

Profit Track 100 national press release

Sunday 11 April 2021



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

Published today, the **22nd annual Sunday Times BDO Profit Track 100** league table ranks Britain's private companies with the fastest-growing profits over their last three years – largely before Covid-19 struck.

This special Covid-19 edition recognises the impressive past performance of the featured companies, their contribution to the economy and role in paying the taxes that help fund vital public services. Despite tough trading conditions, more than half (51) have recruited new staff since March 2020, adding 4,700 jobs.

The No 1 company on this year's league table, **Direct Healthcare Group**, makes equipment for the NHS to aid patient mobility and comfort, such as pressure-relieving mattresses. At the start of the pandemic it secured five months' worth of orders in just two weeks, supplying the new NHS Nightingale hospitals. Its profits rose by 133% a year to an annualised £7.1m in 2020, on annualised sales of £61.7m.

The 100 companies grew their profits on average 59% a year over their last three years, to a total of £931m. Although hugely impressive, this rate of growth is below the record high of 82% in 2016. Together the companies employ 59,400 staff, having added more than 30,700 jobs during their last three years, some as a result of acquisitions.

The league table includes well-known names such as fitness clothing brand **Gymshark** – which was valued at more than £1bn in August – and **Thatchers Cider**. Past star alumni include **Dyson**, which featured in 2000 with profits of £24m, and saw these rise to £711m in 2019, and global technology platform **THG**, which ranked No 1 in 2014 with profits of £11m, floated last year valued at £5.4bn and is now worth £6.5bn.

The Profit Track 100 league table is sponsored by **BDO**, **Santander** and **UBS Wealth Management**, and is compiled by **Fast Track**, the Oxford-based research and networking events firm.

Stuart Lisle, tax partner at BDO, said:

"These ambitious, entrepreneurially-spirited businesses punch well above their weight and are vital for the UK economy; they invest and this investment also creates jobs. With the Government focused on 'levelling up' and supporting the regions, it's great to see that seven of the top 10 companies with the fastest-growing profits are headquartered in regions outside of London and the southeast. Developing and strengthening our innovation-focused economy is crucial and these businesses will play a key role in the UK's wider economic recovery post-pandemic."

Top 10 companies on the Sunday Times Profit Track 100 league table

Rank	Company Activity	HQ location	3-year average annual profit growth	Latest profits £m [^]	Staff	Year end	Comment
1	Direct Healthcare Group Medical device supplier	Caerphilly	133%	*+7.1	300	Dec 20	Made four acquisitions in 2020 and two in 2021, including in Sweden and Holland
2	Plan.com Software and communications provider	Isle of Man	125%	*7.1	91	Sep 19	Has provided hardware and connectivity to underprivileged children in 75 schools to support home learning
3	iPulse Hair removal technology	Swansea	123%	7.3	104	Dec 19	Sells its SmoothSkin range of hair removal devices in more than 30 countries

Rank	Company Activity	HQ location	3-year average annual profit growth	Latest profits £m [^]	Staff	Year end	Comment
4	The Knowledge Academy Training provider	Bracknell	106%	9.6	195	Mar 20	Offers 30,000 courses across 1,000 locations, and counts Google, Tesla and the BBC among its clients
5	HSNF Beauty and food products retailer	North London	102%	*6.3	52	Jun 20	Has prioritised orders containing essentials such as food and hand sanitiser during the pandemic
6	Red Industries Waste management services	Newcastle-under-Lyme	89%	5.9	240	Dec 19	Manages 76.8 million kilos of waste annually for clients including FTSE 100 companies
7	Burhill Group Golf club and leisure venue operator	West London	89%	9.9	851	Dec 19	Its sale of the Manor of Bosham in Chichester included 800 moorings and the title "Lord of the Manor"
8	Fullers Foods Frozen food supplier	Leeds	86%	9.2	53	Jan 20	Started out in 1876 with a fruit-and-veg barrow in Leeds market and now has 120 factories across 12 countries
9	Conexpo Quarrying and aggregate supply	Belfast	82%	3.4	39	Dec 19	Its £5 million Belfast harbour facility can produce 6,000 tonnes of precision-sized stone every day
10	G2V Recruitment Group Recruitment consultancy	Central London	81%	7.3	250	Mar 20	Has 13 offices across the UK, Europe and America, including in Amsterdam, Los Angeles and Miami

[^] Profits = operating profits before exceptional items * Supplied by company † Annualised figure

KEY FINDINGS

Covid-19: The pandemic has impacted all companies. Some, such as IT infrastructure provider **ExcelRedstone** and online bathroom retailer **Victorian Plumbing**, have seen increased demand. Others have pivoted their business, such as visual production technology firm **disguise**, which shifted from live events to work on more films and online events for the likes of Netflix. Some have directly contributed to the health response, including manufacturer **Vernacare**, whose special needles allow health authorities to get 20% more doses out of each vial of the Pfizer-BioNTech vaccine.

