

SME Export Track 100 national press release

Sunday 26 May 2019



BRITAIN'S FASTEST-GROWING SME EXPORTERS REVEALED

Published today, the 5th annual **Sunday Times WorldFirst SME Export Track 100** league table ranks Britain's small and medium-sized private companies with the fastest-growing international sales.

The 100 companies on this year's SME Export Track 100, which includes emerging brands such as online jewellery retailer **Missoma**, popcorn maker **Joe & Seph's**, and coffee shop chain **AMT Coffee**, grew their international sales by a record average of 89% a year over the last two years, to a total of £833m. Together they employ 8,900 staff, having added 3,000 jobs over the period.

The 2019 league table shows that despite the ongoing uncertainty surrounding Brexit, Europe continues to be the most important export market for British businesses, with more than four fifths of companies (85) selling there. However, 90% of respondents said Brexit had not made them more cautious about entering new markets - 82 companies are targeting future expansion outside of Europe, including 45 setting their sights on Asia, and 15 looking to expand in South America.

The No 1 company is online fashion retailer **Missy Empire**, which is one of a record 24 companies on this year's table that generate a significant proportion of their exports via ecommerce. The Manchester-based womenswear brand is popular with shoppers in the US and Ireland, and has sponsored reality TV stars and social media influencers to grow its customer base. The company grew international sales by an average of 360% a year to £3.3m in the year to March, on total sales of £13.9m.

The SME Export Track 100 is sponsored by **WorldFirst**, **DHL Express** and **Heathrow Airport**, and is supported by the government's **Exporting is GREAT** campaign. It is compiled by **Fast Track**, the Oxford-based research and networking events firm.

Jonathan Quin, CEO and co-founder at WorldFirst, the title sponsor, commented:

"At WorldFirst we'd like to be the first to congratulate all the businesses that feature on this year's top 100. International markets present tremendous opportunities for UK businesses and the rewards of being a successful exporter are clear from the growth demonstrated by all the businesses here. That said, there are challenges and risks too and so we should also recognise the brave and committed leadership that has got them to this point."

Liam Fox, Secretary of State for International Trade, commented:

"SMEs are fundamental to achieving our target of increasing exports as a percentage of GDP to 35%, so it is vital we give them the recognition they deserve. The exporters listed in this year's SME Export Track 100 are pioneers whose example should be followed by ambitious businesses across the UK."

The 10 fastest-growing exporters on the SME Export Track 100 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	Missy Empire <i>Online fashion retailer</i>	Manchester	360%	*3.3	*13.9	45	Mar 19	Its trend-led and celebrity-inspired designs are popular with fashionistas in the US, Europe and Australia
2	Missoma <i>Online jewellery brand</i>	West London	326%	*5.0	*12.0	43	Mar 19	Its designs have been worn by Australian actress Margot Robbie and American singer Vanessa Hudgens
3	Oh Polly <i>Online fashion retailer</i>	Glasgow	301%	†*3.8	†*10.5	60	Apr 18	Its figure-hugging dresses and skimpy swimwear designs are popular with American customers
4	Mous <i>Phone case designer</i>	Central London	275%	*10.2	*12.2	33	Mar 19	Its four co-founders moved to China for five months to design and manufacture its products
5	Bizuma <i>B2B e-commerce platform</i>	Central London	229%	*24.2	*24.3	48	Mar 19	Overseas sales account for more than 95% of total revenues
6	Lusso Stone <i>Luxury bathroom retailer</i>	Middlesbrough	207%	1.6	8.0	11	Sep 18	Its baths, sinks and showers can be found in high-end hotels as far afield as St Lucia
7	Norbev <i>Soft drinks manufacturer</i>	Co Antrim	195%	8.0	20.9	123	Dec 17	Manufactures products under contract for global drinks giant Coca-Cola
8	CitNOW <i>Video software developer</i>	Wokingham	194%	4.5	11.6	91	Dec 17	Has more than 8,000 installations in franchised car dealerships in 55 countries
9	The Marketing Practice <i>Marketing agency</i>	Oxfordshire	193%	4.9	11.1	124	Dec 17	Opened a US office in Seattle to support its client Microsoft, which is headquartered there
10	PharmaPac <i>Pharmaceutical manufacturer</i>	Wirral	192%	15.1	23.0	218	Jun 18	Has boosted its exports by diversifying into the manufacture of e-cigarette liquids

