

Tech Track 100 national press release

TWENTIETH YEAR

Sunday 6 September 2020



BRITAIN'S FASTEST-GROWING PRIVATE TECH COMPANIES REVEALED IN SPECIAL COVID-19 EDITION

Published today, the 20th anniversary Sunday Times Sage Tech Track 100 league table ranks Britain's private technology, media and telecoms (TMT) companies with the fastest-growing sales – before Covid-19 struck.

The 100 companies grew their sales on average over the last three years by 94% a year to a total of £2.8bn, before the Covid-crisis struck. They employ 21,500 staff, having added 16,000 employees over the period; and at least 50 of the companies have increased their workforce since March 2020, although some others have made redundancies.

The companies include seven “unicorns” valued at \$1bn or more, with two providing medical support in response to the pandemic — mobile healthcare app **Babylon Health**, which launched a Covid-19 care assistant, and **Oxford Nanopore**, which developed a saliva-based test that returns results in one hour and was rolled out by the UK's Department of Health in August (see further examples of health and medtech firms on page 3).

The top spot on the league table goes to London-based fintech unicorn **Revolut**, which provides digital banking services. Launched in 2015, it is the first company to retain the No 1 spot, after securing the same rank last year. It was valued at \$5.5bn at its latest fundraising in July, and has raised a total of \$917m in funding from the likes of Balderton Capital and Index Ventures. It grew sales an average 310% pa over three years, to £162.7m in 2019.

The **Tech Track 100** is sponsored by **Sage**, **Barclays**, **BDO**, **BGF** and **N+1 Singer**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Paul Struthers, managing director, UK & Ireland at Sage, commented:

“Being tuned into the drumbeat of the UK's tech innovation is in our blood and it is fantastic to see the companies on this year's league table thriving despite the challenging environment. The Tech Track 100 is a great platform for us to support and showcase the next generation of the country's brilliant tech businesses.”

The ten fastest-growing companies on The Sunday Times Sage Tech Track 100 league table

Rank [2019 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [†]	Comment
1 [1]	Revolut Digital banking services provider	East London	310%	162.7	1,289	Dec 19	Launched in America on the same day that the UK locked down
2	Football Index Football trading platform	Central London	306%	*45.1	64	Dec 19	Paid out double cash dividends to its traders during lockdown
3	Tessian Email security provider	Central London	238%	*9.0	165	Mar 20	Its platform helped block opportunistic phishing attacks seeking to exploit Covid-19
4 [7]	Pollen Experience marketplace	Central London	233%	*44.8	400	Dec 19	With restrictions on travel and events, it has boosted sales by selling experiences for 2021
5	VoCoVo Retail communication provider	Oxfordshire	221%	*13.0	40	Dec 19	Is offering discounts to the NHS on its PPE-compatible headsets which help teams communicate

Rank [2019 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
6	Bark.com <i>Professional services marketplace</i>	Central London	183%	*17.9	43	Dec 19	Its online platform is offering new services such as Covid-19 deep cleaning and remote workout sessions
7	Elvie <i>Female health technology developer</i>	Central London	183%	*19.8	81	Dec 19	Offered discounts to key workers and kept women informed with health advice on Instagram
8	Whalar <i>Marketing technology</i>	Central London	181%	*5.5	80	Dec 19	Says its 5,000 influencers have helped spread social distancing guidance on social media
9	Elder <i>Elderly care platform</i>	Central London	178%	*5.0	87	Mar 20	Has grown by 22% during the pandemic, and says its Covid-19 mortality rate is 83% lower than care homes'
10 [6]	Lendable <i>Consumer lending platform</i>	Central London	166%	*32.2	54	Dec 19	Recently launched its first credit card, with car finance soon to follow

‡ Financial year end of latest available accounts

* Supplied by company

20th ANNIVERSARY

This is the 20th anniversary of **The Sunday Times Sage Tech Track 100** and it has featured many of Britain's most successful private tech companies, including 23 "unicorns". Past stars include **Ocado**, which first appeared in 2006 with sales of £143m, and is now valued at £19bn; **Just Eat**, which first appeared in 2011 with sales of £19m, and earlier this year completed a £6bn merger with Takeaway.com; and **THG**, which first appeared in 2007 with sales of £5.7m, and plans an IPO this month valued at £4.5bn.