Geographical spread: The majority of companies (54) are headquartered outside London (27) and the southeast (19). Almost a third of companies (30) are based in the north of England, with 17 in the northwest and 13 in Yorkshire and the northeast. There are ten companies based in the Midlands, five in Wales, four in Scotland, three in the southwest and two in Northern Ireland.

Environmental, social & governance (ESG): Concern for the environment, an awareness of wider social responsibilities and a focus on governance can be seen at a number of companies. Examples include **Thatchers Cider**, which uses solar panels and biomass to power heating at its cider mill, and environmental services provider **RSK**, which conducts environmental and social impact assessments for businesses around the world.

International expansion: 78 companies sell internationally. Examples include veterinary practices group **VetPartners**, which in January doubled its presence in Italy to 20 practices after expanding into France last year, and beauty products retailer **Revolution Beauty**, which sells in more than 140 countries.

Well-known brands: Sportswear, fashion, beauty and drinks brands are among the companies with fast-growing profits. They include fitness clothing brand **Gymshark**, which sold a 21% stake to US investor General Atlantic last August valuing it at more than £1bn, and bicycle manufacturer **Brompton**, which has seen demand for its folding bikes shoot up during the pandemic and is planning to invest in its production facilities and hire 100 more staff.

See Appendix I below for the full league table

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

THE 10 PROFIT TRACK ONES TO WATCH

The 10 Profit Track Ones to Watch list features 10 companies that did not meet the criteria of the league table, but have achieved or predict good profit growth.

This year's Ones to Watch companies include **WCCTV**, whose mobile surveillance cameras help protect the police and retail workers. Profits rose 33% in 2020 to £2.8m, and, last month, it raised £30m from private equity firm LDC to fund product development and expansion in America.

Eight of the companies have expanded overseas, including **Orean Personal Care**, which manufactures private-label cosmetics in West Yorkshire and Illinois for 50 business customers, including skincare brand The Inkey List. Orean's profits rose more than 50% in 2020 to £4.8m.

Previous Ones to Watch companies include bootmaker **Dr Martens** and card retailer **Moonpig**, which both floated on the stock market this year, valued at £3.7bn and £1.2bn respectively. Others include clothing brand **Barbour** and computer games developer **Team 17**, now valued at £1bn after it floated on the stock market.

See Appendix II below for the 10 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 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. Profit growth is measured by compound annual growth rate over their latest three financial years.

Profits are defined as operating profit (a company's profit before taxation, interest, dividends and exceptional items). Profits have to exceed £3m in the latest available accounts and £500,000 in the base year. Firms have to show a rise in profits from penultimate to latest year.

Shortlisted companies that provided forecasts showing significant profit falls in 2020 or 2021 were disqualified, and others chose not to participate. This had the combined effect of lowering the overall average growth rate. Some exceptions were made to the qualification criteria.

The research was carried out by Fast Track between October 2020 and March 2021. Most of the companies were interviewed by telephone or video calls by the Fast Track research team.

See website for full qualification criteria: www.fasttrack.co.uk

About our sponsors

BDO

Accountancy and business advisory firm BDO LLP provides integrated advice and solutions to help businesses navigate a changing world.

Our clients are Britain's economic engine – ambitious, entrepreneurially-spirited and high-growth businesses that fuel the economy.

We share our clients' ambitions and their entrepreneurial mind-set. We have the right combination of global reach, integrity and expertise to help them succeed.

BDO LLP operates in 18 offices across the UK, employing 6,000 people offering tax, audit and assurance, and a range of advisory services. BDO LLP is the UK member firm of the BDO international network.

The BDO global network provides business advisory services in 167 countries, with 91,000 people working out of 1,658 offices worldwide. It has revenues of \$10.3bn.



www.bdo.co.uk

Santander

Santander is proud to be a main sponsor of Profit Track 100 for the third year running.

