

International Track 200 national press release

Sunday 16 February 2020



BRITAIN'S MID-MARKET PRIVATE COMPANIES WITH FASTEST-GROWING INTERNATIONAL SALES REVEALED

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

The 200 companies, which include well-known names such as fitness clothing retailer **Gymshark**, craft beer producer **BrewDog**, and lifestyle retailer **The White Company**, grew their combined overseas sales from £4.7bn to £10.3bn over their last two years.

This surge in exports came as the bar to achieve a place on the league table reached the second-highest level in the history of International Track 200, despite uncertainty over Brexit. The 200th ranked company grew its international sales an average of 29% pa over two years, compared to the 31% pa minimum required last year, and 25% pa in 2018.

The top spot on this year's league table goes to corporate travel agency **Reed & Mackay**, which provides support for more than 2m journeys every year. The London-headquartered company has gone global, setting up offices in financial hubs around the world to service demand from multinational clients, and growing overseas sales by 412% pa over its last two years to £16.4m in 2019, on total sales of £71.9m.

Marking its 11th anniversary, more than 1,000 companies have featured on International Track since the league table was launched. Star alumni include **Endava**, the IT services provider which floated in 2018 and is now valued at \$2.5bn; and **The Watches of Switzerland Group**, which first featured in our 2018 league table with overseas sales of £40m, floated last year, and is now valued at over £890m. **Skyscanner** featured four times before it was sold to a Chinese group for £1.4bn in 2016.

The International Track 200 league table 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 companies featured are making a significant contribution to employment, driving prosperity and growth and are the sort of businesses we are pleased to support every day."

Top 10 companies on the HSBC International Track 200 league table

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	Reed & Mackay 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	AIS Office interiors consultancy	Central London	320%	16.8	37.9	68	Jul 19	Its clients include American Express and BlackRock

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
3 [24]	Project One <i>Business consultancy</i>	Cheshire	279%	8.1	30.8	101	Dec 18	Developed a platform to enable Belgian firm Telenet to digitise its operations
4	Northern Gas & Power <i>Energy management consultancy</i>	Gateshead	248%	11.4	29.6	285	Dec 18	Has offices in Paris and Texas and technology hubs in India and Malta
5	Chilly's Bottles <i>Reusable bottles brand</i>	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]	Sigma Sports <i>Sports goods retailer</i>	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	La Fosse Associates <i>Recruitment consultancy</i>	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
8 [7]	High Street TV <i>TV shopping channel</i>	Harrogate	175%	17.6	66.4	119	Dec 18	Its Pressure King Pro pressure cooker and Squat Magic fitness machine are popular in Japan
9	Kingsbury <i>Machine tools wholesaler</i>	Hampshire	173%	5.4	86.8	308	Dec 18	Set up a subsidiary in Dubai in 2018 to supply the Gulf region with machine tools
10 [81]	Envisage Group <i>Automotive engineer</i>	Coventry	148%	4.7	46.4	141	Dec 18	Its office in Fremont, California develops electric vehicle technology

* Supplied by the company

†Annualised

KEY FINDINGS

Trading in America: The world's largest economy and Britain's biggest single trading partner is the top market for overseas sales, with 118 companies citing the country as a key destination for exports. It is also the top choice for future growth, with 117 planning American expansion. Companies active in America include **Arlington Industries Group**, which bought an American thermostat business last year for a reported €24m.

Sustainability: A 2019 survey by HSBC of 9,000 global businesses found that 23% were using sustainable practices to grow sales, with 26% seeing sustainability as a means of improving operational efficiency. Only 2% were not implementing sustainability practices. International Track 200 companies with sustainable business practices or products include **Vegware**, which manufactures compostable food and drinks containers, and **World of Books**, a circular economy company which recycles or resells 85m used books every year.

Investing for growth through technology: In an increasingly competitive business environment, companies are investing in technology to give them an edge. Examples include **The Hut Group**, which spent £29m on its proprietary tech platform, *Ingenuity*, in 2018, and **Money Penny**, which invested in enhancing its AI call handling system last year and is testing chat bots to improve its service.