Since its launch, a total of 1,200 companies have featured on **Tech Track 100** and our **10 Tech Track Ones to Watch**, with 390 merging or being acquired, 50 floating on stock markets; and 100 going bust – less than 10%, whereas according to the Office of National Statistics over half of companies go bust within four years. The two spectacular failures have been **Wonga** and **VE Interactive**.

The vital statistics of the league table companies have changed significantly over the 20 years, including:

- 38 companies are **online and/or app-based**, vs only two online recruitment firms on the first list which pre-dated the smartphone
- 77 firms on this year's table have been funded by **VCs/business angels**, almost double the 41 on the first list
- A record number of 12 **health and medtech** companies, vs 6 in the first year
- **Fintech** firms are down to 11, from a record 24 last year and 13 in the first year
- 60 directors and shareholders of 42 Tech Track 100 alumni appeared on the latest **Sunday Times Rich List**, with combined wealth of £60bn

EXAMPLES OF POSITIVE RESPONSES TO COVID-19

Health and medtech: Six of the record 12 health and medtech companies appearing are helping to develop a Covid-19 vaccine, tests and treatments to increase patient survival rates. In addition to **Babylon Health** (No 13) and **Oxford Nanopore** (No 20); other examples include biopharma developer **Kymab** (No 87), which is collaborating with the Bill & Melinda Gates Foundation to test a number of potential vaccines; and **EUSA Pharma** (No 59), whose Siltuximab drug was given regulatory approval in the US in July for a stage 3 clinical trial treating patients with Covid-19, after showing increased patient survival rates.

Data analytics: Tools developed by the companies have helped inform critical decisions during the pandemic. Dashboards, models and simulations developed by **Faculty** (No 33) provided accurate and up-to-date information used by decision-makers in the NHS and government, while AI software developed by **Exscientia** (No 31) has been used by pharmaceutical companies to discover new drugs, including coronavirus treatments.

Enabling remote working: Examples of companies helping people work from home, and likely to enable longer-term change to working patterns, include video conferencing platform **StarLeaf** (No 85), and **Sipcom** (No 77), which has built a proprietary platform that enabled staff at the Home Office and UBS to work from home.

FURTHER FINDINGS

Growth capital fundraising: 15 companies have completed fundraisings this year, as investors continue to fund the technology sector, despite the challenges of Covid-19. For example, **Revolut** (No 1), which, after a \$500m Series D funding round in February, held on to its \$5.5bn valuation in a subsequent \$80m funding extension in July, led by US private equity firm TSG Consumer Partners. Others include specialist insurance platform **Bought By Many** (No 30), which raised £78m in May led by FTV Capital, and ID verification software developer **Onfido** (No 32), which raised \$100m in April in a round led by TPG Growth, an early investor in Airbnb.

Serial entrepreneurs: 35 companies on this year's league table are run by serial entrepreneurs. These include internet services provider **Hyperoptic** (No 66), where co-founders Dana Tobak, 51, and Boris Ivanovic, 50, also founded Be Broadband, which was sold to O2 for £50m in 2006. Several of this year's entrepreneurs also founded Tech Track 100 alumni, for example Andrew Michael, 40, who set up web hosting firm Fasthosts before co-founding services marketplace **Bark.com** (No 6).

BAME entrepreneurs: There are seven companies founded and run by BAME entrepreneurs. Examples include personalised stationery retailer **Papier** (No 28), where Taymoor Atighetchi, 31, is founder and chief executive, and digital development services provider **AND Digital** (No 78), which is led and founded by Paramjit Uppal, 52.

There are no black entrepreneurs featuring this year. Notable black alumni include Ismail Ahmed, 60, co-founder and executive chairman of **WorldRemit**, which featured on Tech Track 100 for four consecutive years between 2016 and 2019. It was valued at \$900m last year, when it raised \$175m from TCV, Accel and Leapfrog.