During these uncertain times, it's imperative that businesses feel supported and continue to get the help they need to adapt and survive in this rapidly changing world. For that they need the support of people they can trust. At Santander, we're committed to building close and enduring relationships with each of our business customers, so that we understand how we could help you achieve your business ambitions. Every business is different, and every business is being impacted differently and we are focused on understanding the specific impact to your business and offering appropriate support.

We continue to support business locally through our relationship teams and specialists in the UK, and we have a strong international presence thanks to our extensive global network in major markets. So whatever the plan is for your business, whether you've had to adapt it or you continue with the next step for growth, acquisition or to break into an overseas market, we can help you get ahead.



www.santandercb.co.uk

UBS Wealth Management

UBS Wealth Management is a main sponsor of Profit Track 100 for a 19th year.

UBS provides a complete wealth management service in the UK. We have a long history of working with UK entrepreneurs planning their business, family and investment needs as they approach a liquidity event. Our advisors will help you learn how to protect and grow your hard-earned wealth drawing on the strength of our Global Chief Investment Office. Whether you want to leave money in trust for your children, sort out your pension arrangements or, increasingly, become a philanthropist, we can help you achieve your goals.



www.ubs.com/wealthmanagement-uk

Appendix I: The 2021 Sunday Times BDO Profit Track 100

Rank [2020 rank]	Company Activity	HQ location	3-year average annual profit growth	Latest profits £m [^]	Staff	Year end	Comment
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10	G2V Recruitment Group <i>Recruitment consultancy</i>	Central London	81%	7.3	250	Mar 20	Has 13 offices across the UK, Europe and America, including in Amsterdam, Los Angeles and Miami
11	Croud <i>Digital marketing agency</i>	Central London	80%	‡*4.7	188	Mar 20	Its network of more than 2,400 on-demand experts, or "Croudies", covers 118 countries and 86 languages
12	Excool <i>Data centre cooling</i>	Worcestershire	80%	4.6	157	Mar 20	Installed its 1,000th cooling unit in a Frankfurt data centre in July last year
13	Technoworld <i>Online computer retailer</i>	Northwest London	80%	*9.0	24	Sep 20	Set up four new warehouses last year after demand for its computer products increased
14	Toughsheet <i>Plastics recycling group</i>	Bolton	80%	8.0	75	Mar 20	Has increased production by 15 per cent during the pandemic
15	Money Penny <i>Outsourced communications provider</i>	Wrexham	80%	+7.0	722	Dec 19	Handles more than 20 million calls and webchats a year for 21,000 businesses across the UK and US
16	Ardent Hire Solutions <i>Plant hire and sale</i>	North London	80%	4.7	285	Mar 20	Gave JCB its largest ever single UK order for telescopic handlers in 2019, worth £75 million

