

International Track 200 Awards event press release



Wed 28 April 2021

BRITAIN'S MID-MARKET EXPORT STARS HONOURED

The owners and directors of Britain's 200 mid-market private companies with the fastest-growing international sales were recognised today (28th April) at the 12th annual *Sunday Times HSBC International Track 200* virtual awards event.

The 275 guests at the interactive virtual event included founders and senior directors from companies such as **Boden, Brompton, Fever-Tree, Five Guys, Princess Yachts** and **THG**.

Guests were welcomed by **Jane Galvin**, head of corporate banking, **HSBC UK**.

She said: "It's fantastic to see so many brilliant UK businesses here at the International Track 200 awards. What a year it's been, with Brexit and the global volatility the pandemic has caused. The shift you have all made in this last year has been phenomenal – the world is changing rapidly."

Encouragingly, 99% of guests polled were very confident (60%) or confident (39%) about their company's prospects over the next 12 months.

The annual **Sunday Times HSBC International Track 200** awards event brings together the founders and directors of the UK's mid-market private companies with the fastest-growing international sales over the past two years. Mostly pre-Covid-19, companies on the league table grew their overseas sales by between 18% and 254% p.a. over their last two years to a combined £8.7bn.

Special awards were sponsored by **HSBC UK** and **DHL Express** (see details below).

Keynote speeches:

Guests heard from two keynote speakers who presented their insights on a range of topics from managing rapid international growth to recovering from the global challenges posed by Covid-19.

- **Lord Jim O'Neill**, the renowned economist and former HM Treasury minister, said: "The cyclical bounce in the world economy that we are in the early days of seeing is probably going to be... one of the strongest economic recoveries I've ever witnessed." He added: "I really have never seen anything quite like it," and also underlined the importance of profit with purpose.
- **Rosaleen Blair CBE**, founder and chair of **AMS**, the talent acquisition specialist which employs 4,500 people across 100 countries, partnering with clients including HSBC, Deloitte and Rolls-Royce, said: "What we're seeing across every sector is this pent-up demand to bring new people in and refresh the organisation. My expectation is that will continue into the autumn – I don't see any sign of it letting up."

Following the speeches, **Oliver Shah**, business editor at **The Sunday Times**, chaired a Q&A with the keynote speakers.

After the Q&A, guests participated in small virtual breakout discussion groups focusing on the challenges and opportunities post-pandemic, and also in 1:1 video networking.

International Track 200 awards

All companies received a league table certificate; and five companies won special awards.

The **International Track Ones to Recognise award**, sponsored by **HSBC UK**, was presented by Ahmed Yeganeh, regional director for large corporates in the North of England, to managing director Leonard Russell of **Ian Macleod Distillers**. The Scottish distiller produces 15 million bottles of spirits a year, including Glengoyne whisky and Edinburgh Gin. It sells to 60 countries, and more than half of its £110m sales are from exports.

The **Excellence in emerging markets award**, sponsored by **HSBC UK**, was presented by Ian Tandy, managing director of global trade & receivables finance, to executive chairman Robert MacMillan of **HH Global**. The marketing services provider has secured Walmart China as a customer and is supporting PepsiCo across South and Central America. Overseas sales grew 25% a year over two years to reach £380m in 2020.

The **Excellence in international e-commerce award**, sponsored by **DHL Express**, was presented by Abi Brodie, VP of E-commerce to co-founders Claire Henderson and Mike Branney of **Oh Polly**. It was founded in 2015, boasts 4.3 million Instagram followers and expects international sales of its clothing to rise from £14.3m to £20m this year.

The **Manufacturing excellence award**, sponsored by **The Sunday Times**, was presented by business editor Oliver Shah to co-founder and chief executive Steve Turner of **Spectrum Medical**. The Gloucester-based medical device developer makes life support machines used to treat critically ill Covid-19 patients in America and Germany. It grew exports 93% a year to reach £33m in 2019, and its order book for the first six months of 2021 exceeds £50m.

The **Fastest-growing company award**, also sponsored by **HSBC UK**, was presented by Jane Galvin to chief executive Barry Horgan of **ExcelRedstone**. The IT infrastructure specialist has helped companies across the world adapt to the pandemic, supporting remote working and improving productivity. It reached the top spot after international sales rose 254% a year to an annualised £36m in 2019, and it is targeting total sales of £500m by 2030.

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SUNDAY TIMES HSBC INTERNATIONAL TRACK 200

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Notes for editors

Fast Track has published national league tables of the UK's top-performing private companies with **The Sunday Times** for the past 24 years. Its invitation-only awards events provide a valuable opportunity for entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

About the league table & awards

The 12th annual **Sunday Times HSBC International Track 200** league table was published on 21 February 2021 and the awards dinner was held as a virtual interactive event on 28 April. The league table is compiled by **Fast Track** based in Oxford, which is the UK's leading research and networking events company focusing on top-performing private companies.

In addition to title sponsor **HSBC UK**, the league table is sponsored by **DHL Express**.

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 (CAGR) in their international sales over the 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 primarily between August and December 2020. Data on international sales can be limited. Companies filing abbreviated 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.

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HSBC UK has been title sponsor of the International Track 200 for all 12 years.

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DHL Express is a main sponsor of the International Track 200 for a fifth year.

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