

International Track 200

Awards dinner press release



Thurs 2 May 2019

BRITAIN'S MID-MARKET EXPORT STARS HONOURED

The owners and directors of Britain's 200 fastest-growing mid-market private exporters were recognised last night (1 May) at the 10th annual *Sunday Times HSBC International Track 200* awards ceremony, held at The London Hilton on Park Lane.

The 338 guests at the dinner included founders and senior directors from 156 companies, such as **BrewDog**, **Charlotte Tilbury Beauty**, **Matchesfashion.com**, **The Hut Group**, and **Grenade**. Guests were welcomed by **Amanda Murphy**, head of commercial banking, **HSBC UK**. She said:

"The International Track 200 is a recognition of hard work, perseverance, resilience and brilliance. It demonstrates how brilliant British businesses will not be swayed from taking advantage of opportunities across the world at a time of uncertainty."

Guests heard from **Dr Pippa Malmgren**, an economist and former advisor to President George W. Bush and now to the UK government; and **Andy Palmer**, president & group CEO of **Aston Martin Lagonda**, which featured on International Track 200 last year before it floated (see next page).

The **International Track 200** league table ranks the UK's mid-market private companies with the fastest-growing overseas sales. The companies increased their international sales over their latest two years by an average of 69% a year to **£14.1bn** on total sales of **£30.9bn**. Staff numbers rose by 38,000 over the same period to 140,000.

International Track 200 awards

The **excellence in developed markets award**, sponsored by **HSBC UK**, was presented by Jane Galvin, head of corporate banking, to financial director Amanda Dickinson of **Mountain Warehouse**. The outdoor specialist achieved record sales of £226m and profits of £30m in 2018, and has 340 stores in Europe, North America and New Zealand.

The **excellence in emerging markets award**, sponsored by **HSBC UK**, was presented by Ian Tandy, managing director, trade & receivables finance, to chief financial officer Tim Hockings of **Pentland Group**. The business owns sports and clothing brands such as Berghaus, Mitre and Speedo, and grew sales in the Asia-Pacific region by 71% to £252m in 2017, boosted by the success of Speedo in China.

The **excellence in ecommerce award**, sponsored by **DHL Express**, was presented by Abi Brodie, VP sales-ecommerce to co-founder and joint CEO Adam Minto and digital director Sally Minto of **Revolution Beauty**. The retailer works with social media influencers and sold 61m products to 143 countries in 2018, generating sales of over £100m.

The **business leaders award**, sponsored by **Oracle NetSuite**, was presented by Nicky Tozer, EMEA vice president, to founder Charlotte Tilbury and CEO Demetra Pinsent of **Charlotte Tilbury Beauty**. The brand ships its makeup and skincare ranges to 67 markets and has tripled sales to more than £100m in two years.

The **emerging international brand award**, sponsored by **The Sunday Times**, was presented by business editor Oliver Shah to chief financial officer Richard Colbert and general manager, EMEA, Anna Shelton-Agar of **Monica Vinader**. The jewellery brand, worn by the likes of the Duchess of Cambridge, raised £20m to expand overseas and now has 20 stores in North America and Asia.

Finally, the **fastest-growing international sales award**, also sponsored by **HSBC UK**, was presented by Amanda Murphy to CEO Steve Hewitt, chief strategic officer Paul Richardson, and chief financial officer Philip Daw of **Gymshark**. Launched from a garage by its 20-year-old founder, Ben Francis, in 2012, this fitness clothing brand now sells to 178 countries via 13 online stores. It reached the top spot on the league table after growing exports 228% a year to £81m in 2018, on total sales of £104m.

Guest speeches

Dr Pippa Malmgren, an economist who also advises the UK government on global strategic trends, emphasised how imagination is crucial for innovators and entrepreneurs, and described how even small UK businesses are selling to all corners of the globe. She advised business leaders to “exercise your imagination” to envisage the future that others cannot see, adding that “the whole world is open for business”, pointing to opportunities in Mexico and continued strong interest from global investors in backing ambitious UK companies.

After dinner, guests heard from **Andy Palmer**, president & group CEO of **Aston Martin Lagonda**, the world’s fastest-growing automotive brand, whose sales doubled between 2015 and 2018 to £1.1bn. The company featured on the International Track 200 in 2018 before floating on the London Stock Exchange later that year. He said small, agile companies can compete with larger rivals and noted how China is key for British exporters, adding that half the firm’s sales in the country are to women. “Chinese demand is driving our growth, and we have entered a new paradigm where what is good for China is generally good for all international markets”, he added.

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Profiles and financial information for each of the winning companies are available on the Fast Track website: www.fasttrack.co.uk.

For further information about the awards dinner, please contact: Richard Tyler, Fast Track, 01865 297 011 or richard.tyler@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. Its invitation-only dinners provide a valuable opportunity for senior directors and entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

fasttrack.co.uk

About the league table

The tenth annual **Sunday Times HSBC International Track 200** league table was published on 10 February 2019. It is compiled by **Fast Track**, the UK’s leading research and networking events company focusing on top-performing private companies. Past International Track 200 award winners range from drinks maker **Fever-Tree** and travel search engine **Skyscanner** to high-street optician **Specsavers**.

In addition to title sponsor **HSBC UK**, the league table is sponsored by **DHL Express** and **Oracle NetSuite**.

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.

No parties endorse, guarantee or recommend investment in any of the companies.

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HSBC has been title sponsor of the International Track 200 for all ten years, and it is also title sponsor of our Top Track 100.

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DHL Express is a main sponsor of the International Track 200 for the third time this year, and is also a sponsor of our SME Export Track 100.

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