ERNATIO

July 8, 2012

HSBC (X)

The eurozone crisis has so far failed to hold back the rapid expansion of British companies into new markets overseas, writes Richard Tyler

e don't pay too much attention to the big picture, says affects a dark Isaacs, och Gounder of Essence, the Not company Times HSBC International Track 200.

"If you are running a fast-growing company at a time of economic troubles it feels a little bizane. Our experience is at loggerheads with the experience of people on the property of the same property of the pro

orgeniesa with the experience of peace on the street.

The London digital marketing agency has clocked up annual international sales growth of 570% a year in the past two years, to E35.2m, as it expanded its continental, Middle Bastern and African operations and opened an office in New York. Its achievement, and those of its peers in the league table, acts as a counterbalance to broader concerns over Britain's ability to trade with the world.

the world.

The latest official data, which showed a E2.9 billion fall in UK exports in April, was deemed "very unsettling" by economists. While the drop in sales to the troubled euro-

FAST TRACK

The inaugural International Track 200 league table and events programme is produced by fast Track, the botted programme is produced by fast Track, the botted company. Fast Track researches Britain's top-performing private companies and organises invitation-only dinners where their owners and directors can network and meet the programme's sponsors. For more information on how the ranking was compiled, see page 2.

zone was expected, a larger fall to the rest of the world was not. Economic growth, we have been told, will be driven by consumption of Britain's products and services overseas rather than

products and services overseas rather than athome, Against such a backfore, the overseas growth of firms in the International Tack 200 shows what can be achieved.

The league table, compiled by the Oxford research and networking events company anies with the fastest-growing international seales.

The average growth rate hit 43% a year more the past two years. Twenty-three companies achieved triple digit growth, including the recruitment agency Global Medics (No 15) and the online children's entertrainment firm Mind Candy (No 9), which has seen 65m players sign up to 16 stores of the companies of the league table generated combined international sales. The 200 companies in the league table generated combined international sales of ballion — more than a third of their total sales. Essence alone is forecasting that its 38 minute of the companies of the companies of the same of the companies of the

Greece two years ago and investigated it in great detail because Greece is not a small market and Turkey is next door and both are technology savey. But we decided not to pursue it for what, now, are obvious reasons, the safe of the proper seasons and the same of the fragile association with some of the fragile association will be some of the fragile believes the same strong. Union flags adom products sold by the likes of Millers Oils (No 91), the Vorkshire Union fragile of the same strong of administration in 2010 by the private equity firm LDC—it is one of 34 companies in the league table majority-owned by private equity.

Orangebox, the Welsh office furniture manufacturer at No 52 says that when it meets customers overseas, Brand Britain meets customers overseas, Brand Britain meets customers overseas, Tand Britain m

dleton's fondness for Modalu handbags, designed by TLG (No 30), are certainly doing the London fashion retailers' international sales no harm.

The 87 manufacturers in our table include super-yacht builder Pendennis (No114), subsea engimeering specialist SMD (No 29), and the control of the subsease of the control of the

TOP 10 MANUFACTURERS WITH BIGGEST INTERNATIONAL SALES £m Rank Name Activity HQ 18 2 Sisters Food Group Food Birmingham 302 25 Pearson Engineering Newcastle 167 Combat equipment 167 Allam Marine Diesel generators 165 113 Aesica 152 83 CF Booth 145 Metal recycler 62 Klarius Manchester 125 Automotive parts 100 192 Worldmark Electronics Lanarkshire 29 SMD Subsea engineer Newcastle 72 39 Balmoral Group Plastics engineer Aberdeen 61 193 Beardow Adams Adhesives Milton Keynes 46

lie in the way of companies for them even to consider it worth trying to export. The British Chambers of Commerce said recently that many of the 8,000 firms it questioned were put off by concerns over access to credit, being paid on time and local red tape. Ian Henley from HSBC addresses these concerns on page 4. In contrast to surveys that identify residence of the contrast to surveys that identify residence of the contrast to surveys that identify the firms are focusing on ways to greek? A more than the contrast to surveys that identifies the promise, with 50 firms prioritising that market. A further 46 place China as their principal target and 25 single out India. Isaacs at Essence said the positive impact of operating internationally should not be underestimated. It is two years since Essence "presed the buttor" on its over-seas expansion. "It felt as if it had been brave enough," he said. "Now we know it has been completely transformational and is part of what defines us."





