

International Track 200 national press release



Sunday 10 June 2018

BRITAIN'S MID-MARKET PRIVATE COMPANIES WITH FASTEST-GROWING INTERNATIONAL SALES REVEALED

Published today, the ninth annual **Sunday Times HSBC International Track 200** league table ranks Britain's mid-market private companies with the fastest-growing international sales.

The 200 companies include well-known names ranging from sports car maker **Aston Martin** and fashion retailer **White Stuff** to coffee house chain **Caffè Nero** and craft beer maker **BrewDog**. Past stars range from drinks maker **Fever-Tree**, now worth £3.5bn, to high-street optician **Specsavers**, whose turnover reached £2.3bn last year.

The league table shows the resilience of Britain's mid-market exporters. Despite the uncertainty created by the ongoing Brexit negotiations, their international sales have grown by an average of 62% a year over the last two years to a total of £10.1bn, the highest growth rate since 2013. Together they employ 106,000 staff, having added 24,000 jobs over the period.

The top spot on the league table goes to coffee roaster **Lincoln & York**. Founders James Sweeting and Simon Herring started hand roasting coffee in a garden shed in 1994, and they now operate from a 50,000 sq ft facility in Lincolnshire featuring the UK's largest roaster. The company supplies private-label coffee blends across the UK and Europe, and its exports grew an impressive 265% a year to £7.2m in 2017.

The league table and awards 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:

"We at HSBC UK are delighted to back the Sunday Times International Track 200 again this year. All the businesses it showcases have truly inspiring stories to tell about creativity, resilience and ambition to succeed. They are the kinds of enterprises we are thrilled to support and that provide the backbone of our economy, today and tomorrow."

Top 10 companies on the HSBC International Track 200 league table

Rank [2017 rank]	Company Activity	HQ location	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
1	Lincoln & York Coffee manufacturer	Lincolnshire	265%	7.2	32.2	100	Jan 17	Opened its first international office, in Poland, in 2017
2	OCSL IT services provider	West Sussex	230%	8.3	85.9	217	Mar 17	Works with corporate and public sector clients from Holland to Japan
3	Cult Beauty Online beauty retailer	Central London	213%	15.6	37.6	65	May 17	Sells cult and up-and-coming beauty brands from around the world
4 [19]	Ceuta Group Sales and marketing agency	Bournemouth	201%	32.8	88.1	358	Mar 17	Has built an international network of distributors, which is active in more than 100 markets
5 [159]	Gtech Appliance manufacturer	Worcester	201%	*18.0	*121.4	206	Nov 17	Has sold more than 25m domestic appliances in 19 countries
6	White Light Entertainment production supplier	Southwest London	195%	6.8	28.9	205	Mar 17	Its audiovisual kit was used by the Discovery Channel to broadcast the 2018 Winter Olympics

Rank [2017 rank]	Company Activity	HQ location	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
7	Salt Recruitment agency	Central London	180%	7.1	30.9	92	Dec 16	Operates in eight locations and has been expanding into Asia and Australasia
8	iPulse Hair removal device developer	Swansea	167%	*30.9	*32.8	39	Dec 17	Almost 95% of its total revenue is generated overseas
9 [7]	Carrs Foods International Baked product provider	Manchester	164%	*19.7	*49.2	24	Dec 17	Sales to the US accounted for 37% of total revenue in 2017
10 [4]	MiQ Digital marketing agency	Central London	157%	53.9	91.9	308	Dec 16	Helped Sony plan the launch of its PlayStation baseball game MLB

* Supplied by the company

KEY FINDINGS

Trading in the US: The US is the most popular country for overseas sales, with 118 companies citing it as a major market. It is also the top choice for future growth, with more than half the firms (107) planning to expand there. Examples include homeware manufacturer **DOMU Brands**, whose US sales grew by almost 50% to £19.9m in 2017; and sportswear brand **Gymshark**, which makes about 40% of its sales in America.

Acquisitions and joint ventures: Sixty companies have bought or partnered with businesses to expand abroad, up 30% on last year. They include jewellery retailer **Aurum**, which acquired US chain Mayors Jewelers for \$105m in 2017; and online sports retailer **WiggleCRC**, which added German competitor Bike24 for a reported £100m last October.

External investment: More than a quarter of the league table (53 firms) have secured private-equity investment, while others have raised funding from banks, corporations or business angels. Examples include brewery **BrewDog**, which was valued at £1bn last year when private-equity firm TSG Consumer Partners bought a 22% stake for £213m.

Women founders and directors: 37 companies are founded/co-founded by women or have a woman in a main leadership role (up 32% on last year). They include jewellery designer **Monica Vinader**; clinical researcher **Clintec**, set up by immunologist Rabinder Buttar; and womenswear brand **Mint Velvet**, led by co-founder and chief executive Liz Houghton.

Ecommerce: 35 companies sell goods online to overseas customers, a 40% rise on last year. Examples include **Matchesfashion.com**, which delivers luxury fashion to 176 countries; and **The Hut Group**, which sells health and beauty goods via 166 websites in 35 languages.

