

Tech Track 100 national press release

Sunday 9 September 2018



BRITAIN'S FASTEST-GROWING PRIVATE TECH COMPANIES REVEALED

Published today, 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 100 companies, which include brands such as designer fashion website **Farfetch**, peer-to-peer lending platform **Funding Circle** and online entertainment community **LADBible**, grew their sales on average over the last three years by a record of 101% a year to a total of £3.3bn. Together they employ 19,300 staff, having added 14,000 jobs over the period.

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.

A record 78 companies have secured funding from venture capital/private equity firms or business angels, the highest number in 18 years of Tech Track 100. However, there also are a record 52 loss-making companies, compared with 25 typically.

The top spot on the league table goes to **Plan.com**, which helps 100,000 businesses to monitor their telecommunications usage in real-time. Launched in 2013, it sells through its network of 650 mobile partners across the UK, which helped grow sales an average 364% pa over three years to £35.4m in 2017.

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 Britain 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."

The ten fastest-growing companies on the Hiscox Tech Track 100 league table

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [±]	Comment
1	Plan.com Communications provider	Isle of Man	364%	*35.4	90	Sep 17	650 partners use its telecoms platform to support more than 100,000 UK business customers
2 [25]	PsiOxus Biotechnology developer	Oxfordshire	312%	53.1	54	Dec 17	Received a \$15m milestone payment from its development partner Bristol-Myers Squibb in December
3	CensorNet Cloud security software developer	Basingstoke	210%	*7.5	77	Dec 17	Has more than 4,000 customers, including McDonald's in France and the European Central Bank

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
4	thoughtonomy Automation software developer	East London	205%	*16.9	100	May 18	Selling to 28 countries, 50% of revenue is generated from overseas
5 [19]	Perkbox Employee engagement services	Central London	204%	*34.7	200	Dec 17	Acquired SaaS platform Loyalty Bay for undisclosed sum in November
6	Ogury Mobile data marketing	North London	204%	33.8	133	Dec 17	It has access to data from more than 400m mobile phone users in 120 countries
7	Verve Marketing software developer	Central London	202%	*10.7	130	Dec 17	Its international network of 25,000 "micro-influencers" have sold half a million event tickets since 2014
8	goHenry Children's pre-paid card developer	Central London	201%	*6.1	61	Dec 17	The company is named after the first child to make a transaction with one of its cards
9 [3]	Darktrace Cybersecurity developer	Cambridge	196%	*58.6	694	Jun 18	The firm was reportedly valued at \$1.25bn in April when Vitruvian Partners bought a small stake
10	Bizuma B2B e-commerce platform	Central London	182%	*9.6	48	Mar 18	Originally founded as a flash sales website before pivoting in 2014

‡ Financial year end of latest available accounts

* Supplied by company

KEY FINDINGS

Themes

Growth capital: Seventy-eight companies have secured equity investment from venture capital/private equity firms, corporations or business angels. For example, **Funding Circle** (No 41) has raised £250m from venture capital firms and high-profile investors, including Betfair co-founder Ed Wray, and is expected to be valued at more than £1.5bn when it joins the stock market in the autumn. **Secret Escapes** (No 93) has raised £132m from tech investors including Google Ventures and Index Ventures.

Serial entrepreneurs: There are 32 serial entrepreneurs that have founded companies on this year's league table. These include **Azimo** (No 34), which was founded by Michael Kent, 43, Ricky Knox, 43, and Marta Krupinska, 30, in 2012. They previously founded Small World Financial Services. Two of this year's companies, **Paymentsense** (No 91) and **Capital on Tap** (No 44), were set up by the same pair of serial tech entrepreneurs, Jan Farrarons, 42, and George Karibian, 53, who co-founded two other Tech Track 100 alumni.

Women in tech: There are 11 companies on this year's Tech Track which are run or founded by women, compared with 10 last year. Examples include **Qualasept Pharmaxo** (No 63), where co-founder Maria Watt spun the pharmaceuticals manufacturer out from Bath University in 2006; and analytics software developer **Featurespace** (No 85), which under chief executive Martina King, 57, grew sales to £5.2m last year.

Profits and losses: Around half (48) of the companies on this year's league table reported an operating profit in their latest financial year, with 13 showing a margin of more than 20%. Biotechnology developer **PsiOxus** (No 2) made the biggest operating profit on the table at £35.6m, followed by property finance provider **LendInvest** (No 65) with £18.4m.

