

# International Track 200 national press release

Sunday 10 February 2019



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

Published today, the 10<sup>th</sup> 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, which include well-known names such as outdoor gear retailer **Mountain Warehouse**, craft beer producer **BrewDog**, and cosmetics brand **Charlotte Tilbury Beauty**, grew their combined overseas sales from £6bn to £14.1bn over the last two years.

This surge in exports came as the bar to achieve a place on the league table reached the highest level in its history, despite uncertainty over Brexit. The 200<sup>th</sup> ranked company grew its international sales 31% pa over two years, compared to the 25% pa minimum required last year, and 16% pa in 2017.

The top spot on this year's league table goes to fitness clothing brand **Gymshark**, which was founded by a teenage Ben Francis in 2012 in his parents' garage. The Solihull-headquartered company has since gone global under the leadership of chief executive Steve Hewitt, selling directly to customers in 178 countries through 13 multilingual websites, and growing overseas sales by 228% pa to £81m, on total sales of £103.2m, in 2018.

Marking its 10<sup>th</sup> anniversary, more than 1,000 companies have featured on International Track in the last decade. Alumni stars include **Aston Martin**, which floated last year and is valued at £2.8bn, and **Fever-Tree**, now worth £3bn. **Skyscanner** featured four times before it was sold to a Chinese group for £1.4bn in 2016. **Lush** featured on the first International Track league table published in 2010, and has since doubled its overseas sales to £300m.

The International Track 200 league table 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. 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 [2018 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 [16]	<b>Gymshark</b> Fitness clothing retailer	Solihull	228%	*81.0	*103.2	260	Jul 18	Queues for its Paris, LA and Toronto pop-up shops stretched around street corners
2 [3]	<b>Cult Beauty</b> Online beauty retailer	Central London	207%	*35.3	*69.7	108	May 18	Sells cult and up-and-coming beauty brands from around the world
3 [6]	<b>White Light</b> Entertainment production supplier	Southwest London	198%	12.6	39.3	226	Mar 18	Designed Discovery Eurosport's TV studios for the 2018 Winter Olympics in South Korea
4 [10]	<b>MiQ</b> Digital marketing agency	Central London	175%	121.9	155.9	410	Dec 17	Operates globally from 15 offices in North America, Europe and Asia Pacific

Rank [2018 rank]	Company Activity	HQ location	Annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
5 [8]	<b>iPulse</b> Hair removal technology	Swansea	167%	30.9	32.9	39	Dec 17	Exports to more than 30 countries accounted for 94% of turnover in 2017
6	<b>Saville Group</b> Audiovisual equipment supplier	York	166%	4.0	42.1	257	Dec 17	Installs video conferencing technology in overseas offices of UK-based clients
7	<b>High Street TV</b> TV shopping channel	Harrogate	165%	*16.3	*66.9	115	Dec 18	Sells household goods and gifts to more than 80 countries
8 [9]	<b>Carrs Foods</b> Bakery products provider	Manchester	159%	19.0	49.4	23	Dec 17	Supplies European bakery products to more than 10,000 stores around the world
9	<b>Crep Protect</b> Footwear accessories developer	West London	152%	20.2	27.0	25	Feb 18	Has collaborated with the National Basketball Association in the US
10 [14]	<b>Opus Talent Solutions</b> Recruitment consultancy	Bristol	152%	26.1	76.0	239	Dec 17	Its international clients include Uber, Burberry and General Electric

\* Supplied by the company

## KEY FINDINGS

**Trading in Europe:** Europe is the top market for overseas sales, with 171 companies citing the continent as a key destination for exports. It is also the top choice for future growth, with 137 planning European expansion. A majority (57%) of respondents said the Brexit vote has had no, or a neutral, impact on their business overall, with 34% citing a negative impact and 9% citing a positive impact. Examples of companies active in Europe include **Transferwise**, which plans to open an office in Brussels and secure a European money transfer licence.

**Ecommerce:** There are 34 ecommerce goods exporters that generate at least 10% of their international sales online. This is similar to the 2018 league table (35 firms), and a 36% increase on 2017 (25 firms). They include **iPulse**, which sells its patented hair removal devices through 15 international websites.

**Product innovation:** Investment in new products and R&D has helped many of the companies break into overseas markets. They include **Bullitt Group**, which has built a range of rugged mobile phones for Caterpillar and Land Rover, and **Vision RT**, whose 3D imaging systems support patients undergoing radiotherapy.

**Growth by acquisition:** Fifty-seven firms have bought or partnered with businesses to expand internationally, a similar number to the 2018 table (60 firms), and up 24% on 2017 (46 firms). Examples include **Ambassador Theatre Group**, which acquired Germany's Mehr! Entertainment last year.

**Female founders:** There are 34 companies on this year's league table which are founded or co-founded by women, or have a woman as chief executive, managing director, or chairperson (compared to 37 in 2018). Among them are **Mint Velvet** – co-founded by chief executive Liz Houghton, Lisa Agar-Rea, Jane Rawlings and Stuart Grant – and **Cult Beauty** – co-founded by Alexia Inge and Jessica DeLuca.

See the appendix for the full league table

The full league table is published today as a ten-page supplement with the business section of **The Sunday Times**, both in print and in the digital edition, and on [www.fasttrack.co.uk](http://www.fasttrack.co.uk).