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17	Start Fitness <i>Sports goods retailer</i>	Northumberland	79%	5.7	79	Jul 20	This Northumberland group produces its own sports clothing line, More Mile, which it launched in 2011
18	Panorama Antennas <i>Antenna manufacturer</i>	South London	79%	3.7	91	Dec 19	Opened a French subsidiary in 2018 to help mitigate Brexit, adding another in Singapore a year later
19	Oh Polly <i>Online fashion retailer</i>	Glasgow	78%	*4.2	209	Apr 20	Provided 6,000 facemasks to Cambodians associated with its charity in the country
20	VetPartners <i>Veterinary practices group</i>	York	77%	45.0	5,236	Jun 20	Doubled its presence in Italy in January after expanding into France last year
21	Buy It Direct <i>Online retailer</i>	Huddersfield	77%	8.4	693	Mar 20	Created more than 100 new jobs last year as sales to March 2021 reached more than £400 million
22	CH&Co Group <i>Catering group</i>	Reading	77%	†22.8	10,267	Dec 19	Provided catering services to the Nightingale Hospital Harrogate and the Dragon's Heart in Cardiff
23	Lusso Stone <i>Bathroom supplier</i>	Middlesbrough	75%	*6.8	16	Sep 20	Its baths, sinks and showers can be found in high-end hotels such as Claridge's in Mayfair
24	Victorian Plumbing <i>Online bathroom retailer</i>	West Lancashire	74%	26.0	369	Sep 20	Created 80 jobs last year after lockdown home renovations led to a surge in demand
25 [25]	General Traffic <i>Vehicle parts retailer</i>	Bolton	74%	3.9	449	Dec 19	Has a fleet of 230 delivery vehicles to guarantee car parts are delivered to garages within the hour
26	Stonewood Group <i>Housebuilder and construction contractor</i>	Wiltshire	73%	3.8	169	Sep 19	Opening an Exeter office after winning a contract for a new museum in Cornwall
27	Easy Bathrooms <i>Bathroom retailer</i>	West Yorkshire	73%	*6.2	440	Nov 20	Intends to open a total of 27 outlets this year, and has created up to 300 jobs since the pandemic's start
28	Mivan <i>Specialist construction services</i>	County Antrim	73%	4.3	197	Dec 19	Appointed to fit out the interior of the REV Ocean, the world's most advanced research vessel
29	Score Group <i>Engineering services provider</i>	Aberdeenshire	72%	12.9	1,847	Sep 19	Became shirt sponsor of Scottish league one team Peterhead Football Club in November
30	Northwood Companies <i>Hygiene product manufacturer</i>	Shropshire	70%	3.9	321	Dec 19	Invested in machinery to allow it to produce 200,000 surgical masks daily in Spain
31 [22]	Thatchers Cider <i>Cider producer</i>	Somerset	70%	11.9	284	Aug 19	Has donated alcohol-free cider to frontline workers during the coronavirus crisis
32	Europa Worldwide Group <i>Logistics provider</i>	Dartford	70%	5.4	925	Dec 19	Opened a new £60 million, 715,000 sq ft warehouse in Corby on time in June 2020 despite the pandemic
33	Task Consumer Products <i>Toilet paper manufacturer</i>	Wolverhampton	69%	3.8	90	Dec 19	Its sixth 24/7 production line entered service in 2020, increasing capacity to 80,000 tons of paper a year

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34	Belgrade Insulations <i>Insulation supplier</i>	West Yorkshire	69%	3.0	124	Feb 20	It is hiring to expand its sales team in Glasgow
35	One Retail Group <i>Online retailer</i>	North London	67%	5.7	17	Dec 19	Dispatches more than 4,000 orders a day to customers in 60 countries
36	Gael Force Group <i>Marine equipment manufacturer</i>	Inverness	66%	3.1	252	Dec 19	Opened its first overseas base in Canada in 2019 and plans to expand into Scandinavia
37	Serif <i>Graphics software developer</i>	Nottingham	66%	10.6	74	Dec 19	Has provided free trials and 50 per cent discounts to help creative workers affected by the pandemic
38	Oakfield <i>Meat importer and wholesaler</i>	Hertfordshire	64%	5.4	53	Dec 19	Distributes lamb from Australasia, beef from South America and cooked poultry from Thailand
39	Prime Group <i>IT and engineering consultancy</i>	West London	64%	10.5	1,495	Dec 19	Operates principally in Portugal and offers IT services, including outsourcing and software development
40	Dartmouth Global Trading <i>Metal recycling firm</i>	Dudley	61%	6.1	55	Dec 19	This family firm specialises in recovering metal from the ash at the bottom of incinerators
41	Vernacare <i>Healthcare products manufacturer</i>	Lancashire	61%	4.6	273	Mar 20	Its needles allow health authorities to get 20 per cent more out of each vial of the Pfizer-BioNTech vaccine
42	EU Automation <i>Machine parts supplier</i>	Stafford	60%	8.6	237	Mar 20	Opened a distribution centre in Frankfurt to mitigate against the impact of Brexit
43 [2]	Northern Gas and Power <i>Energy management consultancy</i>	Gateshead	60%	*28.5	700	Dec 20	Has offices in Leeds, Paris and Texas, and technology hubs in Malta and India
44	Sykes Holiday Cottages <i>Holiday cottage rental agency</i>	Chester	58%	‡**†34.4	800	Sep 20	Summer holiday searches on its website in January were up 129 per cent year-on-year
45	Revolution Beauty <i>Beauty products retailer</i>	Kent	57%	*17.3	205	Dec 19	Collaborated with Warner Brothers last year on a collection inspired by US sitcom Friends
46	St Pierre Groupe <i>Bakery group</i>	Manchester	56%	8.9	35	Dec 19	Donated more than \$1 million worth of its bakery products in the UK and America during the pandemic
47	Xceptor <i>Automation software</i>	Central London	55%	10.5	116	Jul 20	Automates complex business processes for global clients, including HSBC and Standard Chartered
48 [1]	Gymshark <i>Online fitness clothing brand</i>	Solihull	55%	30.6	377	Jul 20	Sold a 21 per cent stake to US investor General Atlantic in August, valuing it at more than £1 billion
49	disguise <i>Live event technology provider</i>	Central London	54%	3.4	90	Dec 19	Its technology has been used to insert people into virtual worlds, such as the game Fortnite
50	Character.com <i>Online merchandise retailer</i>	Swansea	54%	3.5	51	Jul 19	Donated £3 to NHS charities from every Paw Patrol key workers T-shirt it sold