Regions: The most popular company headquarters location is London (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.

Sectors

Software development: The 27 software companies comprise the largest cohort on the league table. These include businesses such as **CensorNet** (No 3) and **Cloud Technology Solutions** (No 86), which specialise in cloud computing services, and others that develop software for energy industry clients, such as **ENSEK** (No 46). Together, the 27 companies generate sales of £470m and employed 3,800 staff in their latest year.

Fintech: Twenty-two companies operate in the financial technology space, generating £890m of sales and employing 5,000 staff in their latest year. These range from business providers, such as **Capital on Tap** (No 44) to **WorldRemit** (No 81), which allows senders in 50 countries to send money to receivers in 147 countries.

Online consumer services: There are 14 online consumer services companies, including **Secret Escapes** (No 93), which offers its 50m members 500 holiday deals each week, and **Depop** (No 11), whose platform is used by 10m people to buy and sell vintage clothing.

High-tech manufacturing: The depth of UK manufacturing and innovation is reflected in this year's Tech Track 100, which includes 13 high-tech manufacturers. Examples include **Chameleon** (No 35), which provides smart energy meters to UK homes and **Brompton Technology** (No 100), which has video processing products which are used at live concerts by the likes of Metallica and U2.

See Appendix i for the full league table

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

THE TECH TRACK ONES TO WATCH (see Appendix ii)

The Tech Track 'Ones to Watch' features 10 promising companies that did not meet the criteria of the league table, but have either achieved or are forecasting strong sales growth.

This year's Ones to Watch companies include **Memrise**, which uses machine learning to help its 35m users learn languages more efficiently; and electric car part developer **YASA**, which can produce up to 100,000 electric motors and controllers a year at its Oxford factory.

Past Ones to Watch companies include **Deliveroo**, **SwiftKey**, **Zoopla**, **Improbable** and **Benevolent AI**.

ENDS

PLEASE CREDIT IN FULL: "THE SUNDAY TIMES HISCOX TECH 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 22 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; and 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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Hiscox is a global specialist insurer with offices in 14 countries, employing over 2,700 people worldwide. Through its retail business, it offers extensive business insurance that's finely tuned to the needs of over 150,000 UK SMEs, professionals and consultants, in addition to specialist home insurance cover for over 60,000 homes.

Hiscox designs profession-specific business insurance policies and has been protecting technology businesses for over 18 years. From specialist cyber and data risk insurance to cover against costly legal action, it offers tailored, flexible protection that's specific to the needs of the individual business.

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BDO is a leading, globally-focussed business advisory firm known for helping people and businesses succeed through provision of exceptional client service. Our technology sector team is dedicated to supporting high growth businesses throughout the business lifecycle from start-up, through to fund-raising,

international expansion, M&A activities and exit. We love working together in a dynamic and evolving sector, with the deep knowledge and experience to develop bespoke solutions for our clients to local market issues through to strategic international matters.

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BGF is the most active investor in small and mid-sized businesses in the UK. An established and independent company, it has £2.5bn to support a range of growing companies – early stage, growth stage and quoted – across every region and sector of the economy. BGF is a minority, non-controlling equity partner with a patient outlook, based on shared long-term goals with the management teams it backs.

More than 60 BGF-backed businesses have featured across the seven annual league tables compiled by Fast Track.

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N+1 Singer is a leading investment bank dedicated to serving the small and mid-cap sector in the UK. With circa 90 corporate clients, the firm have advised on more than 130 IPOs, secondary offerings and block trades, raising over £3.3bn for their clients since 2013. Their continued success has seen them awarded as a Top 3 Aim Stockbroker (2017), one of the Financial Times' 1,000 Fastest Growing Companies (2017) and winners of the 'NOMAD of the Year' award at the UK Stock Market Awards (2018).