Exporting services: Service exports are the top sector in this year's league table, with more than half the companies (110) in this category. Examples include **Element**, which tests the safety and compliance of materials used in sectors such as aerospace, transport, and oil and gas.

Female founders: There are 34 companies on this year's league table which were founded or co-founded by women, or have a woman as chief executive, managing director, or chairperson. Among them are **Crafter's Companion** – founded by *Dragons' Den* panellist Sara Davies while she was studying for a business degree, and **The White Company** – founded by Chrissie Rucker in 1994.

See the appendix for the full league table

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

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PLEASE CREDIT IN FULL: "THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 200"

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#IntTrack200

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.

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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Appendix: The 2020 Sunday Times HSBC International Track 200

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	Reed & Mackay 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
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10 [81]	Envisage Group Automotive engineer	Coventry	148%	4.7	46.4	141	Dec 18	Its office in Fremont, California develops electric vehicle technology
11 [71]	AVMI 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	One Retail Group 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	Once Upon A Time 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	Hunters Contracts 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]	The&Partnership 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]	Ogury 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
17 [22]	Jupiter Group Fruit grower and exporter	Shropshire	122%	*46.5	*77.2	113	Sep 19	Expanded into South America last year to grow produce including avocados and pineapples
18 [1]	Gymshark Fitness clothing retailer	Solihull	116%	*143.5	*176.2	330	Jul 19	Generates 46% of its sales in North America and opened its US headquarters in Denver in 2019
19 [27]	Arlington Industries Group Components supplier	Manchester	113%	69.7	183.8	1,072	Mar 19	Acquired a thermostat business from American company BorgWarner for a reported €24m in 2019
20 [58]	YMU Group 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	Quacquarelli Symonds 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]	iwoca 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
23	Ward Bros Scrap metal processor	Darlington	106%	18.2	41.7	84	Sep 18	Exports nearly 50,000 tonnes of metal to steel producers in Turkey and mills in Europe
24 [142]	Beta Pharmaceuticals Pharmaceuticals wholesaler	Essex	105%	5.7	40.2	83	Sep 18	Tanzania, the founder's native country, is a key export market

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25	LHi Group <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	CField Construction <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
27	Carter Thermal Industries <i>Refrigeration manufacturer</i>	Birmingham	102%	15.7	129.1	929	Dec 18	Has supplied refrigeration display units for American retailer Target
28	Granada Material Handling <i>Lifting equipment manufacturer</i>	Rochdale	98%	12.0	27.4	125	Sep 18	Its cranes are used to lift offshore and onshore wind turbines in Europe
29	Invenio Business Solutions <i>IT consultancy</i>	Reading	96%	20.4	33.0	727	Mar 19	Winning contracts with tax authorities in Fiji and the Middle East boosted overseas sales
30	Plimsoll Productions <i>TV show producer</i>	Bristol	95%	*32.1	*37.3	149	Aug 19	Distributes to 50+ countries via Magnify Media, a firm it invested in four years ago
31	Sabio <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]	Leisure Pass Group <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]	The Instant Group <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
34 [112]	Havwoods <i>Hardwood flooring specialist</i>	Lancashire	83%	8.2	52.9	146	Dec 18	Opened a showroom in Canada last year, adding to bases in Europe, America and Australia
35 [2]	Cult Beauty <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
36 [8]	St Pierre Groupe <i>Bakery products provider</i>	Manchester	81%	35.3	69.5	27	Dec 18	Its products are stocked in 20,000 stores worldwide, with 50% of its distribution in America
37	Vegware <i>Compostable packaging manufacturer</i>	Edinburgh	81%	11.4	32.2	72	Jan 19	Finding a spoon made from potato and corn at a California farmers market inspired this business
38 [65]	Phoenix Cellular <i>Mobile phone distributor</i>	Crewe	80%	*39.3	*53.3	65	Oct 19	Supplies more than 30,000 handsets a month to European buyers
39	Checkout.com <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]	Radley + Co <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]	TransferWise <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