Regions: A record 62 companies are headquartered in London, followed by the southeast (10). Of the remainder, eight are based in the northwest. There are five each in the east of England and Yorkshire, four in the Midlands, three in Scotland, two in the northeast and one in the southwest.

Industries: There is a good spread of industries represented, with five having 10 or more companies. The most dominant is B2B software (24). Examples include anti-money laundering software providers **ComplyAdvantage** (No 18) and **SmartSearch** (No 99), as well as data analytics provider **Quantexa** (No 14).

See Appendix I for the full SUNDAY TIMES SAGE TECH TRACK 100

The full league table is published today as a 12-page supplement within the business section of **The Sunday Times**, both in print and in the digital edition, and on www.fasttrack.co.uk.

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THE SUNDAY TIMES 10 TECH TRACK ONES TO WATCH (see Appendix II)

The 10 Tech Track Ones to Watch features 10 promising companies that did not meet the criteria of the league table, but have either achieved or are forecasting strong sales growth, have innovative technologies, and have raised significant venture capital investment.

This year's 10 Ones to Watch companies include care services platform **Cera**, which uses AI to help detect health issues in the elderly, reducing hospital admissions; and data privacy software developer **Privitar**, which develops software to anonymise sensitive customer data for clients including HSBC and BT, and has raised £118m from investors including Accel.

Past Ones to Watch 10 companies include **Deliveroo**, **Revolut**, **SwiftKey** and **Zoopla**.

THE SUNDAY TIMES BGF 10 GREEN TECH TO WATCH (see Appendix III)

The inaugural 10 Green Tech to Watch is sponsored by BGF, the growth capital firm, and features 10 companies that are developing technology to help mitigate or reverse the effects of human activity on the environment.

This year's 10 Green Tech to Watch companies include lithium-sulphur battery manufacturer **OXIS Energy**, which says its products pack in five times more energy than lithium-ion batteries, and is backed by investors including Brazilian private equity firm Aerotec and South Africa's Sasol; and carbon capture technology developer **Carbon Clean**, which says its process removes more than 90% of carbon dioxide from industrial emissions, and secured investment from US investor Chevron and Norwegian Equinor Ventures.

ENDS

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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 of The Sunday Times Sage Tech Track 100

The Tech Track 100 adopts the London Stock Exchange's techMARK definition of a technology company as one that shows a 'commitment to innovation, research and product development' and operates in sectors including software, internet, telecoms and biotech.

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 in sales over the latest three years.

Annualised sales had to exceed £250,000 in the base year (2016 or 2017) and £5m in the latest year (2019 or 2020). Companies did not need to be in profit. Trading weeks in the base and latest years have to exceed 25.

Where available, sales for online platforms (including energy, tickets, gaming, consumer goods and services) are net of the cost of goods and services sold, media agencies' sales are net of advertising spend on behalf of clients, and we do not accept gross written premiums for insurance companies' sales. IT consultancies and IT services companies are required to generate a significant proportion of their sales from proprietary technologies.

Excluded companies include payday lenders, computer resellers and companies that are equal joint ventures, or majority-owned by quoted or other companies.

The research was carried out by Fast Track principally between March and August 2020. Most of the companies were interviewed by telephone or met via video calls with the Fast Track research team.

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BDO is a leading globally focussed business advisory firm known for helping people and businesses succeed. Our technology & media team provides advice and support to high growth technology companies throughout their business lifecycle from start-up, through to fund-raising, international expansion, M&A activities and exit. Our specialists enjoy working together in a dynamic and evolving sector, with the knowledge and experience to develop solutions for local market issues, as well as advising on strategic international matters.

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BGF

BGF was set up in 2011 and has invested more than £2.2bn in over 330 companies, making it the most active investor in the UK. BGF is a minority, non-controlling equity partner with a patient outlook on investments, based on shared long-term goals with the management teams it backs. BGF invests in growing businesses in the UK and Ireland through its network of 16 offices.

www.bgf.co.uk

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N+1 Singer

N+1 Singer is a leading independent investment bank, dedicated to advising and funding ambitious UK growth companies. The firm has banking professionals with long-term experience serving companies throughout their life cycles – from early stage, growth companies to established multinational corporates. In the last two years, N+1 Singer has raised more than £2 billion for clients in private and public capital markets.