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure

KEY FINDINGS:

Main export markets: Britain's traditional trading partners in Europe, North America and Australia remain important for this year's league table companies, with Europe the top destination for exports – 85 of the companies have a key market on the continent. For example, **Fruitful Office** delivers fruit to thousands of offices across Ireland, Germany, Belgium, and the Netherlands; while Essex retailer **Digiflex** says its top overseas markets are all in mainland Europe.

Future export markets: Despite uncertainty created by Brexit, 90% of respondents said it had not made them more cautious about entering new markets. 45 companies on this year's league table have at least one key future market in Asia, with China the most popular (25 companies), followed by Japan (16) and India (11). Pharmaceutical tester **HMR** is targeting growth in China, and has added pages in Japanese to its website to boost referrals in Japan. South America was also identified as a top market for future growth by 15 companies, including **Midstream Lighting** whose products are already installed at airports in Ecuador and Colombia.

Female founders: There are a record 20 female founders behind the businesses on this year's league table, as well as a further five non-founding female chief executives and managing directors. For example, Glasgow fashion brand **Oh Polly** was co-founded by Claire Henderson in 2015 while she was studying for a Master's degree in aeronautical engineering. Another, **Limbs and Things**, was established by medical illustrator Margot Cooper in 1990, and now ships its anatomically correct training models to medical schools worldwide.

Ecommerce: A record 24 companies on this year's league table generate a significant proportion of their exports via ecommerce, including five of the six top-ranked companies. Examples of businesses selling goods online – either through their own websites or marketplaces such as Amazon – include phone case designer **Mous**, and pizza oven retailer **Gozney Ovens** which started trading online after launching its small, portable Rocbox oven in 2015.

Emerging brands: The league table features several brands that are becoming well-known, both in the UK and overseas. For example, online jewellery brand **Missoma** has gained popularity thanks to its designs being spotted on celebrities including Margot Robbie and the Duchess of Sussex. High-profile stockists including Selfridges, Harrods and airlines such as Emirates and British Airways have helped **Joe & Seph's** raise the international profile of its flavoured popcorn.

See Appendix for the full league table

The full league table is published today as a 6-page supplement in the business section of **The Sunday Times**, both in print and in the digital edition, and on www.fasttrack.co.uk.

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PLEASE CREDIT IN FULL: "SUNDAY TIMES WORLDFIRST SME EXPORT TRACK 100"

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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 have to be registered in the UK and be independent, unquoted and ultimate holding companies. International sales growth is measured by compound annual growth rate (CAGR) over the latest two financial years. Annualised international sales have to be greater than £150,000 in the base year, exceed 20% of total sales in the latest year, and show a rise from the previous year. Companies have to be making an operating profit in their latest year. Recruitment and payroll firms are required to achieve gross profits greater than £5m in their latest accounts.

Excluded companies include those with total sales of more than £25m (covered by our sister league table, International Track 200), pure property developers, financial trading companies and LLPs.

The research was carried out by Fast Track between January 2019 and May 2019. Most of the companies were interviewed by telephone or visited by the Fast Track research team. The research is based on the limited available data on international sales. Most small firms file abbreviated accounts, whilst others may not disclose geographical sales. For this reason, sales and international sales figures for many companies are not available. There may, therefore, be omissions.

About our sponsors

About WorldFirst

WorldFirst is delighted to sponsor The Sunday Times WorldFirst SME Export Track 100 for 2019.