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42 [32]	JDX <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
43 [52]	Flying Trade Group <i>Conglomerate</i>	Essex	76%	19.6	152.6	815	Dec 18	Its world food products cater to Asian, Caribbean, African and Polish communities
44	Buy It Direct <i>Online retailer</i>	Huddersfield	75%	14.3	248.8	617	Mar 19	Its Irish website has driven overseas sales of its consumer goods
45 [4]	MiQ <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	Captify <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
47 [168]	BrewDog <i>Brewery</i>	Aberdeenshire	71%	39.3	171.6	1,247	Dec 18	In 2018, it shipped 136m bottles of craft beer globally and opened 21 bars
48 [158]	SIAN Wholesale <i>Consumer goods supplier</i>	Surrey	71%	23.5	40.7	28	Dec 18	Exports more than 4,000 products to 65 countries
49 [101]	Wireless Logic <i>Technology platform provider</i>	Berkshire	70%	*18.8	*67.4	154	Apr 19	Acquired one French and two Dutch 'Internet of Things' connectivity providers last year
50	Wilsons of Rathkenny <i>Car and farm equipment dealer</i>	County Antrim	69%	1.6	31.1	83	Dec 18	Supplies the Irish Republic with agricultural vehicles such as forklift tractors and mowers
51 [34]	Revolution Beauty <i>Beauty products retailer</i>	Kent	69%	76.3	112.6	180	Dec 18	Fans queued up for hours to buy its beauty products when it launched in Australia last year
52	Davies Group <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
53	Ancasta Group <i>Boat retailer</i>	Southampton	67%	13.5	30.8	76	Aug 18	Sells yachts and powerboats from locations in Marseille, Mallorca, Andalusia and Barcelona
54 [143]	Element <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
55 [46]	Integrity Print <i>Printer</i>	Somerset	67%	5.3	57.1	392	Dec 18	Supplies government documents to Mongolia, Ghana and Qatar
56	Antal International <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
57 [29]	Sahara Presentation Systems <i>Audiovisual equipment supplier</i>	Kent	66%	36.0	72.6	85	Dec 18	Its interactive touchscreens can be found in schools from Australia to South Africa
58	Audley Travel <i>Tour operator</i>	Oxfordshire	66%	74.8	291.2	800	Dec 18	Demand from American travellers has grown after it opened an office in Boston in 2014