Private firms with the fastest

			.^	Financial y	ear end	national	tional	remational 2010:5005	sales,		
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COL	mpany	Activity	Location	Finance	olo annices d	2010 sales . "	2008 3165	3010 E000s	Staff	Founded	Comment
	ssence	Digital marketing agency	Central London	ma II	370.1370	00,104	/83	74,100	03	2005	Employees in its London office speak 18 languages
	ampden liggle	Insurance consultancy	Central London Portsmouth	Dec 10	317.60% 288.96%	12,903	740	40,271	167 131	1979 1999	Has boosted international sales by acquiring Dutch insurance companies Recently added Russian and Chinese translations to its website
	liggie Il Saints	Online sports goods retailer Fashion retailer	Central London	Jan 11 Jan 11	273.09%	†46,900 52.872	†3,100 3.798	86,787 208.551	2.725	1999	Plans to expand in America and Europe following a 2011 rescue package
W	ard Recycling	Metal and waste recycler	Derbyshire	Mar 11	251.99%	20,631	1,665	77,666	146	1944	Has begun shipping its metals from Felixstowe, Britain's biggest container port
	rittle Holdings	Media investor	Central London	Dec 11	243.36%	6,289	533	62,892	617	2004	Two of its subsidiaries set up a shared production studio in Hong Kong in 2011
	ouble Negative MS Electronics	Visual effects provider Electronics manufacturer	Central London Nottingham	Dec 10 Sep 11	240.29% 234.97%	19,181 36,207	*1,656 *3,227	62,573 50,369	805 135	1998 2002	Opened a visual effects studio in Singapore in 2009 to house a team of 200 More than 70% of its revenue is from mainland Europe and the US
	ind Candy	Children's games developer	Central London	Dec 11	228.56%	†10,373	961	128,725	102	2004	Its Moshi Monsters game is played by 65m children in more than 150 countries
AK		Entertainment marketing agency	Central London	Dec 11	173.70%	19,150	2,556	46,954	192	1995	Promotes international shows and musicals, such as "Yes, Prime Minister"
	/M Equipment ity Refrigeration Holdings	Industrial equipment distributor Facilities maintenance provider	West Sussex	Dec 11	171.00% 167.62%	†293,312	39,940 8.517	†293,312	616	1998 1985	Has 27 service centres in locations across western Russia and Uzbekistan Works with Coles, the second largest supermarket chain in Australia
	rrowedge	Pharmaceuticals wholesaler	Glasgow Poole	Dec 11 Apr 11	162.16%	†61,000 24,593	3,578	†365,000 36,464	10,500 45	1985	Targeting sales in South America after attending a trade show
	hoenix Software	IT services provider	York	Oct 11	159.74%	4,095	607	73,992	117	1990	Sells software to Europe and America through a network of international partners
	lobal Medics	Medical recruitment agency	West London	Mar 11	158.42%	22,696	3,399	35,695	104	2001	Finds jobs for doctors worldwide, including in Ireland, Australia and Canada
	arrett Steel PS Holdings	Steel stockholder Property security specialist	Bradford Hertfordshire	Sep 11 Mar 11	146.90% 130.19%	14,655 105,795	2,404 19,966	244,179 139,694	910 1,253	1866 2003	Exports steel to the Middle East, Europe and the US Provides security for repossessed properties in America
	Sisters Food Group	Food producer	Birmingham	Jul 11	116.41%	302,100	64,506	1,376,100	9,016	1993	Has 35 manufacturing sites in the UK and Ireland, six in Holland and one in Poland
Hu	unter Boot	Wellington boot retailer	Edinburgh	Dec 10	114.75%	32,623	*7,074	56,355	56	1856	Its iconic wellies are sold worldwide and have been a particular hit in America
	ell Microsystems	IT services provider	Portsmouth	Sep 11	110.53%	40,091	9,045	51,291	82	1995	Plans to open Melbourne and Hong Kong offices this year
	ailston elway	Shopfitter and commercial interiors IT services provider	Wootton Bassett Central London	Dec 10 Mar 11	101.26%	7,507 29,240	*1,853 7,281	26,681 260,875	73 697	1983 1990	Provides shop-fitting services across the UK, Ireland and mainland Europe Has a presence in Dubai and is planning to expand into South Africa and Asia
	enway enuine Solutions	Telecoms product reseller	Surrey	Jan 12	99.98%	29,240 †24,374	1,201	185.018	85	2004	Supplies mobile phone accessories to retailers in 32 countries
π	rg	Telecoms services provider	Derby	Apr 11	98.51%	*24,128	†6,123	*46,592	301	2010	Has exported British-made radio communications equipment to 13 Chinese provinces
	earson Engineering	Combat equipment manufacturer	Newcastle	Dec 10	96.41%	166,626	43,195	169,960	239	1985	Its range of combat equipment is sold to armed forces worldwide
	inkel	Armoured car part manufacturer	Surrey	Sep 11	95.59%	27,952	7,307	38,660	80	1955	Licenses its patents and designs to overseas manufacturers
	ongfield Chemicals elrob	Plastics distributor Chemicals distributor	Cheshire West Sussex	Oct 11 Sep 11	93.73% 90.24%	4,383 23,424	1,168 6,472	70,406 45,767	17 40	1968 1995	Shipped 70,000 tonnes of polymer to European plastic processors in 2011 Sells speciality chemicals from offices in Britain, Germany, Singapore, China and Jap
	MD	Subsea engineering specialist	Newcastle	Dec 11	89.61%	†72,391	20,135	197,298	351	1971	Won a contract to supply sub-sea mining equipment to Papua New Guinea
	LG Brands	Luxury bag designer	West London	Apr 11	86.88%	5,293	*1,516	26,376	145	1994	Recently won a contract to sell its bags in Bloomingdales, the American department
	isys	Infrared systems maker	Northamptonshire	Dec 11	83.06%	†22,475	16,707	26,754	91	1996	Plans to open an office in Hong Kong next year
	TC Aviation ristar	Airline pilot trainer Chauffeur services provider	Southampton West London	Jun 11 May 11	82.01% 81.70%	2,690 4,021	812 1,218	25,460 37,414	249 655	1995 1978	Opened a franchise operation in India in 2011 Pioneered an airline door-to-door chauffeur service for clients such as Virgin Atlantic
	van Mill Paper	Paper tableware manufacturer	Southeast London	Mar 11	79.29%	3,642	1,133	43,409	231	1892	Its products are sourced in Turkey, Europe, Egypt and the Far East
Ar	mor Group	Business technology provider	Glasgow	Dec 11	78.47%	5,857	†*1,839	45,055	570	2009	Has offices in Dubai and the United States
	ickstock Ashby	Abattoir operator	Derbyshire	Mar 11	75.10%	36,960	12,055	50,438	48	2003	Exports beef products to mainland Europe
2e	e2 harterhouse	IT services provider	Newbury Hatfield	Dec 11	75.02% 74.13%	†97,469	31,821 *9.948	†403,623	1,969	2002 1970	Has operations in Spain, the Netherlands and Ireland
	narternouse almoral Group	Marketing services provider Plastics engineer	Aberdeen	May 11 Mar 11	74.13%	30,164 61.338	20,237	98,184 73,392	193 369	1970	Opened a new office in Vienna in March Says it is one of only four companies worldwide making deep-water buoyancy produ
	ild Automotive	Automotive parts manufacturer	Birmingham	Mar 11	72.71%	29,548	9,906	45,634	551	1967	Makes components for car manufacturers in mainland Europe, America and Asia
PT	TS Consulting	IT consultancy	Central London	Mar 11	71.64%	†18,235	†6,190	35,108	291	1983	Has completed projects in 73 countries across six continents
	ooper Gay Swett & Crawford	Insurance broker	Central London	Dec 11	70.21%	166,962	57,628	214,321	1,423	2010	Has 64 offices across four continents
	upreme Imports terport	Battery and lighting wholesaler Pharmaceuticals wholesaler	Manchester South London	Mar 11 Mar 11	70.17% 69.64%	6,519 37,409	2,251 12,999	26,119 70.564	43 58	2004 1982	Sells batteries to customers in mainland Europe, Cyprus and Turkey Is exploring new markets in Africa and South America
	icrolease	Electronic equipment provider	Northwest London	Feb 12	68.75%	138,203	13,416	162,842	243	1979	Has 15 offices worldwide, including in the US, mainland Europe, Hong Kong and Au-
	ath Kidston	Lifestyle retailer	West London	Apr 11	68.21%	*15,895	5,618	*67,264	518	1993	Has 21 shops in Japan, 8 in South Korea, 2 in Thailand and 1 in Taiwan
	starmac	Construction materials manufacturer	Staffordshire	Sep 11	67.79%	2,103	747	30,579	135	1977	Its bitumen is used to patch up potholes worldwide
	nunderhead.com	Communications software developer	Northeast London	Dec 11	67.73%	†25,727	9,145	†35,733	188	2001	Has offices in the US, Canada, Australia and Singapore
	ro AV earchlight Electric	Audio visual systems integrator Lighting wholesaler	Surrey Manchester	Mar 11 Jun 11	67.34% 67.08%	2,210 5,776	789 2,069	42,280 30,732	157 166	1992 1945	Has installed audio visual systems across five continents A joint venture with a Chinese manufacturer has helped expand worldwide sales
	ngine Group	Marketing agency	Central London	Dec 11	66.37%	†11,000	3,974	†83,200	700	2004	Opened a New York office and acquired a Chinese business in 2010
0r	rangebox	Office furniture manufacturer	South Wales	Dec 11	64.73%	3,307	1,219	30,771	206	1973	Designs and makes furniture for global clients
	gentia	Supply chain manager	Leeds	Dec 11	64.37%	*9,294	3,440	*60,840	196	1996	Recently opened offices in Vietnam, India and Australia to expand in Asia-Pacific reg
	orney & Barrow ressingham Foods	Wine merchant Speciality meat producer	Central London Suffolk	Apr 11 Dec 11	62.95% 61.46%	15,339 6,147	5,777 2,358	68,442 90,898	372 417	1780 1971	Growing interest in wine in Asia is serviced by Hong Kong office Exports duck to Denmark, where it is traditionally eaten on Christmas Eve
	avel Counsellors	Travel agency	Bolton	Oct 11	61.28%	15,407	5,923	85,748	229	1994	Has agents in Ireland, the Netherlands, Australia, South Africa and Canada
	seph Heler Cheese	Cheesemonger	Cheshire	Sep 11	59.96%	5,200	2,032	60,095	143	1957	Its Cheshire creamery exports cheese to Europe
	ummit Medical	Medical products developer	Cheltenham	Mar 11	59.59%	17,301	6,793	27,616	256	1984	Set up an orthopaedics company in Australia this year
	ey Travel OP Textiles	Travel agency Licensed clothing wholesaler	Central London Derbyshire	Sep 11	59.27% 59.23%	†14,366 †4.044	5,664 1,595	†75,034 †25.613	149 104	1980 1982	Has served the global non-profit community for more than 30 years Opened an office in India in September 2010
	L Thorne & Co	Metal merchant and processor	West Midlands	Jan 12 Mar 11	58.50%	18,396	7,322	45,286	17	1955	Exports metal to more than 40 clients in mainland Europe, China and India
	larius	Automotive parts manufacturer	Manchester	Dec 10	58.44%	125,475	*49,984	177,662	1,192	2007	Manufactures 80,000 replacement car parts each day, selling to 136 countries
	pp Sense	Cloud-computing software developer	Warrington	Jul 11	57.84%	29,412	11,806	39,754	291	1999	Its fastest-growing market is North America