At WorldFirst we know first-hand that an international business perspective can be very rewarding and it is our mission to support the ambitious businesses that share this outlook. Back in 2004 we were one of the first to see that international payments for SMEs were unnecessarily slow, complicated and expensive and set about developing a genuine alternative that businesses could trust.

15 years on, we're still combining award-winning customer service with best in-class technology and products to make it easier, faster and cheaper for exporters to send and manage their money around the world. Our latest product – The World Account – really is a product built for exporters, enabling them to collect, convert and make global payments all on one simple platform. It's why over 400,000 customers choose WorldFirst.

www.worldfirst.com @WorldFirstLtd

About DHL Express

DHL Express is a main sponsor for the third year.

DHL is the global market leader in the international express market, specialising in time and day critical shipment delivery to all corners of the world. It ensures your products are quickly and reliably delivered to your customers all over the world, providing tailored delivery options and returns. DHL also provides expert advice for UK businesses looking to expand into global markets and advises on everything from delivery options on your website to the intricacies of customs duties and taxes.

www.DHLGuide.co.uk @DHLEExpressUK

About Heathrow Airport

Heathrow Airport is a main sponsor for the fourth year.

Heathrow, the UK's hub airport, is home to more than 80 airlines connecting to more than 210 destinations, and every year Heathrow welcomes 80 million passengers. These connections drive the UK economy by connecting British businesses to the world's established and emerging markets.

Heathrow is Britain's biggest port by value for global markets outside the EU and Switzerland, handling more than a third of the UK's exports.

www.heathrowexpansion.com @yourHeathrow

Exporting is GREAT

The government's Exporting is GREAT campaign is supporting SME Export Track 100 for the fourth year.

The Exporting is GREAT campaign aims to inspire and support UK companies to export overseas or export further. At the heart of the campaign are everyday businesses of all shapes and sizes from around the UK, that are proudly selling overseas and sharing their stories and experiences with other businesses to spark a national conversation about exporting. For information about starting your export journey, or growing further overseas, visit great.gov.uk where you can create a free business profile, access advice, guidance and events, apply for live export opportunities or see how you can sell online.

www.great.gov.uk #ExportingisGREAT

Appendix: The 2019 Sunday Times WorldFirst SME Export Track 100 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
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10	PharmaPac <i>Pharmaceutical manufacturer</i>	Wirral	192%	15.1	23.0	218	Jun 18	Has boosted its exports by diversifying into the manufacture of e-cigarette liquids
11	Laser Wire Solutions <i>Laser wire-stripping machinery</i>	Pontypridd	181%	*5.0	*5.1	26	Dec 17	Its overseas clients range from electric vehicle manufacturers to space agencies
12	Gozney Ovens <i>Pizza oven retailer</i>	Dorset	148%	*3.0	*5.4	29	Mar 19	Customers in the US snapped up 600 of its Rocbox pizza ovens within a week of launch
13	Wilton Group <i>Specialist engineer</i>	Middlesbrough	138%	14.0	21.0	126	Jun 18	Manufactured more than 7,000 tons of offshore wind turbine equipment for German client SteelWind
14	CMSPI <i>Payment optimisation service</i>	Manchester	127%	2.3	5.7	39	Apr 18	Helps international clients including H&M and Marriott optimise and reduce the cost of payments
15	Global Equipment Spares <i>Steel parts manufacturer</i>	Co Derry	126%	*1.8	*8.1	83	Dec 18	Customers in the US, Canada and Europe use its products to manufacture mining and recycling machinery
16	Quail Digital <i>Professional headset developer</i>	Southwest London	125%	5.6	7.2	23	Dec 17	Its headsets are used in more than 500 radiology labs in the US, including in Mayo Clinics
17	Delta Global Source <i>Luxury packaging supplier</i>	Leicester	124%	4.8	15.0	34	Sep 17	Last year it opened an office in New York to service its American clients including Tom Ford and Coach