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PLEASE CREDIT IN FULL: "THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 200

## **For further information please contact:**

Lindsay Uppadine, senior research manager, Fast Track: 01865 297009; [lindsay.uppadine@fasttrack.co.uk](mailto:lindsay.uppadine@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 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](http://www.fasttrack.co.uk)

## **About our sponsors**

### **HSBC UK**

HSBC UK is the title sponsor of the 10th annual **Sunday Times HSBC International Track 200**. We are one of the world's largest banks serving over 1 million UK businesses among 37 million customers worldwide. Our international banking network covers 53 international markets and gives us access to around 90% of world trade flows.

Alongside specialist teams serving eight key sectors, two further teams offer core financing support. Our Leverage Finance service supports deals of all sizes, facilitating M&A, syndication financing, and access to high-yield bonds and Treasury. Our Commercial Banking Origination service facilitates and advises on sophisticated corporate financing in the UK and Europe.

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## Oracle NetSuite

Over 16,000 customers in 203 countries trust Oracle NetSuite to run their mission-critical business processes from accounting, procurement and HR through to marketing and sales. NetSuite's track record as the business system of choice for high-growth companies across all industries is unmatched.

Companies of all sizes benefit from its comprehensive, global financial and accounting core that makes international expansion straightforward; improved visibility across the business; and increased efficiency from eliminating manual processes and disparate systems.

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## Appendix: The 2019 Sunday Times HSBC International Track 200

Rank [2018 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 [16]	<b>Gymshark</b> <i>Fitness clothing retailer</i>	Solihull	228%	*81.0	*103.2	260	Jul 18	Queues for its Paris, LA and Toronto pop-up shops stretched around street corners
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10 [14]	<b>Opus Talent Solutions</b> <i>Recruitment consultancy</i>	Bristol	152%	26.1	76.0	239	Dec 17	Its international clients include Uber, Burberry and General Electric
11 [12]	<b>AerFin</b> <i>Aircraft and spares services</i>	Caerphilly	147%	58.6	70.2	87	Dec 17	Founder was awarded an OBE last year for services to exports in the aerospace industry

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12	<b>TransferWise</b> Currency transfer provider	East London	142%	83.5	117.3	835	Mar 18	Has more than 4m customers collectively transferring £3bn each month
13 [15]	<b>The&amp;Partnership</b> Advertising agency	Central London	134%	187.9	449.6	513	Dec 17	Created a European network to handle Toyota Europe's account
14 [7]	<b>Salt</b> Recruitment consultancy	Central London	133%	10.9	39.0	116	Dec 17	Operates in eight locations and has been expanding into Asia and Australasia
15	<b>Sigma Sports</b> Sports goods retailer	Kingston upon Thames	131%	4.5	26.0	88	May 18	Exports cycling gear to the EU and other markets including Japan, South Korea and the US
16	<b>John Good</b> Logistics services provider	Hull	125%	13.0	63.4	304	Dec 17	Operates from 16 locations in the UK and offices in Istanbul and Izmir in Turkey
17 [55]	<b>VSI Group</b> Language services provider	Central London	122%	32.4	45.0	133	Dec 17	Localises more than 200,000 hours of programming into over 50 languages each year
18 [77]	<b>The Watches of Switzerland Group</b> Jewellery and watch retailer	Leicester	120%	133.0	685.2	2,015	Apr 18	Opening a showroom in Hudson Yards, New York in Spring 2019
19	<b>Dextra</b> LED lighting manufacturer	Dorset	117%	3.7	68.0	531	Dec 17	Has provided lighting for TK Maxx stores across Europe and Tesco stores in Ireland
20	<b>Sigma Retail Solutions</b> Retail services provider	West Yorkshire	116%	7.5	46.1	225	Dec 17	Delivers more than 6,000 retail projects every year globally
21	<b>iwoca</b> Business finance provider	Central London	116%	2.8	25.0	176	Dec 17	Has provided funding to more than 21,500 small businesses in Europe since 2012
22 [17]	<b>Jupiter Group</b> Fruit grower and exporter	Shropshire	107%	*11.0	*49.3	83	Sep 18	Acquired South African fresh produce supplier Bonaire in November 2018
23	<b>Thumbs Up</b> Lifestyle products wholesaler	West London	106%	19.1	32.3	64	Dec 17	Supplies innovative lifestyle products to international retailers, such as Nordstrom in the US
24	<b>Project One</b> Business consultancy	Cheshire	106%	3.0	30.3	111	Dec 17	Some of its consultants spend up to three years abroad on client projects
25 [4]	<b>Ceuta Group</b> Sales and marketing agency	Bournemouth	103%	39.1	97.6	323	Mar 18	Its 1HQ brand opened an office in Singapore last year to expand in southeast Asia
26	<b>Ogury</b> Mobile data marketing	North London	103%	26.4	33.8	133	Dec 17	Has access to data from more than 400m mobile phone users in 120 countries
27	<b>Arlington Industries Group</b> Components supplier	Manchester	103%	*58.7	*170.6	1,078	Mar 18	Has factories in Britain, France and Slovakia, and joint ventures in China, India and Turkey
28 [87]	<b>The Instant Group</b> Outsourced office supplier	Central London	102%	*14.8	*84.0	250	Jul 18	Has provided more than 4 million sq ft of office space in the UK, US and EMEA