Regions: London is the most popular location for company headquarters with 67, followed by the southeast (47), the Midlands (21) and northwest (19). Of the remainder, 11 companies are based in the southwest, 10 in Scotland, nine in the East, eight in the northeast and Yorkshire, five in Wales and three in Northern Ireland.

See the appendix for the full league table

The full league table is published today as an eight-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 HSBC INTERNATIONAL TRACK 200"

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Follow us on Twitter @ST_FastTrack #IntTrack200

Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 21 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 (CAGR) in their international sales over the latest two financial years.

Total sales had to be at least £25m and international sales at least £1m in the latest financial year. Companies with sales of less than £25m are covered by our sister SME Export Track 100 league table.

The research was carried out by Fast Track principally between January and May 2018. 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.

See website for full qualification criteria: www.fasttrack.co.uk

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HSBC UK

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Appendix: The 2018 Sunday Times HSBC International Track 200

Rank [2017 rank]	Company Activity	HQ location	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
1	Lincoln & York <i>Coffee manufacturer</i>	Lincolnshire	265%	7.2	32.2	100	Jan 17	Opened its first international office, in Poland, in 2017
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10 [4]	MiQ <i>Digital marketing agency</i>	Central London	157%	53.9	91.9	308	Dec 16	Helped Sony plan the launch of its PlayStation baseball game MLB
11 [10]	ITG <i>Marketing technology provider</i>	Birmingham	148%	12.1	94.7	549	Aug 17	Runs media and marketing campaigns in 120 countries
12 [1]	AerFin <i>Aircraft and spares services</i>	Caerphilly	147%	58.6	70.2	87	Dec 17	Says it is the largest independent supplier of Embraer plane parts worldwide
13	Pottermore <i>Digital publisher</i>	Central London	142%	37.7	40.3	51	Mar 17	The Harry Potter ebooks have been translated into more than 80 languages
14	Opus Talent Solutions <i>Recruitment consultancy</i>	Bristol	139%	*23.5	*78.0	241	Dec 17	Its international clients include Uber, Bank of America and GE
15	The&Partnership <i>Advertising agency</i>	Central London	134%	*187.9	*460.9	700	Dec 17	Created a European network to handle Toyota Europe's account, won at the end of 2016
16	Gymshark <i>Online sportswear retailer</i>	Solihull	129%	30.8	40.5	100	Jul 17	Exports to 177 countries, including the US, which accounts for about 40% of its sales
17	Jupiter Group <i>Fruit distributor</i>	Shropshire	128%	9.4	58.8	76	Sep 17	Operates 500 acres of table grape vineyards across Chile, Greece and India
18	Gray & Adams <i>Vehicle manufacturer</i>	Aberdeen-shire	126%	12.4	148.3	731	Apr 17	Its trailers are used by food groups such as Bidfood in Holland and Tesco in Ireland
19 [200]	Bamboo Distribution <i>Handset supplier and recycler</i>	Hertfordshire	119%	37.1	69.2	106	Jun 17	Distributes recycled and refurbished consumer electronics to 22 countries
20 [14]	Austin Fraser <i>Recruitment consultancy</i>	Reading	116%	10.9	40.4	122	Feb 17	Opened an office in Denver last year to service the city's growing tech industry

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21 [15]	Missguided Fashion retailer	Manchester	114%	87.5	205.8	436	Mar 17	Is launching franchise stores and online shopping in the Middle East with retailer Azadea
22 [25]	Endava IT services provider	Central London	106%	79.4	159.4	3,471	Jun 17	Its latest acquisition added six software development centres across Latin America
23	CashFlows Payment services provider	Cambridge	104%	*38.9	*50.5	152	Dec 17	1,500 businesses across Europe use its technology to accept online payments
24 [24]	Mountain Warehouse Outdoor clothing retailer	Central London	102%	46.4	184.8	1,418	Feb 17	Opening stores in Holland and the Czech Republic this year
25	Anglia Maltings Malt producer	Norfolk	102%	62.9	155.6	340	Dec 16	Acquired European production sites in 2016 to increase production capacity
26	Wilson James Security and facilities manager	Essex	101%	8.7	133.5	3,031	Jul 17	Provided logistics services for Intel's \$5bn campus upgrade in Ireland
27 [91]	Sahara Presentation Systems Audiovisual equipment supplier	Kent	99%	*25.7	*59.9	80	Dec 17	Its interactive touchscreens are found in schools, colleges and universities in over 80 countries
28	Seasalt Clothing retailer	Cornwall	98%	2.2	41.5	613	Jan 17	Rosamunde Pilcher's popular novels, set in Cornwall, have helped boost its profile in Germany
29 [18]	Reward Gateway Employee engagement services	Central London	97%	61.7	304.4	326	Jun 17	American Express, Unilever and Samsung are among its global clients
30 [42]	Jellyfish Digital marketing agency	Central London	97%	38.3	66.2	331	Mar 17	Opened in Barcelona in 2017 to support brands Nina Ricci, Paco Rabanne and Jean Paul Gaultier
31 [92]	Matchroom Sport Sporting events promoter	Essex	93%	30.4	100.2	74	Jun 17	Broadcasts major sporting events to more than 130 countries worldwide
32	Trutex School uniform supplier	Lancashire	93%	1.9	27.7	257	Jan 17	Its British-style school uniforms are proving popular in the Middle East
33 [29]	Paymentsense Payment services provider	West London	92%	4.9	57.5	238	Mar 17	Processed over £6.5bn of card payments last year in the UK and Ireland
34	Touch Associates Event communications agency	Surrey	89%	19.4	27.7	69	Dec 16	In 2017, it managed the media launch of Ford's new Fiesta in Spain for more than 600 guests
35 [76]	Oakfield Meat importer and wholesaler	North London	89%	37.0	127.6	50	Dec 16	Sources meat from Ireland to Thailand and sells it internationally
36	Cinesite Visual effects and animation	Central London	88%	36.1	43.9	699	Apr 17	Is producing visual effects for Mary Poppins Returns and the Marvel Cinematic Universe franchise
37	Kerridge Commercial Systems Software provider	Hungerford	86%	*24.0	*57.1	560	Sep 17	Supports more than 14,900 customers at over 18,000 locations around the world
38	blu-3 Infrastructure provider	Kent	84%	44.0	93.5	127	Mar 17	Works on data centre projects in Scandinavia, Ireland and the Netherlands
39	Cult Wines Wine merchant	West London	82%	16.3	33.7	22	Aug 17	Sales of fine wine to Asia increased 123% to £11m in 2017 and now account for a third of turnover