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51	Goodstuff <i>Media agency</i>	Central London	53%	3.3	110	Dec 19	The AA, ITV and Yorkshire Tea are among the brands this London agency delivers media campaigns for
52	GPS Marine <i>Marine services provider</i>	Rochester, Kent	53%	5.3	101	Dec 19	Its work moving excavated spoils and cargo for the Thames Tideway tunnel helped boost profits
53	Ticketer <i>Bus ticketing and software</i>	Berkshire	52%	†4.6	79	Aug 19	Its electronic ticketing devices are used by passengers on buses, trams and trains across the UK
54 [40]	Tropic Skincare <i>Beauty products manufacturer</i>	South London	52%	*10.7	234	Jun 20	Produced 50,000 conditioning hand sanitisers and 20,000 "calm balms" for key workers
55	Junkyard Golf Club <i>Crazy golf course operator</i>	Manchester	52%	*4.9	265	Mar 20	Temporarily closed sites due to national and local lockdowns
56	ustwo <i>Digital product and games studio</i>	Central London	51%	5.2	215	Dec 19	Its Body Coach app, created for Joe Wicks, launched in December
57	Ed Sheeran <i>Singer-songwriter</i>	Central London	51%	36.4	2	Dec 19	Benefited from the release of the musician's fourth album, No.6 Collaborations Project
58 [27]	Acorn Insurance <i>Specialist motor insurer</i>	Liverpool	50%	40.8	859	Dec 19	Specialises in niche motor insurance, covering areas of the market avoided by traditional insurers
59	Sabio <i>Contact centre technology provider</i>	Central London	49%	10.5	447	Sep 19	Made four acquisitions in 2020, despite the pandemic and all staff working remotely
60	Sabeti Wain Aerospace <i>Aircraft furnishings manufacturer</i>	High Wycombe	48%	5.8	292	Jul 19	Launched a safety hood for airline seats to shield passengers and try to restore confidence in air travel
61	Axle Group Holdings <i>Tyres and auto parts supplier</i>	Glasgow	48%	4.8	1,495	Dec 19	Its mobile tyre fitters can come to your home and work without face-to-face contact
62	Editec <i>Gambling technology and consultancy</i>	West London	47%	17.7	58	Dec 19	Has remained profitable despite Covid; targeting expansion into South Africa and Kenya in the next 18 months
63	PN Daly <i>Utilities contractor</i>	Rochdale	47%	3.2	736	Sep 19	Installed electrical infrastructure for the extension of the Manchester Metrolink tram system
64	Moda Furnishings <i>Outdoor furniture retailer</i>	Manchester	47%	*5.9	56	Oct 20	Is due to launch a third showroom, in Cheltenham, once restrictions permit
65	Kebbell Homes <i>Property developer</i>	Buckinghamshire	47%	10.9	57	Dec 19	After an unexpectedly buoyant 2020, is experiencing soaring demand as stamp duty holiday draws to a close
66	Kite Packaging <i>Packaging supplier</i>	Coventry	46%	*14.8	300	Dec 20	Is seeing increased demand due to growth in ecommerce and food delivery
67	Lyle & Scott <i>Fashion retailer</i>	Central London	46%	14.0	159	Mar 20	Sponsors Lewes FC, the fan-owned football club which pays its men's and women's teams equally