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Appendix i: The 2018 Tech Track 100 league table

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
1	Plan.com <i>Communications provider</i>	Isle of Man	364%	*35.4	90	Sep 17	About 650 partners use its telecoms platform to support more than 100,000 UK business customers
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9 [3]	Darktrace <i>Cybersecurity developer</i>	Cambridge	196%	*58.6	694	Jun 18	Was reportedly valued at \$1.25bn in April when Vitruvian Partners bought a small stake
10	Bizuma <i>B2B e-commerce platform</i>	Central London	182%	*9.6	48	Mar 18	Originally founded as a flash sales website before changing direction in 2014
11	Depop <i>Social shopping app</i>	Central London	176%	*94.3	95	Dec 17	More than 10m people use its platform to buy and sell vintage clothing
12	Laser Wire Solutions <i>Laser wire-stripping machinery</i>	Pontypridd	173%	*5.1	26	Dec 17	Swiss technology group Schleuniger took a 20% stake in 2016
13	Bought By Many <i>Specialist insurance platform</i>	Central London	170%	*19.7	78	Mar 18	Launched its own travel insurance policy for people with severe medical conditions in December
14 [16]	Optal <i>Payment services provider</i>	Central London	169%	177.7	65	Dec 17	Uses the Mastercard processing network to facilitate payments in 34 currencies
15 [14]	Infinox <i>Currency trading platform</i>	Central London	155%	*41.7	48	Mar 18	Provides users with an AI-generated news feed that could affect currency trades
16 [7]	Oakbrook <i>Consumer finance provider</i>	Nottingham	155%	*40.4	98	Dec 17	Uses machine learning to help estimate borrowers' credit risk
17	Carwow <i>Car sales platform</i>	Central London	147%	*15.3	127	Dec 17	Claims its car review videos have more viewers than the hit BBC series Top Gear
18 [10]	Receipt Bank <i>Bookkeeping automation services</i>	Central London	146%	*11.7	341	Dec 17	Says 150,000 businesses in America, Europe and Australia use its book-keeping software
19	dB Broadcast <i>Broadcast technology provider</i>	Cambridgeshire	144%	34.9	50	Sep 17	Its key customers include Sky, YouTube, Bloomberg and the BBC
20	The Car Buying Group <i>Car sales platform</i>	Wakefield	141%	*39.1	31	Mar 18	Runs a free nationwide doorstep vehicle collection service
21 [6]	Festicket <i>Festival booking platform</i>	Central London	140%	35.8	88	Dec 17	Sells tickets and packages to more than 1,000 festivals worldwide
22	Planixs <i>Software developer</i>	Manchester	134%	*7.2	67	Mar 17	More than £200bn worth of transactions have been analysed using its systems
23	Gigaclear <i>Internet services provider</i>	Oxfordshire	130%	7.4	210	Dec 17	Has connected more than 16,000 rural customers to broadband in 22 counties
24 [5]	TransferWise <i>Currency transfer provider</i>	East London	129%	*117.3	1,000	Mar 18	Was valued at \$1.6bn in November after it raised \$280m, taking its funding total to \$396m
25	PatSnap <i>R&D data platform</i>	West London	126%	*18.0	752	Dec 17	Has raised more than \$100m from investors including Sequoia and Shunwei Capital