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29 [27]	<b>Sahara Presentation Systems</b> Audiovisual equipment supplier	Kent	99%	25.7	59.9	79	Dec 17	Its interactive touchscreens are found in schools, colleges and universities in over 80 countries
30 [25]	<b>Anglia Maltings</b> Malt producer	Norfolk	99%	71.8	169.0	359	Dec 17	Supplies malt to big beer brands such as Budweiser
31	<b>Brogan Group</b> Scaffolding contractor	Hertfordshire	98%	10.3	31.8	445	Dec 17	Helped to construct Capital Gate, Abu Dhabi, the world's 'farthest leaning man-made building'
32	<b>JDX</b> Financial services consultancy	Central London	94%	7.9	34.5	547	Mar 18	Has nine offices across Europe, the US and Asia Pacific
33	<b>West Design</b> Arts and crafts supplier	Folkestone	94%	3.1	28.6	184	Jan 18	Exports its 20,000 products to 50 countries, with the US its largest market
34	<b>Revolution Beauty</b> Beauty products retailer	Kent	92%	41.8	71.8	94	Dec 17	US TV star Khloe Kardashian praised one of the brand's £3 highlighters
35	<b>Leisure Pass Group</b> Tourism smartcard provider	Central London	92%	†207.9	†225.8	105	Dec 17	Provides tourist passes in 37 cities worldwide, including New York and London
36 [56]	<b>Delta Group</b> Marketing services provider	Northeast London	90%	12.2	81.0	726	Dec 17	Its Irish subsidiary moved into a new 30,000 sq ft production space in October
37	<b>Genius Sports Group</b> Betting data services provider	Central London	89%	46.9	53.1	669	Dec 17	Plans to expand in America to target the liberalised US sports betting market
38 [69]	<b>Claranet</b> IT services provider	Central London	89%	207.9	321.6	1,841	Jun 18	Made four acquisitions in 2018, boosting operations in the UK, Holland, Italy, the US and India
39	<b>Flint International</b> IT infrastructure consultancy	Watford	88%	15.8	27.1	31	Dec 17	Has 10 offices overseas, including Saudi Arabia and Botswana
40 [34]	<b>Touch Associates</b> Event communications agency	Surrey	86%	31.0	41.0	113	Dec 17	Manages more than 300 events a year across the world
41 [93]	<b>Qualtex</b> Spare parts distributor	Manchester	86%	12.3	36.7	187	Dec 17	Exports spare parts to more than 40 countries, including the US
42 [1]	<b>Lincoln &amp; York</b> Coffee manufacturer	Lincolnshire	85%	11.8	39.9	106	Jan 18	Sources beans from 40 countries and produces custom blends for its overseas markets
43 [43]	<b>Titan Airways</b> Airline	Stansted	84%	29.6	99.1	322	Mar 18	One of its fleet was used to transport the FIFA World Cup trophy on a round-the-world tour
44	<b>EFG Housewares</b> Household goods wholesaler	North London	84%	17.9	32.5	82	Dec 17	Exports household goods to 90 countries worldwide, with a strong presence in West Africa
45 [44]	<b>Oliver James Associates</b> Recruitment consultancy	Manchester	83%	42.8	91.7	285	Dec 17	Moved into Milan's S32 skyscraper in 2017, in the heart of the city's fintech district
46	<b>Integrity Print</b> Printer	Somerset	83%	2.6	48.6	370	Dec 17	Has a contract to supply Ghana with prescription pads

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47 [58]	<b>Origin</b> <i>Bifold door manufacturer</i>	High Wycombe	83%	2.6	35.1	266	Dec 17	Supported career of British skier Joe Hides, who competed at the Winter Olympics in South Korea
48	<b>FFX</b> <i>Tools and equipment retailer</i>	Hythe	82%	*10.6	*48.8	121	Sep 18	Marketing on Google and eBay has boosted sales to France, the Netherlands and Germany
49	<b>Total Computers</b> <i>IT consultancy</i>	Kettering	81%	5.6	65.5	111	Dec 17	Considers the Middle East as a future growth market
50 [66]	<b>City Facilities Management</b> <i>Facilities maintenance provider</i>	Glasgow	80%	378.5	821.7	11,992	Dec 17	Opened a further US operation in Massachusetts in 2017 to target northeast America
51 [147]	<b>Niftylift</b> <i>Lift manufacturer</i>	Milton Keynes	80%	83.2	107.2	481	Dec 17	Exports to more than 70 countries and its website is available in four languages
52	<b>Flying Trade Group</b> <i>Conglomerate</i>	Essex	79%	18.7	131.6	798	Dec 17	Its world food products cater to Asian, Caribbean, African and Polish communities
53	<b>Mace</b> <i>Construction project manager</i>	Central London	79%	665.0	1,971.7	4,741	Dec 17	Advising Peru on the 2019 Pan American Games in Lima
54	<b>Smyle</b> <i>Creative agency</i>	Hertford	78%	16.0	26.9	60	Mar 18	Produced the opening ceremony of the 2018 Ryder Cup
55	<b>Whitehall Resources</b> <i>Recruitment consultancy</i>	Colchester	78%	13.6	55.3	87	May 18	Generates a quarter of its £55m turnover from job placements overseas
56 [20]	<b>Austin Fraser</b> <i>Recruitment consultancy</i>	Reading	77%	15.5	48.2	164	Feb 18	Opened an office in Dallas in October, its third in the US
57	<b>SC Group</b> <i>All-terrain vehicle manufacturer</i>	Devon	76%	43.2	53.7	214	Aug 17	Supplied 89 special operations vehicles to the Australian Army
58	<b>YM&amp;U</b> <i>Talent agency</i>	Central London	76%	7.4	27.8	208	Aug 17	Forecasting strong growth from its Los Angeles-based music talent agency
59	<b>Barron Wood Distribution</b> <i>Transport broker</i>	Preston	76%	6.9	64.9	139	Oct 17	Has been providing freight logistics to continental Europe for six years
60	<b>Charlotte Tilbury Beauty</b> <i>Beauty products retailer</i>	West London	75%	43.7	100.7	772	Dec 17	Opened its first international concession in 2014, and first overseas standalone store in 2017
61 [73]	<b>Capital Hair and Beauty</b> <i>Hair products wholesaler</i>	Brighton	75%	3.6	47.7	430	Dec 17	Runs 51 wholesale stores in the UK and Ireland
62 [118]	<b>Whitworth Group</b> <i>Flour miller</i>	Northants	75%	20.8	321.7	536	Mar 18	Exports flour to food manufacturers and bakeries in Ireland and Europe
63 [45]	<b>The Hut Group</b> <i>Online retailer</i>	Manchester	75%	512.6	735.7	3,222	Dec 17	Opened an 800,000 sq ft production and logistics centre in Poland in October 2018
64 [47]	<b>Optal</b> <i>Payment services provider</i>	Central London	75%	179.9	179.9	65	Dec 17	Offers payment processing in 34 currencies across 45 countries

