

# International Track 200 regional press release

Thursday 7 February 2019



## 16 COMPANIES IN YORKSHIRE 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 16 companies headquartered in **Yorkshire** include **six new entrants to the league table** and five companies which can trace their history back more than a century. These regional stars have grown their international sales by an average of 75% a year over the last two years to a total of £550m. Together they employ more than 10,400 people.

The region's top-ranked company is the York-based **Saville Group** (No.6), founded in 1876 as a photo developer by chemist John Saville. It has since evolved into an audiovisual specialist that both produces live events, and supplies conferencing technology for corporate clients who need to communicate between international offices. It grew its international sales by 166% pa to £4m, on total sales of £42.1m, in 2017.

Achieving a place on the league table for the first time is Keighley's **Brook Taverner**, founded in 1912 when Frank Brook and Walter Taverner started selling buttons to tailors. Today it supplies formal corporate clothing to the likes of Audi and Sofitel, helping exports hit £5m, on total sales of £30.6m, in 2017. Malton-based **Karro Food Group** also makes its debut on the league table. It sells antibiotic-free meat to the US and trotters to China, helping exports hit £160.9m, on total sales of £638.9m, in 2017.

The companies in Yorkshire 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 16 companies in Yorkshire 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 Yorkshire 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
Hessle, East Yorkshire	16	<b>John Good</b> Logistics services provider	125%	13.0	63.4	304	Dec 17	Operates from 16 locations in the UK and offices in Istanbul and Izmir in Turkey
York, North Yorkshire	6	<b>Saville Group</b> Audiovisual equipment supplier	166%	4.0	42.1	257	Dec 17	Installs video conferencing technology in overseas offices of UK-based clients

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Harrogate, North Yorkshire	7	<b>High Street TV</b> <i>TV shopping channel</i>	165%	*16.3	*66.9	115	Dec 18	Sells household goods and gifts to more than 80 countries
Harrogate, North Yorkshire	102	<b>Techbuyer</b> <i>IT hardware supplier</i>	57%	*19.7	*30.3	130	Sep 18	Opened offices in Australia and New Zealand in 2018 and launching a German website this year
Malton, North Yorkshire	126	<b>Karro Food Group</b> <i>Pork processor</i>	51%	*160.9	*638.9	4,065	Dec 17	Its pig processing plant in Malton, Yorkshire, exports to the US and China
Sheffield, South Yorkshire	130 [174]	<b>Pricecheck</b> <i>Consumer goods supplier</i>	50%	32.3	73.1	123	Apr 18	Exports branded consumer goods to more than 75 countries
Sheffield, South Yorkshire	163	<b>Cooper &amp; Turner</b> <i>Industrial fastener manufacturer</i>	40%	†46.2	†60.2	397	Feb 18	Acquired by US private equity firm Watermill Group in 2017 for an undisclosed sum
Sheffield, South Yorkshire	185	<b>Evolution Power Tools</b> <i>Power tool supplier</i>	35%	18.8	40.3	98	Dec 17	Its website is available in more than 100 languages
Castleford, West Yorkshire	20	<b>Sigma Retail Solutions</b> <i>Retail services provider</i>	116%	7.5	46.1	225	Dec 17	Delivers more than 6,000 retail projects every year globally
Bradford, West Yorkshire	69	<b>CCL Computers</b> <i>IT hardware supplier</i>	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
Halifax, West Yorkshire	76 [59]	<b>A-Safe</b> <i>Safety barrier manufacturer</i>	68%	36.3	44.6	291	Dec 17	Its safety barriers have been installed in more than 30 international airports
Mirfield, West Yorkshire	91 [181]	<b>John Cotton Group</b> <i>Bedding manufacturer</i>	61%	60.0	208.7	1,419	Feb 18	Employs 90 people at the Melbourne office of its Australian subsidiary, Tontine
Leeds, West Yorkshire	110	<b>Lanes Group</b> <i>Wastewater services provider</i>	56%	9.8	202.0	2,077	Jul 18	Bought Irish competitor AQS Environmental Solutions in 2016
Bradford, West Yorkshire	113	<b>Specialist People Services</b> <i>HR services provider</i>	55%	11.8	58.7	208	Mar 18	Its Driver Hire Australia business opened its fifth office, in Adelaide, last year
Huddersfield, West Yorkshire	129 [95]	<b>Principle</b> <i>Brand implementation agency</i>	50%	106.0	155.7	513	Dec 17	Acquired Italian agency Underline in 2017 to boost its European presence
Keighley, West Yorkshire	197	<b>Brook Taverner</b> <i>Corporate clothing supplier</i>	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

\* 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).

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

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