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68 [50]	Exclaimer Email signature software developer	Hampshire	46%	*5.7	127	Sep 20	The royal household is among more than 75 million people in 150 countries using its email signature software
69	Red Box Voice capture software developer	Nottingham	44%	4.3	137	Dec 19	Says that it counts more than 70 per cent of the UK's police forces among its 1,650 customers
70	Brogan Group Construction access specialists	Hertfordshire	43%	14.4	625	Dec 19	Opened a Manchester office in January to support its expansion outside of the southeast of England
71 [13]	Aspen Pumps Pump manufacturer	Eastbourne	43%	16.8	210	Dec 19	Private equity firm Inflexion reacquired it in 2019, having previously owned it between 2007 and 2015
72	Nexus Underwriting Underwriting agency	Central London	43%	£14.5	234	Dec 19	Has a network of more than 700 brokers across offices in Europe, America and Asia
73	Peldon Rose Office design and construction	South London	43%	5.2	105	Mar 20	Has refurbished and relocated offices for clients such as Ocado, Pokemon and Miniclip
74	Smart Garden Products Garden products supplier	Oxfordshire	43%	5.0	123	Dec 19	Transferred its showroom online so customers can browse its product catalogue virtually
75 [19]	ExcelRedstone IT infrastructure provider	Central London	43%	†8.1	694	Dec 19	Has helped firms across the world adapt their IT infrastructure to cope with the pandemic
76	TMC Pharma Pharmaceutical development services	Hampshire	42%	*3.0	28	Jun 20	Ninety per cent of its clients are based overseas, and it has offices in Ireland and Japan
77	HPL Motors Car dealer	Oldham	42%	4.0	104	Oct 20	HPL is short for "honesty produces loyalty" and it says more than 50 per cent of sales are to repeat customers
78	Edge Worldwide Logistics Logistics services broker	Salford	41%	4.2	62	Jun 20	Has been recruiting during pandemic to cope with increased demand from the ecommerce and food sectors
79	Peter Harrington Rare book seller	Central London	41%	3.4	40	Dec 19	2021 Love in Literature catalogue includes special editions of works by Sappho, Jane Austen and Oscar Wilde
80	Pets Corner Pet food and accessories retailer	Crawley	41%	4.9	949	Sep 19	Has opened five stores and eight pet spas since the start of the pandemic
81	Corinthian Brands Drinks manufacturer	Harrogate	41%	3.3	12	Dec 19	Says trading has remained busy due to demand from wholesalers
82	RSK Environmental and engineering services	Cheshire	40%	*†8.4	3,468	Apr 20	Is targeting a £1 billion turnover and a headcount of 10,000 by 2025
83	Atlas FM Cleaning & security services	West London	40%	7.7	9,105	Dec 19	Moved staff from hospitality to public sector and manufacturing clients to support enhanced Covid cleaning
84	G H Brooks Building supplies retailer	Harrogate	40%	†3.3	40	Sep 19	Raised over £30,000 for Harrogate's Saint Michael's hospice when staff ran the New York marathon

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85 [14]	ACC Aviation <i>Aviation services provider</i>	Surrey	39%	9.1	56	Dec 19	Grew air charter sales by nearly 200 per cent in 2020 despite the pandemic
86	The&Partnership <i>Marketing communications group</i>	Central London	39%	15.2	795	Dec 19	Created an ad campaign for Toyota showing how UK Olympians were adapting to lockdown
87	Ground Control <i>Outdoor services provider</i>	Essex	39%	14.0	433	Mar 20	Has a fleet of more than 140 vehicles, including 100-plus Teslas
88 [38]	Canagan <i>Pet food supplier</i>	Buckinghamshire	39%	*7.0	27	Mar 20	Sells high-end pet food through independent retailers in more than 45 countries
89	Globus Group <i>PPE manufacturer</i>	Manchester	38%	7.1	244	May 20	Opened a new 72,000 sq ft PPE factory in Warrington in October
90	Cooper Turner Beck <i>Industrial fastener manufacturer</i>	Sheffield	37%	*+12.5	1,142	Dec 19	Deemed an essential manufacturer more than a century after it made rivets for battleships
91 [21]	CG Fry & Son <i>Housebuilder</i>	Dorchester	37%	11.1	178	Dec 19	Has built more than 600 homes in Poundbury, the Dorset model town championed by the Prince of Wales
92	Global Merchandising Services <i>Merchandise supplier</i>	West London	37%	7.1	63	Dec 19	Sells t-shirts and other memorabilia to fans of George Ezra, Little Mix and Motörhead
93	GTS Flexible Materials <i>Flexible materials manufacturer</i>	Gwent	36%	3.9	74	Nov 19	Produces 4 million sq m of laminated composites and adhesive coated tapes annually
94	Kids Planet <i>Nursery operator</i>	Cheshire	36%	4.6	1,397	Mar 20	In February it won a contract to operate Oxford University's five nurseries
95	Tenth Revolution Group <i>Recruitment consultancy</i>	Newcastle-upon-Tyne	36%	14.2	1,852	Nov 19	Opened a new office in Geneva in January 2021, its 21st
96	Uinsure <i>Insurance provider</i>	Manchester	34%	‡*3.9	44	Jan 20	Ran a cashback scheme on insurance policies for NHS workers from April to September 2020
97	Real Digital International <i>Communication and packaging services</i>	Croydon	34%	*4.9	80	Dec 20	Clients include Vitality, O2, Pets at Home and the NHS, for which it distributes bowel cancer testing kits
98 [70]	Brompton <i>Bicycle manufacturer</i>	West London	34%	6.0	389	Mar 20	Demand for its handmade folding bikes shot up during the pandemic
99	Bond International <i>Tyre wholesaler</i>	East Yorkshire	34%	8.0	400	Dec 19	Plans to open two new UK depots this year
100	Simarco <i>Logistics services provider</i>	Essex	33%	3.3	332	Dec 19	Delivers 250,000 consignments to 40 destinations across Europe every year