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40	AC Group <i>Interior and exterior contractor</i>	Bedfordshire	81%	17.2	32.0	66	Mar 17	Partners with international firms such as Mace Construction and WeWork in Europe
41	Thermoseal Group <i>Insulated glass parts supplier</i>	Birmingham	79%	2.8	26.0	132	Dec 16	Ships insulated glass components to distributors in 27 countries spanning five continents
42 [71]	Viadex <i>IT reseller</i>	Surrey	78%	25.4	49.4	57	Jun 17	Has overseas offices in South Africa, the US and Singapore
43 [37]	Titan Airways <i>Airline</i>	Stansted	78%	23.3	89.5	277	Mar 17	One of its fleet is being used to transport the FIFA World Cup trophy on a round-the-world tour
44	Oliver James Associates <i>Recruitment consultancy</i>	Central London	75%	*39.2	*91.2	289	Dec 17	Moved into Milan's new S32 skyscraper last year, in the heart of the city's fintech district
45 [58]	The Hut Group <i>Online retailer</i>	Manchester	75%	*512.4	*736.0	3,222	Dec 17	Its 166 localised websites are available in 35 languages and ship to 193 locations
46 [93]	DOMU Brands <i>Homeware manufacturer</i>	Manchester	75%	22.0	57.4	104	Jun 17	Its US sales grew by almost 50% to £19.9m last year
47	Optal <i>Payment services developer</i>	Central London	73%	*177.7	*177.7	60	Dec 17	Offers payment processing in 34 currencies
48 [50]	Monica Vinader <i>Jewellery designer</i>	Norfolk	73%	15.9	35.8	184	Jul 17	Has 15 boutiques across Asia, the Middle East and the US
49	MNC <i>Media agency</i>	Central London	72%	15.9	71.3	18	Dec 16	Buys advertising in the UK for European brands such as Shpock
50	Pelsis <i>Pest control</i>	North Yorkshire	72%	54.1	66.4	267	Dec 16	Its Synergetic fly lights help to control flying insects in the US, Canada and the Caribbean
51	Fundamental Media <i>Media agency</i>	Central London	70%	34.8	59.8	60	Dec 16	Provides media and marketing intelligence for fund managers across more than 20 countries
52	Pureprint Group <i>Printing services provider</i>	East Sussex	70%	*6.8	*58.0	431	Dec 17	Says it became the first carbon neutral printer in the world in 2002
53 [131]	Teneo <i>IT services consultancy</i>	Reading	69%	33.4	47.0	79	Jun 17	Has made three acquisitions in the US in the last two years
54 [148]	CVP <i>Audiovisual equipment supplier</i>	West London	69%	20.8	84.3	120	May 17	Supplies professional video equipment to production companies and broadcasters worldwide
55	VSI Group <i>Localisation services provider</i>	Central London	68%	18.3	30.4	109	Dec 16	Localises more than 200,000 hours of programming into over 50 languages each year
56	Delta Group <i>Marketing services provider</i>	Northeast London	68%	*9.5	*95.0	851	Dec 17	Its work includes movie promotions for Disney and point-of-sale displays for Hasbro
57	Paladone <i>Gift wholesaler</i>	West Sussex	68%	14.2	32.1	85	Jun 17	Strong demand in the US for its licensed and own-brand ranges has boosted overseas sales
58	Origin <i>Bifold door manufacturer</i>	High Wycombe	68%	*2.2	*34.8	295	Dec 17	Its doors have been tested in Florida to withstand hurricane-force winds
59 [82]	A-Safe <i>Safety barrier manufacturer</i>	Halifax	68%	*36.3	*44.6	335	Dec 17	Its safety barriers have been installed in more than 30 international airports
60 [67]	Matchesfashion.com <i>Luxury fashion retailer</i>	Central London	67%	227.8	292.8	574	Jan 18	Delivers luxury fashion to 176 countries