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59 [93]	Oxford Economics <i>Economic research consultancy</i>	Oxford	65%	18.8	39.2	247	Jul 18	Compiles economic forecasts for more than 7,000 cities and regions worldwide
60 [108]	CloserStill <i>Exhibition organiser</i>	Central London	64%	24.3	60.0	222	Dec 18	US conference DevLearn is one of more than 50 annual trade shows it organises
61	Spectrum Medical <i>Medical device developer</i>	Cheltenham	64%	19.0	26.2	116	Dec 18	Its heart-lung machines are used in hospitals around the world
62 [94]	Off-Piste Wines <i>Wine distributor</i>	Cheltenham	64%	2.9	39.6	25	Jan 19	Stockists include Tesco, Sainsbury's and Scandinavian retailer Alko
63	QBS Software <i>Software delivery platform</i>	Wembley	62%	10.2	62.9	60	Mar 19	French software platform Siener Informatique was one of two European acquisitions last year
64 [152]	Phaidon International <i>Recruitment consultancy</i>	Central London	62%	*82.9	*96.0	606	Oct 18	Helped 2,150 professionals make career moves across 60 countries in 2018
65 [31]	Brogan Group <i>Scaffolding contractor</i>	Hertfordshire	60%	12.6	34.0	532	Dec 18	Has provided scaffolding to help build the 2020 World Expo in Dubai and ESB's HQ in Dublin
66	Slush Puppie UK <i>Frozen drinks distributor</i>	High Wycombe	60%	10.2	33.8	142	Dec 18	Says it has sold more than 175bn Slush Puppie cups in Europe since 1974
67 [184]	Busy Bees <i>Nurseries operator</i>	Staffordshire	59%	161.2	432.4	11,554	Dec 18	Acquired childcare businesses in Ireland, Italy and America last year
68 [51]	Niftylift <i>Lift manufacturer</i>	Milton Keynes	59%	93.8	117.4	512	Dec 18	Sells through a dealer network spanning more than 60 countries
69	Pureprint Group <i>Printing services provider</i>	East Sussex	59%	9.7	56.0	421	Dec 18	Printed 350,000 tickets and 45,000 programmes for the 2018 Ryder Cup in France
70 [45]	Oliver James Associates <i>Recruitment consultancy</i>	Manchester	59%	66.3	118.4	358	Dec 18	Has 12 offices across Europe, America and the Asia-Pacific region
71	Smith Anderson <i>Paper bag manufacturer</i>	Fife	58%	5.1	26.9	227	Sep 18	Makes 60m paper bags a week and supplies McDonald's in the UK and Europe
72	G2V Recruitment Group <i>Recruitment consultancy</i>	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
73	Dormole <i>Tool distributor</i>	Kent	57%	26.0	232.9	990	Dec 18	Acquired two Irish distributors for an undisclosed sum in 2018
74	Redwood Technologies Group <i>Communications technology provider</i>	Berkshire	56%	8.3	31.3	198	Dec 18	Its communication platform is used by hundreds of Japanese call centres
75	ASM Technologies <i>IT channel provider</i>	Cheshire	55%	7.9	53.1	74	Mar 19	Has offices in Dusseldorf and Paris, and exports to 36 countries worldwide
76 [47]	Origin <i>Door and window manufacturer</i>	High Wycombe	55%	3.9	38.7	272	Dec 18	Manufactures hurricane-resistant doors and windows at its facility in Florida

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77 [100]	AC Group Construction services provider	Bedfordshire	54%	41.0	54.1	76	Mar 19	Working on data centres and office fit-outs across Europe
78	Nexus Underwriting 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]	VSI Group 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]	Gama Healthcare Antimicrobial product distributor	Watford	54%	13.0	40.7	156	Mar 19	Distributes its infection-prevention products to more than 60 countries
81	Yours Clothing Plus-size clothing retailer	Peterborough	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
82 [127]	ACC Aviation Aviation services provider	Surrey	53%	129.8	135.3	41	Dec 18	Helped fly hundreds of fans to Madrid for the UEFA Champions League final last year
83	Adare International Marketing services provider	Basingstoke	52%	143.8	191.4	588	Dec 18	Has expanded across Latin America and now has operations in 65 locations worldwide
84 [56]	Austin Fraser Recruitment consultancy	Reading	52%	25.2	64.9	179	Feb 19	Opened offices in Hamburg and San Diego last year
85	Emerson & Renwick Production machinery manufacturer	Lancashire	51%	34.2	36.4	169	Dec 18	Its new platform that prints electronic devices has been winning orders from America especially
86 [95]	Natures Menu Pet food manufacturer	Norfolk	51%	3.7	38.3	233	Dec 18	The biggest overseas markets for its raw pet food are Germany and Scandinavia
87	Xcede Group 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]	Done + Dusted 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
89	Euro Food Brands Food and drink distributor	Northampton	51%	7.5	137.0	122	Mar 19	Sold 19.9m cases of food and drink globally last year
90	Selwood Pump manufacturer	Hampshire	51%	8.2	83.7	573	Dec 18	Its pumps have been supplied to the Paris Métro expansion project
91 [116]	Silbury Food ingredients supplier	Banbury	50%	6.2	58.9	35	Oct 18	Has a stake in Portuguese tomato processor HIT Group
92 [54]	Smyle Creative agency	Hertford	50%	16.6	26.6	74	Mar 19	Created a brand experience for Facebook at the World Economic Forum
93	Edge Worldwide Logistics Logistics services broker	Salford	50%	*9.8	*57.6	63	Jun 19	Launched a joint venture in Vietnam and America in 2019 and has a logistics hub in Thailand
94	CAE Technology Services IT reseller	Watford	50%	13.7	132.9	275	Jun 19	Has installed WiFi in Mulberry's luxury handbag shops around the world