	A International	IT recruitment consultancy	Stoke-on-Trent	Jun 11	56.61%	†21,437	†8,740	117,004	94	1982	Places IT and engineering staff in 23 countries
BS	SW Timber ricecheck Toiletries	Timber supplier Toiletries wholesaler	Berwickshire Sheffield	Mar 11 Apr 11	56.59% 55.13%	18,919 7,615	7,716 3,164	162,892 30.336	851 42	1848 1978	Overseas markets include Morocco and Egypt Supplies consumer goods to Europe, Asia and Australasia
rſ	ricecneck i olietries Kis Intermodal	Transport asset manager	Oxfordshire	Apr 11 Mar 11	55.13%	17,647	*7,334	27,095	42 58	2003	Supplies consumer goods to Europe, Asia and Australasia Manages more than 20,000 containers and vehicles worldwide
Ах	ibby Line Group	Conglomerate	Liverpool	Dec 11	54.86%	121,429	50,636	1,295,414	5,610	1807	World's oldest private shipowner employs more than 5,000 people in 21 countries
Bil	H Grain	Grain marketing and storage provider	Kent	Jun 11	54.81%	8,234	3,436	47,036	20	1947	Exports high grade wheats for specialist breads
Bil GH	oposure ationwide Produce	Communications agency Produce marketer	Central London Southport	Dec 10 May 11	54.72% 54.59%	10,544 17,828	4,405 7,460	25,586 74,259	152 63	1993 1975	Its American subsidiary runs publicity campaigns for clients such as Microsoft and Its website is available in English, Dutch, Spanish and Russian
Bil GH Ex	ationwide Produce andvulc Group	Truck tyre recycler	Southport Devon	May 11 Mar 11	54.59%	3,171	1,343	74,259 51,662	350	1975	its website is available in English, Dutch, Spanish and Hussian Is growing its exports to Germany and eastern Europe
Bil GH Ex Na	arrets International	Marine catering agent	Northeast London	Mar 11	52.90%	28,504	12,192	28,504	22	1991	Supplies provisions to more than 800 ships a year
GH Ex Na Ba		Engineering products distributor	West Midlands	May 11	52.89%	6,028	2,579	78,287	494	1976	Recently acquired a company in the Czech Republic
Bil GH Ex Na Ba Ga Ha	ayley Group	Wine merchant	Southwest London	Oct 11	52.10%	†77,290 2.069	†33,410	131,631	22	1978	Its Hong Kong office services the growing Asian market for fine wine
Bil GH Ex Na Ba Ga Ha	arr Vintners		Manahastar	Ar- 44	51.01%	2,068	907 1.821	33,850 74,209	130 232	2002 1983	Sells batteries predominantly to mainland Europe Poland is a prime export market as it has the same number of pet dogs as Britain
Bill GH Ex Na Ba Ga Ha Fa UK		Industrial batteries distributor Pet food manufacturer	Manchester Northamptonshire	Apr 11 Jul 11	50.60%	4.130				1999	Has introduced a universal wine identification code to aid global wine sales
Bill GH Ex Na Ba Ga Ha Fa UK Bu	arr Vintners K Batteries	Industrial batteries distributor			50.60% 49.14%	4,130 24,582	11,051	54,800	24		
Bill GH Ex Na Ba Ga Ha Fa UK Bu Liv	arr Vintners K Batteries utcher's Pet Care v-ex leade-King Robinson	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier	Northamptonshire Southwest London Liverpool	Jul 11 Dec 11 Mar 11	49.14% 48.83%	24,582 6,319	11,051 2,853	54,800 46,760	31	1867	Has a distribution facility in Holland
Bill GH Ex Na Ba Ga Ha Ea Uk Bu Liv Me Ca	arr Vintners K Batteries utcher's Pet Care v-ex leade-King Robinson ambridge Manufacturing Co	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier Diet products manufacturer	Northamptonshire Southwest London Liverpool Northamptonshire	Jul 11 Dec 11 Mar 11 Mar 11	49.14% 48.83% 48.02%	24,582 6,319 9,484	11,051 2,853 4,329	54,800 46,760 31,426	31 160	1984	Plans to sell direct to mainland Europe by setting up offices in Spain and Germany
Bill GF Ex Na Ba Ga Ha Ea Uk Bu Liv Ca	arr Vintners K Batteries utcher's Pet Care v-ex eade-King Robinson ambridge Manufacturing Co	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier	Northamptonshire Southwest London Liverpool	Jul 11 Dec 11 Mar 11 Mar 11 Mar 11	49.14% 48.83% 48.02% 47.92%	24,582 6,319 9,484 5,217	11,051 2,853 4,329 2,384	54,800 46,760 31,426 60,221	31 160 248	1984 1972	Plans to sell direct to mainland Europe by setting up offices in Spain and Germany Has more than doubled its export sales in the past two years
Bill GH Ex Na Ba Ga Ha Ha UK Bu Liv Mc Ca	arr Vintners K Batteries utcher's Pet Care v-ex leade-King Robinson ambridge Manufacturing Co	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier Diet products manufacturer Lamb producer	Northamptonshire Southwest London Liverpool Northamptonshire Cornwall	Jul 11 Dec 11 Mar 11 Mar 11	49.14% 48.83% 48.02%	24,582 6,319 9,484	11,051 2,853 4,329	54,800 46,760 31,426	31 160	1984	Plans to sell direct to mainland Europe by setting up offices in Spain and Germany Has more than doubled its export sales in the past two years
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Bill GH Ex Na Ba Ga Ha Ha Bu Liv Me Ca 2M CF Mi SL Le	urr Vintners K Batteries K Batteries v-ex eade-King Robinson ambridge Manufacturing Co ssper's Booth agal Engineering LR	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier Delet products manufacturer Lamb producer Chemicals distributor Metal recycler Automotive parts manufacturer Environmental consultancy Pharmaceuticals distributor	Northamptonshire Southwest London Liverpool Northamptonshire Cornwall Cheshire Rotherham Reading Buckinghamshire Redditch	Jul 11 Dec 11 Mar 11 Mar 11 Mar 11 Apr 11 Mar 11 Apr 11 Jul 11 Oct 11 Apr 11	49.14% 48.83% 48.02% 47.92% 46.69% 46.30% 45.42% 45.04% 44.77%	24,582 6,319 9,484 5,217 †17,169 145,280 26,990 †59,300 5,374	11,051 2,853 4,329 2,384 17,979 67,880 *12,762 28,191 2,564	54,800 46,760 31,426 60,221 99,219 236,934 41,040 183,300 98,929	31 160 248 185 320 422 857 337	1984 1972 2004 1920 2002 1994 1995	Plans to sell direct to maintand Europe by setting up offices in Spain and Germany Has more than doubled its export sales in the past two years Has set up company in Dingdao, China, to organise the shipping of chemical sample Exports recycled metals, including steel from train carriages and guns Has factories in India, France and Turkey, and a joint-venture in the US Acquired its fourth company in southern Africa in February this year Exports medicines to Africa and Asia
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Bill GH Ex Na Ba Ga Ha Fa Uk Bu Liv Ma Ca Ca CF Ma SL Ca CF Op Gr	urr Vininers K Batteries K Batteries G Bat	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier Delet products manufacturer Lamb producer Chemicals distributor Metal recycler Automotive parts manufacturer Environmental consultancy Pharmaceuticals distributor	Northamptonshire Southwest London Liverpool Northamptonshire Cornwall Cheshire Rotherham Reading Buckinghamshire Redditch Coventry	Jul 11 Dec 11 Mar 11 Mar 11 Mar 11 Apr 11 Apr 11 Jul 11 Oct 11 Apr 11 Dec 10	49.14% 48.83% 48.02% 47.92% 46.69% 46.30% 45.42% 45.04% 44.77%	24,582 6,319 9,484 5,217 †17,169 145,280 26,990 †59,300 5,374 21,440	11,051 2,853 4,329 2,384 17,979 67,880 *12,762 28,191 2,564 *10,379	54,800 46,760 31,426 60,221 99,219 236,934 41,040 183,300 98,929 28,894	31 160 248 185 320 422 857 337 187	1984 1972 2004 1920 2002 1994 1995 1990	Plans to sell direct to maintand Europe by setting up offices in Spain and Germany Has more than doubled its export sales in the past two years Has set up company in Dingdao, China, to organise the shipping of chemical sample Exports recycled metals, including steel from train carriages and guns Has factories in India, France and Turkey, and a joint-venture in the US Acquired its fourth company in southern Africa in February this year Exports medicines to Africa and Asia
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Bill Bill Bill Bill Bill Bill Bill Bill	urr Vintners K Batteries K Batteries K Batteries Wex exex eade-King Robinson embridge Manutacturing Co ssper's F Booth agal Engineering LR spotian ravity Media ewport Paper neergy Holdings illers Oils sally Useful Products azman Group erotron nagination Group urbin	Industrial batteries distributor Pet food manufacturer Fine wine exchange Chemicals supplier Delet products manufacturer Lamb producer Lamb producer Chemicals distributor Chemicals distributor Automotive parts manufacturer Environmental consultancy Pharmaceuticals distributor Telecoms systems integrator Ty production equipment provider Paper recycler Energy consultancy Oil supplier Storage box supplier Specialist distributor Aircraft component support Design consultancy Pharmaceuticals supplier	Northamptonshire Southwest London Liverpool Northamptonshire Comwall Cheshire Rotherham Reading Buckinghamshire Reddich Coventry Watford Shropshire Aberdeen Brighouse West Yorkshire West Yorkshire Crawley Central London Northwest London	Jul 11 Dec 11 Mar 11 Mar 11 Mar 11 Mar 11 Jul 11 Oct 11 Dec 10 Dec 10 Jun 11 May 11 May 11 May 11 May 11 May 11 May 11 Moy 11 Moy 11 Moy 11 Noy 11 Noy 11 Noy 11 Noy 11 Noy 11	49.14% 48.83% 48.02% 46.69% 46.30% 45.42% 45.04% 44.77% 43.73% 42.64% 42.57% 41.99% 41.35% 40.99%	24,582 6,319 9,484 5,217 117,169 145,280 26,990 159,300 5,374 21,440 17,094 15,214 11,041 2,246 12,652 14,105 14,641 101,219 37,837	11,051 2,853 4,329 2,384 17,979 67,880 *12,762 28,191 2,564 *10,379 8,356 7,477 16,908 1,114 6,313 5,547 22,343 50,917 19,115	54,800 46,760 31,426 60,221 99,219 226,934 41,040 183,300 98,929 28,894 43,213 29,832 1102,000 25,573 25,111 32,326 161,159 169,081 65,468	31 160 248 185 320 422 857 337 187 90 16 570 118 169 90 42 430 96	1984 1972 2004 1920 2002 1994 1995 1990 2000 1993 2005 1887 1999 1976 1973 1978	Plans to sell direct to maintaind Europe by setting up offices in Spain and Germany Has more than doubled its export sales in the past two years Has set up company in Glingdo, China, to organise the shipping of chemical sample Europis recycled metals, including stell from train carriages and guns Has factories in India, France and Turlery, and a joint-venture in the US Acquired its fourth company in southern Africa in Tebruary this year Europis medicines to Africa and Asia Contracts with international oil and gas companies have boosted sales Has divisions in America, Australia, Catar and India Sells to paper mills in Europe and China Has offices in Noway, the Middle East, Australia, North America and southeast Asia Supplies customers such as Staples and Walmart in Canada Sources fitter from Japan for sale to spinness in Europa India Supplies components for military helicopters used in Afghanistan Working with Kylie Minogue to create Sydney's 2013 New Year's Eve celebrations Stocks more than 20,000 different items, which it sells to 184 countries