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61	BULK POWDERS <i>Sports nutrition brand</i>	Colchester	66%	*15.5	*32.2	150	Dec 17	World and Olympic heavyweight boxing champion Anthony Joshua is a brand ambassador
62	END. <i>Online menswear retailer</i>	Newcastle upon Tyne	66%	45.8	69.6	192	Mar 17	The US is its largest international market
63 [69]	Westcoast <i>Technology distributor</i>	Reading	65%	437.1	2,227.2	1,301	Dec 17	Employs more than 1,300 people across the UK and Europe
64 [9]	Millennium Group <i>Food and drink distributor</i>	Essex	63%	59.9	120.8	73	May 17	Exports branded food and drink products to Europe, Africa and the UAE
65 [64]	mac-group <i>Construction and fit-out</i>	County Down	61%	94.7	94.7	83	Dec 17	Works for global firms seeking modern offices in Dublin
66	City Facilities Management <i>Facilities maintenance provider</i>	Glasgow	61%	266.0	617.7	11,844	Dec 16	Plans to expand in Europe after acquiring French firm AMF in March last year
67	Highway Care Group <i>Road safety product manufacturer</i>	Kent	60%	17.6	27.4	82	Dec 16	Its portable steel guards for roads are popular in Australia
68 [62]	Peninsula <i>Employment law consultancy</i>	Manchester	60%	56.1	176.0	2,149	Mar 17	Employs over 750 people across its operations in Australia, New Zealand and Canada
69 [170]	Claranet <i>IT services provider</i>	Central London	60%	115.4	216.5	1,289	Jun 17	After making 19 acquisitions in 20 years, it opened its first greenfield office last year, in Italy
70 [100]	CloserStill <i>Exhibition organiser</i>	West London	59%	*13.9	*47.2	200	Dec 17	Its 27 annual global events and trade shows attract more than 164,000 delegates
71	CAE Technology Services <i>IT reseller</i>	Watford	59%	6.1	95.7	201	Jun 17	Has installed WiFi in Mulberry's luxury handbag shops all around the world
72	VHR <i>Recruitment consultancy</i>	Southeast London	59%	*27.5	*34.9	84	Sep 17	Has placed more than 1,300 staff for Etihad Airways
73	Capital Hair and Beauty <i>Hair products wholesaler</i>	Brighton	58%	2.3	40.2	357	Dec 16	Runs 50 wholesale stores in the UK and Ireland
74 [35]	Optima Contracting <i>Partitioning systems manufacturer</i>	High Wycombe	58%	12.6	55.3	340	Jan 17	Completed nine projects in Saudi Arabia last year
75	D R Collin <i>Seafood supplier</i>	Berwickshire	57%	31.8	43.9	160	Apr 17	Supplies fresh fish and live shellfish to restaurants in Spain, Italy, France and the US
76 [115]	Evolution Foods <i>Health foods retailer</i>	Shropshire	57%	4.6	41.8	25	Jun 17	Exports its packs of dried fruits, nuts and healthy snacks to Europe
77	Aurum <i>Jewellery retailer</i>	Leicester	57%	39.8	565.5	1,802	Apr 17	Opening a flagship Watches of Switzerland showroom in Hudson Yards, New York in Spring 2019
78	Loch Duart <i>Salmon farmer</i>	Sutherland	57%	34.5	42.5	109	Mar 17	Exports salmon to 20 countries, with Belgium, France, Spain and Italy its main overseas markets
79	Freuds <i>Public relations agency</i>	Central London	56%	20.0	41.6	246	Dec 16	Mo Farah starred in its campaign to position Dubai as a top tourist destination