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65	<b>Phoenix Cellular</b> <i>Mobile phone distributor</i>	Crewe	74%	*18.2	*33.2	64	Oct 18	Sells about 40,000 used Samsung and Apple phones a month to European buyers
66	<b>BVG Group</b> <i>Mail order retailer</i>	South Wales	74%	9.7	115.0	924	Aug 17	Its 285,000 sq ft Lancashire distribution centre supplies consumer goods across Europe
67	<b>Midwinter Solutions</b> <i>Clinical trials supplier</i>	Burton-on-Trent	73%	10.7	61.8	20	Feb 18	Helps clients comply with strict global pharmaceutical regulations
68 [62]	<b>END.</b> <i>Online menswear retailer</i>	Newcastle upon Tyne	72%	70.4	101.1	316	Mar 18	The US is its largest international market
69	<b>CCL Computers</b> <i>IT hardware supplier</i>	Bradford	70%	2.4	29.7	60	Aug 17	Sells bespoke PCs and IT parts to gamers and IT professionals, and plans to expand in North America
70	<b>Astrak Group</b> <i>Undercarriage parts supplier</i>	Fife	69%	16.5	28.8	77	Dec 17	Has eight warehouses in the UK, Denmark, Germany and France
71 [81]	<b>AVMI</b> <i>Audiovisual systems integrator</i>	Surrey	69%	6.3	64.2	414	Jun 18	Helped set up audiovisual installations at Bloomberg's new European HQ
72	<b>TC Group</b> <i>Office furniture supplier</i>	Bristol	69%	2.7	32.5	127	Apr 18	Its one piece plastic school chair is popular in Australia and Vietnam
73 [39]	<b>Cult Wines</b> <i>Wine merchant</i>	West London	68%	*27.7	*52.2	39	Aug 18	Southeast Asia was its fastest growing region in 2018, overtaking its UK market
74 [24]	<b>Mountain Warehouse</b> <i>Outdoor clothing retailer</i>	Central London	68%	66.5	225.9	1,571	Feb 18	Has 80 international stores in Europe, North America and New Zealand
75	<b>Radley + Co</b> <i>Handbag and accessories brand</i>	Central London	68%	17.8	85.9	565	Apr 18	Has UK, US, German, Japanese and EU websites that ship to 48 countries
76 [59]	<b>A-Safe</b> <i>Safety barrier manufacturer</i>	Halifax	68%	36.3	44.6	291	Dec 17	Its safety barriers have been installed in more than 30 international airports
77	<b>Cofresh Snacks</b> <i>Snack maker</i>	Leicester	67%	3.2	29.8	131	Dec 17	Its "free-from" Eat Real snacks are popular in Europe and the UAE
78 [135]	<b>Demon Tweaks</b> <i>Motorsports retailer</i>	Wrexham	67%	15.1	57.7	194	Dec 17	Ships to more than 130 countries from its warehouse in Wrexham
79 [60]	<b>Matchesfashion.com</b> <i>Luxury fashion retailer</i>	Central London	67%	227.8	292.8	574	Jan 18	Opened a Heathrow distribution centre last year to increase its stock for export
80 [61]	<b>BULK POWDERS</b> <i>Sports nutrition brand</i>	Colchester	66%	15.5	32.2	119	Dec 17	World and Olympic heavyweight boxing champion Anthony Joshua is a brand ambassador
81	<b>Envisage Group</b> <i>Car maker</i>	Coventry	66%	3.2	48.5	157	Dec 17	Its office in San Jose, California develops electric vehicle technology
82 [63]	<b>Westcoast</b> <i>Technology distributor</i>	Reading	65%	437.1	2,227.2	1,301	Dec 17	Planning further acquisitions to drive expansion across Europe