* Annualised figure † Pro forma, draft, or not yet filed at Companies House

THE RULES OF ENGAGEMENT

| years of available accounts, where international sales data were publicly available or characteristic or obtained directly from the company. Definition: International sales had to exceed £Im and be at least 5% to fotal sales in the latest accounts. Firms had to show arise international sales from the companies with the fastest growing a latest two years. For example, companies with the fastest growing international sales over their latest two years. For example, companies with the fastest growing international sales over their latest two years. For example, companies with the fastest growing international sales over their latest two pears. For example, companies with the fastest growing international sales over their latest two pears. For example, companies with the fastest growing international sales over their latest two pears. For example, companies with the fastest growing international sales from the talest accounts. Firms had to show arise international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the companies with the fastest growing international sales from the compan

sales had to be greater than £500,000.
Sales from joint ventures were excluded.
Trading weeks in the base and latest years had to number more than 25. For financial years with fewer or more than 25. For financial years with fewer or more than 25. weeks, the figures were annualised on a straight provrate basis, but they are the second of the second of

were not considered. Pure property developers and financial trading companies were also excluded because of their irregular trading patterns. Data collection: Accounts were mainly sourced from Companies House. Firms were identified in three ways. Some nominated themselves or were put forward by advisers. Others were

growing international sales

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4	Company	Activity	Lacation of HO	Financial Y	ea annual	onternational 2010-32 international	5000s	international	kar.	Founded	ment
				Ellips.	olo gueggle.	2015ale	2005316	301 E00.	Staff		Cov
	Bradford Hide Sun Mark	Animal skin processor Consumer products wholesaler	Bradford West London	Mar 11 Aug 11	39.23% 39.19%	39,295 100,140	20,270 51,687	41,092 109,052	80 47	1982 1995	Its animal skins website is available in Chinese Has won the Queen's Award for Enterprise in International Trade for the past four y
	Solarcentury	Solar technology developer	Central London	Mar 11	39.18%	24,403	12,598	50,316	124	1998	Has operations in France and Italy
	Tropical Marine Centre	Marine aquarium wholesaler	Hemel Hempstead	Mar 11	38.49%	5,468	2,851	57,956	211	1970	Its recently launched range of LED aquarium lighting is now sold in 25 countries
	Ski & Sport Imago Group	Sportswear wholesaler Video communications distributor	West Midlands Berkshire	Dec 10 Jul 11	38.47% 38.37%	4,092 27,187	2,134 14,200	29,874 51.341	21 124	1988 1991	Best-selling lines include boxing sportswear exported to Poland Plans to open two more European offices this year
	Allmakes	Land Rover parts wholesaler	Oxford	Dec 11	38.17%	†21,000	†11,000	†33,000	143	1977	Sells in 54 countries across six continents
	Pentland Group	Brand manager and retailer	Central London	Dec 11	38.11%	471,300	247,100	1,523,100	15,468	1932	Sells British brands, including Speedo and Mitre, overseas
Ī	Bet 365	Online bookmaker	Stoke-on-Trent Central London	Mar 11 Dec 10	38.08% 37.87%	†322,500	†169,144	501,411	1,673 114	1974 2001	Its website is available in 17 languages, including Greek, Danish and Chinese
	Excelian Original Additions	IT consultancy Beauty products supplier	Middlesex	Apr 11	37.87%	14,568 4,241	7,664 2.240	25,234 29,493	114	1978	Has offices in New York, Tokyo, Sydney, Melbourne and Johannesburg Launched a range of false eyelashes in America last year
	P&B Foods	Food wholesaler	Bradford	Mar 11	37.26%	2,362	1,254	34,624	89	1970	Exports Indian foods to Ireland and mainland Europe
	Aesica Pharmaceuticals	Pharmaceuticals manufacturer	Newcastle	Dec 11	37.19%	†151,700	†80,600	†154,700	1,300	2004	98% of sales are international
	Pendennis Plexus Cotton	Superyacht builder Cotton merchant	Falmouth Liverpool	Dec 10 Dec 11	37.11% 37.07%	24,667 318,772	13,122 169,663	26,188 318,772	350 1,413	1988 1990	Has recently opened a refitting workshop in Palma, Majorca Grew its international sales despite volatile cotton prices
	APM Group	Certification scheme administrator	High Wycombe	Mar 11	36.38%	9,088	4,886	27,374	108	1993	Plans further international expansion this year in France and Brazil
	Antier	Luggage retailer and manufacturer	Lancashire	Dec 11	36.37%	†11,812	†6,352	†42,348	475	1914	Sponsors Australia's Melbourne Cup horse race
	Bybox Solventis	Delivery systems operator Solvent distributor	Oxfordshire Guildford	Dec 10 Dec 11	36.11% 35.04%	4,790 63.669	2,586 34.913	36,903 80.300	270	2000 2002	Has more than 9,000 drop boxes in 950 European locations
	Leo Group	Waste meat processor	West Yorkshire	Apr 11	34.98%	9,813	5,386	57,091	12 394	2002	Its joint ownership of a Dubai-based distributor helps it to export solvents worldwi Converts waste material into fats and pet food ingredients that are exported to Eur
	Kilfrost	De-icing fluid manufacturer	Newcastle	Sep 11	34.84%	†40,231	†22,128	54,930	87	1932	Makes de-icing fluids sold to the aviation industry worldwide
	Online Group	International logistics provider	Dagenham	Jan 11	34.81%	5,394	2,968	25,641	205	1985	Has a subsidiary in Cologne providing logistics services to the EU
	Bordeaux Index Kiveton Park Steel	Fine wine merchant	Central London South Yorkshire	Dec 11	34.04% 33.30%	†60,542 +01,500	†33,697	98,098 32,119	47 155	1996	Has offices in Hong Kong and Singapore selling wine to private customers and the
	Goldcrest	Steel products manufacturer Film and TV producer	Central London	Jun 11 Dec 10	33.26%	†21,500 3,429	†12,100 1,931	44,137	78	1922 1977	Supplies steel products to the automotive industry in Europe, Asia and Latin Ameri Operates film production studios in New York and London
	Salts Healthcare	Medical products manufacturer	Birmingham	Dec 10	33.24%	9,961	5,611	48,293	392	1700	Works with partners and distributors in 24 countries
	Haygrove	Polytunnel supplier	Ledbury	Dec 10	32.87%	13,788	7,810	35,473	1,112	1996	Runs not-for-profit projects in Africa to help local farmers
	Airline Services Cognita	Airline services provider Schools operator	Manchester Milton Keynes	Oct 11 Aug 11	32.82% 32.41%	22,337 62,223	12,662 35,492	48,558 171,677	608 3,553	1984 2004	Provides aircraft services for 160 airlines, including Air France Has acquired 11 schools overseas in the past six years
	Boden	Fashion retailer	Northwest London	Dec 10	32.15%	108,100	61,900	232,206	847	1991	One third of its turnover is generated in the United States
	Seko Logistics	Logistics services provider	Slough	Jun 11	32.14%	7,483	4,285	29,764	68	2003	Manages customers' supply chains across five continents
	P&B Metal Components Pret A Manger	Metal components manufacturer	Whitstable Central London	May 11	32.09% 31.88%	23,474 60.408	13,455	29,003 377.334	214	1961 1986	Claims to make more than 90m parts a month, for sale in more than 30 countries
	Pret A Manger Nuttall Group	Sandwich shop operator Display cabinet manufacturer	Central London Leicestershire	Dec 11 May 11	31.88%	60,408 3,204	34,730 1,855	377,334 48,239	6,151 450	1986 1988	Opened its first shops in Paris in January Exports to 20 countries, including Ireland, Sweden, Germany and the UAE
	Rayburn Trading	Toiletries wholesaler	Manchester	Aug 11	31.37%	39,656	22,977	81,556	170	1957	Sells own-brand health-and-beauty and household products in western Europe
	ID Business Solutions	Software developer	Guildford	Dec 10	30.99%	26,905	15,680	30,175	240	1989	Healthcare and business informatics have boosted international growth
	Skrill Recycling UK	Online payment provider Recycled materials trader	Central London Cheshire	Dec 11 Jun 11	30.36% 30.27%	†55,986 6,355	32,946 3,745	†71,509 27,232	451 12	2001 1998	In June it bought an Austrian online payment company for £113m Set up a joint venture with an Indian company in 2009
	Nexus Industries	Electrical products manufacturer	Shropshire	Dec 11	29.96%	8,010	4,743	52,438	616	1969	Its website is available in English, French, German and Spanish
	Bonbon Buddies	Confectionery wholesaler	South Wales	Apr 11	29.77%	†19,242	†11,426	36,857	142	2004	Has eight sales and warehousing sites in Europe
	Steetley Dolomite	Steel industry products maker	Derbyshire	Dec 11	29.59%	15,994	9,524	32,907	120	2004	Its largest European markets are Sweden and France
	Hyperion Insurance Group Interactive Ideas	Insurance intermediary Software distributor	Central London North London	Sep 11 Apr 11	29.56% 29.56%	71,377 9,263	42,521 5,518	87,311 31,390	677 51	1994 1994	Employs more than 600 people in its 60 overseas offices Employs UK-based German speaking staff to service German customers
	Endava	IT services provider	Central London	Jun 11	29.51%	3,639	2,170	29,202	584	2000	Sponsors a software engineering course at a Romanian university
