

Fast Track 100 national press release

TWENTIETH YEAR

Sunday 4 December 2016



BRITAIN'S FASTEST-GROWING PRIVATE COMPANIES REVEALED IN 20TH ANNUAL RANKING

Published today, the 20th anniversary edition of the **Sunday Times Virgin Fast Track 100** league table ranks Britain's private companies with the fastest-growing sales.

The 100 companies on this year's Fast Track 100, which includes well-known names such as appliance manufacturer **Gtech**, brewer **BrewDog**, and fashion retailer **Missguided**, grew their sales over the last three years by an average of 67% a year to a total of £3.3bn, compared to £1.6bn on the first league table in 1997. They have added 14,200 jobs over the period to a total of 19,400 staff, compared with 15,500 in 1997.

The No 1 company in 2016 is online retailer **Gymshark**, which has used social media to build brand recognition, helping it to grow sales of its gym clothing by an average of 193% a year to £12.8m in 2016.

Since the first league table was published in 1997, Fast Track 100 has featured many of Britain's most successful companies. They include chip designer **ARM**, which was acquired by Japan's SoftBank for £24bn earlier this year; mobile phone retailer **Carphone Warehouse**, which merged with Dixons in 2014 and employs 42,000 people; and fruit drinks maker **innocent**, which was sold to Coca-Cola in 2013, in a deal valuing the company at £440m.

Since its launch, 1,400 companies have appeared on the league table, of which: 800 remain in private ownership; 40 have floated on the stock market; 340 have merged with or been acquired by another business; and 220 have gone bust – this compares favourably with the 55% of British start-ups that go bust within their first five years.

The Fast Track 100 is sponsored by **Virgin**, **Barclays**, **BDO**, **BGF** and **Virgin Media Business**, and is compiled by **Fast Track**, the Oxford-based research and networking events firm.

Sir Richard Branson of Virgin, the title sponsor for all 20 years, commented:

“For 20 years, the Fast Track 100 has checked the country's entrepreneurial pulse, and highlighted the best and brightest talents emerging from the UK – this year is no exception. When I started up in business almost 50 years ago, the word entrepreneur wasn't really known. Now everyone knows entrepreneurs are the job makers and innovation stimulators of the world. More importantly, many, many more people want to join the club, and change business for good.”

The ten fastest-growing companies on the Virgin Fast Track 100 league table

Rank [2015 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
1	Gymshark Online activewear retailer	Worcestershire	193%	*12.8	53	Jul 16	Its 18 “athletic ambassadors” have 20m followers on social media
2	Loveholidays Online travel agency	Central London	184%	14.5	223	Oct 15	Investors include Lastminute.com co-founder Brent Hoberman and Better Capital founder Jon Moulton

Rank [2015 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end‡	Comment
3	Chemist-4-U.com <i>Online pharmacy</i>	Lancashire	173%	*16.9	48	Sep 15	Is one of Royal Mail's largest customers in the northwest, sending up to 16,000 parcels a day
4 [4]	Heck! Food <i>Gourmet sausage producer</i>	North Yorkshire	170%	*11.2	64	Jul 16	Named after a line in the 1983 movie Risky Business, starring Tom Cruise
5 [6]	Carfinance247 <i>Vehicle finance provider</i>	Manchester	161%	*25.0	320	Jun 16	Says £25m worth of loans are completed each month through its website
6	AerFin <i>Aircraft and spares services</i>	South Wales	158%	†15.3	40	Dec 15	Customers include airlines such as Lufthansa, Air France and Philippine Airlines
7	Acro Aircraft Seating <i>Aircraft seat manufacturer</i>	Crawley	157%	*33.4	108	Dec 15	Manufactures 3,000 seats a month for more than 30 clients
8 [13]	ESM Power <i>Electrical engineer</i>	Scunthorpe	146%	*12.4	41	Apr 16	Sponsors Scunthorpe Rugby Club, where its managing director used to play
9 [1]	GreenTech Distribution <i>Mobile phone recycler and distributor</i>	High Wycombe	144%	64.2	25	Feb 16	Provides an in-house repair service in more than 40 Samsung stores across Europe
10	Ennismore <i>Hospitality developer and operator</i>	Central London	142%	10.5	39	Dec 15	Spending £500m to roll out its Hoxton hotel brand internationally

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure

KEY FINDINGS: HOW FAST TRACK 100 HAS CHANGED SINCE 1997

External capital: Forty-two of this year's 100 have raised external capital, whether from private equity/venture capital firms, business angels, or corporate investors, up from 21 on the first league table in 1997. For example, travel agent **CRUISE.co.uk**, which features for a second year in 2016, underwent a £52m secondary buyout backed by Bridgepoint from Risk Capital Partners in August.

