

# International Track 200 regional press release

Thursday 7 February 2019



## 13 COMPANIES IN THE SOUTHWEST 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 13 companies headquartered in the **southwest of England** include **seven new entrants to the league table**. These regional stars have grown their international sales by an average of 72% a year over the last two years to a total of £350m. Together they employ more than 5,200 people.

The region's top-ranked company is Bristol-based **Opus Talent Solutions** (No.10). The recruitment consultancy founded in 2008 by Darren Ryemill, 42, specialises in the architecture, engineering and IT sectors. More than a quarter of its staff are based abroad, helping grow overseas sales by 152% pa to £26.1m in 2017, on total sales of £76m.

Achieving a place on the league table for the first time is Cheltenham's **Off-Piste Wines**, which is the wholesaler behind the PinotPinot and Most Wanted wine brands. A partnership with Alko – which has a monopoly over the market retail of alcohol in Finland – boosted its exports to £1.9m, on total sales of £34.8m, in 2018.

Also making its debut is Dorset-based **Dextra**, which was founded in 1978 by former Porsche racing driver, Rupert Martin, 69, and provides the likes of Tesco and DHL with energy-efficient LED lighting, helping exports hit £3.7m, on total sales of £68m, in 2017.

The companies in the southwest 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 13 companies in the southwest 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 southwest of England 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
Bristol	10 [14]	<b>Opus Talent Solutions</b> Recruitment consultancy	152%	26.1	76.0	239	Dec 17	Its international clients include Uber, Burberry and General Electric

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
Bristol	72	<b>TC Group</b> <i>Office furniture supplier</i>	69%	2.7	32.5	127	Apr 18	Its one piece plastic school chair is popular in Australia and Vietnam
Bristol	150	<b>InsideAsia Tours</b> <i>Tour operator</i>	45%	13.2	27.9	128	Dec 17	Has sales offices in the US and Australia, and an operations branch in Japan
Bristol	190 [158]	<b>Nisbets</b> <i>Catering equipment supplier</i>	33%	88.4	388.5	1,839	Dec 17	Ships catering equipment to more than 500,000 customers in 100 countries
Falmouth, Cornwall	178 [28]	<b>Seasalt</b> <i>Clothing retailer</i>	36%	3.2	51.1	766	Jan 18	Raised £16m in September to open 40 stores in the UK and Ireland
Honiton, Devon	57	<b>SC Group</b> <i>All-terrain vehicle manufacturer</i>	76%	43.2	53.7	214	Aug 17	Supplied 89 special operations vehicles to the Australian Army
Gillingham, Dorset	19	<b>Dextra</b> <i>LED lighting manufacturer</i>	117%	3.7	68.0	531	Dec 17	Has provided lighting for TK Maxx stores across Europe and Tesco stores in Ireland
Bournemouth, Dorset	25 [4]	<b>Ceuta Group</b> <i>Sales and marketing agency</i>	103%	39.1	97.6	323	Mar 18	Its 1HQ brand opened an office in Singapore last year to expand in southeast Asia
Cheltenham, Gloucestershire	94	<b>Off-Piste Wines</b> <i>Wine wholesaler</i>	60%	1.9	34.8	21	Jan 18	Stockists include Tesco, Sainsbury's and Scandinavian retailer Alko
Cheltenham, Gloucestershire	111	<b>ADEY</b> <i>Heating filter manufacturer</i>	55%	4.1	40.9	98	Dec 17	Trades across Europe, China, the US, Australia and New Zealand
Cirencester, Gloucestershire	118	<b>Corin Orthopaedics</b> <i>Orthopaedic parts maker</i>	54%	97.9	105.7	474	Dec 17	Has made three overseas acquisitions in the last three years
Stonehouse, Gloucestershire	134	<b>Dairy Partners</b> <i>Cheesemaker</i>	48%	23.6	76.3	147	Dec 17	Supplies mozzarella and pizza cheese to the food service sector in Britain and abroad
Radstock, Somerset	46	<b>Integrity Print</b> <i>Printer</i>	83%	2.6	48.6	370	Dec 17	Has a contract to supply Ghana with prescription pads

## 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"

## **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)

**Follow us on Twitter @ST\_FastTrack #IntTrack200**

## **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 tenth 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.

[business.hsbc.uk/corporate](http://business.hsbc.uk/corporate)

@HSBCUKBusiness

### **DHL Express**

DHL Express is the global market leader in the international express delivery market, specialising in time and day critical shipping to all corners of the world. With a network spanning over 220 countries and territories, DHL ensures your products are quickly and reliably delivered to destinations all over the world, providing tailored delivery options and returns.

Whether you are a new or experienced international shipper, DHL is here to help. From improving your website's international appeal, to the intricacies of customs duties and taxes, DHL Express offers support at every stage of the export journey.

[www.DHLguide.co.uk](http://www.DHLguide.co.uk)

@DHLExpressUK

### **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.

[www.netsuite.co.uk](http://www.netsuite.co.uk)

@NetSuiteEMEA