

International Track 200 regional press release

Thursday 7 February 2019



SIX COMPANIES IN THE EAST WIN PLACES ON LEAGUE TABLE OF BRITAIN'S FASTEST-GROWING INTERNATIONAL SALES STARS

Published this weekend, the 10th annual **Sunday Times HSBC International Track 200** league table ranks Britain's mid-market private companies with the fastest-growing international sales.

The six companies headquartered in the **East of England** have all featured on the league table before. These regional stars have grown their international sales by an average of 60% a year over the last two years to a total of £127m. Together they employ more than 1,000 people.

The region's top-ranked company is **Anglia Maltings** (No.30), which supplies malt to whisky distilleries and major beer brands such as Budweiser. Celebrating its 150th anniversary next year, it has five UK production sites complemented by operations in Germany and Poland. With an annual malt output of more than 425,000 tons, it grew its international sales by 99% pa to £71.8m, on total sales of £169m, in 2017.

Brigg, in North Lincolnshire, is home to last year's number one company – coffee manufacturer **Lincoln & York** – which returns with exports of £11.8m, on total sales of £39.9m, in 2018. Norfolk-based jewellery designer **Monica Vinader**, makes a third consecutive appearance as its boutiques across Asia boosted overseas sales to £20.3m, on total sales of £42.8m, in 2018. Celebrity fans include the Duchess of Cambridge and England manager Gareth Southgate.

The companies in the East of England appear alongside well-known British brands including **BrewDog**, now valued at over £1bn; and **Charlotte Tilbury Beauty**, founded by the Hollywood make-up artist. Others are connected to star names, such as **Bulk Powders**, which counts boxing champion Anthony Joshua among its athlete ambassadors. This year is the 10th anniversary of International Track. Alumni stars include **Aston Martin**, **Specsavers**, **Fever-Tree**, and **Lush** – which featured on the first league table in 2010 with exports of £151m, and which have now hit £300m.

The league table programme is sponsored by **HSBC**, **DHL Express** and **Oracle NetSuite**, 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. The six companies in the East of England are putting the region firmly on the map. They are the kinds of enterprises we are thrilled to support and that provide the backbone of our economy, today and tomorrow."

Private companies in the East with the fastest-growing int'l sales – ordered by county then rank

HQ location and county	Rank [2018 rank]	Company Activity	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
Huntingdon, Cambs	164 [125]	John Adams Toy wholesaler	40%	5.7	34.6	40	Dec 17	Exports its own brand and licensed character games to 28 countries

HQ location and county	Rank [2018 rank]	Company Activity	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
Ely, Cambs	194 [92]	Cambridge Commodities <i>Nutritional supplement wholesaler</i>	32%	*14.8	*41.8	120	May 18	Bought the food ingredients business of US wholesaler Earth Circle Organics in 2018
Brigg, Lincs	42 [1]	Lincoln & York <i>Coffee manufacturer</i>	85%	11.8	39.9	106	Jan 18	Sources beans from 40 countries and produces custom blends for its overseas markets
Fakenham, Norfolk	30 [25]	Anglia Maltings <i>Malt producer</i>	99%	71.8	169.0	359	Dec 17	Supplies malt to big beer brands such as Budweiser
Snetterton, Norfolk	95 [101]	Natures Menu <i>Pet food manufacturer</i>	59%	†2.9	†33.4	212	Dec 17	Exports to 26 countries, including Germany, where it owns a subsidiary
Wells-next-the-Sea, Norfolk	153 [48]	Monica Vinader <i>Jewellery designer</i>	45%	*20.3	*42.8	212	Jul 18	Has 20 boutiques across Asia and North America

* Supplied by the company

† Annualised figure

The national picture

The average international sales growth for the 200 companies was 69% a year, to a total of £14.1bn on combined total sales of £30.9bn. Together they employ 140,000 staff, having added 38,000 employees to their combined workforce over the period.

London is the most popular location for company headquarters with 68, followed by the southeast (42), the Midlands (16), and northwest (21). There are 20 companies in the northeast, including Yorkshire. Of the remainder, 13 companies are based in the southwest, six in the East, six in Scotland, five in Wales and three in Northern Ireland.

The full league table is published as a ten-page supplement with the business section of **The Sunday Times** on 10 February, 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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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

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 August and December 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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