

Fast Track 100 national press release

Sunday 6 December 2020



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

Published today, the 24th annual **Sunday Times Virgin Atlantic Fast Track 100** league table ranks Britain's private companies with the fastest-growing sales – largely before Covid-19 struck.

The 100 companies, which includes well-known names such as brewers **BrewDog** and fitness clothing brand **Gymshark**, both valued at more than £1bn, grew their sales on average 73% a year over the last three years, to a total of £4.4bn.

The companies are all profitable, and together they employ 32,000 staff, having more than tripled their combined workforce over the three years. Despite the pandemic, more than two thirds of the companies (70) have recruited new staff since March, adding 3,500 jobs since Covid-19 struck.

This year's table includes 42 retailers – a Fast Track 100 record, and up from 31 last year – all of which sell online. They include **Cult Beauty** (No 67), which sells its beauty products exclusively online, and recorded sales of £123m to April this year; it is led by co-founder Alexia Inge, one of a record 28 women having founded or co-founded 26 businesses on this year's league table, up from only seven in 1997.

The top spot on this year's league table goes to **Glencar Construction**, set up in 2016 by Chris Gleave, 49, and Eddie McGillycuddy, 40, in 2016. Sales leapt from £610k in 2017 to an annualised £96.5m in the year to September, resulting in an average growth rate of 441% a year, a record for the table over its 24 years. Its rapid growth has been driven by building warehouses for online giants such as Ocado; and the company is currently building the Vaccines Manufacturing and Innovations Centre in Oxfordshire, which aims to be capable of producing 70m Covid-19 vaccines by the summer.

Past star alumni include chip designer **ARM**, which featured in 1997 with sales of £16.7m, floated the next year, and is in the process of being sold by Japan's Softbank to US technology giant Nvidia in a £31bn deal; and drinks maker **Fever-Tree**, which floated in 2014 at £154m and is now worth £3bn.

The Fast Track 100 is sponsored by **Virgin Atlantic**, **BDO**, **DHL Express** and **N+1 Singer**, and is compiled by **Fast Track**, the Oxford-based research and networking events firm.

Sir Richard Branson, founder of Virgin Atlantic and Virgin Group, which has supported Fast Track for all 24 years, said:

“While we are living in extremely uncertain and challenging times, there is one thing I am certain of: entrepreneurs are the dreamers, the doers, and the innovators that have the power to have a positive impact on society. There are so many inspiring examples of this on the Fast Track 100 league table showing this is just as true, if not more so, in 2020 as it ever has been.”

Britain's ten private companies with the fastest-growing sales on the Sunday Times Virgin Atlantic Fast Track 100

Rank [2019 rank]	Company Activity	HQ location	3-year annual sales growth	Sales £m	Staff	Year end ‡	Comment
1	Glencar Construction Construction contractor	St Albans	441%	†96.5	60	Sep 20	Is constructing the UK's Covid-19 Vaccine Manufacturing and Innovation Centre in Oxfordshire
2	Kubrick Group Data specialists provider	Central London	209%	*18.7	335	Jun 20	Plans to have five training programmes running by the new year, more than before the pandemic
3	National Care Group Care provider	Accrington	183%	*60.8	2,189	Mar 20	Provided skincare packs to its 2,000-plus care staff to deal with issues arising from wearing facemasks
4	Safe Fence Security fencing supplier	West Bromwich	182%	*8.9	11	Apr 20	Provided fencing to NHS Nightingale Hospitals and test centres during the pandemic

Rank [2019 rank]	Company Activity	HQ location	3-year annual sales growth	Sales £m	Staff	Year end ‡	Comment
5	Lounge Underwear Online lingerie retailer	Solihull	162%	*13.8	44	Mar 20	Says it has recruited 30 new employees since April as sales have tripled
6 [1]	Chilly's Bottles Reusable bottles brand	Central London	159%	*44.1	19	Jul 20	Donated £250,000 worth of its insulated bottles to NHS frontline workers in June
7	Huel Nutrition brand	Hertfordshire	131%	*71.6	120	Jul 20	Has recruited more than 30 staff since March, and launched its new "Hot & Savoury" range in September
8	So Energy Energy supplier	Central London	129%	*202.3	129	Mar 20	Began installing solar panels and batteries in customers' homes in June
9	Astrid & Miyu Jewellery designer and retailer	South London	123%	*7.6	61	Dec 19	Offered a 30% discount to NHS staff and teachers during the first national lockdown
10	Biotiful Dairy Kefir products maker	West London	121%	*10.9	21	Mar 20	Says demand has increased during the pandemic as consumers have become more health-conscious

‡ Financial year end of latest available accounts * Supplied by the company † Annualised figure

KEY FINDINGS:

Covid-19: Though economies have been hard hit by the pandemic, many of this year's companies are doing well. Seventy-four are forecasting increased sales for their next financial year, with an average 42% year-on-year growth. More than two thirds (70) said that they had employed more staff since March, creating a total of 3,500 new jobs.