N+1 Singer has supported a number of companies on the Tech Track 100 league table over the years, including the IPO and acquisition of FreeAgent, and the IPO of essensys plc in 2019.

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Appendix I: The 2020 Sunday Times Sage Tech Track 100 league table

Rank [2019 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [†]	Comment
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3	Tessian <i>Email security provider</i>	Central London	238%	9.0	138	Mar 20	Its platform has helped prevent and block opportunistic “phishing” attacks seeking to exploit Covid-19
4 [7]	Pollen <i>Experience marketplace</i>	Central London	233%	*44.8	400	Dec 19	With restrictions on travel and events, it has boosted sales by selling experiences for 2021
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7	Elvie <i>Female health technology developer</i>	Central London	183%	*19.8	81	Dec 19	Offered discounts to key workers and kept women informed with health advice on Instagram
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10 [6]	Lendable <i>Consumer lending platform</i>	Central London	166%	*32.2	54	Dec 19	Recently launched its first credit card, with car finance soon to follow
11	Qmee <i>Consumer insight platform</i>	Reading	162%	*7.0	15	Dec 19	Its technology helped firms gauge public appetite for a return to travel after the pandemic
12	Paddle <i>E-commerce software developer</i>	Central London	160%	*†7.7	119	Dec 19	Its staff were given a budget to create their own home offices when it transitioned to remote working
13	Babylon Health <i>Mobile healthcare app</i>	Central London	154%	*14.8	1,800	Dec 19	Launched a Covid-19 feature on its app to disseminate government advice and allow users to check symptoms
14	Quantexa <i>Data analytics provider</i>	Central London	141%	*17.5	209	Mar 20	Adapted its software to detect new types of fraud and money laundering that emerged during the pandemic
15	Bboxx <i>Solar technology developer</i>	West London	140%	*17.9	601	Dec 19	Introduced a “crisis energy” scheme for customers falling behind on payments due to the pandemic
16	OakNorth Bank <i>Business finance provider</i>	Central London	139%	104.3	96	Dec 19	Since UK lockdown began, it has approved an average of £100m in new loans every month
17	Mindful Chef <i>Meal kit delivery services</i>	South London	137%	*14.6	40	Dec 19	Launched the “Care Box” during lockdown — the UK’s first next-day delivery recipe box

Rank [2019 rank]	Company <i>Activity</i>	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
18 [16]	ComplyAdvantage <i>Anti-money laundering software</i>	Central London	127%	*10.6	269	Mar 20	Its platform is helping customers combat a rise in online criminal activity during the pandemic
19	OXGENE <i>Biotechnology</i>	Oxford	126%	*6.0	85	Apr 20	Collaborating with the Native Antigen Company to scale up production of Covid-19 antigens
20 [5]	Oxford Nanopore Technologies <i>DNA analysis technology</i>	Oxford	126%	*52.1	466	Dec 19	Has developed a low-cost and scalable test for Covid-19, which gives results in one hour
21 [36]	Matillion <i>Data transformation software</i>	Altrincham	120%	*13.8	200	Dec 19	The state of Connecticut used its data tools to inform public health decisions during Covid-19
22	Moteefe <i>Custom merchandise platform</i>	Central London	118%	*15.5	70	Dec 19	Claims that new merchandise designs can be created in less than 60 seconds
23	Signal AI <i>Media intelligence platform</i>	Central London	115%	*7.8	149	Mar 20	Added a free Covid-19 feature to its platform to detect relevant and trustworthy information on the virus
24 [10]	Rebound Returns <i>E-commerce returns technology</i>	Telford	113%	*27.3	44	Dec 19	Online businesses used its technology to make returns easier during lockdown
25	TelcoSwitch <i>Telephony platform</i>	North London	110%	*5.0	28	Dec 19	Its mobile and desktop apps helped staff at SMEs communicate while working remotely
26 [12]	SPOKE <i>Online menswear supplier</i>	West London	109%	*8.3	36	Oct 19	Raised £8.5m from BGF in October last year to support its expansion into America
27	Triptease <i>Direct hotel booking platform</i>	Central London	107%	*9.8	100	Dec 19	Published guides and videos on how to safely reopen hotels after lockdown
28	Papier <i>Personalised stationery retailer</i>	Central London	105%	*10.4	65	Apr 20	Offered half-price reprints of wedding invitations if event details had to change
29	Centrip <i>Treasury management platform</i>	Central London	101%	5.0	46	Sep 19	Helped music industry associations overcome challenges posed by travel and mass event restrictions
30 [37]	Bought By Many <i>Specialist insurance platform</i>	Central London	96%	17.2	154	Mar 20	Offered its customers video calls with vets during the pandemic to help their pets receive treatment
31	Exscientia <i>AI-driven drug discovery</i>	Oxford	96%	9.1	43	Dec 19	Says it is the first company to use AI to design a drug that has entered human clinical trials
32 [8]	Onfido <i>Identity verification software</i>	Central London	96%	*27.6	340	Dec 19	Is providing its platform for free to non-profit and charitable organisations during the pandemic
33 [22]	Faculty <i>AI software provider</i>	Central London	95%	*9.1	118	Mar 20	Helped NHSX with its data response to the Covid-19 pandemic
34	Trouva <i>Online boutique marketplace</i>	Central London	94%	*7.3	76	Jul 20	Enabled 70% of its boutique partners across Europe to continue trading during lockdown
35	Bluewater Bio <i>Water treatment provider</i>	Central London	94%	9.5	19	Sep 19	Commissioned six project upgrades during lockdown, resulting in cleaner water in the Midlands and northwest

