

Fast Track 100 London press release

Sunday 2 December 2018



THIRTY-FOUR COMPANIES IN LONDON WIN PLACES ON LEAGUE TABLE OF BRITAIN'S FASTEST-GROWING PRIVATE COMPANIES

Published this weekend, the 22nd annual **Sunday Times Virgin Atlantic Fast Track 100** league table ranks Britain's private companies with the fastest-growing sales.

The 34 companies headquartered in **London** (the same as last year) include **16 new entrants** to the league table. Their sales have grown by an average of 79% a year over three years to a total of £1bn, and together they employ more than 7,800 people.

The region's top-ranked company is footwear accessories developer **Crep Protect**, which ranks second nationally. Its first product was a premium footwear protection spray marketed using social media. Signing up JD Sports and Footlocker as stockists has helped it grow sales over the past three years by an average of 191% a year, hitting £27.5m in 2018.

Crep Protect features on the league table for the first time. Other new entrants include **Charlotte Tilbury Beauty**, whose eponymous founder is makeup artist to stars like Nicole Kidman and Amal Clooney. Tilbury launched her line of beauty products in 2013 together with chief executive Demetra Pinsent. It grew sales 102% pa to £100.7m last year. **Missoma**, the online jewellery brand, also makes its debut. Its celebrity fans include the Duchess of Sussex, and sales rocketed 148% a year to £6m in 2018.

The companies in London appear with businesses from around Britain, including burger chain **Five Guys**, online sportswear retailer **Gymshark**, beauty products retailer **Revolution Beauty**, and brewer **BrewDog**, which was valued at £1bn last year. Past star alumni include chip designer **ARM**, which featured in 1997 with sales of £17m, floated and was acquired by Japan's SoftBank in 2016 for £24bn; and mixer drinks maker **Fever-Tree**, which floated in 2014 at £154m and is now worth £2.8bn.

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

Sir Richard Branson, founder of Virgin Atlantic and Virgin Group, which has supported Fast Track 100 for all 22 years, commented:

"Entrepreneurs are the lifeblood of UK business and have always been the beating heart of positive change. In a climate of uncertainty, it's more important than ever to recognise those entrepreneurs, like those of this year's Fast Track 100, who are making the world a better place for everybody."

Private companies in London with the fastest-growing sales

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [†]	Comment
2	Crep Protect Footwear accessories developer	West London	191%	*27.5	29	Feb 18	Sells its footwear protection and cleaning products in 52 countries around the world