E-commerce: Fourteen of this year's record 42 retailers have no physical stores, and generate 100% of their sales through e-commerce. The rise in e-commerce retailers on the league table is in line with the general trend – accelerated by Covid-19 – for people to shop online. The Office for National Statistics reported that 19% of retail sales took place online last year, which jumped to 31% in Q2 this year, and was 27% in Q3.

Diversity: Twenty-six of the companies were founded or co-founded by 28 women, and 14 companies were founded by 18 BAME entrepreneurs. Both are all-time highs for Fast Track 100, and represent a significant increase from the seven women- and four BAME-founded firms on the first Fast Track 100 in 1997.

Sustainability: Increased concern about the environment has led more than half (53) the companies on the table to initiate or adopt green schemes, such as Forest Stewardship Council certification, by achieving B Corp status, or by publicly committing to lowering their CO₂ footprint or use of plastic.

Geographical spread: The region with the most company HQs is London (31), followed by the southeast (19). The third most dominant region is the north of England – 18 companies are based there, with 10 in the northwest and eight in Yorkshire and the northeast. There are 16 companies based in the Midlands, up from only nine last year, five in Scotland, five in the east of England, three in the southwest, two in Wales, and one in Northern Ireland.

See Appendix i for the full league table

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

PLEASE CREDIT IN FULL: "SUNDAY TIMES VIRGIN ATLANTIC FAST TRACK 100"

THE SUNDAY TIMES 10 FAST TRACK ONES TO WATCH (see Appendix ii)

The 10 Fast 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.

This year's Ones to Watch include **Transcend Packaging**, a sustainable packaging manufacturer, which started making face visors during the pandemic and has now supplied more than 15m to the NHS. The list also features three food delivery services, including vegan meal supplier **Allplants**, which has raised a total of £14.3m from investors including Felix Capital, which backed Deliveroo.

Previous Ones to Watch companies include reusable bottles brand **Chilly's Bottles**, the top-ranked business on last year's Fast Track 100, as well as energy supplier **OVO Energy** and burger restaurant chain **Five Guys**.

See Appendix ii for the 10 Fast Track Ones to Watch.

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 24 years. The company was founded and is run by Dr Hamish Stevenson, who also retains an associate fellowship at Green Templeton College, Oxford University.

League table criteria

Companies were ranked by the compound annual growth rate in their sales over the latest three financial years.

They had to be registered in the UK and be independent, unquoted and ultimate holding companies.

Annualised sales had to exceed £250,000 in the base year and £5m in the latest year, and an increase in sales from penultimate to the latest year was required. Firms had to have 10 employees or more, and make an operating profit of at least £500,000 in their latest available accounts.

A minimum of 25 weeks' trading in their base and latest years was required. For accounting periods not equal to a year, financials have been presented on a pro-rated, annualised basis.

Recruitment firms, payroll services providers, energy firms and media agencies are required to have gross profits of at least £5m. Sales for recruitment, payroll and energy firms are the total gross amount invoiced to clients.

Excluded companies include technology firms (covered by our sister league table, Tech Track 100), LLPs, pure property and financial trading companies, and companies with turnover of £500m or greater.

The research was carried out by Fast Track in 2020 between August and November. Most of the companies were interviewed by telephone or video calls by the Fast Track research team.

About our supporters and sponsors

Virgin Group

Virgin has been a supporter of the Fast Track 100 league table since it was first published in 1997.

Virgin is a leading international investment group and one of the world's most recognised and respected brands. Conceived in 1970 by Richard Branson, the Virgin Group has gone on to grow successful businesses in multiple sectors. There are now more than 40 Virgin companies operating in 35 countries and employing over 60,000 people. Richard spends much of his time working with the Virgin Group's foundation, Virgin Unite, on entrepreneurial ideas to drive positive change in the world.