Appendix II: The 10 Profit Track Ones to Watch

Company Activity	HQ location	Latest profits £m [^]	Latest sales £m	Staff	Year end	Comment
AVK <i>Power systems provider</i>	Maidenhead	5.7	58.7	81	Mar 20	Supplies backup power systems and has completed nearly 2,000 projects for clients such as the NHS, MoD and O2; profits doubled in 2020 to £5.7 million
Connection Retail <i>Flooring retailer</i>	County Durham	2.5	35.8	193	Jul 20	Stocks 5,000-plus types of flooring, sold online and in 28 stores, with plans to open 20 more this year; forecasts sales will hit £50 million in 2021
Hyve <i>Web hosting provider</i>	Brighton	*2.3	*8.1	27	Mar 20	Has a 4.9/5 rating on Trustpilot and clients such as Capita; generated 41 per cent of its £8.1 million sales in the US in 2020, just two years after launch
Orean Personal Care <i>Cosmetics manufacturer</i>	West Yorkshire	*4.8	*26.1	249	Dec 20	Manufactures private-label cosmetics in the UK and US for 50 customers, including skincare brand The Inkey List; profits rose 53 per cent in 2020 to £4.8 million
Racelogic <i>Automotive technology manufacturer</i>	Buckingham	*2.5	*14.5	102	Sep 20	Pioneered GPS systems to test cars and sells to 100 countries, with 88 per cent of sales from exports; diversifying into film and gaming and forecasts £4.5 million profits in 2021
Seraphine <i>Maternity clothing retailer</i>	Central London	†#4.5	†27.5	91	Apr 20	Maternity brand sells to 127 countries, with about 90 per cent of sales online, and was valued at £50 million in December; forecasts ebitda profits will rise 37 per cent in 2021 to £6.2 million
Touchlight <i>DNA manufacturing platform</i>	Southwest London	*7.2	*13.5	43	Dec 19	Developed a new way of synthesising DNA for genetic medicines; raised funding of £42 million in March, led by Bridford Investments, to more than triple manufacturing space
Vascroft Contractors <i>Construction contractor</i>	West London	2.5	52.4	83	Aug 20	Family-run firm counts Hilton and InterContinental hotels as clients and builds Hindu temples, community centres and high-end homes; forecasts £6.6 million profits in 2021
WCCTV <i>Surveillance systems supplier</i>	Rochdale	2.8	14.1	95	Jul 20	Its mobile surveillance cameras help protect the police and retail workers; raised £30 million from investor LDC in March to fuel US growth and product development
Wenzel's The Bakers <i>Bakery chain</i>	Watford	3.3	33.6	615	Mar 20	Family-run bakery with more than 70 shops in northwest London and the home counties that now generates 24 per cent of sales online; plans to reach 100 stores in two years

[^] Profits = operating profit before exceptional items # ebitda * Supplied by company † Annualised figure