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26 [17]	Hyperoptic <i>Internet services provider</i>	West London	120%	16.6	411	Dec 17	Aims to provide superfast broadband to more than 2m homes by 2022
27 [11]	GoCardless <i>Payment services provider</i>	Central London	113%	*11.9	165	Dec 17	International expansion plans include targeting Australia, New Zealand, Canada and the US
28	Purple <i>Wifi services provider</i>	Oldham	113%	*5.6	93	Jan 18	Its technology is used in every public airport in Spain and in a 21,000-capacity stadium in Miami
29	Trustpay Global <i>Online payment provider</i>	Guildford	110%	*9.8	25	Mar 18	The Premier Lotto in Nigeria uses the company's platform to prevent money laundering
30 [21]	iwoca <i>Business finance provider</i>	Central London	109%	*25.0	200	Dec 17	Its 140 employees include three former Olympians
31 [9]	LADBible Group <i>Online entertainment community</i>	Manchester	109%	*15.5	133	Dec 17	Claims its flagship brand reaches more than half of all millennials in the UK every month
32 [32]	Threads Styling <i>Online fashion services</i>	East London	108%	*12.7	55	Dec 17	Some three-quarters of its sales are to fashionistas in the Middle East
33	Prodigy Finance <i>Student finance provider</i>	Central London	106%	*10.3	133	Dec 17	More than 10,000 students have used its platform to fund their postgraduate studies
34	Azimo <i>Online money transfers</i>	Central London	104%	5.9	115	Jun 17	Recently launched its international money transfer service for businesses
35 [89]	Chameleon <i>Smart energy monitoring</i>	Harrogate	101%	19.9	32	Dec 17	About 2.5m of its energy display units have been installed in UK homes
36 [8]	SuperAwesome <i>Children's privacy protection</i>	Central London	98%	*14.9	130	Dec 17	Last month it signed a deal with Pokémon Go, allowing parents to manage their child's privacy settings
37	Gousto <i>Meal kit delivery services</i>	West London	97%	*23.3	400	Dec 17	Aims to provide the ingredients for 400m meals in UK homes by 2025
38	Vizolution <i>Business software developer</i>	Swansea	95%	*7.0	118	Dec 17	Its DigiDocs software lets RBS customers complete mortgage applications digitally
39	MoveGB <i>Activity membership</i>	Bath	95%	*5.0	41	Dec 17	Has 300,000 subscribers gaining access to more than 6,000 fitness venues
40 [41]	BBOXX <i>Solar system manufacturer</i>	West London	93%	*20.4	443	Dec 17	Has raised almost \$70m in venture funding and debt financing
41 [27]	Funding Circle <i>Peer-to-peer lending platform</i>	Central London	93%	*94.5	790	Dec 17	Is planning an IPO in London this autumn that will value it at more than £1.5bn
42 [20]	LoopMe <i>Advertising technology developer</i>	Central London	93%	24.5	91	Dec 17	Says its AI technology reaches 4bn devices around the world
43 [45]	Kano <i>Educational computer developer</i>	East London	92%	*13.0	60	Dec 17	Has customers in 150 countries and aims to have 100m global users by 2020

Rank [2017 rank]	Company <i>Activity</i>	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [†]	Comment
44 [48]	Capital on Tap <i>Business finance provider</i>	West London	89%	17.3	56	Mar 18	This company's founders also set up Paymentsense, No 91 in the league table
45	Hutch <i>Video games developer</i>	Central London	89%	*8.8	51	Sep 17	Its Hot Wheels Race Off game has been played in 190 countries including Antarctica and Vatican City
46	ENSEK <i>Energy software developer</i>	Nottingham	88%	*6.2	110	Mar 18	A fifth of the UK's energy suppliers are said to use this company's software
47 [44]	MiQ <i>Digital marketing agency</i>	Central London	87%	*155.9	561	Dec 17	Relocated its New York base in April, tripling its office space
48 [36]	StarLeaf <i>Video conferencing platform</i>	Watford	87%	11.4	133	Dec 17	Its founders set up the Tech Track 100 alumnus Codian and sold it for \$270m in 2007
49	BigChange <i>Management software developer</i>	Leeds	86%	*6.6	41	Dec 17	Last year its technology saved 15m sheets of paper and facilitated 9m tasks
50	The Lead Agency <i>Lead generation developer</i>	Liverpool	80%	*†6.4	96	Dec 17	Works with every large automotive brand in the UK
51	UNiDAYS <i>Student verification services</i>	Nottingham	80%	*27.4	210	Apr 18	Connects brands with 10m students in 114 countries
52 [52]	Farfetch <i>Online fashion platform</i>	East London	78%	*299.8	2,700	Dec 17	Has announced plans to float in the US with a reported \$5bn valuation
53	Assetz Capital <i>Peer-to-peer lending platform</i>	Manchester	78%	*13.7	98	Mar 18	Has funded the construction of 1,800 new homes since 2013
54 [56]	iPulse <i>Hair removal technology</i>	Swansea	77%	*32.9	39	Dec 17	Almost 95% of its hair removal devices are sold overseas
55 [69]	Giacom <i>Cloud services provider</i>	Hull	76%	13.9	49	Jul 17	It now reaches more than 500,000 end users across the UK
56	Arcus Global <i>Cloud IT developer</i>	Cambridge	76%	*9.7	110	Jun 17	In May it secured a £3m investment from the private equity firm YFM, valuing it at £27m
57	disguise <i>Live event technology provider</i>	Central London	75%	*18.0	59	Dec 17	Customers include the likes of Disney and Universal Studios
58	Tech21 <i>Device impact protection maker</i>	Southwest London	75%	121.6	81	May 17	Became an inaugural member of Google's certified accessories programme last year
59 [33]	Victor <i>Online private jet hire</i>	Central London	74%	*41.5	113	Dec 17	Counts Sir Elton John among its investors
60	Cinesite <i>Visual effects and animation</i>	Central London	74%	43.9	699	Apr 17	Is producing visual effects for Mary Poppins Returns and the Marvel franchise
61	Biosite Systems <i>Workforce management software</i>	Solihull	74%	*6.4	117	Jul 17	More than 200,000 of the UK's construction workers are registered on its systems