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95 [113]	Specialist People Services Recruitment consultancy	Bradford	50%	†16.0	†74.1	219	Mar 19	Launched in Australia in 2012 and now has six offices in the country
96	Flair Rugs Rugs supplier	Derbyshire	49%	*1.6	*28.3	121	Jun 19	Produces some of its rugs in India, where it set up a site in 2005
97 [90]	Grenade Sports nutrition brand	Solihull	49%	*13.5	*44.2	48	Dec 18	140,000 of its protein bars are sold globally every day
98	Fruitful Office 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	Phil McIntyre Entertainments Entertainment promoter and producer	Central London	48%	5.4	56.6	27	Jun 18	Produced comedian James Acaster's Repertoire stand-up show for Netflix
100 [16]	John Good Logistics and corporate travel	Hull	48%	13.8	92.4	312	Dec 18	Operates from 13 UK locations as well as Turkey, China and mainland Europe
101 [38]	Claranet IT services provider	Central London	48%	*251.5	*369.0	2,024	Jun 19	Has 24 offices and 43 data centres worldwide to serve its 6,500 customers
102 [89]	Mark Allen Group 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
103	MJ Sections Aerospace components engineer	West Midlands	47%	10.4	28.4	195	Dec 18	Makes sheet metal fabrications and machined components for the worldwide aerospace industry
104 [66]	BVG Group Mail order retailer	South Wales	47%	10.8	126.6	869	Aug 18	Ships more than 100,000 orders a year to continental Europe and beyond
105 [121]	Frank Recruitment Group Recruitment consultancy	Newcastle upon Tyne	46%	164.4	227.9	1,281	Nov 18	Sources IT professionals from 21 offices across America, Asia, Australia and Europe
106 [177]	Amoria Bond Recruitment consultancy	Manchester	46%	51.9	68.1	133	Nov 18	Trades in more than 40 countries from bases in the UK, Netherlands, Germany and Singapore
107	Metropolis Consumer and business media	West London	46%	10.5	52.7	452	Dec 18	Produces the New York for Less street maps and organises the World Architecture Festival
108	Mivan Joinery and fit-out	County Antrim	46%	11.6	29.0	170	Dec 18	Refits cruise ships worldwide for customers including Tui and Royal Caribbean
109 [145]	Ptarmigan Media Financial media agency	Central London	46%	66.9	115.9	109	Dec 18	Its American revenues rose 95% to £40m in 2018, boosted by new client wins
110 [150]	Inside Travel Group Tour operator	Bristol	45%	18.5	36.1	157	Dec 18	Releasing new holiday destinations to mark its 20th anniversary this year
111 [59]	Barron Wood Distribution Transport broker	Preston	45%	8.1	74.5	145	Oct 18	Has a Europe-wide network of more than 2,500 haulage vehicles
112 [131]	MVF Customer generation services	North London	45%	60.0	91.1	425	Mar 19	Generates customer leads in 45 countries and produces content in 30 languages