International activity: More than half of the companies (52) have expanded overseas to boost growth, compared with 23 on the first league table. Examples include **Tangle Teezer**, which ranks for a fourth year in 2016, and ships its British-made detangling hair brushes to customers in over 110 countries.

Manufacturing: Twenty-eight companies are engaged in manufacturing, either directly or indirectly (by outsourcing to third parties), up from 18 on the first league table. Examples include **Acro Aircraft Seating**, which makes 3,000 seats a month for more than 30 clients, and last year secured £7.8m from BGF for a minority stake.

Young founders: Fast Track 100 entrepreneurs have been typically in their 30s or 40s when they started their business, but this year there are more in their 20s than 40s. For example, online fashion retailer **Pink Boutique** was set up by Alice Hall, 28, from her living room four years ago with a £90 investment. It has rapidly grown using social media and engages 1.2m Facebook followers

Serial entrepreneurs: There are some 40 serial entrepreneurs that run 25 companies on this year's league table. Among them, Peter Roberts founded and sold several companies before starting **Pure Gym** (No 25) in 2008. The gym operator now has a 37% share of the value gym sector.

Acquisitions: Around a fifth of the companies have grown in part due to acquisitions, a similar number to 1997. On this year's table, **Ennismore** started in 2012 with the acquisition of The Hoxton hotel in Shoreditch, before buying the Gleneagles hotel in 2015 for a reported £150m.

Regions: The dominant region for company HQs is London (34), followed by the southeast (17). Of the remainder, 13 companies are based in the northwest, 11 in the Midlands, 10 in the northeast, six in the southwest, three each in Scotland and Wales, two in the East and one in Northern Ireland. In comparison, in 1997 there were 70 companies in London and the southeast, and none in the southwest, Wales or Northern Ireland.

See Appendix for the full league table

The full league table is published today as a 12-page supplement with the business section of **The Sunday Times**, both in print and in the digital edition, and on www.fasttrack.co.uk.

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PLEASE CREDIT IN FULL: “THE SUNDAY TIMES VIRGIN FAST TRACK 100”

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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 20 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. Sales growth was measured by compound annual growth rate (CAGR) over the latest three financial years. A minimum of 25 weeks’ trading in their base and latest years was required. For accounting periods not equal to a year, financials have been presented on an annual basis.

Annualised sales had to exceed £250,000 in the base year and not show a drop from the penultimate to the latest year, where total sales had to exceed £5m. Firms had to have 10 or more employees, and make operating profit of at least £500,000 in their latest available accounts. Recruitment firms are required to have gross profits of at least £5m in their latest available accounts. Sales for recruitment firms are the total amount invoiced to clients.

Excluded companies include technology firms (covered by our sister league table, Tech Track 100), LLPs, pure property and financial trading companies, and companies with turnover of £500m or greater.

The research was carried out by Fast Track between August and November. The majority of companies were interviewed by telephone or in person by the Fast Track team.

About our sponsors

About Virgin

Virgin is a leading international investment group and one of the world's most recognised and respected brands. Conceived in 1970 by Sir Richard Branson, the Virgin Group has gone on to grow successful businesses in sectors including mobile telephony, travel & transportation, financial services, leisure & entertainment and health & wellness.

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Barclays is a main sponsor for a sixth year. Barclays is a transatlantic consumer, corporate and investment bank offering products and services across personal, corporate and investment banking, credit cards and wealth management, with a strong presence in our two home markets of the UK and the US. With over 325 years of history and expertise in banking, Barclays operates in over 40 countries and employs approximately 130,000 people. Barclays moves, lends, invests and protects money for customers and clients worldwide.

www.barclayscorporate.com www.barclayswealth.com

About BDO

Accountancy firm BDO is a main sponsor for a third year. We provide assurance, tax and advisory services helping clients navigate a changing world. We share our clients' ambitions and their entrepreneurial mind-set; we have the right combination of global reach, integrity, collegiate approach and expertise to help them succeed. For the third year running, our clients are most likely to recommend us than those of all the major firms, including the Big 4.*

**According to independent research from the Meridian West.*

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About BGF

BGF is a main sponsor for a fourth year. BGF is the UK's most active provider of growth capital to small and mid-sized businesses. BGF makes initial investments of between £2m and £10m into privately-owned and AIM listed companies with turnover between £5m and £100m. BGF provides long-term, minority equity investments and access to a huge network and support. BGF Ventures focusses on earlier stage technology companies, typically making initial investments of between £1m and £6m.