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36 [25]	Featurespace Analytics software developer	Cambridge	93%	*17.7	242	Dec 19	Its technology has helped protect vulnerable people from online fraud during the pandemic
37 [24]	Fruugo Online shopping platform	Cumbria	91%	*10.3	44	Dec 19	Its sales increased around 200% in the first few months of the pandemic
38 [17]	OTA Insight Hospitality technology provider	Central London	89%	*17.2	200	Dec 19	Its technology supported hotel groups to reopen after lockdown
39 [26]	Monterosa Audience interaction platform	Central London	89%	*10.3	80	Mar 20	Its platform helped audiences of a German TV show express opinions on the Covid-19 crisis in real time
40 [42]	Azuri Technologies Solar technology developer	Cambridge	88%	*12.4	100	Dec 19	Its solar panel systems have helped rural children in Kenya access educational content during the pandemic
41 [45]	Gousto Meal kit delivery services	West London	86%	82.5	411	Dec 19	Launched a “food-finder directory” during lockdown to help small UK food businesses find local customers
42	Firesprite Video games developer	Liverpool	81%	*6.2	107	Oct 19	Is growing its team by focusing on experienced developers and recent graduates
43 [63]	Endomag Medical device developer	Cambridge	80%	*9.0	29	Dec 19	Provided free products worth £150,000 for the NHS to continue essential cancer treatments during Covid-19
44	GOTO Group Property management platform	Oxfordshire	80%	*6.4	44	Mar 20	Its online auction service saw a record increase in property listings during April
45	Fleetondemand Corporate mobility platform	West Yorkshire	80%	*16.2	35	Dec 19	Recently launched its services in France and Germany despite difficult trading conditions
46	Person Centred Software Social care software	Guildford	78%	*6.3	39	May 20	Made its video call and messaging portal free of charge to keep residents and their families connected
47 [3]	Global-e Cross-border e-commerce solutions	Central London	78%	*46.4	35	Dec 19	Says its e-commerce customers' cross-border sales increased by 101% after the onset of the pandemic
48 [72]	Hutch Mobile games developer	Central London	78%	15.1	75	Sep 19	Expanded its calendar of live events in games to keep players entertained during lockdown
49	SoPost Online product sampling	Newcastle- Upon-Tyne	77%	*5.3	34	Sep 19	Says the coronavirus pandemic has changed the rules of product sampling
50 [32]	Ogury Mobile advertising technology	East London	77%	*83.1	380	Dec 19	Has launched a campaign to encourage smartphone users to clean their devices to help combat Covid-19
51 [47]	Giacom Cloud services provider	Hull	75%	35.5	63	Jul 19	Helped small businesses during the pandemic by offering its latest cloud server product free of charge
52 [21]	Lending Works Consumer lending platform	Central London	75%	*7.6	42	Dec 19	Added an automated payment holiday feature to its platform to support its loan customers
53	Thunderhead Customer service software	Central London	74%	*7.6	130	Jan 20	Set up a Covid-19 task force to support brands in identifying their key workers and most vulnerable customers