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Virgin Atlantic

Virgin Atlantic is delighted to continue its title sponsorship of Fast Track 100. Sir Richard Branson started Virgin Atlantic in 1984 with one plane and the pledge that "air travel should be exciting and enjoyable". In 2019, the airline carried 5.4 million customers and was voted Britain's only Global Five Star Airline by APEX.

Whether travelling for business or pleasure customers are in safe hands when travelling with Virgin Atlantic. Throughout the journey they add personal touches allowing customers to simply sit back, relax and enjoy the in-flight experience and arrive at their destination feeling revitalised.

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Accountancy and business advisory firm BDO is a main sponsor for a seventh year.

We are proud to put our clients and their challenges at the centre of our focus. These businesses are the ambitious and high growth businesses that fuel the economy. Strong, professional relationships are important to us, which is why we continue to sponsor a number of Fast Track's programmes. During these uncertain times, we will utilise the talents of BDO's workforce to continue to help our clients succeed and to champion medium-sized businesses, the economic engine of the UK.

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N+1 Singer is a main sponsor for a third year, having previously been an awards dinner sponsor for two years.

N+1 Singer is a leading investment bank, dedicated to advising and funding ambitious growth companies in the UK. The firm has banking professionals with long-term experience serving companies throughout their life cycles – from early stage, growth companies to established multinational corporates.

This year, N+1 Singer have raised over £1 billion in growth capital for their clients, and are consistently ranked as one of the top 3 Financial Advisers and Brokers by number of clients on the London Stock Exchange's AIM market.

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Appendix i: The 2020 Fast Track 100 league table

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11	Halkin Serviced offices provider	Central London	121%	15.1	36	Dec 19	Has installed fogging machines and contactless visitor sign-in at its eight London sites
12 [4]	Performance54 Golf marketing agency	Surrey	111%	*12.7	28	Apr 20	Promoted Saudi Arabia's first ever ladies professional golf tournament, which took place last month
13	PIB Group Insurance broker	Central London	107%	123.3	1,202	Dec 19	Made its 35th acquisition in December – the eleventh this year – since being founded five years ago
14	RIXO Fashion retailer	West London	104%	*10.5	42	Jun 20	A third of its order book was cancelled when Covid-19 hit, with sales shifting completely online
15 [15]	Bluefin Trading Sports equipment supplier	West Yorkshire	102%	*13.6	10	Dec 19	Sales have spiked during the pandemic and it has doubled its headcount to 19
16	Oak Security Services Security guarding services	East London	98%	*7.1	160	Jul 20	Saw demand increase from the retail sector during the pandemic
17	Helios Medical Communications Healthcare communications agency	Cheshire	97%	*11.0	60	Dec 19	Staff worked from home in February due to an office move, coincidentally preparing them for lockdown
18 [13]	Oh Polly Online fashion retailer	Glasgow	95%	*39.7	209	Apr 20	Provided 6,000 facemasks to Cambodians associated with its charity in the country
19 [11]	One Retail Group Online retailer	North London	88%	*39.2	27	Dec 19	Dispatches more than 4,000 orders a day to customers in 60 countries
20	VetPartners Veterinary practices	York	87%	*349.0	5,422	Jun 20	Temporarily closed a quarter of its 500 clinics at the start of the pandemic

