

International Track 200 regional press release

Thursday 18 February 2021



THIRTY NINE COMPANIES IN THE SOUTHEAST 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.

39 companies headquartered in the **Southeast** (compared to 36 last year) have won places on the league table, including **12 new entrants**. These regional stars have grown their international sales by an average of 60% a year over the last two years to a total of £1.8bn, all are profitable and together they employ more than 15,200 people. The figures largely relate to financial periods before Covid-19 struck.

The region's top-ranked company is new entrant **Huel** (No 5), the Hertfordshire-based nutrition brand founded in 2015. It has sold 100 million meals in 90 countries, and a third of its staff have joined during the pandemic. International sales grew an average of 209% a year over its last two years to reach £39.8m in 2020, on total sales of £71.6m.

Berkshire is home to technology platform provider **Wireless Logic** – which helped develop digital vending machines and vulnerable people stay connected with personalised devices during the pandemic. Its international sales grew by 107% a year, reaching £39.9m 2020 on total sales of £91.4m.

The companies in the Southeast 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 Southeast 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 Southeast 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
Hurley Berkshire	18 [49]	Wireless Logic Technology platform provider	107%	39.9	91.4	213	Apr 20	Helped with connectivity services to monitor numbers of people in shops during Covid

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
Bracknell Berkshire	21 [74]	Redwood Technologies Group <i>Communications tech provider</i>	98%	14.5	39.2	266	Dec 19	Its AI technology has helped public sector bodies manage demand for Covid-19 information
Wokingham Berkshire	62 [29]	Invenio Business Solutions <i>IT consultancy</i>	59%	*33.5	*43.8	848	Mar 20	Has launched a Covid-19 package to help clients digitise their supply chains
Slough Berkshire	97	BAP Pharma <i>Pharmaceuticals supplier</i>	41%	70.8	105.5	20	Dec 19	Helped maintain the supply of drugs for a client's Covid-19 vaccine trial
Little Chalfont Buckinghamshire	14	The Entertainer <i>Toy retailer</i>	124%	27.5	236.3	2,348	Jan 20	Acquired a Spanish toy retailer in 2018 and the Early Learning Centre in 2019
High Wycombe Buckinghamshire	142 [76]	Origin <i>Door and window manufacturer</i>	29%	4.4	41.9	278	Dec 19	Kept its Florida factory open to make and deliver luxury doors when showrooms closed
Hailsham East Sussex	165	Aspen Pumps <i>Pump manufacturer</i>	25%	65.1	83.4	210	Dec 19	Has made seven acquisitions since 2015 and has sold its products to more than 100 countries
Wickford Essex	8	SBZ Corporation <i>Additives supplier</i>	201%	8.5	28.0	21	Dec 19	Has expanded its 6,500 cubic metre oil storage facility on the east coast of England
Witham Essex	15 [24]	Beta Pharmaceuticals <i>Pharmaceuticals wholesaler</i>	118%	15.6	43.2	84	Sep 19	Exports medical supplies to Europe, East Africa and the Middle East
Brentwood Essex	33	Matchroom Sport <i>Sporting events promoter</i>	81%	99.7	192.9	87	Jun 19	Eddie Hearn, its managing director, published "Relentless: 12 Rounds to Success" in October
Colchester Essex	92 [113]	bulk <i>Sports nutrition brand</i>	43%	31.6	57.0	179	Dec 19	Opened a 100,000 sq ft distribution centre in Poland in 2019
Gosport Hampshire	10 [9]	Kingsbury <i>Machine tools wholesaler</i>	156%	9.7	83.1	323	Dec 19	Supplies German-made machine tools and devices used to make medical ventilators
Aldershot Hampshire	23	Segen <i>Solar equipment distributor</i>	96%	70.2	116.6	119	Nov 19	Subsidiaries in Germany and South Africa supply growing local markets with solar products
Basingstoke Hampshire	32	Wingate <i>Building services provider</i>	81%	9.3	42.3	268	Sep 20	Provided site services during construction of AstraZeneca's Cambridge R&D centre
Farnborough Hampshire	35	Ignition Technology <i>Software distributor</i>	78%	4.5	28.7	32	Apr 20	Says it achieved record sales for its remote-access software during the first lockdown
Southampton Hampshire	101	Clearvision <i>IT consultancy</i>	38%	17.8	35.7	62	Dec 19	Has helped clients transition to remote working during the pandemic

