

International Track 200 regional press release

Thursday 13 February 2020



THIRTY-SIX COMPANIES IN THE SOUTHEAST 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 36 companies headquartered in **the Southeast** include **10 new entrants to the league table**. These regional stars have grown their international sales by an average of 58% a year over the last two years to a total of £1.4bn. Together they employ more than 20,000 people.

The region's top-ranked company is **Kingsbury** (No.9), which supplies the manufacturing sector with cleaning equipment and machine tools. Its international sales grew an average of 173% per year over two years to £5.4m in 2018, on total sales of £86.8m.

Havant, in Hampshire, is home to clothing retailer **FatFace** – which features for the first time with international sales of £15.7m in 2019, growing an average of 44% over two years, on total sales of £241.5m. The company has more than 240 shops across Britain, and is expanding in America where it now has 22 stores.

West Sussex-based books and media reseller **World of Books** features on the league table for the fourth time. The circular economy company recycles or resells more than 85m used books bought from charities or consumers every year. Its international sales grew an average of 41% per year over its last two years.

The companies in the Southeast 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 10 new entrants in Southeast 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 Southeast 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
Marston Moretaine, Bedfordshire	77 [100]	AC Group Construction services provider	54%	41.0	54.1	76	Mar 19	Working on data centres and office fit-outs across Europe
Wokingham, Berkshire	29	Invenio Business Solutions IT consultancy	96%	20.4	33.0	727	Mar 19	Winning contracts with tax authorities in Fiji and the Middle East boosted overseas sales
Hurley, Berkshire	49 [101]	Wireless Logic Technology platform provider	70%	*18.8	*67.4	154	Apr 19	Acquired one French and two Dutch 'Internet of Things' connectivity providers last year
Bracknell, Berkshire	74	Redwood Technologies Group Communications technology provider	56%	8.3	31.3	198	Dec 18	Its communication platform is used by hundreds of Japanese call centres
Reading, Berkshire	84 [56]	Austin Fraser Recruitment consultancy	52%	25.2	64.9	179	Feb 19	Opened offices in Hamburg and San Diego last year
High Wycombe, Bucks	66	Slush Puppie UK Frozen drinks distributor	60%	10.2	33.8	142	Dec 18	Says it has sold more than 175bn Slush Puppie cups in Europe since 1974
Milton Keynes, Bucks	68 [51]	Niftylift Lift manufacturer	59%	93.8	117.4	512	Dec 18	Sells through a dealer network spanning more than 60 countries
High Wycombe, Bucks	76 [47]	Origin Door and window manufacturer	55%	3.9	38.7	272	Dec 18	Manufactures hurricane-resistant doors and windows at its facility in Florida
Uckfield, East Sussex	69	Pureprint Group Printing services provider	59%	9.7	56.0	421	Dec 18	Printed 350,000 tickets and 45,000 programmes for the 2018 Ryder Cup in France
Brighton, East Sussex	192 [61]	Capital Hair and Beauty Hair products wholesaler	31%	4.0	53.9	516	Dec 18	Has made two acquisitions in Ireland, where it has five stores
Witham, Essex	24 [142]	Beta Pharmaceuticals Pharmaceuticals wholesaler	105%	5.7	40.2	83	Sep 18	Tanzania, the founder's native country, is a key export market
Harwich, Essex	43 [52]	Flying Trade Group Conglomerate	76%	19.6	152.6	815	Dec 18	Its world food products cater to Asian, Caribbean, African and Polish communities
Colchester, Essex	113 [80]	BULK POWDERS Sports nutrition brand	45%	22.5	43.1	164	Dec 18	Opened a distribution centre in Poland last year to supply customers in mainland Europe
Witham, Essex	136	Simarco Logistics services provider	41%	6.2	57.1	310	Dec 18	Delivers 250,000 consignments to 40 destinations across Europe every year

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Gosport, Hampshire	9	Kingsbury Machine tools wholesaler	173%	5.4	86.8	308	Dec 18	Set up a subsidiary in Dubai in 2018 to supply the Gulf region with machine tools
Hamble, Hampshire	53	Ancasta Group Boat retailer	67%	13.5	30.8	76	Aug 18	Sells yachts and powerboats from locations in Marseille, Mallorca, Andalucia and Barcelona
Basingstoke, Hampshire	83	Adare International Marketing services provider	52%	143.8	191.4	588	Dec 18	Has expanded across Latin America and now has operations in 65 locations worldwide
Eastleigh, Hampshire	90	Selwood Pump manufacturer	51%	8.2	83.7	573	Dec 18	Its pumps have been supplied to the Paris Métro expansion project
Havant, Hampshire	118	FatFace Clothing retailer	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
Segensworth, Hampshire	128	Vohkus Technology provider	42%	*†9.3	*†97.7	141	Jun 19	Norwegian cruise ship operator Fred. Olsen is among its international clients
Portsmouth, Hampshire	200 [175]	CT Automotive Automotive parts supplier	29%	58.6	86.9	2,668	Dec 18	Supplies parts for 70% of electric vehicles produced for the global market
Welwyn Garden City, Hertfordshire	65 [31]	Brogan Group Scaffolding contractor	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
Hertford, Hertfordshire	92 [54]	Smyle Creative agency	50%	16.6	26.6	74	Mar 19	Created a brand experience for Facebook at the World Economic Forum
Queenborough, Kent	51 [34]	Revolution Beauty Beauty products retailer	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
Dartford, Kent	73	Dormole Tool distributor	57%	26.0	232.9	990	Dec 18	Acquired two Irish distributors for an undisclosed sum in 2018
Lenham, Kent	143	Simms International IT distributor	40%	10.5	34.4	30	Dec 18	Ships more than 3m products a year all over the world
Dover, Kent	161 [198]	Priority Freight Logistics services provider	36%	*56.6	*80.1	197	Dec 18	Delivered 600kg of aircraft landing equipment from Toronto to Athens in just two days
Witney, Oxfordshire	58	Audley Travel Tour operator	66%	74.8	291.2	800	Dec 18	Demand from American travellers has grown after it opened an office in Boston in 2014
Oxford, Oxfordshire	59 [93]	Oxford Economics Economic research consultancy	65%	18.8	39.2	247	Jul 18	Compiles economic forecasts for more than 7,000 cities and regions worldwide

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Banbury, Oxfordshire	91 [116]	Silbury Food ingredients supplier	50%	6.2	58.9	35	Oct 18	Has a stake in Portuguese tomato processor HIT Group
Wantage, Oxfordshire	132	Purdicom Wireless network provider	41%	3.2	31.2	57	Dec 18	Says it is the largest distributor in the EMEA region for California firm Ruckus Wireless
Ockley, Surrey	48 [158]	SIAN Wholesale Consumer goods supplier	71%	23.5	40.7	28	Dec 18	Exports more than 4,000 products to 65 countries
Reigate, Surrey	82 [127]	ACC Aviation Aviation services provider	53%	129.8	135.3	41	Dec 18	Helped fly hundreds of fans to Madrid for the UEFA Champions League final last year
Woking, Surrey	157 [88]	Ambassador Theatre Group Live entertainment operator	36%	235.2	443.2	5,414	Mar 19	Operates more than 10 venues in America and five in Germany
Guildford, Surrey	188	Solventis Solvent distributor	31%	165.7	219.5	45	Dec 18	Operates a state-of-the-art storage, blending and distribution facility in Antwerp
Goring by Sea, West Sussex	131	World of Books Books and media reseller	41%	22.9	64.0	568	Oct 18	Recycles or resells more than 85m books a year and exports to over 190 countries

*Supplied by 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.

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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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