Rank [2017 rank]	Company Activity	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [†]	Comment
4	Missoma <i>Online jewellery brand</i>	West London	148%	*6.0	15	Mar 18	Plans to use 3D printing to create crystals for future jewellery collections
7	One Retail Group <i>Consumer products retailer</i>	Northwest London	142%	*14.0	12	Dec 17	Founder Joshua Stevens started his first business aged 13
13 [7]	Cult Beauty <i>Online beauty retailer</i>	Central London	126%	*66.7	108	May 18	Has raised £1.8m funding from investors including the founders of Net-a-Porter and Lovefilm
15	CField Construction <i>Building and civil engineering contractor</i>	Central London	112%	50.0	39	Dec 17	Built Field of Dreams educational centre for adults with Down's syndrome in Cork
19	Brewhouse & Kitchen <i>Microbrewery and pub operator</i>	North London	104%	†11.4	281	Sep 17	Most expensive own-brand pint is under £6 and 48% of its customers are female
21	Charlotte Tilbury Beauty <i>Beauty products retailer</i>	West London	102%	100.7	989	Dec 17	Charlotte Tilbury was appointed an MBE at Buckingham Palace last month
23 [26]	Beat Concepts <i>Bespoke uniform supplier</i>	Central London	98%	*†11.4	11	Sep 17	Designed and supplied the eye-catching ultra-reflective jackets worn by Deliveroo riders
28	Urban Pubs & Bars <i>Pub operator</i>	West London	85%	*16.8	241	Apr 18	Co-founders sold their previous venture Realpubs to Greene King for £53m
29 [3]	TFS Healthcare <i>Healthcare recruitment consultancy</i>	Central London	85%	*38.6	100	Mar 18	Runs a "Nurse of the Month" feature on its website
30 [19]	Ennismore <i>Hotel developer and operator</i>	Central London	84%	17.4	83	Dec 17	Its portfolio includes six Hoxton-branded hotels, as well as the Gleneagles golf resort in Scotland
35	Beavertown Brewery <i>Craft brewery</i>	North London	77%	12.7	74	Mar 18	It is the official craft beer supplier of the new Tottenham Hotspur stadium
38	Henley Homes <i>Property developer</i>	Southwest London	75%	36.5	17	Dec 17	The Victorian hospital it is converting in Manchester was once used as the set of a horror film
39 [23]	Flat Iron <i>Steak restaurant chain</i>	Central London	75%	11.7	220	Aug 17	Customers regularly queue for up to two hours to secure a table at its no-reservation restaurants
40	Cheevers Howard <i>High-end construction contractor</i>	West London	73%	*25.9	95	Mar 18	One of its directors drove to the south of France to personally collect glass panels for a client
42 [32]	Tropic Skincare <i>Beauty products manufacturer</i>	Croydon	73%	*22.5	120	Jun 18	Founder Susie Ma started selling cosmetic products at Greenwich Market aged 15
43 [8]	Five Guys <i>Burger restaurant chain</i>	West London	72%	*122.0	2,086	Dec 17	Says customers have more than 250,000 combinations to choose from when they order one of its burgers
44 [17]	Corley + Woolley <i>Fit-out contractor</i>	Central London	72%	25.8	27	Dec 17	Fitted a bespoke oyster-shaped bar in the Rosebery tea rooms at the Mandarin Oriental Hyde Park
49 [58]	Chi Chi London <i>Online fashion retailer</i>	Enfield	69%	*†18.4	44	Dec 17	Its designs have been spotted on celebrities such as Love Island presenter Caroline Flack

Rank [2017 rank]	Company <i>Activity</i>	HQ location	Annual sales growth over 3 years	Sales £m	Staff	Year end [‡]	Comment
51 [16]	Skinnydip <i>Fashion accessories retailer</i>	Northwest London	69%	*15.6	85	Dec 17	Miley Cyrus, Taylor Swift and Kylie Jenner have been spotted with its products
52	Daisy Green <i>Aussie cafe chain</i>	West London	66%	*5.8	175	Apr 18	British pop art icon Sir Peter Blake designed this chain's floating bar on the Grand Union Canal in London
54 [28]	Total Management Group <i>Events and travel agency</i>	Central London	66%	*12.0	39	Mar 18	Over 20,000 people have attended its 180 events in 50 countries, including celebrities such as Eva Longoria
57	Xcede Group <i>Specialist recruitment consultancy</i>	Central London	63%	*18.6	54	Dec 17	Has placed staff at the likes of Deliveroo, British Gas and Facebook
61	Shopper Media Group <i>Marketing agency</i>	Central London	58%	24.4	84	Sep 17	Co-founders started the firm with £1,000 savings
62 [44]	The Office Group <i>Shared workspace provider</i>	Central London	58%	90.1	241	Dec 17	Its 31 flexible office spaces across London have features such as gyms, roof terraces and meditation rooms
65	Homeslice <i>Pizza restaurant chain</i>	West London	57%	*5.5	145	Apr 18	Co-founders Alan and Mark are the sons of the late Sir Terry Wogan
68 [80]	Send For Help <i>Lone-worker protection provider</i>	Southwest London	56%	12.8	100	Mar 18	Says it sells the world's smallest personal safety alarm
70	Sustainable Advantage <i>Energy and waste consultancy</i>	Southwest London	56%	5.8	23	Apr 18	Reduces energy and waste costs for customers such as Pret, Marriott and Transport for London
86 [77]	Third Bridge <i>Research services provider</i>	Central London	49%	71.5	589	Dec 17	Is named after a bridge in Botswana, the last before you reach uncharted territory
88	Anthesis Group <i>Sustainability consultancy</i>	Central London	48%	13.8	201	Dec 17	Claims it helps 26% of FTSE100 meet their climate change goals
91 [31]	Honest Burgers <i>Burger restaurant chain</i>	Central London	48%	22.3	476	Jan 18	Produces 42,000 burger patties a week at its in-house butchers
95 [87]	Blackrock Expert Services <i>Dispute resolution consultancy</i>	Central London	47%	29.7	84	Oct 17	Consulted on construction disputes involving London's tallest building, the Shard
96	JDX <i>Business consultancy</i>	Central London	46%	34.5	547	Mar 18	Co-founder set up financial consultancy DCG, which he expanded to 450 staff in four years
98	The Light <i>Cinema chain</i>	Central London	46%	*24.9	375	Jul 18	Each of its 10 cinemas sells locally brewed craft beer and its spirits and ice cream are also locally sourced