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62	Ecometrica <i>Environmental reporting software</i>	Edinburgh	72%	5.5	40	Mar 18	Helps 250 companies on five continents to manage their environmental impacts
63 [55]	Qualasept Pharmaxo <i>Pharmaceuticals manufacturer</i>	Wiltshire	71%	152.7	156	Apr 17	Its manufacturing facility and offices have a zero carbon footprint
64	Edesix <i>Body camera manufacturer</i>	Edinburgh	71%	*5.9	47	Dec 17	Founders Richie McBride and Robin Iddon competed on the TV show Robot Wars
65 [37]	LendInvest <i>Property finance provider</i>	Central London	70%	35.6	128	Mar 18	Has facilitated more than £1.4bn of property loans
66	E3D Online <i>3D printer developer</i>	Oxfordshire	69%	*5.8	41	Apr 18	Has grown its exports to account for 75% of its total sales
67 [85]	Lyst <i>Fashion search platform</i>	East London	68%	*15.3	100	Mar 18	LVMH, the owner of Christian Dior and Louis Vuitton, invested an undisclosed amount in May
68	Diaceutics <i>Medtech research provider</i>	Belfast	68%	*7.4	57	Dec 17	Works with 31 of the top 35 pharmaceutical companies in the world
69	Amplience <i>Digital media technology</i>	Central London	66%	*8.1	85	Jun 17	Helps retailers such as Argos and Mulberry to create and manage online content
70	GlucorX <i>Diabetes product manufacturer</i>	Woking	66%	24.9	26	Mar 17	Claims to have saved the NHS £150m in the past three years
71 [30]	Love Energy Savings <i>Price comparison website</i>	Bolton	64%	17.4	183	Dec 17	Has helped 145,000 UK homes and businesses save on energy costs since 2007
72	Creative Virtual <i>Chatbot developer</i>	East London	63%	*8.4	99	Dec 17	Its trademarked chatbot can be used through Facebook Messenger and Amazon Alexa
73 [51]	Ebury <i>Business finance provider</i>	Central London	63%	*47.0	628	Apr 18	Has traded £12.5bn in foreign exchange in 140 different currencies
74 [26]	ZappiStore <i>Research services provider</i>	Central London	62%	19.3	128	Dec 17	Holds weekly hackathons with its clients and programmers
75 [35]	Blis <i>Location data technology</i>	Central London	61%	*33.4	186	Dec 17	Analyses more than 5.5bn data points each day
76	BookingBug <i>Booking systems developer</i>	Central London	61%	*6.9	117	Mar 18	Raised nearly £10m in April from backers including PeakSpan Capital and Downing Ventures
77 [66]	Egress <i>Data security provider</i>	Central London	60%	9.4	115	Dec 17	Users of its platform can revoke access to emails after they have reached the recipient's inbox
78	Contis Group <i>Payment services provider</i>	Skipton	60%	7.2	86	Mar 17	Appointed the former European boss of American Express to drive sales on the continent
79 [39]	PM Connect <i>Mobile content provider</i>	Birmingham	59%	*19.3	35	Feb 18	Its clients include World Wrestling Entertainment and the NBA

