services to clients in more than 20 countries
115	<b>Lyle &amp; Scott</b> <i>Fashion clothing retailer</i>	Central London	45%	23.1	54.2	164	Mar 19	Its ecommerce site ships to more than 50 countries, including Sweden and the Netherlands
116 [64]	<b>Optal</b> <i>Payment services provider</i>	Central London	44%	269.6	269.6	72	Dec 18	Offers payment processing in 34 currencies across 45 countries
117	<b>Storm Technologies</b> <i>IT reseller</i>	Watford	44%	11.6	108.6	151	Dec 18	Sells to clients in 45 countries and has an office in Hungary offering 24/7 customer support
123 [109]	<b>Jellyfish</b> <i>Digital marketing agency</i>	Central London	42%	77.6	127.6	572	Mar 19	Has more than 30 offices worldwide, including eight in America
124	<b>Vivobarefoot</b> <i>Footwear manufacturer and retailer</i>	Central London	42%	19.7	26.2	50	Jun 19	Taiwanese firm Stella International, which makes shoes for Nike and Timberland, is an investor
126	<b>Adaptavist</b> <i>IT consultancy</i>	Central London	42%	23.4	26.8	162	Sep 18	Works in 60 countries and with more than half of the Fortune 500 companies
127 [60]	<b>Charlotte Tilbury Beauty</b> <i>Beauty products retailer</i>	West London	42%	73.8	145.4	836	Dec 18	Ships to 76 markets and has stores in London, the Middle East, America and Hong Kong
134 [79]	<b>Matchesfashion</b> <i>Luxury fashion retailer</i>	Central London	41%	295.2	371.8	682	Jan 19	Launched its first ad campaign last year starring American supermodel Christy Turlington
135 [14]	<b>Salt</b> <i>Recruitment consultancy</i>	Central London	41%	14.0	44.7	121	Dec 18	In September it acquired Xpand, a recruitment agency based in Asia and Australia

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137 [172]	<b>Firmdale Hotels</b> <i>Hotelier</i>	Central London	41%	53.2	162.0	1,692	Jan 19	Its Crosby Street hotel in New York has an average room rate of \$977
138	<b>Investis Digital</b> <i>Digital communications provider</i>	Central London	41%	22.4	34.6	463	Dec 18	Groupon, ASOS and Anglo American are among its global customers
142	<b>Next Ventures</b> <i>Recruitment consultancy</i>	Central London	40%	47.5	56.3	105	Dec 18	Uses multi-lingual recruitment consultants who are specialists in technology niches
148	<b>Ennismore</b> <i>Hotelier</i>	Central London	38%	8.9	25.9	223	Dec 18	The Hoxton Paris, a 'monument historique', was previously owned by King Louis XV's advisor
149 [132]	<b>Sapphire Systems</b> <i>Systems integrator</i>	Central London	38%	13.5	36.7	262	Dec 18	Offers round-the-clock support from offices on four continents
151 [147]	<b>Options</b> <i>Financial technology provider</i>	Central London	37%	44.3	70.9	210	Dec 18	Has over 200 clients in the financial sector, across more than 20 countries
153 [149]	<b>Xexec</b> <i>Employee engagement services</i>	Northwest London	37%	7.8	40.3	39	Nov 18	Offers employee discounts with 3,000+ retailers, including Apple, Starbucks and Amazon
159	<b>Gravitas Recruitment</b> <i>Recruitment consultancy</i>	Central London	36%	5.4	42.5	153	Nov 18	Has overseas offices in Hong Kong and Singapore, as well as three in the UK
160	<b>Cinesite</b> <i>Visual effects and animation</i>	Central London	36%	66.3	73.0	927	Apr 19	Its Vancouver studio drew 85,000 hairs to create Cousin Itt in The Addams Family film
162	<b>Argent Foods</b> <i>Food supplier</i>	Central London	35%	140.5	735.2	1,723	Dec 18	Operates in Europe, Australasia, North America and Africa
164	<b>adm</b> <i>Marketing services provider</i>	West London	35%	186.9	202.7	419	Dec 18	Services clients such as Bacardi, Diageo and L'Oréal from offices in 29 countries
167	<b>SystemsAccountants</b> <i>Recruitment consultancy</i>	Central London	34%	*12.7	*36.8	69	Jul 19	Has worked with over 75% of the FTSE 100, as well as many Fortune 500 companies
169 [139]	<b>Vision RT</b> <i>Medical technology developer</i>	North London	34%	*45.9	*48.6	179	Dec 18	Partnering with Swedish software firm RaySearch to work on technology development projects
178	<b>Cobalt Recruitment</b> <i>Recruitment consultancy</i>	Central London	33%	21.3	30.1	207	Dec 18	Opened its first Austrian office in 2018, one of 12 global locations

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183 [87]	<b>the7stars</b> Media agency	Central London	32%	103.5	340.0	214	Mar 19	Promoted American band Foo Fighters by rebranding an East End pub as 'The Foo Fighters Arms'
184 [155]	<b>Reward Gateway</b> Employee engagement services	Central London	32%	104.5	210.7	416	Jun 19	4.6m people in 23 countries use its employee engagement products
185	<b>The White Company</b> Lifestyle retailer	West London	32%	*18.3	*217.4	1,716	Mar 19	Has a retail partnership with American department store Nordstrom, both online and in-store
186 [85]	<b>MNC</b> Media agency	Central London	32%	27.6	73.8	21	Dec 18	Buys advertising in the UK for European brands such as marketplace app Shpock
194 [74]	<b>Mountain Warehouse</b> Outdoor clothing retailer	Central London	30%	78.4	255.0	2,082	Feb 19	Founder Mark Neale travels 10 weeks of the year visiting his stores across the globe
195	<b>Four Communications</b> Marketing and communications agency	Central London	30%	27.1	70.6	318	Dec 18	Operates in more than 30 countries worldwide through its own affiliate network
196	<b>iKas International</b> Recruitment consultancy	Central London	29%	21.7	34.5	53	Dec 18	Has offices in London, Hong Kong, Singapore, Sydney and New York
197	<b>Croxsons</b> Glass bottle supplier	Southwest London	29%	9.7	27.1	28	Aug 18	Has operations in New Zealand, Australia and America, and sells to 50 markets worldwide

\* Supplied by the company

† 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](http://www.fasttrack.co.uk).

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## PLEASE CREDIT IN FULL: “THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 200”

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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](http://www.fasttrack.co.uk)

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