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure

The national picture

This year's Fast Track 100 achieved, on average, sales growth of 78% a year over three years to a total of £3.1bn. Together they employ 16,900 staff, having added 12,200 jobs over the period.

The dominant region for company HQs is London (34), followed by the southeast (20). Of the remainder, 12 companies are based in the Midlands, 8 in the northeast and Yorkshire, 8 in the northwest, five in the southwest, four each in the East of England and Northern Ireland, three in Wales and two in Scotland.

The full league table is published on 2 December as a 10-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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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 retains 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 a pro-rated, annualised 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 gross 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 2018. Most of companies were interviewed by telephone or visited by the Fast Track research team.

About our supporters and sponsors

About Virgin Group

Virgin has been a supporter of the Fast Track 100 league table since it was first published in 1997.

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.

Today, Virgin companies employ more than 70,000 people in 35 countries and its global branded revenues exceed £16bn.

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About Virgin Atlantic

Virgin Atlantic has regained the title sponsorship of Fast Track 100, taking over from Virgin Group, and having previously been the launch title sponsors in 1997 for 10 years.

Sir Richard Branson started Virgin Atlantic in 1984 with one plane and the pledge that “air travel should be exciting and enjoyable”. Today Virgin Atlantic is world famous for its customer experience - flying over 5.5 million passengers on business trips, dream holidays and adventures each year. It was recently named the UK’s favourite long haul carrier by Skytrax, and Best Major Airline in Europe at the 2018 TripAdvisor Travellers Choice Awards. Together with partner Delta Air Lines they offer the leading transatlantic partnership – connecting customers to over 200 destinations across the US every day.

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Accountancy and business advisory firm BDO is a main sponsor for a fifth year.

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About BGF

BGF is a main sponsor for a sixth year.

BGF is the most active investor in growing businesses in the UK and Ireland. 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. It has backed 20 Fast Track 100

companies since 2011, including in this year's cohort Braidwater, Cussins, Giggling Squid, Mission Mars and Ocee International. Earlier this year, BGF became the first investment company to be honoured for Innovation in the Queen's Awards for Enterprise.

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About N+1 Singer

N+1 Singer is a main sponsor for the first time, having previously been an awards dinner sponsor for two years.

N+1 Singer is a specialist investment bank providing capital to small and medium-sized companies in the UK. With over 90 corporate clients, the firm has advised on more than 150 IPOs, secondary offerings and block trades, raising over £3.6 billion in growth capital for their clients since 2013. Their success has seen them win a number of awards, including being recognised by the Financial Times as one of Europe's fastest-growing companies in 2017, and winners of the 'NOMAD of the Year' award 2018.

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