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80 [54]	Vision Support Services <i>Textile distributor</i>	Blackburn	56%	12.3	47.2	140	Mar 17	Some of the world's most famous hotels, such as the Burj Al Arab in Dubai, use its linens
81	AVMI <i>Audiovisual systems integrator</i>	Surrey	56%	3.4	56.5	410	Jun 17	Its 800 global customers include Facebook and Bloomberg
82 [30]	Contechs <i>Design and engineering consultancy</i>	Essex	56%	12.6	48.7	124	Dec 16	Its top overseas market is Germany, where it has offices in Munich and Cologne
83	Eurostar Global <i>Electronics distributor</i>	Staffordshire	55%	47.1	70.9	42	Apr 17	Recently appointed the only UK distributor of Energizer's long battery life mobile phones
84	Clintec <i>Clinical researcher</i>	Glasgow	55%	*51.7	*52.1	747	Dec 17	Says it provides clinical research to seven of the top 10 global drug companies
85 [161]	Bullitt Group <i>Consumer electronics designer</i>	Reading	55%	*148.8	*156.8	120	Dec 17	Has offices in the US, Taiwan, Singapore and China and sells to more than 70 countries
86 [104]	Frank Recruitment Group <i>IT recruitment consultancy</i>	Newcastle upon Tyne	53%	*134.1	*177.7	1,152	Nov 17	Its seven global brands operate from 11 offices across the world
87	The Instant Group <i>Outsourced office supplier</i>	Central London	53%	7.7	69.2	182	Jul 17	Has found office space around the world for more than 45,000 people in the last year
88 [57]	John Morley <i>Dried fruit importer</i>	Cheshire	53%	10.7	31.2	123	Dec 16	Imports fruit, nuts and seeds from 20 countries around the world
89 [106]	Solent Group <i>Consumer goods supplier</i>	Dorset	52%	5.5	42.1	124	Dec 16	Supplies anti-bacterial reusable bags to South African supermarkets
90	Macphie <i>Food ingredients producer</i>	Aberdeenshire	52%	13.6	53.9	321	Mar 17	Supplies food ingredients to Europe and the Middle East, its fastest-growing market
91	Simms International <i>IT distributor</i>	Kent	52%	5.4	31.3	32	Dec 16	Plans to expand its presence in Germany and Scandinavia
92 [94]	Cambridge Commodities <i>Nutritional supplement wholesaler</i>	Ely	51%	†10.4	†33.9	107	May 17	Its ingredients are used by sports nutrition, health and pet food companies across Europe
93	Qualtex <i>Spare parts distributor</i>	Manchester	51%	*8.1	*36.7	231	Dec 17	Exports spare parts to more than 40 countries, including the US
94	Comtec Group <i>Telecoms products distributor</i>	Cambridgeshire	51%	9.2	46.2	142	Dec 16	Expanded into Oman to support Ooredoo's rollout of a superfast fibre network
95 [40]	Principle <i>Brand implementation agency</i>	Huddersfield	50%	*106.0	*154.3	460	Dec 17	Acquired Italian agency Underline last year to boost its European presence
96 [46]	Mark Allen Group <i>Publisher and events organiser</i>	South London	50%	5.8	37.1	280	Mar 17	Organises events on four continents
97 [26]	Efficio <i>Procurement consultancy</i>	Central London	50%	32.1	54.8	290	Jun 17	Has 10 offices across the world, with regional hubs in New York and Germany
98	Recycling Lives <i>Waste management provider</i>	Preston	49%	20.5	46.5	238	Sep 17	Sales of scrap metals to countries such as Pakistan support the firm's social welfare charity
99 [98]	Gama Healthcare <i>Antimicrobial product distributor</i>	Watford	49%	5.5	26.4	53	Mar 17	Australia and New Zealand are the biggest markets for its infection control wet wipes

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100	Mint Velvet <i>Womenswear retailer</i>	High Wycombe	47%	4.9	87.4	712	Apr 17	The founders of River Island are supporting its expansion in the UK and abroad
101	Natures Menu <i>Pet food manufacturer</i>	Norfolk	47%	2.5	30.9	189	Mar 17	Has a Germany subsidiary that sells its products to specialist pet stores
102	Financial Express <i>Financial data provider</i>	Central London	47%	4.1	31.1	470	Sep 17	Bought Australia's Money Management publication last year
103 [41]	Lovehoney <i>Sex toy retailer</i>	Bath	47%	26.2	76.3	251	Mar 17	Its licensing tie-up with US show Broad City is helping it to reach customers in America
104 [166]	Morris & Company <i>Conglomerate</i>	Shrewsbury	47%	4.2	52.0	708	Mar 17	Sells lighting towers, generators, pumps and pressure washers into 25 countries
105	E-Leather <i>Eco-friendly materials developer</i>	Peterborough	46%	26.4	29.4	161	Apr 17	Has partnered with US sports giant Nike to develop a new material, Nike Flyleather
106	White Clarke Group <i>Finance software developer</i>	Milton Keynes	46%	42.3	51.6	450	Dec 16	Its asset finance software is used by 100 customers in 30 countries
107 [130]	Total Media Group <i>Media agency</i>	Central London	46%	*41.5	*85.0	123	Dec 17	Will be launching software tool Slack across Europe, the Middle East and Africa
108 [49]	the7stars <i>Media agency</i>	Central London	46%	59.6	245.5	141	Mar 17	Recent wins include the media contract for Deliveroo across the UK and Ireland
109	Wasabi <i>Sushi bar chain</i>	Northwest London	46%	6.1	98.1	1,767	Dec 16	Is opening sushi outlets across New York and will expand to other American cities
110	Clarion Events <i>Events organiser</i>	West London	45%	53.1	146.0	775	Jan 17	Organises more than 240 conferences and exhibitions around the world
111 [101]	Options <i>Financial technology provider</i>	Central London	45%	34.4	50.4	172	Dec 17	Has a network of seven offices, 15 support locations and over 30 data centres across the world
112	MMR Research Worldwide <i>Consumer research agency</i>	Oxfordshire	45%	31.1	44.5	366	Mar 17	Owens a whisky distillery, which exports the Rascally Liquor brand to Germany and Scandinavia
113 [88]	Xexec <i>Reward programme administrator</i>	Northwest London	45%	*6.2	*33.5	48	Nov 17	Its client base includes the big four global accountancy firms and all five UK magic circle law firms
114	Aardman <i>Animated film producer</i>	Bristol	44%	19.7	26.3	256	Dec 16	Collaborated with the British Council to use its Timmy Time character to teach English abroad
115 [119]	MVF <i>Customer generation services</i>	North London	44%	28.5	54.3	319	Mar 17	Acquired Tech.co, a US technology news site, earlier this year
116	Jones Knowles Ritchie <i>Brand design agency</i>	Central London	44%	13.7	25.2	213	Dec 16	Helped with the global launch of Hippeas - a chickpea snack for millennials
117	STR Group <i>Recruitment consultancy</i>	Portsmouth	43%	15.7	56.7	159	Dec 16	Sources candidates for the robotics sector across the US automotive and life sciences industries
118	Whitworth Group <i>Flour miller</i>	Northamptonshire	43%	†15.7	†253.8	520	Mar 17	Exports flour to large-scale food manufacturers and bakeries in Ireland and across Europe