	Charles Tyrwhitt Shirts	Shirtmaker	Central London	Jul 11	29.44%	†35,746	†21,333	78,629	400	1986	Recently opened stores in Washington and New York
	Direct Wines Salford Van Hire	Wine retailer Vehicle hirer	Reading Manchester	Jul 11 Dec 10	29.20% 28.99%	93,208 11,288	55,840 6,785	343,904 56,638	921 191	1969 1965	Has recently started selling wine to India
	Salioro vali nire Westcoast	Electronic products distributor	Reading	Dec 10	28.75%	125,433	75.664	942.413	755	1984	Italian founder is expanding the company's operations in Italy Has manufacturing operations in Belgium as well as Britain
	Muntons	Malt manufacturer	Suffolk	Oct 11	28.73%	38,253	*23,084	75,375	257	1921	Has an R&D office in Bangkok to develop products for Asian market
	MTL Group	Contract manufacturer	Rotherham	Mar 11	28.68%	3,962	2,393	50,329	267	1995	Says it is the first UK company approved to make armour steel for the German ar
	Argus Media JW Galloway	Energy information provider Beef and lamb producer	Central London Stirling	Jun 11 Feb 11	28.51% 28.38%	45,869 45,880	27,776 *27.838	53,994 213,913	351 723	1970 1922	Provides news and analytics on the energy markets from 17 offices worldwide Exports Scottish beef and lamb to France, Belgium and Italy
	Covpress	Automotive parts manufacturer	Coventry	Dec 11	28.24%	8,845	5,379	64,008	444	1890	Opened an engineering division in China in 2010
	Euromonitor	Market research agency	Central London	Mar 11	28.21%	†50,348	†30,631	56,318	568	1972	Provides research on consumer markets in more than 200 countries
	ICS Group Ravner	Cooling equipment supplier Optician and intraocular lens maker	Southampton	Dec 10 Dec 10	28.20% 28.04%	8,764 14.990	5,333 9,144	32,104 48.866	205 859	2005 1910	Has four offices in Germany, one in Switzerland and one in Poland Its lenses have been sold in America since the 1970s
	Remet Company	Metal merchant	Buckinghamshire East London	Jun 11	28.00%	132,285	80,734	182,066	80	1948	Claims to transport 60,000 tonnes of metal a year to the Continent, America and
	Thomsons Online Benefits	Employee benefits software developer	Central London	Dec 11	27.87%	2,025	1,238	27,396	279	2000	Has offices in New York, Singapore and Romania
	Jac Travel	Travel services provider	West London	Oct 11	27.82%	81,116	49,648	103,511	158	1975	Sold more than a million overnight stays in hotels worldwide in 2011
	Benoy Woodland Group	Architect and designer International logistics provider	Nottinghamshire Essex	Dec 11 Dec 11	27.74%	†34,000 †70,000	20,838	†36,600 †88,006	465 500	1947 1988	Recently completed Megacity, a 13-storey retail complex in Taiwan
	WOODIAND GROUP FDM Group	IT services provider	Brighton	Dec 11	27.44%	24,500	15,182	97,266	996	1990	Transports books, magazines, newspapers and CDs around the world Runs IT training academies in Germany, the US and Britain
	CPL Industries	Solid fuels supplier	Chesterfield	Mar 11	26.93%	11,600	7,200	137,400	536	1995	Says it is Europe's largest manufacturer of smokeless fuel briquettes
	Trac International	Engineering services provider	Aberdeen	Mar 11	26.87%	6,700	4,163	31,714	242	1999	Has offices in Finland, India, Australia and China
	HL Plastics Practical Law Company	Plastic goods manufacturer Legal services provider	Ripley Central London	Dec 11 Apr 11	26.67% 26.41%	2,205 10,414	*1,374 6,517	31,831 53,027	280 480	1974 2007	Its main export market is mainland Europe Provides online professional information for commercial lawyers worldwide
	Practical Law Company Allam Marine	Diesel generator manufacturer	Hull	Apr 11 Dec 11	26.41%	165,131	103,373	215,054	480 252	1992	Manufactures generators for use in some of the world's harshest environments
	Specsavers	Opticians	Guernsey	Feb 11	26.32%	†593,400	†371,900	†1,500,000	30,000	1984	Has 1,600 stores across Europe, Australia and New Zealand
	Chapman Freeborn	Air charter broker Chemicals distributor	Gatwick	Dec 10	26.26%	333,241	209,047	462,080	365	1973	Flew search-and-rescue teams to Japan in the aftermath of the 2011 tsunami Sources speciality chemicals from the Continent, Japan, China and India
	Cornelius Group Lil-Lets Group	Chemicals distributor Feminine hygiene products supplier	Hertfordshire Birmingham	Jan 12 Dec 10	26.21% 26.10%	†8,458 23,238	5,310 14,615	†28,850 38.621	102 53	1935 1954	Sources speciality chemicals from the Continent, Japan, China and India Began selling its feminine hygiene products to Poland at the end of 2010
	A-Gas International	Chemicals and gases distributor	Bristol	Dec 11	26.09%	†40,455	†25,447	†65,328	138	1993	Recently acquired an Australian refrigeration company to expand its international n
	Bollin Group	Consumer products distributor	Macclesfield	Jun 11	25.64%	10,766	6,821	55,578	325	1989	Distributes outdoor brands, including Bridgedale socks and Ron Hill clothing
	Air Charter Service The Mill	Aircraft charterer Visual effects provider	Kingston Upon Thames Central London	Jan 12 Dec 11	25.31% 24.82%	†201,036 †39,031	†128,026 25,052	272,707 †85,810	225 550	1990 1990	Has offices across North and South America, Europe, Africa, the Middle East and Last year its New York design team won a gold Cannes Lion award
	JBS Industries	Building products manufacturer	West Bromwich	Dec 11 Feb 11	24.82%	2,107	25,052 *1.359	785,810 26,643	364	1990	Last year its new york design team won a gold cannes Lion award Sells hinges and fittings for windows, furniture and buildings across six continents
	Direct Ferries	Ferry ticketing website	Central London	Dec 11	24.39%	†27,218	†17,590	†43,390	47	1999	Its website offers more than 1,000 ferry routes in Europe and North Africa
	Cornthwaite Agricultural	Farm equipment retailer	Lancashire	Feb 11	24.16%	5,700	3,698	41,322	56	2007	Its second-hand tractors are exported to Russia, South Korea and Brazil
	Eakin Ramsden	Medical device manufacturer Food wholesaler	County Down Grimsby	Mar 11 Jan 11	24.13% 24.05%	20,666 41,526	13,413 26,987	45,975 94,942	220 267	1974 1986	Distributes healthcare products in 30 countries Opening a German office this year
	Cromwell Group	Industrial equipment supplier	Leicester	Aug 11	23.90%	28,206	18,375	223,812	1,735	1970	Has 12 overseas warehouses
	WA Consultants	Recruitment consultancy	Exeter	Dec 11	23.88%	8,687	5,661	30,793	30	1988	Supports clients in more than 30 countries
	A1 Pharmaceuticals	Pharmaceutical product distributor	Essex	Apr 12	23.72%	9,0870	5,937	48,432	33	1986	Sees Poland as an area of potential growth
	Zaha Hadid Higgins	Architect Potato marketing	Central London Doncaster	Apr 11 Jun 11	23.51%	37,425 12,547	24,534 *8.232	43,053 44,194	357 107	1980 1959	Generates up to 90% of revenue from overseas clients Its seed business exports to regions such as Vietnam and Thailand
	Higgins Hammer	Potato marketing IT storage distributor	Doncaster Basingstoke	Jun 11 Jan 11	23.44%	12,547 27,698	18,177	90,832	107	1959	Opened its fourth European office in the Netherlands in February
	Morris Lubricants	Lubricants manufacturer	Shrewsbury	Jul 11	23.26%	5,196	3,420	47,575	143	1869	Produces 31m litres of lubricants a year, and sells to more than 80 countries
	SRG Apparel	Menswear fashion retailer	Manchester	Mar 11	23.23%	18,174	11,968	42,659	66	1998	Sells its branded clothing lines in France, Germany and Italy
	Sauflon Pharmaceuticals Regatta	Contact lens maker Outdoor clothing distributor	Southwest London Manchester	Oct 11 Jan 11	23.16% 22.75%	†41,587 †37,271	27,418 †24,738	†68,245 108,454	713 456	1985 1981	Has a factory in Hungary and sells its eye-care products in more than 50 countrie Manufactures in Asia following its own ethical code
	Hegatta Seamark	Frozen seafood wholesaler	Manchester	Dec 11	22.75%	†48,885	724,738 32,636	108,454	456 186	1981	Opening production facilities in Bangladesh created 1,000 jobs for the local comm
	Worldmark	Electronic component manufacturer	Lanarkshire	Dec 11	22.28%	99,602	66,610	104,487	1,906	1999	Has manufacturing facilities in Hungary, Mexico, China, America and Britain
	Beardow Adams	Adhesive supplier	Milton Keynes	Dec 11	22.27%	45,785	30,624	58,311	125	1977	Plans to open a new factory in Charlotte, America, later this year
	Charles Wells	Brewer	Bedford	Oct 11	22.10%	*10,857	7,283	*184,872	442	1876	Exports British beer worldwide and operates eight pubs in France
	Premier Edition	Mail order agency Stairlift manufacturer	Loughborough West Yorkshire	Dec 10 Sep 11	21.90% 21.71%	12,157 †45,500	8,181 30,717	30,270 †88,800	143 822	1981 1992	Almost half of this mail-order company's sales are international Has subsidiaries in North America, Europe and Australasia
	Acorn Stairlifts								123	1978	Has successfully grown sales across Europe, the Middle East and the Americas
	Acorn Stairiitts BM Polyco	Specialist glove maker	Enfield, Middlesex	Mar 11	21.40%	6,281	4,262	45,108	123	19/0	rias successium grown sales across Europe, the Middle East and the Americas
		Specialist glove maker Health club operator Meat wholesaler	Enfield, Middlesex Milton Keynes Central London	Mar 11 Dec 11 Jun 11	21.40% 21.33% 21.21%	6,281 †286,500 *12,042	4,262 194,625 8,196	45,108 †536,200 *53,775	11,090 99	1999 1990	Operates more than 130 health clubs in western Europe, South Africa and Australi Imports meat products from Australia, New Zealand, South America, Iceland and E

