

# International Track 200 Scotland press release

Thursday 7 February 2019



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

Published this weekend, 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 six companies headquartered in **Scotland** include **two new entrants to the league table**. These Scottish stars have grown their international sales by an average of 57% a year over the last two years to a total of £783m. Together they employ more than 16,200 people.

Scotland's top-ranked company is Glasgow-based **City Facilities Management** (No.50), which was founded by former Celtic director Sir Willie Haughey in 1985, and installs and maintains air conditioning and fridges in supermarkets worldwide. Growth in Australia helped boost exports to £378.5m, on total sales of £821.7m, in 2017.

Achieving a league table place for the first time is Irvine-based **Windhoist**, which has built more than 6,000 wind turbines in Europe, Morocco and Australia for the likes of Siemens and Nordex, boosting overseas sales to £34.1m, on total sales of £47.4m, in 2017.

Featuring for the fifth consecutive year is **BrewDog**. The craft beer producer has gone global from its Aberdeenshire base, opening bars in Brazil and Japan, and a brewery in Ohio, where it also has a beer-themed hotel. Valued at more than £1bn, it reported overseas sales of £21.6m, on total sales of £111.6m, in 2017.

The companies in Scotland appear alongside well-known British brands, including **Gymshark**; 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 Scotland are putting the country 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 Scotland with the fastest-growing int'l sales – ordered by rank

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
50 [66]	<b>City Facilities Management</b> Facilities maintenance provider	Glasgow	80%	378.5	821.7	11,992	Dec 17	Opened a further US operation in Massachusetts in 2017 to target northeast America

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
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
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
114	<b>Windhoist</b> <i>Wind turbine contractor</i>	Irvine	55%	34.1	47.4	306	Dec 17	Installed 53 wind turbines at a \$380m wind farm in Australia
168 [129]	<b>BrewDog</b> <i>Brewery</i>	Ellon Aberdeenshire	38%	21.6	111.6	777	Dec 17	Has breweries in Scotland and America, and is building one in Australia
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

\* 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](http://www.fasttrack.co.uk).

**ENDS**

**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](http://www.fasttrack.co.uk)

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