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18	Midstream Lighting <i>Specialist lighting manufacturer</i>	Southwest London	123%	*4.1	*5.0	10	Jan 19	Its floodlights are used at more than 65 international airports, including Dublin, El Dorado and Chisinau
19	Sandbag <i>Music merchandise distributor</i>	Reading	123%	16.3	23.4	60	Mar 18	Says it has sold millions of tickets to events across six continents
20	ATL Turbine Services <i>Aerospace equipment repair</i>	Dundee	121%	2.2	6.5	62	Jun 18	Repairs turbine components for customers across Europe, the US and Canada, including Rolls-Royce
21	Adzuna <i>Job search website</i>	West London	120%	*6.6	*13.1	60	Jun 18	Operates 16 websites for job seekers in countries including the US and Brazil
22	Payen <i>Online payment provider</i>	Guildford	118%	9.2	9.8	25	Mar 18	The Premier Lotto in Nigeria uses the company's platform to prevent money laundering
23	INSTAsmile <i>Dental veneer retailer</i>	Manchester	115%	*3.5	*5.6	45	Sep 18	Its patented clip-on veneers are popular with customers in the US
24	Dianomi <i>Financial content marketing</i>	Central London	114%	*10.5	*12.9	25	Dec 17	Works with eight of the top 10 global asset managers
25	Bambino Mio <i>Reusable nappy supplier</i>	Northampton	109%	*2.9	*5.3	50	Nov 18	Parents in Australia have fallen for the designs and eco-credentials of its reusable nappies
26	C2events <i>Events agency</i>	Wakefield	108%	*5.8	*7.6	26	Dec 18	Has organised meetings, events and conferences in 60 destinations across 25 countries
27	Hutch <i>Mobile games developer</i>	Central London	107%	*10.4	*11.6	68	Sep 18	Has secured a worldwide partnership with Formula 1 to create racing games for iOS and Android
28	Twinkl <i>Educational resources provider</i>	Sheffield	96%	*2.6	*13.1	348	Apr 18	Has more than half a million pieces of downloadable content in 20 languages
29	Internet Fusion Group <i>Online retailer</i>	Lincolnshire	96%	†8.4	†15.7	54	Nov 17	Online shoppers can buy everything from surfboards to saddles on its 13 international websites
30	Osprey Group <i>Construction & marine logistics</i>	Bristol	92%	12.1	21.1	26	Mar 18	Recent projects have including shipping 1,100 joints of concrete pipe to the Mediterranean
31	Oxford Summer Courses <i>Educational course provider</i>	Oxford	91%	*7.3	*8.1	26	Sep 18	Its summer courses are popular with students from America and India
32	naughtone <i>Furniture designer and manufacturer</i>	North Yorkshire	90%	*16.1	*23.4	40	May 18	Its furniture can be found in the offices of US tech firms such as Google, Twitter and LinkedIn
33	Bunton Plant Hire <i>Plant hire services</i>	Bradford	89%	7.0	15.2	73	Mar 18	Exports used machinery to customers as far afield as Tobago
34	Stiltz Lifts <i>Home lift manufacturer</i>	West Midlands	86%	*11.1	*19.0	190	Dec 18	Its freestanding home lifts have been retrofitted into houses in more than 30 countries
35	British Medical Auctions <i>Medical auction house</i>	Berkshire	86%	*7.4	*8.0	17	Dec 18	Sells used medical equipment to customers across Europe, Asia, Africa and South 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
36	Joe & Seph's <i>Popcorn manufacturer</i>	Northwest London	86%	*1.7	*5.4	51	Oct 18	Its salted liquorice popcorn has proved a hit in Scandinavia
37	OMG How Cheap <i>Online stationery retailer</i>	Colchester	84%	*3.1	*7.1	35	Feb 19	Has plans to expand into Japan to serve the growing Asian market
38	Royston <i>Engine maintenance services</i>	Newcastle-upon-Tyne	83%	8.1	16.9	77	Feb 18	Recent projects include installing 30 engines on offshore support vessels and pilot boats in Nigeria
39	IMS Evolve <i>Energy management systems</i>	Milton Keynes	83%	4.9	8.6	79	Dec 17	German energy giant Eon owns a 25% stake in the company
40	Croud <i>Digital marketing agency</i>	East London	80%	*6.1	*10.9	125	Mar 18	Has a network of 2,000 digital marketing experts delivering campaigns in 114 countries in 86 languages
41	Corinium Global Intelligence <i>Conference organiser</i>	Cirencester	79%	*5.2	*5.4	56	May 18	All of its 56 employees across five continents work remotely
42	Lead Forensics <i>Lead generation technology</i>	West London	77%	10.4	23.5	469	Dec 17	Generates almost three quarters of its overseas sales in the US, where it has two offices
43	Ennismore <i>Hotel developer and operator</i>	Central London	77%	6.7	20.7	165	Dec 17	Opened three Hoxton hotels in the US in the last year
44	Exclaimer <i>Email-signature software developer</i>	Farnborough	76%	*8.6	*9.6	61	Sep 18	Has 75m users in 150 countries, with customers including Sony, Aldi and the Government of Canada
45	Whittaker Group <i>Offshore & marine engineer</i>	Aberdeen	76%	3.5	16.7	123	Dec 17	Has expanded its apprenticeship scheme to include two apprentices in Mexico
46	Wool Warehouse <i>Craft products retailer</i>	Leamington Spa	75%	*2.2	*8.7	41	May 18	Its range of more than 20,000 products is popular in the US, Australia and New Zealand
47	BTL Group <i>Assessment software developer</i>	West Yorkshire	74%	5.0	11.7	119	Mar 18	Each year its assessment platform Surpass is used to create, mark and deliver 3m tests around the world
48	Talking Tables <i>Party accessories supplier</i>	Southwest London	73%	4.7	14.5	64	Feb 18	Sells products including plates, cups and napkins via US retailers Walmart, Target and Party City
49	HMR <i>Pharmaceutical tester</i>	West London	67%	9.0	19.1	226	Jan 18	Says it has worked with the world's 15 largest pharmaceutical firms
50	Livingstone Technologies <i>Software asset management services</i>	Reading	66%	4.9	10.4	71	Dec 17	Last year it sold a majority stake to US private equity firm The Carlyle Group in a reported £50m deal
51	The Natural Woodfloor Co <i>Wood flooring manufacturer</i>	Wandsworth	65%	3.9	11.6	17	Dec 17	Has a factory in Romania that operates a zero waste policy and uses only sustainable timber
52	disguise <i>Live event technology provider</i>	Central London	63%	*21.3	*23.2	70	Dec 18	Its products have toured the world with The Rolling Stones, Katy Perry and Lady Gaga
53	Plum <i>Play equipment manufacturer</i>	Lincolnshire	60%	*3.4	*15.2	38	Dec 18	Sells trampolines and swing sets to customers in 40 countries, including Walmart and Canadian Tire

