

International Track 100 press release



COMPANIES IN THE SOUTHWEST WIN A PLACE AMONG BRITAIN'S FASTEST-GROWING INTERNATIONAL SALES STARS

Published this weekend, the second annual **Sunday Times HSBC International Track 100** league table ranks Britain's private companies with the fastest-growing international sales.

There are seven companies in the Southwest compared to five last year. They have made a significant contribution to the regional economy over the last two years, despite the downturn. During this time they added **151 jobs** and now employ a total of **618 people**. Their combined sales are **£215m**, and their international sales have grown by an average of **118%** a year over two years to a total of **£136m**.

The Book Depository makes a second appearance on the league table. The online retailer ships books to 101 countries and generated exports of more than £50m last year, up 127% a year compared to 2008. The Gloucester company was founded by Andrew Crawford, who helped launch Amazon in Britain.

Bournemouth business **Micro Nav** features for the first time this year. The company designs air traffic control simulation systems, which it exports to 32 countries. Clients include aviation authorities in the Middle East, and 96% of its £5.8m sales are generated overseas.

The league table is sponsored by HSBC and Grant Thornton. It is compiled by Fast Track, the Oxford-based networking events and research company.

Private companies in the Southwest with the fastest-growing international sales

2011 Rank in UK [2010]	Company Activity	Location of HQ	Annual int'l sales growth over 2 yrs	Latest int'l sales (£000)	Latest total sales (£000)	Latest staff	Latest FYE [‡]	Comment
6	Arrowedge <i>Pharmaceutical wholesaler</i>	Bournemouth	222%	15,231	33,688	41	Apr 10	Plans to target sales in South America after attending a trade show
7	Intamarque <i>Food and toiletries distributor</i>	Cheltenham	207%	11,680	23,594	10	May 10	Distributes mixed containers of British products to more than 30 countries
16 [3]	The Book Depository <i>Online book retailer</i>	Gloucester	127%	51,831	69,001	58	Jun 10	Ships free of charge to 101 countries, with major markets in Canada, Australia and America
41	PKR <i>3D poker website operator</i>	Alderney	82%	23,150	33,031	98	Dec 09	Players from Europe and Canada enjoy this company's 3D poker games
61	RFL Communications <i>Telecoms services provider</i>	Wiltshire	68%	1,814	5,170	45	Jun 10	Constructed the communications network for a Jordanian electricity and power company
62	Micro Nav <i>Simulation systems provider</i>	Bournemouth	68%	†5,559	†5,777	46	Dec 09	96% of sales are overseas, with key markets being Europe, the Middle East and Asia
86 [61]	Severn Glocon <i>Industrial valve manufacturer</i>	Gloucester	55%	27,107	44,640	320	Dec 09	Has factories in Britain and India and is developing manufacturing capability in China

‡ FYE (financial year end) of latest available accounts † Draft figure

Companies on the league table from other parts of the UK include Cath Kidston, the clothing and accessories retailer known for its bold, floral designs; Flying Music, the producer behind hit shows such as Thriller Live; and Divex, which makes diving equipment for the FBI.

Steve Price, head of the UK commercial banking segment at HSBC, the title sponsor of the league table, commented:

"It's encouraging to see privately-owned British companies - including many which HSBC has helped to support – develop their international trade. With overseas sales accounting for half of these companies' total sales, the International Track 100 businesses are expanding their horizons and capitalising on the potential that exists in the global market."

The national picture

Despite difficult trading conditions, the International Track 100 companies increased their overseas sales by an average of **91%** a year over two years to a total of **£1.6bn**. They employ more than **21,000** staff, having added nearly **6,600** jobs over the same period.

The vast majority of companies sell to mainland Europe (96), making it the most popular overseas market, followed by Asia (68) and North America (66). More than half the companies trade on four or more continents.

The top countries for exports are the US (64 companies), Germany (57) and France (53).

Consumer goods is the largest sector on the league table, with 17 companies, followed by engineering (12) and computers and electronics (11).

Most of the companies are headquartered in London (30), the Southeast (16), the Northeast (14) or the Northwest (13). The remainder breaks down as follows: Midlands (9), Southwest (7), Scotland (5), East (4), Wales (1) and Northern Ireland (1).

The full findings are published in a special eight-page supplement within the business section of **The Sunday Times** on 8 May and on www.fasttrack.co.uk, where you can access a searchable database of all 100 companies, as well as past league tables.

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**WHEN USING THIS INFORMATION PLEASE CREDIT:
THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 100**

For further information please contact:

Nick Britton, head of research and editorial, Fast Track, 01865 297 014, nick.britton@fasttrack.co.uk

Notes for editors

Fast Track has published league tables of top-performing private companies with **The Sunday Times** for the past 14 years, and its invitation-only events provide an opportunity for entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who 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 were ranked on their compound annual growth rate in international sales over two

years (2007-2009, 2008-2010 or 2009-2011, depending on their latest available accounts). Total sales had to be at least £5m and international sales at least £1m in the latest financial year.

Fast Track conducted phone interviews or face-to-face visits with all 100 companies between January and March 2011.

The research is based on limited available data on international sales. Companies filing abbreviated accounts are not required to disclose a geographical breakdown of sales, while many companies filing full accounts do not make this disclosure because it may be prejudicial to their interests.

About HSBC

HSBC is the title sponsor of The Sunday Times HSBC International Track 100 for a second year. It is a principal member of the HSBC Group, one of the world's largest banking and financial services organisations, with around 9,500 offices in 83 countries and territories. HSBC Bank offers a full range of business banking solutions, delivered locally, drawing on the unparalleled global network of the HSBC Group.

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