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119 [154]	Boss Design Office furniture manufacturer	Dudley	42%	13.8	41.4	265	Mar 17	Has designed seating and tables for Etihad's airport lounges around the world
120 [47]	Microlise Vehicle tracking developer	Nottingham	42%	4.5	48.4	430	Jun 17	In 2017, it won a deal to supply its technology to Emirates Logistics in the Middle East
121	Core Assets Foster care agency	Worcester- shire	41%	52.3	178.6	1,616	Dec 16	Provides social care services for children in 10 countries across four continents
122 [107]	DR Wakefield Coffee merchant	Central London	41%	13.2	31.7	17	Jan 17	Distributes more than 350 different coffees to 32 countries around the world
123 [66]	Cennox Banking automation services	Surrey	40%	*36.3	*60.4	682	Dec 17	Supplies some of the largest global banks with cash machines
124 [165]	The Little Group Media wholesaler	Eastbourne	40%	141.0	306.1	1,207	Feb 17	Its distribution centre in Florida supplies CDs, DVDs, vinyl and books to the US market
125 [48]	John Adams Toy wholesaler	Cambridge- shire	40%	*5.7	*34.6	40	Dec 17	Sells its own brand and licensed character games to 20 countries
126 [153]	Les Caves de Pyrene Wine merchant	Surrey	39%	6.5	34.1	128	Mar 17	Represents 18 American wine growers in California, Oregon and Vermont
127	TWMA Environmental services provider	Aberdeen	39%	32.6	49.2	312	Dec 16	Has a strong presence in the Middle East and North Africa, including a new base in Abu Dhabi
128 [136]	Winning Moves Games maker	Central London	39%	20.9	35.3	142	Mar 17	Makes the Monopoly board game, sold in 111 countries and printed in 37 languages
129 [193]	BrewDog Brewery	Aberdeen- shire	38%	*21.6	*111.6	777	Dec 17	Ships the equivalent of 65m bottles of beer to more than 60 countries annually
130 [171]	CDE Global Processing equipment manufacturer	County Tyrone	38%	*47.4	*65.0	253	Dec 17	Its industrial processing machinery is used in 70 countries
131 [151]	Mind Gym Corporate learning provider	Central London	38%	21.8	30.6	195	Mar 17	Helped US mortgage company Freddie Mac implement change across the organisation
132 [117]	The Change Organisation IT distributor	Kent	38%	5.6	28.6	38	Mar 17	Its warehouse in Kent supplies IT hardware to resellers across Britain and Europe
133	EnerMech Engineering services provider	Aberdeen	38%	*295.9	*365.3	2,900	Dec 17	Operates from 40 facilities in 23 countries, including Australia and Azerbaijan
134 [6]	NCMT Engineer	Surrey	38%	14.7	40.3	111	Feb 17	Is the sole UK agent for the Japanese machine tool firm, Makino
135	Demon Tweaks Motorsports retailer	Wrexham	38%	10.9	48.4	174	Dec 16	Its website accepts sales in nine currencies and ships to 200 countries
136 [144]	Osprey Europe Backpack distributor	Poole	38%	26.7	36.1	47	Jul 17	Distributes its products throughout Europe from its warehouse in the Netherlands
137 [192]	Usborne Publishing Children's book publisher	Central London	37%	55.5	78.9	244	Jan 17	Publishes children's books in more than 100 languages
138	The Collinson Group Loyalty and benefits provider	Central London	37%	521.4	625.8	2,009	Apr 17	Its Priority Pass scheme provides members with access to more than 1,200 airport lounges