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113 [80]	BULK POWDERS <i>Sports nutrition brand</i>	Colchester	45%	22.5	43.1	164	Dec 18	Opened a distribution centre in Poland last year to supply customers in mainland Europe
114 [181]	Fundamental Media <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	Lyle & Scott <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]	Optal <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	Storm Technologies <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
118	FatFace <i>Clothing retailer</i>	Hampshire	44%	*15.7	*241.5	2,830	Jun 19	Its founders sold T-shirts to skiers in the French Alps before opening a London shop
119	Oil Consultants <i>Recruitment consultancy</i>	Tyne and Wear	43%	39.3	43.7	39	Dec 18	Works across more than 95 countries to find technical staff for the oil and gas sector
120	M247 <i>Internet and cloud services</i>	Manchester	43%	11.3	60.0	258	Mar 19	Works with more than 10,000 customers across 110 countries
121 [10]	Opus Talent Solutions <i>Recruitment consultancy</i>	Bristol	43%	31.7	78.3	244	Dec 18	Opened a Hong Kong office in 2018, its fourth overseas base
122	Crafter's Companion <i>Craft products retailer</i>	County Durham	43%	20.3	31.8	195	Mar 19	Has moved its American operations to a 31,000 sq ft base in California to meet growing demand
123 [109]	Jellyfish <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	Vivobarefoot <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
125	Western Global <i>Storage tank manufacturer</i>	Bristol	42%	36.6	50.7	121	Dec 18	Sells across America from offices in Detroit and Norwalk, Connecticut
126	Adaptavist <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]	Charlotte Tilbury Beauty <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
128	Vohkus <i>Technology provider</i>	Hampshire	42%	*†9.3	*†97.7	141	Jun 19	Norwegian cruise ship operator Fred. Olsen is among its international clients
129 [166]	Lawton Tubes <i>Copper tube supplier</i>	Coventry	42%	14.2	149.0	103	Sep 18	Has shipped containers of medical gas tubes to the Middle East and Asia
130 [91]	John Cotton Group <i>Bedding manufacturer</i>	West Yorkshire	41%	62.2	217.3	1,493	Mar 19	Opened a factory in Poland in 2018

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131	World of Books <i>Books and media reseller</i>	West Sussex	41%	22.9	64.0	568	Oct 18	Recycles or resells more than 85m books a year and exports to over 190 countries
132	Purdicom <i>Wireless network provider</i>	Oxfordshire	41%	3.2	31.2	57	Dec 18	Says it is the largest distributor in the EMEA region for California firm Ruckus Wireless
133 [76]	A-Safe <i>Safety barrier manufacturer</i>	Halifax	41%	44.4	52.3	391	Dec 18	Its safety barriers have been installed in more than 30 international airports
134 [79]	MATCHESFASHION <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]	Salt <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
136	Simarco <i>Logistics services provider</i>	Essex	41%	6.2	57.1	310	Dec 18	Delivers 250,000 consignments to 40 destinations across Europe every year
137 [172]	Firmdale Hotels <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	Investis Digital <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
139	A-Gas <i>Chemicals and gases distributor</i>	Bristol	41%	182.8	229.6	665	Dec 18	Launched operations in Toronto in 2019
140 [62]	Whitworth Group <i>Flour miller</i>	Northamptonshire	40%	31.5	397.9	607	Mar 19	Exports flour to food manufacturers and bakeries in Ireland and mainland Europe
141	Insights Group <i>Employee development consultancy</i>	Dundee	40%	52.0	65.9	513	Mar 19	Has employees in 18 countries after opening offices in Mumbai, Sydney and Johannesburg in 2019
142	Next Ventures <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
143	Simms International <i>IT distributor</i>	Kent	40%	10.5	34.4	30	Dec 18	Ships more than 3m products a year all over the world
144	Money penny <i>Outsourced communications provider</i>	Wrexham	40%	2.3	31.7	665	Dec 18	Handles more than 15m calls and live chats a year for businesses in the UK and America
145 [174]	Fentimans <i>Drinks manufacturer</i>	Northumberland	39%	15.6	40.4	61	Dec 18	Launched five flavours of soft drinks in the Middle East last year
146 [63]	The Hut Group <i>Online retailer</i>	Manchester	39%	607.9	915.8	4,531	Dec 18	Operates 178 localised websites, selling goods in 169 countries
147	Ligentia <i>Supply chain manager</i>	Leeds	38%	47.4	102.9	339	Dec 18	Has subsidiaries across four continents, including in China, Australia, Vietnam and South Africa

