

# International Track 200 regional press release

Thursday 18 February 2021



## TWENTY ONE COMPANIES IN THE NORTHWEST WIN PLACES ON SPECIAL COVID-19 EDITION OF LEAGUE TABLE OF FASTEST-GROWING INTERNATIONAL SALES STARS

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

21 companies headquartered in the **Northwest** (compared to 19 last year) have won places on the league table, including **six new entrants**. These regional stars have grown their international sales by an average of 52% a year over the last two years to a total of £574m, all are profitable and together they employ more than 10,100 people. The figures largely relate to financial periods before Covid-19 struck.

The region's top-ranked company is new entrant **Oscar Technology** (No 9), which recruits for tech roles such as software developers and app developers. Offices in America and the Netherlands helped drive international sales up an average of 159% a year over its last two years, to reach £20.6m in 2019, on gross total sales of £28m.

Manchester is home to bakery group **St Pierre Groupe** – which features for a fifth consecutive year. Its international sales grew at 64% a year, reaching £51.1m in 2019, on total sales of £88.9m. It has donated more than \$1m worth of food during the pandemic.

The companies in the Northwest appear alongside well-known British brands based across the UK including **Sweaty Betty**, the women's activewear brand sold in 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 Northwest 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 Northwest 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
Chester Cheshire	12	<b>Sykes Holiday Cottages</b> Holiday cottage rental agency	129%	*9.1	*85.0	800	Sep 20	Changed 150,000 bookings of holiday cottages in the UK, Ireland and New Zealand last year

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Warrington Cheshire	31	<b>Blue Group</b> <i>Industrial machinery distributor</i>	82%	2.5	28.0	80	Dec 19	Sells crushers and shredders to the demolition and scrap industries
Altrincham Cheshire	73	<b>Worldwide Recruitment Solutions</b> <i>Recruitment consultancy</i>	51%	32.9	45.1	80	Dec 19	Helped arrange repatriation and isolation periods for crew members
Winsford Cheshire	99 [75]	<b>ASM Technologies</b> <i>Specialist IT distributors</i>	40%	*11.3	*62.2	72	Mar 20	Has offices in Cheshire, London, Dusseldorf and Paris
Helsby Cheshire	106	<b>RSK</b> <i>Environmental and engineering consultancy</i>	37%	*†67.4	*†281.9	3,468	Apr 20	Acquired Austrian environmental consultancy Boden + Wasser in September
Nantwich Cheshire	155	<b>TIMCO</b> <i>Wholesale construction supplier</i>	27%	3.0	44.2	157	Dec 19	Warned of a surge in shipping costs at UK ports due to Covid-19 restrictions
Nantwich Cheshire	159	<b>Joseph Heler Cheese</b> <i>Cheesemaker</i>	26%	9.1	71.9	166	Sep 19	Sells its Eatlean brand of high-protein cheese at major supermarkets across Spain
Wirral Cheshire	180	<b>Sun Valley</b> <i>Nut supplier</i>	22%	9.6	40.0	194	Dec 19	Processes more than 15,000 tonnes of peanuts and cashews a year
Chester Cheshire	191	<b>Lendlock Group</b> <i>Packaging manufacturer</i>	19%	20.3	35.9	387	Jul 19	Owns a cosmetics and toiletries manufacturing business in Shanghai
Manchester Greater Manchester	9	<b>Oscar Technology</b> <i>Recruitment consultancy</i>	159%	20.6	28.0	69	Aug 19	Is launching a recruitment division for the life sciences industry
Manchester Greater Manchester	45 [156]	<b>Cloud Technology Solutions</b> <i>Cloud IT developer</i>	73%	*16.2	*40.1	163	Mar 20	Has performed more than 50 million cloud migrations in 83 countries around the world
Manchester Greater Manchester	51 [36]	<b>St Pierre Groupe</b> <i>Bakery group</i>	64%	51.1	88.9	35	Dec 19	Donated more than \$1m worth of its bakery products in the UK and America during the pandemic
Manchester Greater Manchester	68	<b>Special Piping Materials</b> <i>Pipes and fittings supplier</i>	54%	27.1	39.6	63	Dec 19	Cemented supply-chain relationships whilst enduring a downturn in the oil and gas sector during 2020
Salford Greater Manchester	82 [93]	<b>Edge Worldwide Logistics</b> <i>Logistics services broker</i>	46%	11.6	71.3	63	Jun 20	Helped transport PPE for international NGOs at the start of the pandemic
Manchester Greater Manchester	135 [106]	<b>Amoria Bond</b> <i>Recruitment consultancy</i>	30%	56.7	74.3	146	Nov 19	Despite Covid-19 is in the process of establishing a new office in America
Manchester Greater Manchester	145	<b>British Engineering Services</b> <i>Testing services provider</i>	28%	3.2	49.2	577	Dec 19	Provides testing, inspections and certification services to one of Ireland's largest insurers

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Manchester Greater Manchester	170 [190]	<b>MPM Products</b> <i>Pet food producer</i>	23%	*55.2	*79.5	67	Dec 19	South Korea, Kuwait and New Zealand are among this company's 49 markets worldwide
Manchester Greater Manchester	186 [152]	<b>Peninsula</b> <i>Employment law consultancy</i>	21%	121.2	299.2	3,062	Mar 20	Handles employment and HR inquiries, and provides Covid-19 workplace risk assessments
Skelmersdale Lancashire	29	<b>Kammac</b> <i>Outsourcing logistics specialist</i>	84%	3.4	29.1	298	Dec 19	Handles over 1.4m pallets a year for retailers, breweries and pharmaceutical clients
Carnforth Lancashire	77 [34]	<b>Havwoods</b> <i>Hardwood flooring specialist</i>	50%	10.1	48.7	106	Dec 19	Switched to virtual consultations when its showrooms from New York to Melbourne closed
Southport Lancashire	192	<b>Nationwide Produce</b> <i>Produce supplier</i>	19%	32.6	138.1	97	May 20	Food charity FareShare – supported by footballer Marcus Rashford – is using one of its Evesham distribution depots

\*Supplied by company † Annualised

## 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](http://www.fasttrack.co.uk).

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PLEASE CREDIT IN FULL: "SUNDAY TIMES HSBC INTERNATIONAL TRACK 200"

## For further information please contact:

Gareth Morgan, senior research manager, Fast Track: 01865 297034 or [gareth.morgan@fasttrack.co.uk](mailto:gareth.morgan@fasttrack.co.uk)  
Richard Tyler, director of editorial, Fast Track: 01856 297011 or [richard.tyler@fasttrack.co.uk](mailto:richard.tyler@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](http://www.fasttrack.co.uk)

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