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139 [85]	Childrensalon <i>Childrenswear retailer</i>	Tunbridge Wells	37%	*67.5	*78.5	286	Dec 17	Its customer service staff speak more than 30 languages
140	Decora <i>Blind manufacturer</i>	Northern Ireland	36%	5.0	58.8	631	Dec 16	Recently launched its first bespoke product for the European blind market
141 [139]	Amoria Bond <i>Recruitment consultancy</i>	Manchester	33%	*32.1	*51.2	129	Nov 17	Its overseas clients include Mercedes-AMG, Bosch and Honda
142 [142]	BPD Holdings <i>Building product manufacturer</i>	Cheshire	36%	6.8	29.8	284	Mar 17	Has manufacturing facilities in South Africa, Nottinghamshire and South Wales
143	FAI Automotive <i>Automotive parts supplier</i>	Leighton Buzzard	36%	13.7	30.1	108	Dec 17	Planning to open a distribution hub in Eastern Europe
144	ustwo <i>Digital design studio</i>	Central London	35%	15.5	29.2	249	Dec 16	Its Monument Valley game has been downloaded 30m times worldwide
145	CFC Underwriting <i>Insurance intermediary</i>	Central London	35%	34.3	45.5	215	Sep 17	Provides insurance to over 50,000 businesses in more than 75 countries
146	White Stuff <i>Fashion retailer</i>	South London	35%	9.0	153.6	2,084	Apr 17	Its casual clothes are popular in Germany, where it has 19 stores
147	Niftylift <i>Lift manufacturer</i>	Milton Keynes	35%	37.1	87.1	443	Dec 16	Exports to more than 40 countries worldwide and its website is available in four languages
148	Tech21 <i>Device impact protection maker</i>	Southwest London	35%	111.3	121.6	81	May 17	Retail partnerships with Apple and Amazon have boosted international sales
149	WiggleCRC <i>Online sports goods retailer</i>	Portsmouth	35%	148.4	282.9	751	Jan 17	Bought German online retailer Bike24 for a reported £100m last year
150 [109]	Leo Group <i>Recycler</i>	Halifax	34%	50.8	79.5	408	Apr 17	Has processing plants in Europe, Africa and Asia
151	Titan Entertainment <i>Publisher</i>	Central London	34%	16.5	43.0	276	Dec 16	Its book publishing arm has ecommerce sites in America, Canada and Australia
152	Fayrefield Foods <i>Dairy services provider</i>	Crewe	34%	87.8	207.6	193	Dec 16	Stores, cuts and packs cheddar before exporting it to more than 30 countries worldwide
153	Orbital Education <i>International schools operator</i>	Cheshire	34%	27.5	27.8	446	Aug 17	Its schools offer a British education and have proved popular in China and Ecuador
154 [89]	Avalon <i>Entertainment producer and manager</i>	West London	34%	*68.2	*131.6	133	Jun 17	Produces worldwide hit shows including Last Week Tonight with John Oliver and Catastrophe
155 [128]	Rapha <i>Cycling clothing maker</i>	North London	33%	48.1	67.1	344	Jan 17	Has 22 'clubhouse' stores across four continents
156 [75]	Hyperion Insurance Group <i>Insurance broker and underwriter</i>	Central London	33%	422.0	541.7	3,794	Sep 17	Secured \$400m funding from Canadian investor CDPQ last year
157	Reiss <i>Fashion retailer</i>	Central London	33%	42.1	164.5	1,474	Jan 17	Plans to open 12 concessions in South Korean department stores by the end of 2018
158	Nisbets <i>Catering equipment supplier</i>	Bristol	33%	*88.4	*380.5	1,754	Dec 17	Ships catering equipment to more than 500,000 customers in 100 countries

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159 [84]	Proseal Sealing equipment manufacturer	Cheshire	33%	24.9	51.7	292	Jan 17	Has 12 global distributors as well as overseas manufacturing facilities in the US and Australia
160	Gravity Media Group Broadcast services provider	Watford	32%	54.2	75.2	207	Dec 16	Services customers globally from offices in the UK, Australia, US, France, Germany and Qatar
161 [68]	George Pragnell Fine jewellery retailer	Stratford-upon-Avon	32%	18.6	36.8	70	May 17	Its customers include European royalty and international entrepreneurs
162 [145]	Supremia Marketing services provider	Northwest London	32%	49.3	51.8	114	Mar 17	Works in 32 countries across five continents for clients including Unilever and Diageo
163	BOFA International Fume extractor manufacturer	Poole	32%	21.1	25.1	206	May 17	Its fume and dust extraction systems are sold to more than 120 countries
164	Hadley Group Metal product manufacturer	West Midlands	32%	45.8	127.7	603	Apr 17	Its products will be used in the construction of zero-carbon Masdar City in Abu Dhabi
165	Horizon International Cargo Freight forwarder	Heathrow	32%	37.8	39.7	82	Dec 16	Processes more than 15,000 tonnes of air freight a year
166	Aston Martin Sports car maker	Warwickshire	31%	683.0	876.0	1,753	Dec 17	Sold more than 5,000 cars around the world last year, boosted by demand in the US and China
167	The Knowledge Academy Training provider	Bracknell	31%	8.0	28.9	187	Mar 17	Offers training globally in English, French, Spanish and other languages
168 [135]	HH Global Marketing services provider	Surrey	31%	205.9	266.8	827	Mar 17	Global brands that use its services include Samsung, Bayer and Google
169 [124]	Connect Distribution Services Appliance parts distributor	Birmingham	31%	8.3	103.2	562	Apr 17	Supplies more than 100,000 parts and accessories across Europe
170	Beautybay.com Online cosmetics retailer	Salford	31%	17.0	51.1	117	Dec 16	Ships cosmetic products to customers in 101 countries
171 [137]	MPM Products Pet food producer	Manchester	31%	36.2	56.9	68	Dec 17	Exports have been boosted by a boom in pet ownership in China
172 [34]	Baxters Food producer	Edinburgh	31%	212.4	296.7	1,463	Apr 17	Its Canadian business produced 84m cans of soup during the 2017 financial year
173 [21]	Shiner Sports goods distributor	Bristol	31%	17.8	40.0	97	Apr 17	Exports sports equipment, such as skateboards, to 35 countries
174	Pricecheck Consumer goods supplier	Sheffield	30%	22.3	54.9	98	Apr 17	Distributes over 3,000 branded consumer products to more than 75 countries
175	iKas Group Recruitment consultancy	Central London	29%	13.0	35.8	63	Dec 16	Turnover at its Asia Pacific operations grew 51% to £12.8m in 2016
176	IM Group Car distributor	Warwickshire	29%	238.6	626.9	460	Dec 16	Has a property portfolio worth over £900m, 30% of which is in Europe and America
177 [169]	Caffè Nero Coffee house operator	Central London	29%	*57.8	*328.9	5,500	May 17	Is expanding across the northeast of the US, from its current base in Boston
178	Brigade Electronics Safety device manufacturer	Kent	29%	21.5	36.1	143	Jan 17	Exports its vehicle safety systems to five continents