Rank [2019 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
54	Adludio <i>Mobile advertising technology</i>	Central London	73%	*7.7	65	Dec 19	Made remote working permanent after a successful period of working from home during lockdown
55 [38]	Checkout.com <i>Payment services provider</i>	Central London	73%	*114.7	750	Dec 19	Says the pandemic has boosted sales by accelerating the shift towards online payments
56	EnerQuip <i>Oil field equipment manufacturer</i>	Aberdeen	73%	*11.0	61	Dec 19	Has seen an increase in demand this year as oil and gas companies need to make cost savings
57	COPA90 <i>Digital football community</i>	Central London	73%	*16.0	50	Dec 19	Built a clubhouse in Paris for the 2019 Women's World Cup — the only site in the city to show every game
58 [54]	Darktrace <i>Cyber-security developer</i>	Cambridge	73%	*158.0	1,240	Jun 20	Its AI has detected and countered multiple malicious attacks associated with Russian hacker group Evil Corp
59	EUSA Pharma <i>Biopharmaceuticals developer</i>	Hemel Hempstead	70%	92.6	115	Dec 19	Received FDA approval for its Siltuximab drug trial, which has shown increased survival rates for Covid patients
60	ExcelRedstone <i>IT infrastructure provider</i>	Central London	69%	*†112.8	661	Dec 19	Its expertise in data centre infrastructure is supporting remote working during the pandemic
61 [41]	GoCardless <i>Payment services provider</i>	Central London	68%	*29.3	322	Dec 19	Published its cost-cutting measures in response to the Covid-19 crisis to support other firms
62 [80]	ENSEK <i>Energy software developer</i>	Nottingham	68%	*12.4	175	Mar 20	Launched energy comparison platform Tickd during the pandemic to help small businesses lower costs
63	Spectrum Medical <i>Medical device developer</i>	Gloucester	66%	*33.1	144	Dec 19	Its life support systems have been used to treat critically ill Covid-19 patients
64 [52]	TransferWise <i>International payments provider</i>	Central London	66%	*302.6	2,200	Mar 20	Is waiving fees on donations made through its platform to organisations researching a vaccine for Covid-19
65 [40]	Hyperdrive Innovation <i>Battery technology developer</i>	Sunderland	66%	*7.5	43	Mar 20	Maintained production of its hi-tech lithium battery systems throughout the pandemic
66 [51]	Hyperoptic <i>Internet services provider</i>	West London	65%	*39.2	1,179	Dec 19	Its broadband engineers were classified as key workers during the pandemic
67 [27]	Lockwood Publishing <i>Mobile games developer</i>	Nottingham	64%	*22.7	124	Mar 20	Its flagship Avakin Life game hit 1.4 million daily active users during lockdown
68 [59]	BigChange <i>Workforce management software</i>	Leeds	62%	*15.2	140	Dec 19	Developed new software, such as no-touch signatures, to help its clients adapt to Covid-19
69 [11]	ClearScore <i>Credit management app</i>	South London	61%	*55.7	230	Dec 19	Helped more than three million people in the UK manage their finances in June
70 [35]	Byte <i>Marketing technology</i>	Central London	61%	12.0	120	Dec 19	Continued to create new content during lockdown, including a Snoop Dogg Snapchat lens for Just Eat
71	Exclaimer <i>Email signature software developer</i>	Hampshire	60%	*17.5	89	Sep 19	Its software is used by Buckingham Palace to manage signatures on staff emails