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21	Source Group International Recruitment consultancy	Central London	87%	*24.5	43	Dec 19	Has recruited 480 new staff for its clients during the pandemic
22	GAP Vehicle Hire Vehicle hire provider	Glasgow	86%	23.5	78	Mar 20	Its 4,500-strong fleet of vehicles is used by utility providers and emergency services
23 [10]	Gymshark Online fitness clothing brand	Solihull	86%	*260.7	455	Jul 20	Sold a 21% stake to US investor General Atlantic in August, valuing it at more than £1bn
24 [43]	Transmission Marketing agency	East London	86%	*10.5	185	Dec 19	Expects sales to double to £20m this year as its clients have increased their digital ad spend
25 [90]	Identity Events agency	East Sussex	83%	*20.4	75	Aug 20	Gained experience hosting virtual events when Storm Dennis hit the UK in February
26	Hilltop Honey Honey manufacturer	Powys	79%	*11.7	51	Aug 20	Demand quintupled when the pandemic struck and consumers stocked up on honey
27	Kisaco Research Business events organiser	Central London	78%	*6.9	49	Dec 19	Has been running virtual events during the pandemic on topics such as artificial intelligence
28	Bluebella Lingerie retailer and wholesaler	Central London	77%	*8.7	23	Dec 19	Claims to have held the world's biggest virtual fashion show in May
29	Saloni Fashion retailer and wholesaler	Central London	76%	*11.6	34	Sep 19	Released an archive collection instead of its planned clothing lines, due to the pandemic
30	MNB Precision Precision engineering services	Coventry	76%	*19.8	140	Feb 20	Produced parts for the development of Dyson's ventilators to help treat coronavirus patients
31	Longevita Cosmetic surgery provider	West London	74%	*5.5	37	Mar 20	Bookings trebled after the first lockdown flight ban to Turkey was lifted in July
32 [21]	Otto Car Vehicle hire provider	West London	73%	*20.4	45	Mar 20	Offered private-hire drivers a 50% discount on car rental from March to August
33	South Cliff Dental Group Dental practice operator	Crawley	72%	*7.1	150	Mar 20	Four of its practices became urgent care hubs treating emergency dental patients during the spring
34 [23]	Improveasy Energy efficiency consultancy	Manchester	70%	*13.8	35	Mar 20	Is helping homeowners claim the Green Homes Grant for energy-efficiency improvements
35	Ignition Technology Software distributor	Farnborough	70%	28.7	32	Apr 20	Achieved record sales for its remote-access software when the country was first asked to work from home
36	Lazer Lamps Automotive LED lights maker	Harlow	69%	*7.9	32	Jun 19	Motorsports teams such as McLaren and Toyota use its range of LED vehicle lights
37	Sixty Stores Online retailer	Stratford-upon-Avon	69%	*23.3	22	Aug 20	Cleared one year's stock from its warehouse during the first three months of lockdown
38 [7]	Ooni Pizza oven manufacturer	Edinburgh	68%	*13.7	50	Dec 19	Bruce Willis, Drew Barrymore and Jake Gyllenhal all showed off their Ooni ovens on social media this year
39	Milexa Group Wallpaper and flooring supplier	Liverpool	65%	*5.4	35	Dec 19	Supplied murals for Netflix's headquarters in Silicon Valley this year

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40	Apollo Home Healthcare Homecare provider	Staffordshire	65%	17.7	160	Dec 19	Provided home care for NHS patients at the start of the pandemic, freeing up hospital beds
41	Retearn Procurement consultancy	Central London	65%	*5.7	26	Jun 20	Helped clients source home-working equipment and PPE, and to prepare for the reopening of sites
42	FinTrU Financial regulations consultancy	Belfast	63%	*17.0	384	Mar 20	Has hired 250 new employees since March to help clients navigate increased market volatility
43 [42]	Character.com Online merchandise retailer	Swansea	62%	27.8	51	Jul 19	Donated £3 to NHS charities from every Paw Patrol key workers T-shirt it sold
44	Total Tiles Tile retailer	Ipswich	61%	7.3	30	Nov 19	Hired 17 more staff under the first lockdown as business customers renovated their premises
45 [48]	Tattu Chinese restaurant chain	Manchester	61%	*14.3	291	Dec 19	Temporary closure of its four restaurants due to lockdown will result in sales falling to £12m this year
46 [59]	Reassured Life insurance broker	Basingstoke	61%	*65.1	564	Jan 20	Has doubled its number of offices, opening four since June, to make a total of eight
47	Vanilla Underground Online merchandise retailer	Tamworth	61%	*7.8	24	Dec 19	Opened its warehouse on weekends to cope with demand between April and June
48	Lifeline24 Personal alarm systems supplier	Norwich	60%	6.3	87	Mar 20	Calls 1,000 ambulances a month on behalf of its vulnerable users
49 [44]	Tropic Skincare Beauty products manufacturer	Croydon	59%	*51.3	234	Jun 20	Produced 50,000 conditioning hand sanitisers and 20,000 "calm balms" for key workers
50 [25]	Northern Gas & Power Energy management consultancy	Gateshead	59%	44.0	390	Dec 19	In the spring it launched an online energy price comparison service for businesses
51	Pareto Facilities Management Facilities maintenance provider	Oxfordshire	59%	*14.1	118	Sep 19	Donated 1,000 food parcels to the staff of London Zoo and Whipsnade Zoo over Easter
52 [22]	Boxpark Retail and leisure developer	Brighton	58%	*15.9	165	Apr 20	Closed its three sites during the national lockdowns, but was open between July and October
53	Tile Mountain Tile retailer	Stoke-on-Trent	58%	*34.3	239	Dec 19	Opened its third showroom in June, in Birmingham
54 [64]	Task Consumer Products Toilet paper manufacturer	Wolverhampton	57%	52.7	90	Dec 19	Had manufacturing capacity and stock available to support clients during the panic-buying of toilet paper
55 [89]	BrandAlley Flash sales site	Central London	57%	*59.4	73	Dec 19	Says it has added more than 1,000 new customers daily during the pandemic, and now has 575,000
56 [27]	Lusso Stone Bathroom supplier	Middlesbrough	57%	*16.7	16	Sep 20	Its baths, sinks and showers can be found in high-end hotels such as Claridge's in Mayfair
57 [73]	Red Industries Waste management services	Newcastle-under-Lyme	57%	41.7	240	Dec 19	In April, it launched a service to deep-clean industrial premises and help dispose of used PPE