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About Virgin Media Business

Virgin Media Business design, build and maintain high-performance networks so enterprise businesses can disrupt old markets, open new ones and grow. High-performance Digital Platforms sit at the core of every successful commercial entity because business models are now disrupted in quarters not decades. Which, we believe, means every enterprise needs to be prepared to disrupt their markets – or adapt quickly when the disruption hits. A high-performance Digital Platform is required to make this happen.

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Appendix: The 2016 Fast Track 100 league table

Rank [2015 rank]	Company <i>Activity</i>	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
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10	Ennismore <i>Hospitality developer and operator</i>	Central London	142%	10.5	39	Dec 15	Spending £500m to roll out its Hoxton hotel brand internationally
11	Globe Locums <i>Healthcare recruitment consultancy</i>	Central London	141%	*29.6	44	May 16	More than 70% of its candidates come from outside the UK
12	Pink Boutique <i>Online fashion retailer</i>	Newcastle upon Tyne	139%	*7.7	44	Feb 16	Ships 2,000 garments a day from its warehouse in Newcastle
13	Transflex Vehicle Rental <i>Vehicle rental provider</i>	Stockton-on-Tees	134%	11.5	31	Dec 15	Has grown from 50 vehicles five years ago to a fleet of 3,300
14	Tropic Skincare <i>Skincare manufacturer</i>	Croydon	131%	*7.5	55	Jun 16	In its Surrey “beauty kitchen”, “chefs” create natural products sold by 5,000 ambassadors
15	Wool Warehouse <i>Online yarn retailer</i>	Leamington Spa	128%	*5.1	40	May 16	Its largest customer group is made up of 24- to 30-year-olds
16	Victorian Plumbing <i>Online bathroom retailer</i>	Merseyside	117%	42.3	111	Sep 15	Was originally set up as a sideline to provide income for the founder's father
17 [7]	Athena PTS <i>Electrical engineer</i>	Cumbria	115%	*6.8	52	Jul 16	Won £3m of new contracts in January alone
18	Green Frog Connect <i>Utilities connections provider</i>	Birmingham	114%	20.6	10	Mar 16	Its connections at solar farms and power stations provide reserve power to the National Grid

