

Tech Track 100 press release

Sunday 18 September



THIRTEEN COMPANIES IN THE SOUTHEAST WIN PLACES IN LEAGUE TABLE OF BRITAIN'S FASTEST-GROWING TECHNOLOGY FIRMS

Published this weekend, the 11th annual **Sunday Times Microsoft Tech Track 100** league table ranks Britain's one hundred privately-owned technology, media and telecoms (TMT) companies with the fastest-growing sales over the last three years.

There are 13 companies headquartered in the Southeast of England on the league table (compared to 16 last year). They have made a strong contribution to the local economy over the last three years, despite the tough economic conditions. Together they employ **2,400 people** and have achieved combined sales of **£446m**.

The region's highest ranked company is Southampton-based **Peach Telecom**, which is a new entrant to the league table. Founder and managing director Darren Scott-Healey started the business with a small loan in 2006 and has grown by swallowing smaller competitors. These acquisitions have contributed to sales growth of 137% a year from £533,000 in 2007 to £7.1m in 2010.

Reading-based **Adepra** appears on the league table for the seventh time, and its sales have grown 37% a year from £8.2m in 2007 to £21.3m in 2010. Its technology helps banks to decide when and how to contact their customers, for example to alert an account holder to potential credit-card fraud. Adepra is one of the 21 league table companies that offer outsourced IT services.

Also based in Reading is **VOSS**, which develops software for the telecoms industry and whose clients include BT and Vodafone.

The companies in the Southeast feature on the league table alongside emerging brands such as online money lender **Wonga**, price comparison website **Gocompare**, and music recognition services provider **Shazam**.

The Tech Track 100 is sponsored by **Microsoft**, **Barclays Corporate** and **BDO**. It is compiled by **Fast Track**, the Oxford-based networking events and research company.

Fastest-growing private technology companies in the Southeast

National rank [2010 rank]	Company Activity	Location of HQ	Annual sales growth over 3 yrs	Latest sales (£000)	Staff	Latest financial year end†	Comment
9	Peach Telecom Telecoms services provider	Southampton	137.36%	7,125	54	Aug 10	Has grown by swallowing up smaller competitors
18	Innovise Software developer	Slough	96.34%	17,059	146	Sep 10	Has made 13 acquisitions in seven years
41 [18]	Kaspersky Lab Anti-virus software developer	Oxfordshire / Moscow	68.55%	299,050	1,622	Dec 10	World's third-largest vendor of consumer IT security software, according to Gartner
46	Update Infrastructure Network services provider	Reigate	62.69%	19,702	46	Jun 10	Has connected 800 Welsh GP surgeries to the internet

51	JAOtech <i>Touchscreen terminal maker</i>	Redhill Surrey	56.91%	8,993	36	Sep 10	Is launching an improved, cheaper version of its smart terminal in November
54 [25]	Wireless Logic <i>Wireless data services provider</i>	Marlow	55.85%	†11,623	18	Apr 11	ECI Partners backed a £35m management buyout from Peter Jones last month
55	ViewSat <i>Satellite communication services provider</i>	Guildford	54.81%	†6,959	17	Feb 11	Works primarily with Middle Eastern and African broadcasters
61	RMA Consulting <i>Digital design consultancy</i>	Andover	50.50%	†5,961	25	Feb 11	Creates visual interfaces, such as flight planning systems for Nato aircraft
64	Premier Telecom <i>Telecoms services provider</i>	Fareham Hampshire	49.33%	†11,229	84	Dec 10	Won the 2011 award for Vodafone Platinum Partner of the Year
65	MDSL <i>Technology expense manager</i>	Tunbridge Wells	49.21%	8,986	98	Dec 10	Has offices in New York, Macau, Hong Kong and Tokyo
73	Marlborough Communications <i>Military communications provider</i>	Horley Surrey	44.93%	22,063	30	Sep 10	Supplies equipment to Nato forces in Afghanistan
92	VOSS <i>Software developer</i>	Reading	38.27%	5,812	76	Aug 10	Generates 40% of its sales in America
97 [72]	Adepra <i>Managed services provider</i>	Reading	37.39%	21,341	144	Dec 10	Is designing mobile banking apps for smartphones

† Draft, audit exempt or not filed at Companies House

Scott Dodds, general manager, business strategy and marketing at Microsoft, the title sponsor of the league table, commented:

“Privately-owned technology companies are making a great contribution to the economy despite difficult trading conditions. It is especially encouraging to see that cloud computing continues to provide such significant opportunities by helping technology firms to open up new markets and cut costs for their customers.”

The national picture

This year's Tech Track 100 companies achieved, on average, sales growth of 74% a year over the last three years of accounts, from a combined total of £680m in 2007/08 to **£3.1bn** in 2010/11. They almost tripled their combined workforce to **13,500** over the three years, with more than **8,800** jobs being added over that period.

Demonstrating a renewed appetite to invest among venture capital and private equity firms, **22** companies on the Tech Track 100 raised funding from these sources in the year to August 2011. A total of 45 have venture capital / private equity backing. This compares to six from last year's league table that secured funds in the 12 months to August 2010.

Companies offering **outsourced IT services**, such as cloud computing and managed hosting, made a strong showing on the league table, with 21 companies operating in this sector. Other prominent industries include telecommunications, represented by 17 companies, digital media and entertainment (15) and online consumer services (13).

The majority of companies on the league table are headquartered in London (55) and the Southeast (13). Of the remainder 12 are based in the North, 7 in the Midlands, 5 in the Southwest, 3 in the East, 3 in Scotland and 2 in Wales.

The full findings are published in a special eight-page supplement within the business section of **The Sunday Times** on 18 September 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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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 unquoted, independent and registered in Britain. They were ranked by their compound annual growth rate (CAGR) in sales over their latest three financial years between 2007 and 2010, or 2008 and 2011.

For financial years lasting less or more than 52 trading weeks, figures were annualised on a simple pro-rata basis. Annualised sales had to exceed £250,000 in the base year (2007 or 2008) and £5m in the latest year (2010 or 2011). Companies had to also show an increase in sales in their latest year, but not necessarily be in profit.

The research was carried out by Fast Track between May and August. The majority of companies were interviewed by telephone and more than almost nine-tenths (89) were also visited by the Fast Track research team.

About Microsoft

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

www.microsoft.com

About Barclays Corporate

The Barclays Corporate Technology, Media and Telecoms team have more than 40 sector-focused specialists located across the UK. This dedicated team works with most of the listed UK TMT companies and more than a quarter of all Tech Track 100 businesses operating in the sector.

www.barclayscorporate.com

About BDO

BDO is the award-winning UK member firm of the BDO international network, the world's fifth largest accountancy organisation, with more than 1,000 offices in over 100 countries.

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