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Eastleigh Hampshire	129 [90]	Selwood <i>Pump manufacturer & renter</i>	30%	8.3	88.7	599	Dec 19	Its low emission pumps have been supplied to engineers helping expand the Paris Metro
Basingstoke Hampshire	139 [83]	Adare International <i>Marketing services provider</i>	29%	199.7	234.3	686	Dec 19	Hilton, Hitachi and Huawei have used its marketing technology platform
Portsmouth Hampshire	196 [200]	CT Automotive <i>Automotive parts supplier</i>	19%	62.0	88.7	2,849	Dec 19	Despite the pandemic, production has been maintained in at least one of its three global locations
Tring Hertfordshire	5	Huel <i>Nutrition brand</i>	209%	*39.8	*71.6	120	Jul 20	Has sold more than 100 million meals in 90 countries
Welwyn Garden City Hertfordshire	89 [65]	Brogan Group <i>Construction access specialists</i>	43%	21.1	48.1	625	Dec 19	Won a Queen's Award for Enterprise in international trade last year
Bishops Stortford Hertfordshire	177	Dotmatics <i>Data management software</i>	22%	21.7	26.0	185	Dec 19	Acquired Boston-based laboratory data automation firm BioBright last year
Hertford Hertfordshire	188 [92]	Smyle <i>Creative agency</i>	20%	*23.1	*37.8	110	Mar 20	Created an immersive virtual conference for Samsung in September
Dartford Kent	38 [73]	Dormole <i>Tool distributor</i>	77%	36.5	242.7	1,040	Dec 19	Invested in its stock of more than 30,000 tool products at the onset of the pandemic
Queenborough Kent	66 [51]	Revolution Beauty <i>Beauty products retailer</i>	56%	*102.0	*152.4	205	Dec 19	Collaborated with Warner Brothers last year on a collection inspired by US sitcom Friends
Lympne Kent	132	FFX <i>Tools and equipment retailer</i>	30%	11.5	58.9	130	Sep 19	Sells its range of 90,000 construction tools online, with customers in France and Germany
Swanley Kent	197	Swan Mill Holdings <i>Paper tableware manufacturer</i>	18%	*19.5	*64.7	314	Mar 20	Produces around 5bn napkins a year for hospitals, shops and restaurants
Dartford Kent	200	Brigade Electronics <i>Safety device manufacturer</i>	18%	37.9	53.0	201	Jan 20	Exports its vehicle safety systems to five continents
Oxford Oxfordshire	64 [59]	Oxford Economics <i>Economic research consultancy</i>	58%	23.2	41.7	259	Jul 19	Its forecasting technology has helped clients understand the pandemic's economic impact
Wantage Oxfordshire	78 [132]	Purdicom <i>Wireless network provider</i>	49%	5.1	32.6	56	Dec 19	Supplies wireless network equipment including Google hardware to Europe, Dubai and Russia
Banbury Oxfordshire	126 [91]	Silbury <i>Food ingredients supplier</i>	31%	7.4	59.8	32	Oct 19	Owns a stake in HIT Group, one of Europe's largest tomato processors

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Oxford Oxfordshire	150	Oxford PharmaGenesis <i>Medical communications agency</i>	27%	*32.3	*39.9	370	Oct 20	Worked with Pfizer and AstraZeneca during the Covid-19 pandemic
Thame Oxfordshire	153	Farol <i>Agricultural machinery supplier</i>	27%	8.9	106.0	233	Jan 20	Exports tractors and combine harvesters to customers in mainland Europe
Banbury Oxfordshire	171	DCS Group (UK) <i>Consumer goods manufacturer & distributor</i>	23%	27.5	230.9	352	Dec 19	Exports its Enliven toiletry and hand hygiene brand worldwide
Thame Oxfordshire	178	Pacific Produce <i>Fruit and vegetable importer</i>	22%	9.5	58.6	13	Nov 19	Launched a range of baby food products in Germany last year
Thame Oxfordshire	185	Groves <i>Haberdashery distributor</i>	21%	2.2	27.2	101	Jun 19	Added PPE and mask-making equipment to its range of haberdashery
Ockley Surrey	70 [48]	SIAN Wholesale <i>Consumer goods wholesaler</i>	53%	31.1	49.1	34	Dec 19	Exports worldwide and has seen a surge in demand for hand sanitiser
Reigate Surrey	104 [82]	ACC Aviation <i>Aviation services provider</i>	38%	170.2	175.9	56	Dec 19	Acquired Dubai-based aviation consultancy Aerotask in 2019
Leatherhead Surrey	164	HH Global <i>Marketing services provider</i>	25%	*380.1	*464.2	1,311	Mar 20	Trades in 50 countries and clients include Google, Samsung and Uber

*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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