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72	MUBI <i>Online streaming service</i>	Central London	60%	*9.6	77	Dec 19	Subscriptions doubled during lockdown and viewing figures have tripled compared to last year
73	Buddi <i>Remote people monitoring</i>	Hertfordshire	58%	*16.3	143	Dec 19	Awarded NHSX TechForce19 funding to help councils stay in contact with vulnerable individuals during lockdown
74 [57]	SuperAwesome <i>Children's privacy protection</i>	Central London	58%	*40.3	170	Dec 19	Its moderated content-sharing platform is helping children discuss their reactions to Covid-19
75 [84]	Godel Technologies <i>Software developer</i>	Manchester	58%	*35.6	1,170	Dec 19	Delivered 180 pieces of PPE to a school in Belarus, where it has six locations
76 [44]	gohenry <i>Children's pre-paid card service</i>	Central London	57%	*12.8	117	Dec 19	Says online spending on its debit card for children rose 65% in the first two weeks of the lockdown
77	Sipcom <i>Communications service provider</i>	Central London	57%	*12.5	37	Mar 20	Its technology was used by more than 50,000 central government staff to work remotely
78	AND Digital <i>Digital development services</i>	Central London	56%	43.0	447	Dec 19	Launched weekly webinars to help companies adjust to remote working
79 [83]	Student Beans <i>Student loyalty network</i>	North London	56%	*10.0	130	Jun 20	Its insights into students' experience of the pandemic helped brands on its platform better target services
80	disguise <i>Live event technology provider</i>	Central London	56%	*34.6	109	Dec 19	Waived subscription fees on its software to help customers during the pandemic
81	FourNet <i>IT consultancy</i>	Manchester	55%	26.5	92	Jun 19	Helped 6,000 staff at the Bank of England move to home working within two weeks
82	Waracle <i>Mobile app developer</i>	Dundee	55%	*11.8	88	Dec 19	Developed a mobile opioid prescription app to enhance end-of-life pain relief
83 [76]	Brompton Technology <i>Video technology provider</i>	West London	54%	*12.0	40	Aug 19	Its LED screens can provide an alternative backdrop for film crews limited by social distancing restrictions
84	Grabyo <i>Cloud video platform</i>	Central London	54%	*5.1	59	Dec 19	Its video-editing platform helped Electronic Arts and the FA to broadcast e-sports during lockdown
85 [61]	StarLeaf <i>Video conferencing platform</i>	Watford	54%	*23.2	217	Dec 19	More than 50 NHS trusts use its video conferencing software
86	YourParkingSpace <i>Online parking platform</i>	Central London	54%	*9.5	35	Aug 19	Has offered free parking to NHS staff at more than 1,000 car parks
87	Kymbab <i>Biopharmaceuticals developer</i>	Cambridge	53%	8.7	183	Sep 19	Working with the Bill & Melinda Gates Foundation to use its technology to test potential Covid-19 vaccines
88 [9]	Reverse Media Group <i>Digital media publisher</i>	Central London	53%	*8.6	15	Jul 19	Is seeing a return to normality after losing advertisers due to budget restrictions during lockdown
89	Singletrack Systems <i>Capital markets software</i>	Central London	52%	6.7	53	Jul 19	Helped investment banking clients work remotely with free access to its mobile app

Rank [2019 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
90	Crisp Social media intelligence	Leeds	52%	14.8	133	Dec 19	Has helped governments and social media platforms combat the spread of fake Covid-19 news
91	Busuu Language learning platform	Central London	52%	16.6	82	Dec 19	Saw 50,000 new users sign up daily during the lockdown
92 [71]	ContactEngine Conversational AI technology	Central London	52%	7.9	71	Oct 19	Its technology helped broadband firms schedule home visits safely during lockdown
93	Sitekit Healthcare software developer	Isle of Skye	51%	*8.5	72	Mar 20	Reassigned employees to assist on the healthcare side of the business during the pandemic
94	VCG Communications service provider	Greater Manchester	50%	29.7	115	Mar 20	Set up the communications network at the NHS Nightingale hospital in Birmingham
95 [85]	MPB Photo equipment trading platform	Brighton	50%	*44.2	122	Mar 20	Its website features work from photographers documenting the impact of Covid-19
96 [14]	Decibel Customer experience technology	Central London	49%	*7.4	115	Jun 19	With more people shopping online, it says companies are even more focused on customer experience
97 [30]	In Touch Networks Professional networking platform	Manchester	49%	*11.4	115	Feb 20	Opened its first overseas office in Chicago and acquired a leadership consultancy last year
98	Igloo Vision Virtual reality technology developer	Shropshire	49%	*9.0	80	Mar 20	Its virtual reality environments are making university lectures more interactive
99 [86]	SmartSearch Anti-money laundering software	West Yorkshire	48%	*10.4	98	Dec 19	Its electronic facial recognition verification is helping firms avoid disruption caused by social distancing
100 [28]	Plan.com Communications provider	Isle of Man	48%	*57.3	91	Sep 19	Says it is operating business as usual since March, with customer support, suppliers and services unaffected