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19 [2]	Honest Burgers <i>Burger restaurant operator</i>	Central London	111%	†10.1	203	Jan 16	Has expanded to 16 restaurants across London, including in Peckham, Tooting and Camden
20	Lindy Bop <i>Vintage fashion designer</i>	Manchester	109%	10.1	54	Oct 15	Its vintage-inspired womenswear is especially popular in Scandinavia
21	A-2 Sea <i>Subsea telecoms supplier</i>	Hampshire	106%	*8.3	17	Sep 15	Has worked on projects in countries such as Colombia, Panama, Iraq and Taiwan
22	JDX <i>Business consultancy</i>	Central London	105%	14.8	207	Mar 16	Co-founder set up financial consultancy DCG, which he expanded to 450 staff in four years
23 [22]	Enra Group <i>Specialist loan provider</i>	Borehamwood	102%	30.9	60	Dec 15	Its West One Loans subsidiary lent almost £400m in 2015
24 [11]	Gtech <i>Appliance manufacturer</i>	Worcestershire	96%	66.0	81	Nov 15	Has sold more than 22m domestic appliances in 19 countries
25 [9]	PureGym <i>Gym operator</i>	Leeds	95%	125.2	960	Dec 15	Olympic cyclist Sir Chris Hoy joined as an investor and adviser last year
26	HYPE. <i>Fashion retailer</i>	Leicester	94%	*15.0	51	Apr 16	Fans of the HYPE. brand include the American rappers Jay-Z and 50 Cent
27	The City Pub Company <i>Pub operator</i>	Central London	92%	*20.3	283	Dec 15	Differentiates itself from other chain pubs by allowing its managers to choose suppliers
28 [95]	Northvale Construction <i>Construction contractor</i>	Northwest London	92%	*10.4	24	Mar 16	Recently completed two separate £2m school projects in London
29	Evolution Money <i>Secured loans provider</i>	Manchester	90%	11.0	102	Dec 15	Its head of credit risk was “Dr Stats” on Strictly Come Dancing
30 [5]	Day Webster <i>Healthcare recruitment consultancy</i>	Northeast London	90%	*89.7	175	Mar 16	Its founders started the business with £122,000 of savings
31	Pixel Inspiration <i>Digital signage agency</i>	Altrincham	89%	6.7	60	Dec 15	Its screens for Argos can advertise umbrellas when it is raining and barbecues when it is hot
32 [20]	New World Trading Company <i>Pub and restaurant operator</i>	Cheshire	89%	30.2	600	Mar 16	Won a Guinness World Record for largest gin-tasting event, with 796 participants in 9 venues
33 [63]	4most <i>Credit risk analytics consultancy</i>	Central London	88%	*12.1	99	Sep 16	Founder Mark Sisson began his career selling mainframe computers to banks
34	Andusia <i>Waste exporter</i>	Hertford	88%	17.4	11	Mar 16	Exports 300,000 tons of waste each year
35 [16]	Mobile Phones Direct <i>Online mobile phone retailer</i>	Berkshire	85%	*79.3	96	Mar 16	Sells the latest mobile phone handsets from manufacturers such as Apple, Samsung, and Sony
36 [39]	BTL Property <i>Residential design-and- build contractor</i>	Southwest London	82%	*11.8	35	Apr 16	25% of its staff served in the military
37	Torchlight <i>Counter threat adviser</i>	Swindon	79%	*10.1	28	Jun 16	Works with governments, corporations and private clients on complex security challenges

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38	BULK POWDERS <i>Sports nutrition brand</i>	Colchester	78%	*15.3	75	Dec 15	Originally an import business, it now exports to 12 countries
39	Professor Puzzle <i>Puzzle retailer</i>	Southwest London	77%	*8.0	34	Jun 16	Founder started the business in 1999, aged 23 and with only £250
40	Tomorrow <i>Designer brands wholesaler</i>	East London	77%	*17.2	41	Dec 15	Promotes new fashion brands at its 20,000 sq ft showroom in Paris during fashion weeks
41 [21]	AlphaSights <i>Business information services</i>	Central London	74%	48.6	269	Dec 15	Clients include nine of the top 10 global private equity firms
42 [96]	High Street TV <i>TV shopping channel</i>	Harrogate	72%	74.6	112	Dec 15	Top-selling products are the NutriBullet blender and the XHose expanding hosepipe
43	Skinnydip <i>Fashion accessories retailer</i>	Northwest London	71%	*6.6	50	Dec 15	Its fast fashion website attracts more than a million visitors a month
44 [87]	Showcase <i>Furniture dealer</i>	Essex	70%	24.3	30	Mar 16	Has worked on events such as the World Retail Congress in Dubai
45	Net World Sports <i>Online sports goods retailer</i>	Wrexham	70%	*11.9	62	Sep 16	Sells 100,000 football goals a year around the world
46	Alliance Surgical <i>Healthcare provider</i>	Birmingham	70%	14.8	60	Mar 16	Has treated 25,000 patients in 2016, including the England football team and Team GB Olympians
47	Send For Help <i>Lone-worker protection provider</i>	Southwest London	70%	6.1	54	Mar 16	Its personal security devices protect more than 100,000 lone workers
48	Hotcha <i>Chinese takeaway</i>	Bristol	70%	*6.3	160	Mar 16	Has built an infrastructure network to support up to 100 outlets nationwide
49	The Office Group <i>Shared workspace provider</i>	Central London	68%	43.2	143	Dec 15	Its 1.1m sq ft of office space is home to the likes of Facebook, Coca-Cola and Dropbox
50 [18]	Lily's Kitchen <i>Pet food manufacturer</i>	Northwest London	67%	*14.5	48	Mar 16	Named after the founder's border terrier
51 [24]	LSE Retail Group <i>Online lighting retailer</i>	Manchester	67%	14.2	61	Dec 15	Fulfilled more than 750,000 customer orders so far in 2016
52	M&M Contractors <i>Infrastructure services provider</i>	Belfast	66%	*11.8	46	Oct 15	Installed a 4,600km subsea fibre-optic cable between the UK and the US
53	Aquinna Homes <i>Housebuilder</i>	Buckinghamshir e	64%	18.8	17	Dec 15	Focusing on high specification, its houses are among the most expensive in town
54	RHA <i>Headphone designer</i>	Glasgow	64%	*6.2	42	Mar 16	Apple sells this company's headphones through its stores and website
55	Shiner <i>Sports goods distributor</i>	Bristol	64%	*38.2	91	Apr 16	Runs its own skateboard and skating news channel online
56	OLIVER Group <i>Marketing services provider</i>	Central London	64%	*65.6	700	Jun 16	Its customers include BMW, Adidas, Starbucks and Virgin Media