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148	Ennismore <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]	Sapphire Systems <i>Systems integrator</i>	Central London	38%	13.5	36.7	262	Dec 18	Offers round-the-clock support from offices on four continents
150	Autosmart International <i>Vehicle cleaning products</i>	Staffordshire	38%	11.8	32.2	193	Jan 19	Sells through more than 250 franchisees across the UK, Europe and Australia
151 [147]	Options <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
152 [123]	Peninsula <i>Employment law consultancy</i>	Manchester	37%	105.8	270.6	2,747	Mar 19	Has 75,000 clients across the UK, Ireland, Australasia and Canada
153 [149]	Xexec <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
154	Nasmyth Group <i>Precision component manufacturer</i>	Coventry	37%	23.9	78.9	784	Jan 19	Opened its state-of-the-art metals treatment facility in California in 2018
155	MJM Marine <i>Specialist joiner</i>	County Down	36%	92.5	97.7	272	Dec 18	Led a multimillion dollar refurbishment project for the Norwegian Joy cruise ship
156	Cloud Technology Solutions <i>Cloud IT developer</i>	Manchester	36%	8.1	26.1	113	Mar 19	Its software has moved the data of 11m users into the cloud across 83 countries
157 [88]	Ambassador Theatre Group <i>Live entertainment operator</i>	Surrey	36%	235.2	443.2	5,414	Mar 19	Operates more than 10 venues in America and five in Germany
158	prosource.it <i>IT services provider</i>	Aberdeen	36%	*24.5	*64.2	269	Jun 19	Its five global offices have worked with firms in more than 25 countries
159	Gravitas Recruitment <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	Cinesite <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
161 [198]	Priority Freight <i>Logistics services provider</i>	Dover	36%	*56.6	*80.1	197	Dec 18	Delivered 600kg of aircraft landing equipment from Toronto to Athens in just two days
162	Argent Foods <i>Food supplier</i>	Central London	35%	140.5	735.2	1,723	Dec 18	Operates in Europe, Australasia, North America and Africa
163	Ash & Lacy <i>Building parts manufacturer</i>	West Bromwich	35%	3.4	49.6	343	Dec 18	Operates from six UK sites and a facility in Cape Town, and exports to five continents
164	adm <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
165	GBA <i>Logistics services provider</i>	Preston	35%	18.8	48.6	236	Dec 18	Opened Portuguese and German operations in 2017 to serve the automotive sector

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166 [141]	TopCashback Cashback website	Stafford	35%	33.7	128.7	203	Dec 18	Runs cashback sites in the UK, America, India and China
167	SystemsAccountants Recruitment consultancy	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
168 [42]	Lincoln & York Coffee manufacturer	Lincolnshire	34%	13.0	45.9	124	Jan 19	Supplies more than 300 customers in 10 countries across Europe
169 [139]	Vision RT Medical technology developer	North London	34%	*45.9	*48.6	179	Dec 18	Partnering with Swedish software firm RaySearch to work on technology development projects
170 [118]	Corin Group Orthopaedic parts maker	Cirencester	34%	106.2	114.0	595	Dec 18	Acquired an American surgical robotics firm in 2019
171 [170]	EnerMech Engineering services provider	Aberdeen	33%	*337.9	*414.3	3,320	Dec 18	Plans to double turnover in the Americas to more than £200m a year by 2022
172 [163]	Cooper & Turner Industrial fastener manufacturer	Sheffield	33%	59.7	76.5	422	Feb 19	Acquired French bolt manufacturer Beck Industries in 2019
173	Autocraft Solutions Group Automotive engine manufacturer	Lincolnshire	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
174 [50]	City Facilities Management Facilities maintenance provider	Glasgow	33%	472.7	971.2	12,217	Dec 18	Employs more than 12,000 people across Europe, Australia, America and Asia
175	Princess Yachts Luxury yacht builder	Plymouth	33%	263.8	340.3	2,865	Dec 18	Aiming to build 300 boats a year by 2022 to meet international demand
176	Bee Health Food supplement manufacturer	East Yorkshire	33%	†1.6	†29.4	302	Dec 18	Ships health food supplements to more than 40 countries from its factory in Bridlington
177 [68]	END. Designer menswear retailer	Newcastle upon Tyne	33%	80.9	134.7	464	Mar 19	Its website and apps receive more than 10m visitors each month
178	Cobalt Recruitment Recruitment consultancy	Central London	33%	21.3	30.1	207	Dec 18	Opened its first Austrian office in 2018, one of 12 global locations
179 [197]	Brook Taverner Clothing supplier	West Yorkshire	33%	6.4	32.2	135	Dec 18	More than 90% of its exports go to European markets, such as France and Germany
180	Uform Kitchen door supplier	County Antrim	33%	10.6	34.9	182	Apr 19	Supplies more than 1,000 kitchens a week to retailers in the UK and Ireland
181	Forsyths Metal fabricator	Northeast Scotland	32%	12.4	46.8	386	Oct 18	Has opened operations in Japan and Hong Kong to meet Asian demand for its whisky stills
182	Hexadex Steel systems manufacturer	Lincolnshire	32%	87.6	116.2	928	Dec 18	Global supplier of complex emission systems and components for heavy-duty vehicles
183 [87]	the7stars 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'