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83 [75]	<b>D R Collin</b> <i>Seafood supplier</i>	Berwickshire	65%	36.4	49.8	197	Apr 18	Supplies fresh fish and live shellfish to Spain, Italy and France
84 [99]	<b>Gama Healthcare</b> <i>Antimicrobial product distributor</i>	Watford	64%	10.2	32.5	109	Mar 18	Distributes its infection prevention products to more than 60 countries
85 [49]	<b>MNC</b> <i>Media agency</i>	Central London	64%	18.3	74.9	18	Dec 17	Buys advertising in the UK for European brands such as Shpock
86	<b>Eaton Towers</b> <i>Telecoms towers owner</i>	Central London	64%	164.8	164.8	193	Dec 17	Says it is the only telecoms tower company in Niger and Burkina Faso
87 [108]	<b>the7stars</b> <i>Media agency</i>	Central London	63%	90.5	297.6	173	Mar 18	Recent wins include the £10m account for The Lord of the Rings film distributor EFD
88	<b>Ambassador Theatre Group</b> <i>Theatre operator</i>	Surrey	62%	†155.8	†360.6	4,399	Mar 18	Operates nearly 50 theatres across Britain, America and Germany
89 [96]	<b>Mark Allen Group</b> <i>Publisher and events organiser</i>	South London	62%	8.2	43.4	324	Mar 18	Publishes more than 70 titles and runs 200 events across four continents
90	<b>Grenade</b> <i>Sports nutrition brand</i>	Solihull	62%	*11.5	*33.8	33	Dec 17	Its protein bars and weight loss supplements are sold in more than 100 countries
91 [181]	<b>John Cotton Group</b> <i>Bedding manufacturer</i>	West Yorkshire	61%	60.0	208.7	1,419	Feb 18	Employs 90 people at the Melbourne office of its Australian subsidiary, Tontine
92 [65]	<b>mac-group</b> <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
93	<b>Oxford Economics</b> <i>Economic research consultancy</i>	Oxford	60%	9.4	29.4	244	Jul 17	Has 250 economists dispersed across the globe from Mexico City to Tokyo
94	<b>Off-Piste Wines</b> <i>Wine wholesaler</i>	Cheltenham	60%	1.9	34.8	21	Jan 18	Stockists include Tesco, Sainsbury's and Scandinavian retailer Alko
95 [101]	<b>Natures Menu</b> <i>Pet food manufacturer</i>	Norfolk	59%	†2.9	†33.4	212	Dec 17	Exports to 26 countries, including Germany, where it owns a subsidiary
96	<b>Third Bridge</b> <i>Research services provider</i>	Central London	59%	53.5	71.5	589	Dec 17	Named after a bridge in Botswana, the last before you reach uncharted territory
97 [116]	<b>Jones Knowles Ritchie</b> <i>Brand design agency</i>	Central London	58%	21.0	35.5	257	Dec 17	Rebranded US coffee and baked goods chain Dunkin' Donuts by dropping Donuts from the name
98 [37]	<b>Kerridge Commercial Systems</b> <i>Software provider</i>	Berkshire	58%	*30.5	*66.8	850	Sep 18	Supports 15,000 customers at 18,000 locations worldwide
99	<b>The Gap Partnership</b> <i>Business consultancy</i>	Hertfordshire	58%	35.4	43.7	195	Feb 18	Delivers negotiation training and consulting services to clients in more than 50 countries
100 [40]	<b>AC Group</b> <i>Construction services</i>	Bedfordshire	58%	23.8	50.1	75	Mar 18	Partners with international firms such as Mace and WeWork in Europe
101	<b>Wireless Logic</b> <i>Technology platform provider</i>	Berkshire	58%	9.3	55.3	132	Apr 18	Has more than 2,500 customers in the UK and overseas

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102	<b>Techbuyer</b> <i>IT hardware supplier</i>	Harrogate	57%	*19.7	*30.3	130	Sep 18	Opened offices in Australia and New Zealand in 2018 and launching a German website this year
103 [100]	<b>Mint Velvet</b> <i>Womenswear retailer</i>	High Wycombe	57%	8.4	101.0	817	Apr 18	The founders of River Island are supporting its expansion in the UK and abroad
104	<b>Prima Cheese</b> <i>Cheese processor</i>	County Durham	57%	16.7	65.5	110	Apr 18	Exhibits its cheese at international trade fairs in Paris, Cologne and Dubai
105	<b>Amelia Knight</b> <i>Cosmetic designer and manufacturer</i>	Knutsford	56%	16.2	29.1	301	Dec 17	Manufactures in China and supplies retailers on five continents
106 [53]	<b>Teneo</b> <i>IT consultancy</i>	Reading	56%	*37.5	*55.3	113	Jun 18	Has made three acquisitions in the US in the last three years
107 [180]	<b>M2M Direct</b> <i>IT distributor</i>	Southeast London	56%	40.0	70.1	18	Dec 17	Offers same and next-day delivery to the US, Europe and Far East
108 [70]	<b>CloserStill</b> <i>Exhibition organiser</i>	Central London	56%	13.4	47.0	199	Dec 17	Its 30 annual global events and trade shows attract more than 160,000 delegates
109 [30]	<b>Jellyfish</b> <i>Digital marketing agency</i>	Central London	56%	55.8	93.0	471	Mar 18	Has launched two offices in Spain, three in the US and one each in Johannesburg and Seoul since 2017
110	<b>Lanes Group</b> <i>Wastewater services provider</i>	Leeds	56%	9.8	202.0	2,077	Jul 18	Bought Irish competitor AQS Environmental Solutions in 2016
111	<b>ADEY</b> <i>Heating filter manufacturer</i>	Cheltenham	55%	4.1	40.9	98	Dec 17	Trades across Europe, China, the US, Australia and New Zealand
112	<b>Havwoods</b> <i>Hardwood flooring specialist</i>	Lancashire	55%	3.6	44.6	119	Dec 17	Its flooring projects include Sony's head office in Sydney and the Ritz Carlton in Budapest
113	<b>Specialist People Services</b> <i>HR services provider</i>	Bradford	55%	11.8	58.7	208	Mar 18	Its Driver Hire Australia business opened its fifth office, in Adelaide, last year
114	<b>Windhoist</b> <i>Wind turbine contractor</i>	Irvine, Scotland	55%	34.1	47.4	306	Dec 17	Installed 53 wind turbines at a \$380m wind farm in Australia
115 [85]	<b>Bullitt Group</b> <i>Consumer electronics designer</i>	Reading	55%	148.7	156.8	120	Dec 17	Its £57m growth in turnover in 2017 was all from exports
116	<b>Silbury</b> <i>Food ingredients supplier</i>	Banbury	54%	4.3	59.6	32	Oct 17	Has a stake in Portuguese tomato processor, HIT Group
117	<b>ERSG</b> <i>Recruitment consultancy</i>	Southeast London	54%	*30.6	*74.1	65	Sep 18	Had 800 contractors working in 22 countries in 2018
118	<b>Corin Orthopaedics</b> <i>Orthopaedic parts maker</i>	Cirencester	54%	97.9	105.7	474	Dec 17	Has made three overseas acquisitions in the last three years
119 [38]	<b>blu-3</b> <i>Infrastructure provider</i>	Kent	54%	49.9	106.5	115	Mar 18	Works on data centre projects in Denmark, Ireland and Holland
120 [57]	<b>Paladone</b> <i>Gift wholesaler</i>	West Sussex	53%	*20.3	*37.9	130	Jun 18	Demand from US retail giants, including GameStop and Target, has boosted overseas sales