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58 [24]	Candour Logistics Logistics services provider	Warrington	56%	*80.5	27	Mar 20	Shipping from China and Vietnam posed challenges during their lockdowns earlier this year
59	Business Waste Waste management broker	York	55%	*10.2	61	Dec 19	Has gained more than 3,000 clients for its waste management services since April
60 [35]	Revolution Beauty Beauty products retailer	Kent	55%	*152.4	205	Dec 19	Online sales have soared by 250% since the coronavirus outbreak began, to £55m
61 [85]	Prime Global Healthcare communications group	Knutsford	54%	21.5	186	Dec 19	Has been providing communications support to clients for Covid-19 treatment and vaccine programmes
62 [18]	Brisant Secure Lock and handle supplier	West Yorkshire	53%	*12.7	43	Dec 19	Furloughed 95% of staff in the spring, but when they returned in July, the company had its best sales week ever
63	Harrison Bathrooms Bathroom wholesaler	West Yorkshire	50%	†18.6	69	Dec 19	Its July sales reached an all-time high as housebound customers invested in home improvements
64	Easy Bathrooms Bathroom retailer	West Yorkshire	50%	33.3	217	Nov 19	Opened nearly 20 new showrooms after the initial lockdown restrictions were lifted in June
65 [58]	Beavertown Brewery Brewery	North London	49%	*35.2	131	Mar 20	Opened its new 129,000 sq ft brewery in August, capable of producing 90 million pints a year
66 [68]	OMG How Cheap Online stationery retailer	Colchester	49%	9.5	37	Feb 20	Has increased staff numbers by 20 since March to cope with extra demand
67 [28]	Cult Beauty Online beauty retailer	Central London	49%	*123.4	188	May 20	Saw sales of bath soaks and oils soar by 527% during the spring lockdown
68	Symprove Gut-health drinks maker	Farnham	48%	*7.5	32	Dec 19	Reported a record 50% rise in customers in May compared with 2019
69 [39]	Grenade Sports nutrition brand	Solihull	47%	52.5	60	Dec 19	Provided energy bars to frontline and NHS staff during the first national lockdown
70	White Stores Garden furniture retailer	Essex	46%	*23.3	40	Aug 20	Opened a new warehouse in September and took on an additional 40 people
71	Davies Group Specialist professional services	Central London	45%	*168.5	3,750	Jun 20	Its claims division continued to operate during lockdown with 90% of staff working from home
72	Technoworld Online computer retailer	Northwest London	45%	*84.4	18	Sep 20	Set up four new depots to cope with increased demand for laptops during the first national lockdown
73	EU Automation Machine parts supplier	Stafford	45%	*66.1	237	Mar 20	Has hired 32 staff in the UK, Chicago and Frankfurt since June despite the pandemic
74	Clarity Environmental Environmental compliance services	Brighton	45%	35.5	21	Dec 19	Donated £17,000 to charities affected by the pandemic, including the Care Workers Charity
75	Vegware Compostable packaging maker	Edinburgh	45%	45.9	86	Jan 20	Its eco-friendly catering disposables are in demand from businesses becoming Covid-secure
76	Anthesis Group Sustainability consultancy	Central London	44%	*27.7	454	Dec 19	Says it has lost no contracts during the pandemic, and that it secured 30 new clients