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184 [155]	Reward Gateway <i>Employee engagement services</i>	Central London	32%	104.5	210.7	416	Jun 19	4.6m people in 23 countries use its employee engagement products
185	The White Company <i>Lifestyle retailer</i>	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]	MNC <i>Media agency</i>	Central London	32%	27.6	73.8	21	Dec 18	Buys advertising in the UK for European brands such as marketplace app Shpock
187 [128]	County Milk Products <i>Dairy ingredients supplier</i>	Cheshire	31%	60.5	252.8	92	Dec 18	Exports dairy ingredients to Europe and further afield
188	Solventis <i>Solvent distributor</i>	Guildford	31%	165.7	219.5	45	Dec 18	Operates a state-of-the-art storage, blending and distribution facility in Antwerp
189	Cultech <i>Dietary supplement manufacturer</i>	Port Talbot	31%	24.9	38.2	253	Dec 18	Its probiotics are sold across six continents, with America its largest market
190 [200]	MPM Products <i>Pet food producer</i>	Manchester	31%	47.8	70.6	61	Dec 18	Exports to more than 50 markets globally, including America and China
191	Broadland Drinks <i>Wine producer and importer</i>	Norfolk	31%	4.5	70.6	154	Mar 19	Its advent calendar of 24 mini wine bottles is popular with American drinkers
192 [61]	Capital Hair and Beauty <i>Hair products wholesaler</i>	Brighton	31%	4.0	53.9	516	Dec 18	Has made two acquisitions in Ireland, where it has five stores
193	Adder Technology <i>IT hardware manufacturer</i>	Cambridge	30%	28.6	31.5	145	Jun 18	Distributes its products across 60 countries, including America and China
194 [74]	Mountain Warehouse <i>Outdoor clothing retailer</i>	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	Four Communications <i>Marketing and communications agency</i>	Central London	30%	27.1	70.6	318	Dec 18	Operates in more than 30 countries worldwide through its own affiliate network
196	iKas International <i>Recruitment consultancy</i>	Central London	29%	21.7	34.5	53	Dec 18	Has offices in London, Hong Kong, Singapore, Sydney and New York
197	Croxsons <i>Glass bottle supplier</i>	Southwest London	29%	9.7	27.1	28	Aug 18	Has operations in New Zealand, Australia and America, and sells to 50 markets worldwide
198 [130]	Pricecheck <i>Consumer goods supplier</i>	Sheffield	29%	37.2	81.6	155	Apr 19	Exports its range of 5,000 fast-moving consumer goods to 82 countries
199 [178]	Seasalt Cornwall <i>Clothing retailer</i>	Cornwall	29%	3.7	65.7	903	Feb 19	Plans to launch websites in Germany and America this spring
200 [175]	CT Automotive <i>Automotive parts supplier</i>	Portsmouth	29%	58.6	86.9	2,668	Dec 18	Supplies parts for 70% of electric vehicles produced for the global market

* Supplied by the company

† Annualised figure