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121 [86]	<b>Frank Recruitment Group</b> <i>IT recruitment consultancy</i>	Newcastle upon Tyne	53%	134.1	180.4	1,152	Nov 17	Plans to create 500 jobs over 12 months across the US and Europe
122	<b>FIRST</b> <i>Events organiser</i>	Central London	53%	48.9	57.0	201	Sep 17	Acquired live events agency Clive in late 2017, which has offices in London and Dublin
123 [68]	<b>Peninsula</b> <i>Employment law consultancy</i>	Manchester	52%	83.1	223.6	2,250	Mar 18	Employs more than 750 people across its operations in Australia, New Zealand and Canada
124 [120]	<b>Microlise</b> <i>Vehicle tracking developer</i>	Nottingham	51%	*9.8	*50.1	477	Jun 18	Has provided India's Tata Motors with 100,000 vehicle tracking systems
125 [98]	<b>Recycling Lives</b> <i>Waste management provider</i>	Preston	51%	31.0	75.1	324	Sep 18	Sales of recycled metals to Asia and the Middle East support the firm's associated charity
126	<b>Karro Food Group</b> <i>Pork processor</i>	North Yorkshire	51%	*160.9	*638.9	4,065	Dec 17	Its pig processing plant in Malton, Yorkshire, exports to the US and China
127	<b>ACC Aviation</b> <i>Aviation services provider</i>	Reigate	51%	91.3	93.0	43	Dec 17	Became Ethiopian Airlines' exclusive European lease agent last year
128	<b>County Milk Products</b> <i>Dairy products supplier</i>	Cheshire	50%	56.8	235.7	73	Dec 17	Exports dairy ingredients to Europe and further afield
129 [95]	<b>Principle</b> <i>Brand implementation agency</i>	Huddersfield	50%	106.0	155.7	513	Dec 17	Acquired Italian agency Underline in 2017 to boost its European presence
130 [174]	<b>Pricecheck</b> <i>Consumer goods supplier</i>	Sheffield	50%	32.3	73.1	123	Apr 18	Exports branded consumer goods to more than 75 countries
131 [115]	<b>MVF</b> <i>Customer generation services</i>	North London	50%	42.5	70.9	365	Mar 18	Its US revenue grew 64% to £19.2m last year
132 [193]	<b>Sapphire Systems</b> <i>Systems integrator</i>	Central London	49%	†12.3	†35.7	231	Dec 17	Offers round-the-clock support from offices on five continents
133 [194]	<b>The Brand Machine Group</b> <i>Branded apparel licensee</i>	Central London	49%	11.7	54.6	68	Jan 18	Runs European showrooms in Amsterdam, Dusseldorf, Milan and Stockholm
134	<b>Dairy Partners</b> <i>Cheesemaker</i>	Gloucestershire	48%	23.6	76.3	147	Dec 17	Supplies mozzarella and pizza cheese to the food service sector in Britain and abroad
135 [185]	<b>JoJo Maman Bébé</b> <i>Maternity and babywear retailer</i>	South Wales	48%	*8.1	*67.6	953	Jun 18	Helps clothe Syrian mothers and their children living in refugee camps in Lebanon
136	<b>Scan Computers International</b> <i>IT hardware supplier</i>	Bolton	48%	15.1	131.0	228	Jun 18	Bitcoin mining has pushed up its sales of graphics cards to Eastern Europe, Russia and China
137 [106]	<b>White Clarke Group</b> <i>Financial software developer</i>	Milton Keynes	48%	50.2	61.8	536	Dec 17	In November, it acquired Insyston, an asset finance software firm based in Australia
138	<b>Canagan</b> <i>Pet food supplier</i>	Buckinghamshire	47%	*14.2	*26.9	21	Mar 18	High-profile customers include the Queen and the President of Ireland