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179 [87]	Comline Auto Parts <i>Automotive parts supplier</i>	Luton	29%	30.3	48.5	159	Mar 17	Set up a subsidiary in Ireland last year, adding to its bases in Greece and Spain
180 [81]	M2M Direct <i>IT distributor</i>	Kent	29%	23.9	53.9	18	Dec 16	Exports memory and storage products to the US, Asia and Europe
181	John Cotton Group <i>Bedding manufacturer</i>	West Yorkshire	29%	31.1	180.5	1,285	Feb 17	Acquired Australian pillow and duvet manufacturer Tontine last year for A\$14m
182 [197]	NPW <i>Gift maker</i>	Southwest London	28%	*23.0	*35.3	114	Feb 18	Supplies retailers Target and Walgreens in the US, and H&M and OVS in Europe
183	Bearmach <i>Vehicle parts supplier</i>	Caerphilly	28%	*29.3	*39.7	152	Dec 17	Sells 330,000 spare parts a month to more than 140 countries
184	Result Clothing <i>Clothing wholesaler</i>	Colchester	28%	14.6	29.0	37	Jun 17	Manufactures in Bangladesh and China and has a distribution centre in Suffolk
185	JoJo Maman Bébé <i>Maternity and baby retailer</i>	South Wales	28%	6.0	57.5	783	Jun 17	Opened its first three US shops in Connecticut and New Jersey this spring
186	Panesar Foods <i>Sauce manufacturer</i>	West Midlands	28%	3.0	28.0	178	Feb 17	Produces 12,000 tonnes of sauces a year, sold in the UK and Europe
187 [179]	Swan Mill Holdings <i>Paper tableware manufacturer</i>	Kent	28%	11.8	56.4	280	Mar 17	Has expanded its Asian Daisy Darcy brand into greeting cards, Christmas crackers and decorations
188 [164]	Travel Counsellors <i>Travel services provider</i>	Manchester	28%	*47.3	*216.9	339	Oct 17	Its 1,800 self-employed travel experts offer trips to 450,000 customers globally
189	Study Group <i>Education service provider</i>	Central London	27%	168.5	310.4	3,325	Dec 16	Recruits and teaches international students for top universities across the world
190 [99]	Apricot <i>Fashion retailer</i>	Central London	27%	12.2	42.6	235	Feb 17	Has 800 concessions and stockists across mainland Europe, the US and Canada
191 [118]	Charles Faram <i>Brewery raw materials supplier</i>	Worcester- shire	27%	15.5	41.4	45	Jun 17	Exports more than 140 varieties of hop to breweries in 50 countries
192 [120]	Wyke Farms <i>Cheesemaker</i>	Somerset	27%	11.5	67.5	262	Mar 17	Its award-winning cheddars are sold around the world, from Sierra Leone to Seoul
193 [152]	Sapphire Systems <i>Systems integrator</i>	Central London	27%	8.8	31.2	210	Mar 17	Paddy Power Betfair uses its cloud hosting service across the US and Italy
194	The Brand Machine Group <i>Branded childrenswear designer</i>	Hertford	27%	7.5	43.0	63	Jan 17	Designs and supplies childrenswear under licence from global brands such as the US Polo Association
195	Ahmad Tea <i>Tea maker</i>	Hampshire	27%	54.3	58.0	303	Dec 16	Supplies its tea to international airlines including Royal Jordanian and Thai Airlines
196	Tangerine Group <i>Animal nutrition manufacturer</i>	Lancashire	26%	11.6	25.0	219	Jun 17	Sends its own vets to run training seminars around the globe
197	World of Books <i>Books and media reseller</i>	West Sussex	26%	*18.7	*57.4	592	Oct 17	Says it is Europe's largest seller of used books, sold through 21 international websites
198	Ptarmigan Media <i>Financial media agency</i>	Central London	26%	*44.6	*84.2	85	Dec 17	Its New York office serves financial firms such as J.P. Morgan and Franklin Templeton

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199 [44]	Whitemeadow Furniture <i>Furniture manufacturer</i>	Nottingham- shire	26%	2.3	43.7	443	Dec 16	Supplies Irish furniture retailers with handcrafted upholstered furniture
200 [174]	Kinapse <i>Pharmaceutical regulations consultancy</i>	Southwest London	25%	24.5	32.9	650	Mar 17	Works with 19 of the world's top 25 pharmaceutical companies

*Supplied by the company † Annualised figure