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57 [42]	Giggling Squid <i>Restaurant operator</i>	Guildford	63%	11.8	280	Mar 16	Its first restaurant was in the basement of a fisherman's cottage in Brighton
58	Hadrian Technology <i>CCTV systems provider</i>	Sunderland	63%	*5.0	11	Jul 16	Its cameras help guard treasures loaned to South Shields Museum by the British Museum
59 [52]	Readie Construction <i>Construction contractor</i>	Romford	63%	*91.6	81	Mar 16	Its website allows users to view live webcams of its current projects
60 [53]	Opus Professional Services Group <i>IT recruitment consultancy</i>	Bristol	62%	*39.7	142	Dec 15	Staff benefits include the complimentary use of a Tuscan villa
61	Lintbells <i>Pet nutritional supplements maker</i>	Hertfordshire	62%	*7.2	41	Dec 15	Works with UK universities to develop its pet supplements, which are sold in 15 countries
62 [57]	Your World Recruitment Group <i>Healthcare recruitment consultancy</i>	Central London	62%	98.2	174	Dec 15	Places more than 2,300 healthcare staff a day
63 [45]	Pure <i>Healthy food chain</i>	Central London	62%	10.0	193	Dec 15	Whitbread bought a 49% stake in the business for £6.8m in May
64 [35]	BrewDog <i>Brewery</i>	Aberdeenshire	61%	44.7	403	Dec 15	Has 53,000 investors worldwide after a crowdfunding appeal to support US expansion
65	Diamond Logistics <i>Logistics services provider</i>	Guildford	60%	*6.5	16	May 16	Transported 650 tons of goods a month in 2016
66	Aptus Utilities <i>Utilities connections provider</i>	Bolton	60%	19.8	138	Mar 16	In July it connected 400 homes in Merseyside to the gas, electricity and water mains
67 [12]	Missguided <i>Fashion retailer</i>	Manchester	60%	*117.3	349	Mar 16	Its new four-storey HQ in Manchester features a light tunnel to help staff take better selfies
68 [17]	Xercise4Less <i>Gym operator</i>	Leeds	60%	*28.8	600	Jul 16	Offers its members 200 free workout classes per month
69	RFS Group <i>Management consultancy</i>	Swindon	59%	39.6	50	Dec 15	Its new office features a breakout area designed as an Alpine ski lodge
70 [14]	Bill's Restaurants <i>Restaurant operator</i>	Central London	59%	*110.5	2,909	Aug 16	Sources its own-label products from independent suppliers
71	G&P <i>Quality management consultancy</i>	Birmingham	59%	*47.6	1,223	Dec 15	Launched operations in China in 2014 when Jaguar Land Rover started manufacturing there
72 [71]	Prospero Group <i>Recruitment consultancy</i>	Central London	58%	23.5	97	Jun 16	Sources teachers for UK schools from English-speaking countries around the world
73	Audley Retirement <i>Retirement village operator</i>	Staines	58%	43.5	301	Dec 15	Its luxury retirement homes sell for an average of £500,000
74 [65]	Grenade <i>Sports nutrition developer</i>	Coventry	58%	*8.6	16	Dec 15	American special forces are among this sports nutrition company's customers
75	Boss Cabins <i>Cabin manufacturer</i>	Lincolnshire	58%	*25.2	87	Mar 16	Heimdall, its new lighting tower company, is named after the Norse god of light