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure

Appendix II: The Sunday Times 10 Tech Track Ones to Watch

Our **10 Tech Track Ones to Watch** showcases promising companies that do not meet the criteria of the Tech Track 100 league table, but have either achieved or are forecasting strong sales growth, have innovative technologies, and have raised significant venture capital investment.

Company Activity	HQ location	Year end [‡]	*Latest sales £000	Staff	Founded
Aker Systems IT security provider	Oxfordshire	May 20	11,100	62	2017
Cera Care services platform	Central London	Dec 19	3,608	283	2016
CPOMS School safeguarding software	North Yorkshire	May 20	9,382	61	2018
Cuvva Flexible car insurance provider	Central London	Feb 20	†6,200	80	2014

Company Activity	HQ location	Year end [‡]	*Latest sales £000	Staff	Founded
Cycle Pharmaceuticals <i>Pharmaceuticals developer</i>	Cambridge	Dec 19	14,132	32	2012
Immersive Labs <i>Cyber-security skills platform</i>	Bristol	Dec 19	4,217	134	2017
Peak AI <i>AI system provider</i>	Manchester	Dec 19	2,196	100	2014
Popsa <i>AI-personalised photobook publisher</i>	Central London	Dec 19	7,331	20	2016
Privitar <i>Data privacy software developer</i>	Central London	Jan 20	6,052	190	2014
Rockley Photonics <i>Integrated optics platform</i>	Oxford	Dec 19	15,800	134	2013

* Sales have been provided by the companies

† Net sales

‡ Financial year end of latest available accounts

Appendix III: The Sunday Times BGF 10 Green Tech to Watch

Our **BGF 10 Green Tech to Watch** features companies that are developing technology to help mitigate or reverse the effects of human activity on the environment. The research was sponsored by BGF, which helped judge the finalists.

Company Activity	HQ location	Year end [‡]	*Latest sales £000	Funds raised	Staff	Founded
Aceleron <i>Reusable battery developer</i>	Birmingham	Dec 19	†c1,000	£2.9m	10	2016
Carbon Clean <i>Carbon capture technology developer</i>	Central London	Mar 20	1,508	£24.7m	17	2009
CoGen <i>Waste technology developer</i>	Stoke-on-Trent	Nov 18	†10,342	n/a	19	2014
EnvoPAP <i>Sustainable materials producer</i>	Central London	Mar 20	1,933	£0.8m	24	2015
Highview Power <i>Energy storage technology developer</i>	Central London	Dec 19	**10,000+	c£74m	40	2002
i2O Water <i>Smart water networks</i>	Southampton	Dec 18	3,124	£31m+	52	2005
Iceotope <i>Liquid cooling technology</i>	Sheffield	Dec 19	2,007	£14m	42	2012
Monodraught <i>Sustainable ventilation specialist</i>	High Wycombe	Dec 19	11,300	£2.7m	82	1974
OXIS Energy <i>Lithium-sulphur battery manufacturer</i>	Oxfordshire	Dec 19	2,288	£49m	80	2005
Whitefox Technologies <i>Industrial membrane solution developer</i>	Central London	Dec 19	5,687	£8.9m	29	2000

* Sales have been provided by the companies

** Includes a £10m UK government grant awarded in 2020 † Annualised

‡ Financial year end of latest available accounts