discovered through Bureau van Dijk's Fame or Experian's Corporate Researcher. Web research was also conducted. Most of the shortlisted companies for this league table were interviewed by phone. Selected companies were also asked to complete a questionnaire on their international activities. Incomplete data: About 2m limited

companies file accounts at Companies House, but most of them are small companies that submit abbreviated accounts, which do not disclose details of sales or profits. Those companies filing abbreviated accounts are not required to disclose a geographical breakdown of disclose a geographical breakdown of accounts also do not make this disclosure

on the grounds that it may be prejudicial to the interests of the company. Where it was not possible to obtain details of most processed by the research deadline of May on the processed by the research deadline of May of international sales, attempts were made to obtain these directly from companies that were considered finely to qualify. As result of this lack of publicly available the league table. Companies that filed their league table. Companies that filed their

available figures ranging from December 2010 to April 2012 and is not necessarily an indicator of present or future performance. Some exceptions were made to the criteria set out above. The compiler's decision is final and no correspondence with the criteria set out above. The compiler of the compiler is the compiler of the compiler is the compiler of the compiler is the criteria of the criteria



Marketing firm lifted high by online giants



THIS digital marketing agency [5719]%

THIS digital marketing agency provides strategy, design and advertising services to online giants such as Google, eBay, Berfair, Expedia and YouTube.

The London company was set up in 2005 by Matt Isaacs, Andy Bonsall and Andrew Shebbeare. They had worked together for Create Services, a marketing agency that was known as Accucard before it was bought by Lloyds TSB Group in 2002. Isaacs was its ohler marketing officer, Bonsall was head of customer management, and Shebbeare was head of acquisitions. A strategic review at Lloyds led to staff cuts — and gave the three the opportunity to pool their skills and experience by setting up on their own. Essence has a number of strings to its both the strategies of the control of the strategies to hit

marketing targets agreed with its clients. For example, if Google wants to achieve a certain number of downloads of its Chrome intermet browser in the Czech Republic, then Essence will develop a plan to achieve this. It will then track its performance by following and analysing the client's own data, allowing it to adjust its strategy if required. Essence says that using client data removes the potential for dispute.

The company's high break came when the company's believe the month contract it won an exclusive 18- month contract it won an exclusive 18- month contract gave in the credibility to attract other large companies as clients, and a deal with Bay in 2008 paved the way for its current focus on truly international companies such as Google.

Essence's Soho office services its European, Middle East and African operations, while its New York office—opened in 2011 and now with 25 staff—caters for clients in North America. Some of its revenue comes in the form of the contracting of a client's media special formance.

Although Essence faces competition from advertising glants such as WPP,

Although Essence faces competition from advertising giants such as WPP,

Omnicom and Aegis Media, it says it has become one of the largest independent media companies in Burope.

In May 2011, the company branched out into marketing through social media, acquiring Punktillo, a marketing specialist, for a reported £sm. It is looking specialist, for a reported £sm. It is looking specialist, for a reported £sm. It is looking a tother possible acquisitions, particularly in America, and is eyeing a move into the Asian market with an office in Singapore in the next three years.

Essence attributes its organic growth to its focus on online marketing, its digital media landscape; and to delivering for its global clients. For example, since launching its Google Chrome campaign in March 2009, data from Stat Counter, a website that monitors browser usage, show Chrome's market share in Britain has risen from \$1000.00 to 1000.00 to 10000.00 to 1000.00 to 10000.00 to 10000.00 to 10000.00 to 10000.00 to 10000.00 to 10000.00 to 100



Media savvv: Matt Isaacs. A

317.60% THIS London insurance consultancy ha

THIS London insurance consultancy has two main divisions. One winds down insurance companies that have become distressed or stopped trading and consolidates them with larger entities. The other advises and administers the affairs of 1,500 clients that are underwriters in the Lloyd's of London insurance market. The company was founded by chairman Tim Oliver in 1979, and its international sales have rocketed solutions of the control of the

WIGGLE Online sports goods retailer 288.96%

SELING cycling, running, swimming and triathlon equipment online, Portsmouth-based Wiggle ships to 95 countries, with Australia, Japan and parts of Europe its biggest markets. The company is led by chief executive Humphrey Cobbold, with former Asda chief executive Andy Bond as chairman.

International sales grew 289% a year, from 5.31m in 2009 to 646.9m in 2011, boosted by global interest in cycling and the growing popularity of online shopping. The company has recently improved its international scope by adding Russian and Chineser translations to the website. In December 289 and 100 to 100 adum, S.... to its website. In December 2011 ISIS Equity Partners, which invested £12m in 2006, sold the company to Bridgepoint in a deal that valued Wiggle at £180m.

-4	Fashion retailer	272 00%
$\frac{}{i}$	ALL SAINTS	

THIS London fashion retailer narrowly avoided administration last year before it was acquired from its Icelandic backers by Lion Capital as part of a Eloom refinancing deal. All Saints has continued to expand its casual wear and accessories internationally, with more than 120 casual wear and accessories internationally, with more than 120 casual wear and accessories internationally, with more than 120 casual wear and excessories internationally, with more than 120 casual wear and the standard of the stand

Metal and waste recycler 251.99%

Metal and waste recycler 251987.
FROM its founding in 1944, four spenerations of Ward family members have helped to build this scrap metal recycling business. Based in Derbyshire, the company collects scrap from all over Britain and sends the recycled metal to foundries and steetworks worldwide. For more than 60 years it concentrated on the home market, but four years ago it took the plunge into exports and looke for new customers in emerging markets, particularly India and the Pacific Rim. As a result, international sales soared 2529s a year from EL7m in 2009 to E20.6m in 2011.

b	Media investor	243.36%
6	WRITTLE HOLDINGS	

CHAIRMAN Robert Essex founded Wr in 2004 to acquire a group of media and branding companies. The company ha 111 2004 to acquire a group of media and branding companies. The company has grown to almost 20 agencies, with expertise in PR, digital communication retail design and strategy. The latest acquisition is Loewy, a loss-making marketing services group that was own. by Veronis Suhler Stevenson and Abry Partners. These two investors now hold a combined 30% stake in Writtle Holdings after a 4.5 m fundraising that formed part of the 2011 Lowey acquisition. International sales have grown 243% a vegar, from E333,000 in 2009 to 6.5 am in 2011, helped in part by two of its subsidiaries setting up joint operations in Hong Kong last year.

Visual effects provider 240.29%

FOUNDED in 1998, London-ba FOUNDED in 1998, London-based Double Negative says it is Europe's largest provider of visual effects for films having grown from 30 staff to more than 1,000 today. It has worked on more than 1,000 today. It has worked on more than 15 films, including three Hollywood blockbusters — Inception, Sherlock Holmes and Harry Potter and the Deathly Hallows: Part 2, which won a Bafta for special visual effects in 2011. In 2009 the company opened an office and visual-effects studio in Singapore that now has 200 staff. Such moves have grown 240% a year, from an annualised £1.7m in 2008 to film 2010, under managing director Matthew Holben.