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76	Home Grown Hotels <i>Boutique hotel operator</i>	Hampshire	57%	14.2	298	Dec 15	Its menu can change daily, depending on what the “kitchen gardener” suggests
77 [25]	Lioncourt Homes <i>Housebuilder and developer</i>	Worcestershire	57%	40.5	54	Mar 16	Its management team has more than 100 years' experience in the housebuilding industry
78 [19]	Anesco <i>Energy efficiency consultancy</i>	Reading	57%	213.7	111	Mar 16	Says it was the first British firm to install a commercial-scale battery charged by solar power
79	Maylim <i>External works contractor</i>	Central London	57%	26.6	31	Dec 15	Sourced two cannon for Arsenal's Emirates stadium as part of external works and landscaping
80	END. <i>Online menswear retailer</i>	Newcastle upon Tyne	57%	37.9	146	Mar 16	Half of its sales are generated overseas including in France and Germany
81	JB Structures <i>Building contractor</i>	Watford	57%	22.7	14	Mar 16	Its high profile projects include working with Arsenal FC to develop the club's training facilities
82	Lundy Projects <i>Specialist railway constructor</i>	Stockport	56%	25.6	23	Sep 15	Its robot-powered steelwork facility operates 24 hours a day, seven days a week
83 [99]	Watchfinder <i>Pre-owned watch retailer</i>	Kent	55%	*60.8	108	Mar 16	Sells a watch every 30 minutes, worth an average of £5,000 each
84	Morganstone <i>Construction contractor</i>	South Wales	55%	18.8	110	Mar 16	Is a supplier on the £850m South West Wales Framework for public sector development
85	Radnor House Group <i>Independent schools operator</i>	Southwest London	55%	7.2	112	Aug 15	Runs a mini Dragons' Den for Year 9 students who may be budding entrepreneurs
86	Service Care Solutions <i>Recruitment consultancy</i>	Preston	55%	35.6	73	Mar 16	Founder set up the company in his back bedroom in 2005
87	Third Bridge <i>Research services provider</i>	Central London	55%	32.3	306	Dec 15	Third Bridge is named after a bridge in Botswana, the last before reaching uncharted territory
88 [50]	Instantprint <i>Online printer</i>	Rotherham	54%	19.9	198	Apr 16	Prints 450,000 business cards a day, using 9,000 sheets of A2 card
89	Rosa's Thai Café <i>Thai restaurant chain</i>	Central London	54%	*5.5	140	Mar 16	Rosa's was the name of the former greasy spoon cafe on the site of its first restaurant
90 [58]	Panther Warehousing <i>Logistics services provider</i>	Northampton	53%	27.4	250	Dec 15	Managing director Colin McCarthy used to play as a striker for Nottingham Forest FC
91 [54]	CRUISE.co.uk <i>Cruise travel agent</i>	Worcestershire	53%	36.3	179	Nov 15	Its community-focused website allows first-time cruise passengers to find tips and join forums
92 [59]	Cennox <i>Banking automation services provider</i>	Surrey	52%	31.0	466	Dec 15	Supplies some of the largest global banks with cash machines
93 [34]	Loaf <i>Furniture retailer</i>	Central London	51%	26.9	100	Mar 16	Launched a range of sofas in August in collaboration with John Lewis
94 [69]	T.O.M. Vehicle Rental <i>Commercial vehicle hire</i>	North Lanarkshire	51%	*213.2	575	Mar 16	Will supply 7,500 rentals a year to Scottish Power under a recent deal

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95	World First <i>International payments provider</i>	Central London	50%	†61.6	362	Dec 15	Processed more than £10bn of currency transactions worldwide last year
96	Loungers <i>Café and bar operator</i>	Bristol	50%	*68.5	1,793	Apr 16	Opened 15 new Lounges and six Cosy Clubs in the past year
97 [68]	Pet Brands <i>Pet accessory manufacturer</i>	West Yorkshire	50%	*10.3	42	Jan 16	Its festive pet products include Christmas stockings for dogs and cats
98	MAATS Tech <i>Marine engineering consultancy</i>	Winchester	50%	38.7	35	Sep 15	Is working with Swiss company ABB on the world's most advanced cable-laying vessel
99 [44]	Engage Partners <i>Recruitment consultancy</i>	Watford	50%	32.4	118	Dec 15	Its "iday" recruitment events enable schools to meet hundreds of job candidates in one day
100 [31]	Tangle Teezer <i>Hair products supplier</i>	South London	50%	*28.6	42	Mar 16	Famous fans of its detangling hair brush include Victoria Beckham and Cara Delevingne

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure