

International Track 200 regional press release

Thursday 18 February 2021



SEVEN COMPANIES IN THE EAST OF ENGLAND WIN PLACES ON SPECIAL COVID-19 EDITION OF LEAGUE TABLE OF FASTEST-GROWING INTERNATIONAL SALES STARS

Published this weekend, the 12th annual **Sunday Times HSBC International Track 200** league table ranks Britain's mid-market private companies with the fastest-growing international sales.

Seven companies headquartered in **the East of England** (compared to seven last year) have won places on the league table, including **one new entrant**. These regional stars have grown their international sales by an average of 40% a year over the last two years to a total of £128m, all are profitable and together they employ more than 2,100 people. The figures largely relate to financial periods before Covid-19 struck.

The region's top-ranked company is new entrant **Southgate Global** (No 48), a family-run packaging business which has a sales office in France and a distribution centre in Belgium, helping international sales reach £5.8m in 2019, on total sales of £33.4m. Its international sales grew an average of 68% a year over its last two years.

Peterborough is home to plus-size clothing retailer **Yours Clothing** – which has continued to sell online via 14 international websites as stores closed during lockdowns. Its international sales grew at 35% a year, reaching £11.4m in 2020, on total sales of £107.5m. In August it acquired womenswear firm Long Tall Sally for an undisclosed sum.

The companies in the East of England appear alongside well-known British brands based across the UK including **Sweaty Betty**, the women's activewear brand that sells to 195 countries; **BrewDog**, which was valued at £1bn in 2017 and now has 100 bars worldwide; and **Brompton**, the bicycle manufacturer, which ships to 47 markets.

International Track 200 star alumni include **Skyscanner**, **Fever-Tree** and **Dr Martens** – which featured on the league table in 2013 with exports of £100m, and floated last month valued at £3.7bn.

The league table programme is sponsored by **HSBC** and **DHL Express**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Amanda Murphy, Head of Commercial Banking, HSBC UK, commented:

"After a challenging start to 2021, all eyes are on the companies that will drive a return to growth in 2021. We are confident that the innovation and entrepreneurial spirit of businesses such as those in the East of England listed on International Track 200 will carry them forward. These companies show the strength, ambition and resilience of businesses across the UK and are the sort of businesses we are proud to support every day"

Private companies in the East of England with the fastest-growing international sales – ordered by county then rank

HQ location and county	Rank [2020 rank]	Company Activity	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
Peterborough Cambridgeshire	111 [81]	Yours Clothing Plus-size clothing retailer	35%	*11.4	*107.5	1,391	Feb 20	Sells its plus-sized clothing direct to consumers in more than 100 countries

HQ location and county	Rank [2020 rank]	Company Activity	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
Ely Cambridgeshire	137	Cambridge Commodities <i>Nutritional supplement wholesaler</i>	30%	*25.0	*63.5	137	Nov 20	Acquired American company Ultimate Superfoods in April 2020
Cambridge Cambridgeshire	190 [193]	Adder Technology <i>IT hardware manufacturer</i>	19%	30.7	33.2	153	Jun 19	Exports hardware allowing users to control multiple computers from a single keyboard
King's Lynn Norfolk	48	Southgate Global <i>Packaging solutions provider</i>	68%	5.8	33.4	54	Dec 19	Has designed employee temperature-testing stations for warehouse workers
Cawston Norfolk	60 [191]	Broadland Drinks <i>Wine producer and importer</i>	59%	8.2	79.0	156	Mar 20	Its advent calendar of 24 mini wine bottles is popular with American drinkers
Norwich Norfolk	181	Optimise <i>Performance marketing provider</i>	22%	19.0	50.6	181	Aug 19	Has expanded into southeast Asia, opening offices in Vietnam and the Philippines in 2019
Bury St Edmunds Suffolk	83	RPV <i>Valve distributor</i>	46%	28.3	32.4	47	Jan 20	Stocks petrochemical valves worth more than £60m across its five warehouses

*Supplied by company

The national picture

The average international sales growth for the 200 companies was 55% a year, to a total of £8.7bn on combined total sales of £19.2bn. Together they employ 107,000 staff, having added 32,000 employees to their workforce over the period, some as a result of acquisitions.

London is the most popular location for company headquarters with 62, followed by the southeast (39). There are 27 companies in the Midlands and 21 in the northwest. Of the remainder, 20 are based in the northeast of England (including Yorkshire), 10 in Scotland, seven in the east, seven in the southwest, five in Wales and two in Northern Ireland.

The full league table is published as an eight-page supplement with the business section of The Sunday Times on 21 February, both in print and in the tablet edition, and on www.fasttrack.co.uk.

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Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 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. They are ranked according to the compound annual growth rate (CAGR) of their international sales over their latest two financial years.

Total sales had to be between £25m and £1bn, and international sales at least £1m in the latest financial year.

The research was carried out by Fast Track principally between August and December 2020. Data on international sales can be limited. Companies filing abridged accounts are not required to disclose any geographical breakdown of sales, while firms that file full accounts can choose to not disclose a geographical breakdown of sales if it is prejudicial to their interests.

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

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