Electronics manufacturer 234.97% ORIGINALLY part of Siemens

ORIGINALLY part of Siemens
Manufacturing Services, this company is
Manufacturing Services, this company is
Desired to the state of the

MIND CANDY

Games developer

MIND CANDY is the company behind Moshi Monsters, an online game with 65m registered players in more than 15C countries. The game, aimed at 7 to 11-ye-olds, allows children to adopt their own

228.56%

pet monster. International sales are from pet monster. International sales are from subscribers to additional online content and Moshi Monsters merchandise, which is sold in shops worldwide. The company is backed by a venture capital consortium led by Accel Patters and was valued at £125m last year when an early investor, Spark Ventures, sold part of its stake. Under founder and chief executive Michael Acton Smith, international sales have grown 229% a year from £961,000 in 2009 to £10.4m in 2011.

Marketing agency | 172.70% |
THIS marketing agency promotes cultural events and live entertainment, such as West End favourites Yes, Prime Minister and Billy Elliot. Its recent projects include posters for the film Tinker Tailor Soldier Spy and a website for mobile phones for the musical Sweeney Todd. Founded by Adam Kenwinght in 1995 and based in Shaftesbury Avenue, the company has expanded into America and Australia, recently opening an office in Sydney. Since 2010 it has been backed by Luke Johnson, the serial entrepreneur, and saw international sales leap 179% a year from 12.6m in 2009 to £19.2m in 2011.

Time to restore Britain's confidence



The strong growth seen in this year's league table shows what is being achieved by medium-sized firms, writes HSBC's Ian Henley

aving just returned from Shanghai, Hong Kong and Bangkok, I can confidence in these fast-growing economices is high and many European companies are enjoying the benefits of investing and trading in them. Take the East Yorkshire engineering group Fenner, a long-standing HSSC client that many years. This quoted company is going from strength to strength as Chinese demand for its mining conveyor belts remains buoyant. A companies such as Fenner are confident about their prospects because they have responded to the fundamental changes taking place in the control of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in the fast growing Henselves to secure sales in one or more of the fast growing Henselves to secure sales in the sand to the sales and the

from this complex but promising market.

And if any doubts remain that British manufacturing has a strong future on the world stage, consider the efforts of the 87 companies in this year's league table that export what they manufacture.

Hull-based Allam Marine (No157), for example, makes diesel and gas generators that supply power in some of the world's harshest environments. Operations director Ehab Allam credits the strong overseas reputation of British engineering brands for some of his company's success, with international sales rising 26% a year from £103.4m in 2009 to £165.1m in 2011.

year from £103.4m in 2009 to £165.1m; a2011.
Another British manufacturer, Covpress (No.153), the vehicle bodywork specialist that opened an engineering division in China two years ago, is also flourishing — its international sales grew 28% a year from £5.4m in 2009 to £8.8m in 2011.

43%

Average annual growth in international sales of the league table companies

can assist others in planning such investments. Our Global Connections report predicts the industry sectors that will thrive ower the next five years. For instance, we forecast that demand for UR-made cars in China will grow by 15% a year between now and 20%. Combetween now and 20% committees the continues that the companies mentioned above are great examples of above are great examples of

The companies mentioned above are great examples of flourishing mid-sized UK businesses; this segment of the German economy, the so-called Mittelstand, has a strong record of building global success. The question now being posed by many people is

whether Britain has a big enough base of mid-sized companies that can copy the export success of the Germans. The control of t



Shanghai trade: 46 of the league table companies have plans to do more business in China, and HSBC has staff on the ground ready to help

companies can follow this path, and reduce the risks by working with trusted partners such as HSBC. Where the story is right, we want to finance overseas activity. Our company can help because my corporate banking colleagues throughout the world deal with each other as a single team. HSBC's relationship managers in all the kew

single team. HSBC's relation-ship managers in all the key global markets are aligned with their international colleagues and ideally positioned to pro-vide intelligence, access to local

advisers and the banking facili-ties that are needed by comp-anies setting up overseas. We think this seamless global service helps to de-risk overseas expansion for our cli-ents and hope it will address commonly held concerns over entering a new market. Our inward banking teams are only a phone call away. I saw our Shanghai team in

action on my recent visit. Their sole purpose in life is to help non-Chinese companies do business in China and arrange

finance in China. They work with British, German, French, American and Brazilian companies and could be helping many more in this year's league table and those aspiring to join it. For me, confidence is crucial. Merger and acquisition activity this year is down compared with last year as concerns remain over the health of the eurozone and its potential impact on British.

impact on Britain.

However, corporate fundamentals in the UK mid-market are sound — profits are up, cash-

flows restored — and sterling is strengthening, giving compa-nies more buying power over-seas. All this tells me that companies need not sit on their hands.

Acquisitions are a proven way of establishing a sustainable presence overseas. Forty-four companies in this year's league table acquired or part-nered with local businesses in nered with local businesses in the last two years and 64 said they are planning further deals in the near future. Here again, we can help. For

instance, HSBC provided debt financing to Aesica Pharma-ceuticals (No 113) last year to fund its acquisition of manu-facturing plants in Italy and Germany.

Aesica and its peers in the International Track 200 are in the vanguard of chancellor George Osborne's "march of the makers". Britain needs more to strike out and establish their own nath to merspeas success.

own path to overseas succes

Ian Henley is head of
corporate banking, commercial corporate banking, commercial banking Europe, at HSBC

JVM EQUIPMENT Machine distributor

Machine distributor [17,109]:
BASED in West Sussex, JVM Equipmes sells and services construction, earthmowing and lifting equipment through 30 subsidiaries in Russia, employing 500 people there. Technica support contributes about half the company's revenue and all sales are company's revenue and all sales are generated oversess. In the past few years growth has come from private contractors building roads and railways to support the development of natural resources. Under founder and managing director Max Skillman, the company has seen international sales grow 117% a year from E39.9m in 2009 to E293.3m in 2011.

171.00%

167.62%

CITY REFRIGERATION 12

THE former footballer Sir Willie Haughey and his wife Susan set up their refrigeration business in 1985 with savings of 270,000. The company offers a range of services, such as facilities management for supermarkets and cooling equipment for bars. Its main client is Asia, with others including BP, Ladbrokes and House of Braser. Helped, 1 work has near contract securing the Ladorokes and House of Fraser. Helped, in part, by a new contract to service the refrigerators of Coles supermarkets in Australia, international sales grew 168% year from £8.5m in 2008 to £61m in 2011

ARRUWEUGE Pharmaceuticals wholesaler 162.16%

HAVING started life as a small chain of high-street pharmacies, this family-run business developed into a wholesaler of pharmaceuticals. Helped by favourable exchange rates, Arrowedge has expanded into mainland Europe, and the Boda bosed company is my looking. into mainland Europe, and the Poole-based company is now looking to sell to South American and Asian markets. Overseen by the company's managing director, Ullas Patel, international sales have risen 162% a year, from £3.6m in 2009 to £24.6m in 2011.

PHOENIX SOFTWARE 14 IT services provider 159.74%

THIS York company is led by husband and wife John Torsyth and Suzame Marshall-Forsyth. It helps organisations to buy and manage their software and says it supplies 2m software licences a year to public sector bodies, housing associations and corporations. It has also developed a tool that manages licences for clients including American Express and the mining gaint Anglo American. Phoenix Software links up with resellers abroad to target the European and American markets and its international sales have risen 160% a year, fnow 6007,000 in 2009 to 64.1m in 2011.

Medical recruitment agency 158.42%

Medical recruitment agency 158.4%. PCUNDED by Justyn Randall in 2001, this recruitment consultancy specialises in placing doctors in temporary and permanent positions worldwide. The London company places professionals within the English-speaking world, primarily in the UK, Iteland, Cananda and Australia, and 64% of its business is in overseas markets. It has offices across Europe and Australasia and recently sales give 158% a year, from £3.4m in 2009 to £22.7m in 2011.

BARRETT STEEL 16

BARRETT STELL is a group of 47 companies that stock more than 80,000 tonnes of steel in 25 depots a cross Britain, supplying the oil, gas and engineering industries. Recently it opened a 22.6m stockholding and processing facility in Houston, Texas, which will service the oil and gas industry in the Gulf of Mexico and Brazil. Under managing director James Barrett, international sales grew 147% a year from £2.4m in 2009 to £14.7m in 2011.

VPS HOLDINGS 17

Property security specialist 130.19%

Property security specialist 138.19%
THE collapse of the subprime mortgage market in America helped to boost sales at this Hertfordshire company, which specialises in securing, monitoring and maintaining vacant residential and commercial properties, as the services include boarding up, guarding and alarming properties, as well as amaintenance. Half of its sales are generated in the United States, but VPS also has operations in Britain, France, Ireland, Germany, Italy and Spain. The company was acquired by TDR capital in a secondary buyout from Axial European Partners in March 2010 for an undisclosed amount. Thanks to recent acquisitions, the company's international seleg grew 10% a year, from 200m in 2009 to £105.8m in 2011.