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77 [30]	Velocity Commerce Online marketplace specialist	Cambridge	44%	21.5	25	Dec 19	Has handled 2.7 million orders since 2013, sent to 111 countries around the world
78	Media Zoo Creative digital agency	Southwest London	44%	*12.6	127	Mar 20	Wrote and distributed 100 press releases for charities to help Covid-affected communities
79 [37]	Real Wrap Co. Food-to-go manufacturer	Bristol	44%	*10.9	210	Mar 20	Provided recipe boxes for low-income households during national and local lockdowns
80 [57]	BrewDog Brewery	Aberdeen-shire	44%	214.9	1,767	Dec 19	Became carbon negative in August, and is planting a million trees in the Scottish Highlands
81	ME+EM Fashion retailer	West London	44%	*16.7	74	Jan 20	Began targeting overseas customers at scale for the first time during the pandemic
82 [65]	Nurture Landscapes Landscape maintenance	Surrey	43%	*79.0	1,170	Mar 20	Set up a zero-interest loan fund during the pandemic for employees in financial difficulty
83 [2]	Junkyard Golf Club Crazy golf course operator	Manchester	43%	*17.1	265	Mar 20	Hopes to launch a sixth crazy golf venue, in Newcastle next year
84	Bambino Mio Reusable nappy supplier	Northampton	43%	*9.3	56	Nov 19	Experienced a 400% increase in UK online sales of its reusable nappies in April
85 [20]	CField Construction Construction contractor	Central London	42%	77.5	75	Dec 19	Is transforming the Grade II listed Bodmin jail, in Cornwall, into a luxury hotel
86	Manière De Voir Online fashion retailer	Manchester	42%	*10.3	28	Dec 19	Holds six to nine months' stock, so was able to safely satisfy demand in lockdown
87 [32]	Stiltz Home lift manufacturer	West Midlands	42%	*27.5	200	Dec 19	Launched a nationwide recruitment drive and moved into a new HQ in July, despite the pandemic
88	Fairfax & Favor Footwear and accessories retailer	Norfolk	41%	*8.4	33	Feb 20	Has donated more than £100,000 to NHS Charities Together during the Covid-19 crisis
89	Precision Resource Group Recruitment consultancy	Bristol	41%	*31.3	122	Apr 20	Helped local authorities hire public health specialists during the pandemic
90	Sykes Holiday Cottages Holiday cottage rental agency	Chester	41%	76.0	596	Sep 19	Has helped house 275 key workers under the NHS Homes scheme
91	James and James Fulfilment E-commerce fulfilment provider	Northampton	41%	17.2	104	Dec 19	Hired 90 full-time staff this year, and its new fulfilment centre went live in November
92	SIAN Wholesale Consumer goods wholesaler	Surrey	41%	49.1	34	Dec 19	Chose not to raise the price on hand soap and sanitiser, its most sought-after products
93	Matchroom Sport Sporting events promoter	Essex	40%	192.9	87	Jun 19	Its Covid-secure "Fight Camp" in August attracted professional boxers such as Dillian Whyte and Katie Taylor
94	Estella Bartlett Jewellery wholesaler and retailer	Southeast London	40%	*6.5	28	Mar 20	Its online sales have soared, offsetting falling onboard purchases after planes were grounded

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95	Sigma Sports Sports goods retailer	Kingston upon Thames	40%	33.8	117	Dec 19	Opened a second store in September and has hired 30 new full-time employees since March
96 [99]	Airline Component Services Aircraft parts supplier	Braintree, Essex	40%	*7.1	13	Mar 20	Saw its main market — supplying aircraft spares to airlines — heavily impacted from the spring
97	AnTech Oil drilling products manufacturer	Exeter	39%	*5.9	50	Aug 19	Saudi Aramco, one of the world's most valuable companies, has been an investor since 2013
98 [88]	Aspens Services Contract caterer	Worcestershire	39%	*69.5	3,100	Apr 20	Supplied meals to vulnerable families when the first national lockdown closed schools
99	Medivet Veterinary practices	Watford	39%	*210.8	2,927	Apr 20	Continued to provide veterinary care during the national lockdowns
100	YouGarden Online gardening retailer	Lincolnshire	38%	*17.7	55	Dec 19	Sales of its garden products doubled between March and June, and it increased staff by 75 to cope