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
54	USB International <i>Luggage manufacturer</i>	Essex	60%	9.6	19.4	34	Mar 18	Its luggage conforming to low-cost airlines' rules is popular with German and American travellers
55	Thomas International <i>Assessment developer</i>	Buckinghamshire	58%	6.8	16.7	131	Dec 17	Its psychometric assessments are available in 56 languages and have been taken in 200 countries
56	DV Signage <i>Corporate AV specialist</i>	Hertfordshire	58%	*5.1	*5.1	25	Mar 18	Worked on Accenture's landmark ten-storey innovation centre in Bangalore
57	Amplify <i>Marketing agency</i>	Central London	58%	*10.9	*18.6	62	Dec 18	Its first international office in Sydney has helped to attract clients such as Google and Nike
58	AMICULUM <i>Medical communications agency</i>	Richmond	57%	13.2	18.9	198	May 18	Has nine agencies located across Europe, the US, Asia and New Zealand
59	QHi Group <i>Monitoring systems developer</i>	Hertfordshire	57%	*5.1	*5.1	15	Mar 19	Has opened a US office on Wall Street to service its clients in North America
60	ES Global <i>Event management services</i>	East London	56%	*9.7	*12.1	35	Dec 18	Has secured £68m in contracts for a major upcoming sporting event in Tokyo
61	Fruitful Office <i>Fruit delivery service</i>	Croydon	56%	9.8	19.1	336	Dec 17	Thousands of offices across Europe receive its weekly fruit deliveries
62	BioPhorum <i>Biopharmaceutical forum organiser</i>	Central London	56%	*5.1	*5.2	50	Dec 17	It has signed up 24 of the world's 25 largest biopharmaceutical firms as clients
63	Neg Earth Lights <i>Entertainment lighting provider</i>	West London	55%	7.8	17.6	83	Mar 18	Artists such as Adele, Muse and Phil Collins have used its entertainment lighting services
64	Marlin Green <i>IT recruitment consultancy</i>	East London	55%	21.6	22.9	33	May 18	Opened a Dusseldorf office last year as part of its expansion plans in Germany
65	Wester Ross Fisheries <i>Salmon farmer</i>	Scottish Highlands	55%	12.5	17.0	49	Dec 17	Exports sashimi-quality salmon to Asia, the US, Europe and the Middle East
66	Brompton Technology <i>Video technology provider</i>	West London	55%	*6.3	*7.2	30	Aug 18	Its equipment has been used for the international tours of artists Drake and Ed Sheeran
67	Mirius <i>Cleaning chemicals manufacturer</i>	Coventry	53%	6.9	22.5	139	Nov 17	In March it secured contracts to export its products to the Middle East, Taiwan and Brazil
68	Anthesis Group <i>Sustainability consultancy</i>	Central London	53%	8.7	13.8	201	Dec 17	Merged with Spanish sustainability agency Lavola in February
69	Plimsoll Productions <i>TV show producer</i>	Bristol	52%	*16.6	*19.5	102	Aug 18	A second series of its Yellowstone Live documentary - watched in 170 countries - is airing this year
70	Baker Ross Group <i>Craft products retailer</i>	Essex	52%	7.6	24.8	86	Dec 17	Sells more than 3,000 craft products via 11 international websites
71	Addfield <i>Incinerator manufacturer</i>	Staffordshire	51%	*4.4	*6.1	50	Sep 18	Its customers in 95 countries range from NGOs in Africa to pet cremation firms in Scandinavia