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139	<b>Vision RT</b> <i>Medical technology developer</i>	North London	47%	21.3	32.5	132	Jul 17	Its technology is used in 34 of the top 50 US News's "Best hospitals for cancer"
140	<b>Parallel Consulting</b> <i>Recruitment consultancy</i>	Southwest London	47%	16.4	32.0	119	Dec 17	Opened an office in New York last year, adding to bases in London, Munich and Sydney
141	<b>TopCashback</b> <i>Cashback website</i>	Stafford	47%	24.8	109.2	177	Dec 17	Runs cashback sites in the UK, US, India and China
142	<b>Beta Pharmaceuticals</b> <i>Pharmaceuticals wholesaler</i>	Essex	46%	3.3	32.4	80	Sep 17	Exports medical supplies to Europe, East Africa and the Middle East
143	<b>Element</b> <i>Testing services provider</i>	Central London	46%	334.6	414.0	4,003	Dec 17	Its 6,700 experts operate out of 186 laboratories in 32 countries
144 [107]	<b>Total Media Group</b> <i>Media agency</i>	Central London	46%	41.5	84.6	130	Dec 17	Has a tech and innovation hub in Estonia where it works on digital marketing campaigns
145 [198]	<b>Ptarmigan Media</b> <i>Financial media agency</i>	Central London	46%	*66.9	*114.1	112	Dec 18	Its US revenues rose more than 80% to £38m last year
146	<b>Gapuma</b> <i>Commodities trader</i>	Central London	46%	113.1	114.2	56	Mar 18	Is a member of the British Exporters Association and Business Council for Africa
147 [111]	<b>Options</b> <i>Financial technology provider</i>	Central London	45%	34.4	50.4	172	Dec 17	Opened an office in New Zealand in October to expand its operations in Australasia
148 [159]	<b>Proseal</b> <i>Tray-sealing equipment maker</i>	Cheshire	45%	33.7	60.4	368	Jan 18	Its machinery is in operation in more than 50 countries worldwide
149 [113]	<b>Xexec</b> <i>Reward programme administrator</i>	Northwest London	45%	6.2	33.5	39	Nov 17	Customers include global organisations such as HP and PwC
150	<b>InsideAsia Tours</b> <i>Tour operator</i>	Bristol	45%	13.2	27.9	128	Dec 17	Has sales offices in the US and Australia, and an operations branch in Japan
151 [140]	<b>Decora</b> <i>Blind manufacturer</i>	Northern Ireland	45%	6.5	69.6	771	Dec 17	Exports blinds to the EU, with key markets including Ireland and the Netherlands
152	<b>Phaidon International</b> <i>Recruitment consultancy</i>	Central London	45%	60.8	67.4	426	Oct 17	In 2017, it managed more than 2,150 career moves across 60 countries
153 [48]	<b>Monica Vinader</b> <i>Jewellery designer</i>	Norfolk	45%	*20.3	*42.8	212	Jul 18	Has 20 boutiques across Asia and North America
154	<b>TIMco</b> <i>Tool accessories supplier</i>	Cheshire	44%	1.8	35.1	160	Dec 17	Has sold 16bn items worldwide, including 4.5bn classic screws
155 [29]	<b>Reward Gateway</b> <i>Employee engagement services</i>	Central London	44%	82.1	386.4	380	Jun 18	Its global clients include Krispy Kreme Doughnuts and Samsung
156 [195]	<b>Ahmad Tea</b> <i>Tea maker</i>	Hampshire	43%	69.3	73.2	300	Dec 17	Employs more than 25 expert tea tasters around the world
157 [123]	<b>Connox</b> <i>Banking automation services</i>	Surrey	43%	37.8	60.4	697	Dec 17	Generated more than half its sales in the US in 2017
158	<b>SIAN Wholesale</b> <i>Consumer goods supplier</i>	Surrey	43%	13.3	25.7	22	Dec 17	Exports more than 4,000 consumer products to 50 countries

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159	<b>Aspen Pumps</b> <i>Condensate pump manufacturer</i>	East Sussex	41%	41.8	54.6	177	Dec 17	Has doubled exports in two years to £42m and has customers in 100 countries
160 [32]	<b>Trutex</b> <i>School uniform supplier</i>	Lancashire	41%	2.3	31.0	241	Dec 17	Its British-style school uniforms are popular in the Middle East
161	<b>HRS Heat Exchangers</b> <i>Heat exchanger supplier</i>	Watford	41%	20.7	28.3	179	Dec 17	Runs manufacturing facilities in Britain, Spain and India
162	<b>Blackrock Expert Services</b> <i>Dispute resolution consultancy</i>	Central London	41%	25.4	29.7	84	Oct 17	Its team of employees speaks 15 languages
163	<b>Cooper &amp; Turner</b> <i>Industrial fastener manufacturer</i>	Sheffield	40%	†46.2	†60.2	397	Feb 18	Acquired by US private equity firm Watermill Group in 2017 for an undisclosed sum
164 [125]	<b>John Adams</b> <i>Toy wholesaler</i>	Cambridgeshire	40%	5.7	34.6	40	Dec 17	Exports its own brand and licensed character games to 28 countries
165	<b>Hedonism Wines</b> <i>Wine retailer</i>	Central London	39%	*8.3	*25.9	43	Jul 18	Sold a Château d'Yquem 1811 - Hannibal Lecter's favourite white wine - for a record £78,105
166	<b>Lawton Tubes</b> <i>Copper tube supplier</i>	Coventry	39%	11.0	133.9	100	Sep 17	Chartered an aeroplane to deliver a full cargo of 6m copper tubes
167 [138]	<b>Collinson</b> <i>Benefits and loyalty provider</i>	Central London	39%	*674.0	*816.4	1,899	Apr 18	Its Priority Pass scheme provides members with access to more than 1,200 airport lounges
168 [129]	<b>BrewDog</b> <i>Brewery</i>	Aberdeenshire	38%	21.6	111.6	777	Dec 17	Has breweries in Scotland and America, and is building one in Australia
169 [130]	<b>CDE Global</b> <i>Processing equipment manufacturer</i>	County Tyrone	38%	47.4	61.9	236	Dec 17	Its industrial processing machinery is used in 70 countries
170 [133]	<b>EnerMech</b> <i>Engineering services provider</i>	Aberdeen	38%	*295.9	*361.4	2,900	Dec 17	Provides electrical and mechanical services in 40 locations worldwide
171 [178]	<b>Brigade Electronics</b> <i>Safety device manufacturer</i>	Kent	38%	27.1	42.4	176	Jan 18	Exports its vehicle safety systems to five continents
172	<b>Firmdale Hotels</b> <i>Hotelier</i>	Central London	38%	44.7	148.3	1,636	Jan 18	Its Crosby Street hotel in New York has an average room rate of \$925
173	<b>Haygrove</b> <i>Berry producer</i>	Herefordshire	38%	47.2	97.8	3,273	Dec 17	Grows berries and other fruit at farms in the UK, China, Portugal and South Africa
174	<b>Fentimans</b> <i>Drinks manufacturer</i>	Northumberland	37%	11.1	30.1	55	Dec 17	Exports to distributors in more than 80 countries
175	<b>CT Automotive</b> <i>Car parts supplier</i>	Portsmouth	37%	†43.5	†72.0	2,361	Dec 17	Ships an air vent roughly every second from one of its global facilities
176	<b>Preqin</b> <i>Data services provider</i>	Central London	37%	33.4	39.0	333	Dec 17	Investors in more than 90 countries use its data
177 [141]	<b>Amoria Bond</b> <i>Recruitment consultancy</i>	Manchester	36%	33.6	51.2	129	Nov 17	Trades in more than 40 countries from bases in the UK, Netherlands, Germany and Singapore