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80 [49]	Zopa <i>Peer-to-peer lending platform</i>	South London	59%	*46.5	312	Dec 17	About £3.5bn has been advanced through its platform
81 [40]	WorldRemit <i>Online money transfers</i>	Central London	59%	*61.0	440	Dec 17	Has raised \$220m since 2010 to expand its online money transfer service
82 [95]	Dianomi <i>Financial content marketing</i>	Central London	59%	*12.9	25	Dec 17	Works with eight of the top 10 global asset managers
83	Liberis <i>Cash advance provider</i>	West London	58%	*15.1	75	Dec 17	Received £57.5m in funding in April from investors including Blenheim Chalcot
84	Currencycloud <i>Payment services provider</i>	East London	57%	*13.6	140	Dec 17	Has 250 clients and 2m end users across the world
85	Featurespace <i>Analytics software developer</i>	Cambridge	57%	*5.2	113	Dec 17	Is recruiting for more than 100 positions this year, following customer demand in UK and US
86 [50]	Cloud Technology Solutions <i>Cloud IT developer</i>	Manchester	57%	*21.9	102	Mar 18	Its software has moved nearly 12,000 companies in 20 countries onto Google Apps
87	Leisure Pass Group <i>Tourism smartcard developer</i>	Central London	57%	†225.8	105	Dec 17	Has partnered with the booking platform Ctrip to target Chinese tourists visiting Europe
88	rradar <i>Legal digital services</i>	Hull	57%	*5.1	125	Dec 17	Uses machine learning and AI to provide legal advice to customers
89	Converge TS <i>Cloud services provider</i>	Cheshire	55%	*5.8	38	Dec 17	Focused solely on the legal sector after its first three clients were all law firms
90 [80]	Kimble Applications <i>Software developer</i>	Central London	55%	*9.2	78	Dec 17	More than half of its new business is in the US, where it has offices in Boston and Park City
91 [63]	Paymentsense <i>Payment services provider</i>	West London	54%	*72.4	243	Mar 18	Processed more than £6.5bn of card payments last year in the UK and Ireland
92 [86]	Godel Technologies <i>Software developer</i>	Manchester	53%	*13.9	637	Dec 17	Is named after the late German mathematician Kurt Gödel
93 [68]	Secret Escapes <i>Online travel services</i>	Central London	53%	*73.0	850	Dec 17	Has raised £132m from investors including Google Ventures
94 [29]	Neuven <i>HR software developer</i>	Manchester	52%	130.1	28	Jul 17	Appearing on Tech Track 100 for a fourth consecutive year
95 [59]	CitNOW <i>Video software developer</i>	Wokingham	52%	*11.6	71	Dec 17	Has more than 8,000 installations in franchised car dealerships in 45 countries
96 [60]	geo <i>Smart energy monitoring</i>	Cambridge	51%	*29.4	72	Mar 18	Customers in Norway, Sweden and Luxembourg use its smart energy monitoring devices
97	Vision RT <i>Medical technology developer</i>	North London	51%	32.5	132	Jul 17	Has secured 60 patents and has another 46 pending

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end†	Comment
98	Thread <i>Online fashion services</i>	Central London	51%	*6.5	60	Dec 17	More than 800,000 men subscribe to its free personal styling service
99 [74]	The Media Image <i>Digital marketing agency</i>	South London	50%	*27.5	37	Feb 18	Founded by the man who was Google UK's first recruit when it launched its AdWords service in 2002
100	Brompton Technology <i>Video technology provider</i>	West London	50%	*5.2	27	Aug 17	Its technology is used in high-profile events such as the Oscars

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure

Appendix ii: The Tech Track “Ones to Watch”

Ones to Watch showcases 10 promising companies that do not meet the criteria of the Tech Track 100 league table, but have innovative technologies, and have either raised significant venture capital investment or are forecasting strong sales growth.

Company Activity	Location	Year end‡	*Latest sales £000	*Forecast sales £000	Staff	Founded
ASI Data Science <i>AI software developer</i>	Central London	Feb 18	3,425	6,000	56	2014
ComplyAdvantage <i>Anti-money laundering database</i>	Central London	Mar 18	2,050	5,000	76	2014
Global-e <i>Cross-border ecommerce solutions</i>	Central London	Dec 17	15,291	30,000	23	2013
Hyperdrive Innovation <i>Battery technology developer</i>	Sunderland	Mar 18	4,930	7,600	45	2012
JustPark <i>Smart parking provider</i>	North London	Mar 18	†3,721	5,424	42	2006
Memrise <i>Language learning app</i>	East London	Dec 17	7,215	12,000	65	2010
OTA Insight <i>Hospitality software provider</i>	Central London	Dec 17	6,019	11,000	63	2012
Signal Media <i>Media analytics platform</i>	Central London	Mar 18	2,194	10,000	85	2013
TVSquared <i>TV ad analytics provider</i>	Edinburgh	Dec 17	4,503	7,800	81	2012
YASA <i>Electric motor manufacturer</i>	Oxfordshire	Sep 17	4,145	7,500	131	2009

* Sales and forecast sales have been provided by the companies

† Annualised; £3.7m are fees, on total transaction value of £11.7m