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72	LBBC Group Machinery manufacturer	Leeds	50%	9.0	12.5	86	Mar 18	Acquired water cremation provider Resomation, which is used for funerals in the US, in 2016
73	Crafter's Companion Craft products retailer	County Durham	49%	13.4	24.0	154	Mar 18	Has moved its US operations to a 31,000 sq ft base in California to meet growing demand
74	Perei Lighting Automotive lighting manufacturer	Aldershot	49%	5.6	15.6	74	Jun 18	Its headlamps, indicators and reverse lights are used by car manufacturers in Europe
75	Hanson Wade Conference provider	Central London	48%	21.3	22.6	146	Dec 18	It has hosted conferences and events in 34 cities across six continents
76	Digiflex Online consumer goods retailer	Essex	48%	*5.2	*9.5	49	Mar 18	Has Amazon Marketplace stores in eight countries
77	Frontline Healthcare Online chemist	Rochdale	48%	1.6	5.4	21	Feb 18	Its 18,000 sq ft warehouse supplies pharmacy products to customers as far afield as Australia
78	TouchNetix Touchscreen developer	Hampshire	47%	*5.5	*5.9	17	Dec 18	Has sold more than 500,000 touchscreens in countries such as Germany, Sweden and Austria
79	Pet Food UK Pet food manufacturer	Hemel Hempstead	46%	4.8	12.6	25	Dec 17	Its quirkily named products like Pooched Salmon and Fat Dog Slim are popular across Europe
80	Populus Group Research consultancy	Central London	46%	5.3	19.3	117	Mar 18	Has carried out research studies in 75 countries for clients including Greenpeace and Formula 1
81	P2i Liquid repellent nano-coater	Oxfordshire	45%	23.1	23.1	155	Dec 17	Global consumer electronics giants Sony, Lenovo and Xiaomi use its nano-coating technology
82	Limbs & Things Medical training model manufacturer	Bristol	45%	16.2	18.8	146	Dec 17	Medical students worldwide use its models to practice procedures including suturing and line insertion
83	REPL Group IT consultancy	Warwickshire	45%	10.7	22.4	228	Mar 18	The US accounts for 60% of its overseas sales
84	SaleCycle Marketing technology developer	Tyne and Wear	45%	7.7	15.0	190	Mar 18	Plans to open offices in Japan and New York after securing an £11.5m investment from BGF last year
85	AMT Coffee Coffee shop chain	Central London	44%	4.7	22.5	402	Dec 17	All of the cups and lids used in its Irish coffee shops are 100% compostable
86	Erodex Graphite machining supplier	West Midlands	43%	3.7	17.2	95	Feb 18	Established a £2m facility in Virginia in 2016 to supply the US aerospace industry
87	Dotmatics Data management software developer	Hertfordshire	43%	*18.1	*21.4	160	Dec 18	Scientific research teams in the US, Japan and South Korea use its suite of software products
88	Cobalt Recruitment Recruitment consultancy	Central London	43%	16.8	24.8	171	Dec 17	Its customers include Italian insurance giant Generali - the world's third largest insurance company
89	Nosy Crow Children's book publisher	Central London	43%	*9.9	*15.0	40	Dec 18	Publishes children's book and apps in 43 languages

