



FIVE COMPANIES IN CAMBRIDGESHIRE WIN PLACES ON LEAGUE TABLE OF BRITAIN'S FASTEST-GROWING TECH FIRMS

Published this weekend, the 18th annual **Sunday Times Hiscox Tech Track 100** league table ranks Britain's private technology, media and telecoms (TMT) companies with the fastest-growing sales.

The five companies headquartered in **Cambridgeshire** (compared to six last year) have grown their sales by an average of 105% a year over three years to a total of £138m, and together they now employ over 1,000 people.

The five companies include three new entrants to the table. Among them is Cambridge-based **Arcus Global**, which develops software to help local authorities digitise and integrate their operations. It also offers an AI-enabled automated call centre system, which is used by the NHS. In May, Arcus Global secured a £3m investment from private equity firm YFM, valuing it at £27m.

It joins fellow Cambridge firm **Darktrace**, which appears for a 2nd year. It has developed software using machine learning and advanced maths to spot cyber security threats. In May, Darktrace became a unicorn, a privately-owned company valued at more than \$1bn, when two of its early backers sold some of their shares in a secondary sale.

The companies in Cambridgeshire appear with businesses from around Britain, including currency transfer provider **TransferWise**, peer-to-peer lending platform **Funding Circle** and online entertainment community **LADBible Group**. Past stars range from travel search engine **Skyscanner**, which was bought by Ctrip, China's largest travel company, for £1.4bn in 2016, to listed takeaway website **Just Eat**, now worth £5bn.

The Tech Track 100 is sponsored by **Hiscox**, **Barclays**, **BDO**, **BGF** and **N+1 Singer**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Steve McGerr, head of direct commercial at Hiscox Insurance UK, commented:

"Tech businesses in Cambridgeshire are thriving thanks to the fearlessness and determination of those that run them. We have great admiration for the talented entrepreneurs that make up the companies on this year's Tech Track 100."

Private tech companies in the East with the fastest-growing sales – ordered by rank

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
9 [3]	Darktrace Cybersecurity developer	Cambridge Cambridgeshire	196%	n/a †	694	Jun 18	Was reportedly valued at \$1.25bn in April when Vitruvian Partners bought a small stake
19	dB Broadcast Broadcast technology provider	Ely Cambridgeshire	144%	34.9	50	Sep 17	Its key customers include Sky, YouTube, Bloomberg and the BBC

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end†	Comment
56	Arcus Global Cloud IT developer	Cambridge Cambridgeshire	76%	*9.7	110	Jun 17	In May it secured a £3m investment from private equity firm YFM, valuing it at £27m
85	Featurespace Analytics software developer	Cambridge Cambridgeshire	57%	*5.2	113	Dec 17	Is recruiting for more than 100 positions in 2018, following customer demand in UK and US
96 [60]	geo Smart energy monitoring	Cambridge Cambridgeshire	51%	*29.4	85	Mar 18	Customers in Norway, Sweden and Luxembourg use its smart energy monitoring devices

‡ Financial year end of latest available accounts

* Supplied by company

† Revealed on Sunday

The national picture

This year's Tech Track 100 companies achieved average sales growth over three years of 101% a year to a combined total of £3.3bn. They employ 19,300 staff, having added 14,000 employees to their combined workforce over the period.

London is the most popular location for company headquarters with 58, followed by the northwest (11). Of the remainder, seven companies are based in the southeast, six in the northeast, five in the East, five in the Midlands, three in Wales, two each in Scotland and the southwest, and one in Northern Ireland.

The full league table is published as a 10-page supplement within the business section of **The Sunday Times** on 9 September, both in print and in the digital edition, and on www.fasttrack.co.uk.

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For further information please contact:

Trevor Treharne, senior writer and research manager, Fast Track: 01865 297016;
trevor.treharne@fasttrack.co.uk

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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 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

The Tech Track 100 adopts the London Stock Exchange's (LSE) techMARK definition of a technology company as one that shows a 'commitment to innovation, research and product development' and operates in sectors including software, internet, telecoms and biotech.

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 rate in sales over the latest three years.

Annualised sales had to exceed £250,000 in the base year and £5m in the latest year. Companies also had to increase sales in the latest year, but did not need to be in profit.

Pure computer resellers are excluded, while IT consultancies and services companies are required to generate a significant proportion of their sales from proprietary technologies.

The research was carried out by Fast Track principally between May and July 2018. Most of the companies were interviewed by telephone or visited by the Fast Track research team.

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