

International Track 200 regional press release

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NINETEEN COMPANIES IN THE NORTHWEST 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.

The 19 companies headquartered in **the Northwest** include **six new entrants to the league table**. These regional stars have grown their international sales by an average of 68% a year over the last two years to a total of £1.2bn. Together they employ more than 10,500 people.

The region's top-ranked company is **Project One** (in the top 3 nationally), which features for the second consecutive year. Helping companies such as BAE Systems, AstraZeneca and Liberty Global with complex change and business transformation processes, its international sales grew at an average of 279% per year over its last two years, reaching £8.1m in 2018, on total sales of £30.8m.

Accrington, in Lancashire, is home to production machinery manufacturer **Emerson & Renwick** – which features on the league table for the first time. The company was founded in 1918, and makes wallpaper printing machinery and machines that print electronic devices, such as thin-film transistors. Its international sales grew an average of 51% over its last two years.

Manchester-based online retailer **The Hut Group** features on the league table for the seventh time. The company's brands include Myprotein and lookfantastic, and it sells health and beauty products via 178 group websites. International sales in 2018 reached £607.9m, the largest number on the league table, on total sales of £915.8m, growing an average of 39% over its last two years.

The companies in the Northwest 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, 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 six new entrants in the Northwest 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 Northwest 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
Holmes Chapel, Cheshire	In top 3 [24]	Project One Business consultancy	279%	8.1	30.8	101	Dec 18	Developed a platform to enable Belgian firm Telenet to digitise its operations
Crewe, Cheshire	38 [65]	Phoenix Cellular Mobile phone distributor	80%	*39.3	*53.3	65	Oct 19	Supplies more than 30,000 handsets a month to European buyers
Winsford, Cheshire	75	ASM Technologies IT channel provider	55%	7.9	53.1	74	Mar 19	Has offices in Dusseldorf and Paris, and exports to 36 countries worldwide
Wilmslow, Cheshire	187 [128]	County Milk Products Dairy ingredients supplier	31%	60.5	252.8	92	Dec 18	Exports dairy ingredients to Europe and further afield
Manchester, Greater Manchester	19 [27]	Arlington Industries Group Components supplier	113%	69.7	183.8	1,072	Mar 19	Acquired a thermostat business from American company BorgWarner for a reported €24m in 2019
Manchester, Greater Manchester	36 [8]	St Pierre Groupe Bakery products provider	81%	35.3	69.5	27	Dec 18	Its products are stocked in 20,000 stores worldwide, with 50% of its distribution in America
Manchester, Greater Manchester	70 [45]	Oliver James Associates Recruitment consultancy	59%	66.3	118.4	358	Dec 18	Has 12 offices across Europe, America and the Asia-Pacific region
Salford, Greater Manchester	93	Edge Worldwide Logistics Logistics services broker	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
Manchester, Greater Manchester	106 [177]	Amoria Bond Recruitment consultancy	46%	51.9	68.1	133	Nov 18	Trades in more than 40 countries from bases in the UK, Netherlands, Germany and Singapore
Manchester, Greater Manchester	120	M247 Internet and cloud services	43%	11.3	60.0	258	Mar 19	Works with more than 10,000 customers across 110 countries
Manchester, Greater Manchester	146 [63]	The Hut Group Online retailer	39%	607.9	915.8	4,531	Dec 18	Operates 178 localised websites, selling goods in 169 countries
Manchester, Greater Manchester	152 [123]	Peninsula Employment law consultancy	37%	105.8	270.6	2,747	Mar 19	Has 75,000 clients across the UK, Ireland, Australasia and Canada
Manchester, Greater Manchester	156	Cloud Technology Solutions Cloud IT developer	36%	8.1	26.1	113	Mar 19	Its software has moved the data of 11m users into the cloud across 83 countries
Manchester, Greater Manchester	190 [200]	MPM Products Pet food producer	31%	47.8	70.6	61	Dec 18	Exports to more than 50 markets globally, including America and China
Rochdale, Lancashire	28	Granada Material Handling Lifting equipment manufacturer	98%	12.0	27.4	125	Sep 18	Its cranes are used to lift offshore and onshore wind turbines in Europe

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Carnforth, Lancashire	34 [112]	Havwoods Hardwood flooring specialist	83%	8.2	52.9	146	Dec 18	Opened a showroom in Canada last year, adding to bases in Europe, America and Australia
Accrington, Lancashire	85	Emerson & Renwick Production machinery manufacturer	51%	34.2	36.4	169	Dec 18	Its new platform that prints electronic devices has been winning orders from America
Preston, Lancashire	111 [59]	Barron Wood Distribution Transport broker	45%	8.1	74.5	145	Oct 18	Has a Europe-wide network of more than 2,500 haulage vehicles
Preston, Lancashire	165	GBA Logistics services provider	35%	18.8	48.6	236	Dec 18	Opened Portuguese and German operations in 2017 to serve the automotive sector

*Supplied by company

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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