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90	Detectortesters <i>Testing equipment developer</i>	Hertfordshire	41%	13.3	16.9	110	Mar 18	Property owners and fire maintenance professionals in 120 countries use its range of products
91	Red Arch <i>Automotive component manufacturer</i>	Northamptonshire	41%	13.2	14.7	75	Jul 18	Its cylinder heads, badges and exhaust systems are used by German car maker BMW
92	Jackson's Art Supplies <i>Art supplies retailer</i>	North London	41%	*3.6	*11.2	101	Dec 18	Sells to 150 countries through its multilingual and multicurrency website
93	Johnsons Aggregates <i>Recycling services provider</i>	Derbyshire	40%	3.8	14.6	85	Feb 18	Extracts metals from incinerator ash and sells them into India, Bangladesh, and Europe
94	PolyBlend <i>Plastics manufacturer</i>	Cheshire	40%	4.9	14.3	30	Sep 18	Sells Pantone-standard pigment dispersions for paints and inks to customers in Europe
95	Net World Sports <i>Online sports goods retailer</i>	Wrexham	40%	*13.6	*21.2	104	Sep 18	Sells its range of 5,000 products to customers in 190 countries via 13 international website
96	Welland Power <i>Generator manufacturer</i>	Lincolnshire	39%	20.6	23.0	32	Mar 18	Its diesel generators power schools, hospitals and police stations in Kenya and Sri Lanka
97	Weaving Machinery <i>Agricultural machinery manufacturer</i>	Worcestershire	39%	9.0	17.5	61	Mar 18	Has established a subsidiary in the Netherlands to boost sales of its machinery to European farmers
98	Reid Lifting <i>Portable lifting equipment</i>	South Wales	39%	3.6	6.3	46	Apr 18	Its products are used to lift and move priceless artefacts at the Vatican and Louvre museums
99	Grampian Continental <i>Freight transport</i>	Aberdeenshire	36%	6.3	18.4	70	Mar 18	Transports heavy and abnormal loads, including wind turbine blades, across Europe and North Africa
100	Rarewaves <i>Music & electronics retailer</i>	West London	36%	*17.1	*20.2	25	Aug 18	Its range of 500,000 products are sold through platforms such as Fnac in France

‡ Financial year end of latest available accounts

* Supplied by company

† Annualised figure