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178 [28]	<b>Seasalt</b> Clothing retailer	Cornwall	36%	3.2	51.1	766	Jan 18	Raised £16m in September to open 40 stores in the UK and Ireland
179	<b>WorldFirst</b> International payment provider	Central London	36%	56.4	85.9	641	Dec 17	Has transferred more than £70bn worldwide since it was launched in 2004
180	<b>bet365</b> Online bookmaker	Stoke-on-Trent	36%	2,054.3	2,857.3	4,236	Mar 18	Has an operations hub in Gibraltar and is expanding its presence in Malta
181 [51]	<b>Fundamental Media</b> Media agency	Central London	36%	40.0	62.4	76	Dec 17	Its technology provides marketing intelligence for fund managers in more than 20 countries
182 [139]	<b>Childرسالon</b> Childrenswear retailer	Tunbridge Wells	36%	66.8	78.9	296	Dec 17	Sells designer clothes for children in more than 160 countries
183 [143]	<b>FAI Automotive</b> Automotive parts supplier	Leighton Buzzard	36%	13.7	30.1	108	Dec 17	Stocks more than 40,000 different parts and exports to 60 countries
184	<b>Busy Bees</b> Nurseries operator	Staffordshire	35%	94.9	327.5	9,979	Dec 17	Plans to open 32 nurseries in China by 2023
185	<b>Evolution Power Tools</b> Power tool supplier	Sheffield	35%	18.8	40.3	98	Dec 17	Its website is available in more than 100 languages
186 [124]	<b>The Little Group</b> Media wholesaler	Eastbourne	35%	151.9	338.1	1,218	Feb 18	Its subsidiary, Lasgo, has twice won the Queen's Award for Exports
187	<b>JSP</b> Safety product manufacturer	Oxfordshire	35%	28.9	58.1	305	Mar 18	Launched a 54,000 sq ft manufacturing and logistics centre in Germany in 2017
188	<b>Meade-King Robinson &amp; Co</b> Chemicals supplier	Liverpool	34%	13.2	52.2	33	Mar 18	Has a distribution facility in Holland
189	<b>Rosewood Pet Products</b> Pet products supplier	Telford	34%	4.2	29.1	67	Dec 17	Its 4,000 strong product line is sold in more than 60 countries
190 [158]	<b>Nisbets</b> Catering equipment supplier	Bristol	33%	88.4	388.5	1,839	Dec 17	Ships catering equipment to more than 500,000 customers in 100 countries
191	<b>Moo</b> Online stationery printer	Central London	33%	78.8	90.3	479	Dec 17	North America accounted for 70% of its £90m sales in 2017
192	<b>Pentland Group</b> Brand manager and retailer	North London	32%	1,401.5	3,638.9	20,865	Dec 17	Was appointed the global licensee for Karen Millen footwear last year
193	<b>Montreal Associates</b> Recruitment consultancy	East London	32%	40.3	41.8	57	Dec 17	Generates more than 95% of its revenue from overseas sales
194 [92]	<b>Cambridge Commodities</b> Nutritional supplement wholesaler	Ely	32%	*14.8	*41.8	120	May 18	Bought the food ingredients business of US wholesaler Earth Circle Organics in 2018
195	<b>Leathwaite</b> Recruitment consultancy	Central London	31%	10.0	33.1	76	Jul 17	Has delivered projects across six continents
196	<b>Done + Dusted</b> TV and events producer	Central London	31%	47.4	50.6	33	Dec 17	Produced the Victoria's Secret Fashion Show in Shanghai in 2017
197	<b>Brook Taverner</b> Corporate clothing supplier	West Yorkshire	31%	5.0	30.6	124	Dec 17	Its six miles of hanging rails in Keighley stock corporate wear worth £8m and ready for export

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198	<b>Priority Freight</b> <i>Logistics services provider</i>	Dover	31%	45.8	66.2	164	Dec 17	In 2018, it opened an office near Bratislava Airport, Slovakia, to expand in central Europe
199	<b>musicMagpie</b> <i>Online entertainment trader</i>	Stockport	31%	*46.6	*115.7	700	May 18	Has customers in more than 150 countries, including the Vatican City
200 [171]	<b>MPM Products</b> <i>Pet food producer</i>	Manchester	31%	36.2	56.9	68	Dec 17	Exports to more than 50 markets, including the US and Australia, where it has offices

\* Supplied by the company

† Annualised figure