

# International Track 200 regional press release

Thursday 13 February 2020



## ELEVEN COMPANIES IN YORKSHIRE 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.

The 11 companies headquartered in **Yorkshire** include **two new entrants to the league table**. These regional stars have grown their international sales by an average of 54% a year over the last two years to a total of £320m. Together they employ more than 4,500 people.

The region's top-ranked company is **High Street TV** (No.8), which sells own-brand and branded products on its TV channels as well as over the phone, online and through retailers. Its international sales reached £17.6m in 2018, on total sales of £66.4m, growing at an average of 175% per year over its last two years.

Bridlington, in East Yorkshire, is home to food supplement manufacturer **Bee Health** – which features for the first time with annualised international sales of £1.6m in 2018, on annualised total sales of £29.4m. The company produces 100m own-brand and white label capsules and tablets a week, and sells to more than 40 countries. Its overseas sales grew an average of 33% per year over three years.

Halifax-based safety barrier manufacturer **A-Safe** features on the league table for the fourth time. The company's distinctive bright yellow safety barriers are used in factories by the likes of BMW and Unilever, and have been installed at more than 30 international airports. Its overseas sales grew at an average annual growth rate of 41% over two years.

The companies in Yorkshire 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 two new entrants in Yorkshire 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 Yorkshire 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
Hessle, East Yorkshire	100 [16]	<b>John Good</b> Logistics and corporate travel	48%	13.8	92.4	312	Dec 18	Operates from 13 UK locations as well as Turkey, China and mainland Europe
Bridlington, East Yorkshire	176	<b>Bee Health</b> Food supplement manufacturer	33%	†1.6	†29.4	302	Dec 18	Ships health food supplements to more than 40 countries from its factory in Bridlington
Harrogate, North Yorkshire	8 [7]	<b>High Street TV</b> TV shopping channel	175%	17.6	66.4	119	Dec 18	Its Pressure King Pro pressure cooker and Squat Magic fitness machine are popular in Japan
Sheffield, South Yorkshire	172 [163]	<b>Cooper &amp; Turner</b> Industrial fastener manufacturer	33%	59.7	76.5	422	Feb 19	Acquired French bolt manufacturer Beck Industries in 2019
Sheffield, South Yorkshire	198 [130]	<b>Pricecheck</b> Consumer goods supplier	29%	37.2	81.6	155	Apr 19	Exports its range of 5,000 fast-moving consumer goods to 82 countries
Huddersfield, West Yorkshire	44	<b>Buy It Direct</b> Online retailer	75%	14.3	248.8	617	Mar 19	Its Irish website has driven overseas sales of its consumer goods
Bradford, West Yorkshire	95 [113]	<b>Specialist People Services</b> Recruitment consultancy	50%	†16.0	†74.1	219	Mar 19	Launched in Australia in 2012 and now has six offices in the country
Mirfield, West Yorkshire	130 [91]	<b>John Cotton Group</b> Bedding manufacturer	41%	62.2	217.3	1,493	Mar 19	Opened a factory in Poland in 2018
Halifax, West Yorkshire	133 [76]	<b>A-Safe</b> Safety barrier manufacturer	41%	44.4	52.3	391	Dec 18	Its safety barriers have been installed in more than 30 international airports
Leeds, West Yorkshire	147	<b>Ligentia</b> Supply chain manager	38%	47.4	102.9	339	Dec 18	Has subsidiaries across four continents, including in China, Australia, Vietnam and South Africa
Keighley, West Yorkshire	179 [197]	<b>Brook Taverner</b> Clothing supplier	33%	6.4	32.2	135	Dec 18	More than 90% of its exports go to European markets, such as France and Germany

†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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