‡ Financial year end of latest available accounts * Supplied by the company † Annualised figure

Appendix ii: The 10 Fast Track Ones to Watch

Company Activity	HQ location	Sales £m*	Staff	Year end [‡]	Founded
Allplants Vegan meal delivery	North London	5.3	105	Aug 20	2016
<i>This vegan food subscription service, founded by brothers JP and Alex Petrides, 36 and 30, has delivered more than two million ready meals, smoothies, breakfast pots and desserts to 50,000-plus UK customers. It has raised a total of £14.3m from investors including Felix Capital, which backed Deliveroo</i>					
BrandFuel Creative design agency	Central London	31.3	59	May 20	2005
<i>Usually running live events worldwide, this company has pivoted to provide virtual ones for clients, and has worked for Barclays, Slack and YouTube. Founded by chief executive David Ball, 59, and chief operating officer Sue Sawyer, 52, it forecasts sales will halve to £15m next year, but rebound to £40m in 2022</i>					
First Response Group Facilities services provider	Leeds	18.6	300	Jul 20	2007
<i>Provides security, fire and facilities management services, such as CCTV and cleaning, for customers including Aldi and the NHS. It was founded in 2007 by chairman Jamal Tahlil, 39, and director Edgar Chibaka, 47, with chief executive Simon Alderson, 46, joining in 2018. Sales rose 51% to £18.6m this year</i>					
KwickScreen Healthcare partition manufacturer	West London	1.9	45	Mar 20	2009
<i>Its portable, retractable screens provide infection-controlled spaces and have been used in 500 hospitals worldwide, including London's Nightingale. Founded in 2009 by chief innovation officer Michael Korn, 39, and led by chief executive Alan Murrell, 30, it forecasts sales of £6m in 2021</i>					
Lucy & Yak Fashion retailer	Barnsley	9.7	48	Jul 20	2017
<i>Chief executive Lucy Greenwood, 32, and Chris Renwick, 38, founded this Barnsley-based sustainable and ethical clothing brand in 2017 after travelling in New Zealand. It sells a range of apparel, from dungarees to fleeces, via Depop, its store in Brighton, and its website. It forecasts sales will hit £14m in 2021</i>					
Parsley Box Ready-meal producer	Edinburgh	†8.2	44	Dec 19	2017
<i>This firm delivers its ready meals, which can be cupboard-stored for six months, to the elderly. Founded in 2017 by husband-and-wife team Gordon and Adrienne MacAulay, 53 and 52, it has been run since this year by chief executive Kevin Dorren, 52. Mobeus invested £3m last year for a minority stake</i>					
Pasta Evangelists Pasta kit delivery service	North London	4.1	62	May 20	2016
<i>This pasta kit delivery and subscription service has raised £5.2m from investors including Pembroke VCT, which backed Five Guys, and celebrity chef Prue Leith. It was founded in 2016 and is run by managing director Alessandro Savelli, 40. Sales quadrupled in 2020 to £4.1m</i>					
Patch Online gardening store	Southwest London	5.3	38	Dec 19	2015
<i>Its online plant shop is a hit with millennials, who have bought 938,000 of its cacti, ferns and palms. Set up in 2015 by chief executive Freddie Blackett, 32, it has raised £8.3m from investors such as Octopus Ventures. Sales grew from £929,000 in 2017 to £5.3m in 2019 and rocketed 500% in the first lockdown</i>					
The Cheeky Panda Sustainable tissue products	Central London	5.8	31	Jun 20	2016
<i>Its sustainable tissue paper products, including toilet paper and nappies, are made from bamboo. It was founded in 2016 by husband-and-wife team Chris Forbes, 45, and Julie Chen, 39, and in April it raised £2.4m on the crowdfunding platform Seedrs, valuing the company at £55m</i>					
Transcend Packaging Sustainable packaging manufacturer	Caerphilly	2.7	51	Dec 19	2017
<i>Making eco-friendly packaging for clients such as McDonald's, this firm has adapted to produce 15 million recyclable face visors for the NHS. It was co-founded in 2017 by chief executive Lorenzo Angelucci, 54. This year, it raised £10m in funding, led by IW Capital, and expects sales of £10m</i>					

‡ Financial year end of latest available accounts * All sales figures supplied by companies † Annualised figure