18	2 SISTERS FOOD GRO	UP 116 41%
	Food producer	116.41%

RAMIT BOPARAM founded 2 Sisters in 1993 and has built it into a leading supplier of chilled and frozen food as well as poulty and bakery products: The company has 35 manufacturing sites in Netherlands ain one in Poland, and its Customers include Tesco and British Airways. Last year, 2 Sisters bought Northern Foods for £542m, owners of the brands. It also bought a chilled food and bakery business from Premier Foods for £30m. International sales rose 116% a year ANJIT BOPARAN founded 2 Sisters

from £64.5m in 2009 to £302.1m in 2011. After the acquisition of Northern Foods the group's total sales exceed £2.1 billio

19

114.75% Wellington boot retailer II4.75%
THIS upmarket bootmaker, founded more than 150 years ago, was bought out of administration in 2006. Led by chairman oliver Haarman, the new management streamlined operations, moving production from its Dumfries site and outsourcing manufacturing to the Far East. Investing in colourful designs and obtaining celebrity endorsements helped to push up international sales by 115% a year, from an annualised £7.1m in 2008 to £2.5 m i

20	BELL MICROSYSTEM	S
20	IT services provider	110.53%

It services provider III Services, supplying IT hardware and software, numbers on the services, supplying IT hardware and software, maintenance, secure data removal, decommissioning and disposal management. The Portsmouth company's international revenue has been driven by customers' overseas expansion and consequent need to extend and upgrade their IT systems. Under founder and managing director Alastair Bell, international sales grew III's a year from E9m in 2009 to £40.1m in 2011.

21	Shopfitter	101 26%
	onopiittei	10112010

BASED in Wootton Bassett, Wiltshire, this company specialises in shopfitting, retail display equipment, and other commercial interior fit-out services. It has recently expanded into Ireland and

PEARSON ENGINEERING

25 Canhat equipment maker | 98.4% |
FOUNDED in 1985 by Professor Alan Recec, Newcastle-based Pearson Engineering designs and manufactures foreign armel flowers. As part of the Recec Group of Companies it remains foreign armel flowers. As part of the Recec Group of Companies it remains family-owned and managed: its chairman, John Recec, is the son of the founder. In April it won the Queen's Award for Innovation for its range of rollers that are fitted to a variety of military vehicles to detonate buried mines without harm to the occupation of the professional control of the profession of the professional control of the professional control

26 Armoured car-parts maker 95.59%

FAMILY-OWNED Jankel started by building hand-made Panther sports cars in the 1950s and moved on to provide armound Rolls-Royces. In the past armound Rolls-Royces. In the past of the Particle P FAMILY-OWNED Jankel started by nternational sales, Which have grown 6% a year, from £7.3m in 2009 o £28m in 2011 under group chairman indrew Jankel.



Sea power: SMD's remotely opera

mainland Europe as its British clients have moved overseas, particularly into Germany, the Netherlands and Poland. Since a management buyout in 2005 backed by Royal Bank of Scotland, Railston has focused on supplying fewer clients but providing a "one-stop shop". It maintains that its high level of service has helped international sales grow 101% a year, from an annualised £1.9m in 2008 to £7.5m in 2010.

IT services provider 100.39%

LONDON-BASED Kelway supplies hardware to more than 3,000 clients and offers IT services such as consultancy and training. The company was founded in 1990 by chief executive Phil Doye at the 1990 by chief executive Phil Doye at the age of 21, and 12006 Core Capital invested £5m for a 25% stake. Kelway has bought five businesses since 2007, including Panacea in 2009, which has an office in Dubia serving the Middle East. This acquisition has helped to boost international sales 100% a year, from £73m in 2009 to 229.2m in 2011.

Telecoms reseller 99.98%

GEUNINS SOLUTIONS supplies mobile-phone accessories from manufactures such as Apple, Samsung and HTC. The Surrey company sells to independent retailers in 22 countries and foresees further growth in Russia, Poland and America, International sales have risen 100% a year, from £6.1m in 2010 to £24.4m in 2010 to 75.4m in 2010, to 75.4m i

Telecom services provider 98.51%

Telecom services provides | 98.57%
DESIGNED and developed in Derby,
TTG's radio communications equipment ITG's radio communications equipment you consider the provided in Beijing in the run-up to the 2008 Olympics to provide a radio communications system for the police. It has also recently installed a national radio communications network in Panaman. In 2010, Greisham Private Equity bought a 70% stake in the business for 22.8m, which funded expansion into new markets such as Australia and Miles Norfield, the company's international sales have increased 99% a year from 6.1m in 2009 to an annualised £24.1m in 2011.

Plastics distributor | 93.7%.

ESTABLISHED in 1968, this Cheshire firm has more than 40 years of experience in distributing and trading the raw materials used to make plastic products. In its latest year, Longfield Chemicals shipped 70,000 tonnes of raw materials use European plastics processors. It sources its products globally and has warehouses on the Continent and in Britain.

International cales errow 484.5 a year

Chemicals distributor 90.24%

Unemeas outmout 98.479

ITISI West Susses firm supplies more than 500 manufacturers with chemicals used to make rubber, plastic, adhesives, coatings and resin. The business was founded in 1995 ly tan Melluish and Marie Roberts, initially to supply the contact lens and medical device sectors, and now has offices in Bettain, Germany Singapore, china and Jagon.

The control of the property of of

29 Subse engineer 88.51%

LED by chief executive Andrew Hodgson, this Tyne and Wear engineering company designs and builds remotely-operated vehicles. Its machines are used in underwater projects, including deep sea construction and surveying, and in madioactive areas in nuclear wower plants that are too hazardous for staff to enter. In 2008, Inflection bought a 60% stake in a deal reported to be worth £70m. Thanks to a strong presence in emerging economies such as Brazil and China, SMD has seen international sales grow 90% a year from £20.1m in 2009 to £72.4m in 2011.

30 86.88% ıxury bag designer

THE profi ile of TLG's Modalu bags rockets was spotted on the arm of Pipp after one was spotted on the arm of Fip Middleton at last year's rough wedding. British designed and priced as an affordable luxury, TLG's bags sell under the Fiorelli, Modalu and Nica brands in 60 countries. Owned by Synova Capital since 2008, and led by chief executive Mike Hiscock, TLG saw international sales grow 87% a year, from a nanualis ELSm in 2009 to ES.3m in 2011.

31 Infrared systems maker 83.06%

Infrared systems maker

IRISYS was founded in 1996 to
commercialise thermal imaging
technology used by the defence industry.
The Northamptonshire company makes
equipment whose applications include
counting people at airports, analysing
queuing behaviour in supermarkets, and
testing electrical equipment for faults.
With an office in Atlanta, the USs is
to more than 50 countries. Intermational
sales under co-founder and managing
director David Calyson grew 83% a year
from 66.7m in 2009 to £22.5m in 2011.

Affine pilot trainer 22.0%.

CTC Aviation provides training for firms such as British Airways, Easyjet and Qatar Airways. International sales growth has come from expansion into undeveloped markets, such as the Middle East and Australasia, and future growth is expected in India and China as increased wealth leads to more air travel. In June, private equity Him Inflexion backed a private equity Him Inflexion backed a complete of the control of the contr

Chauffeur services provider 18.70%.

SET UP in 1978 to provide chauffeur services in Britain, Tristar now operates in 80 countries. Led by chief executive bean de Beer, and backed since 2008 by Octopus Ventures, the company's key overseas markets are America, France, Germany, Switzerland and Brazil. The recent acquisition of an American competitor, which has customers with South American interests, is expected to drive growth in South America and to introduce new American clients to Tristar's European operations. International asles grew 82% a year from £1.2m in 2009 to £4m in 2011.

SWAN MILL PAPER Paper tableware maker 79.29%

Paper talheware maker 73.29%.
LED by managing director David Byk, this Kent company produced 3.7 billion napkins at its swenley plant last year. It also makes disposable tablecloths, Christmas crackers, gift wrap and other paper products. International customers include Primark in Europe, Coles in America and Woolworths in Australia. The firm has seen international sales grow 79% a year from E.1.Im in 2009 to E.3.6m in 2011, helped by a questions and a new distribution hub in Hong Kong.

AMOR GRUUP Business technology provider 78.47%

PASENGERS passing through airports in Dubai or Norway may not realise it, but Amor Group is one of the reasons they can do so stress-free. The Renfrew company has helped the airports' owner to improve the flow of people. It is just one example of the transport, energy and public-sector services the company provides. The group was formed in 2009 after a 128m buyout of the T division of Sword Group, backed by Growth Capital Partners. Under chief executive John Innes, Amor Group's international sales grew 78% a year, from an annualised ELSm in 2009 to ES.9m in 2011.

PICKSTOCK A 36 Abattoir operator

DERBYSHIRE-BASED Pickstock Ashby

75.10%

32 CTC AVIATION Airline pilot trainer 82.01%

Chauffeur services provider 81.70%

beef. Every year it alaughters 60,000 cos for export, procuring them from local farmers and livestock markets. The Suchaese was blanded in 200 Mey and Bowland, and the main export markets include mainland Europe, south ow and work and fire and the such as the such and west Africa, Vietnam, Hong Kong and west Africa, Vietnam, Hong Kong and China. Thanks to competitive pricing and firm oversees demand, internation sales grew 78% a year, from E12.1m in 2009 to E37m in 2011.

75.02%

37 ZE2
IT services provider IT services provider 75.02%.

NEWBURY-BASED 2e2 provides IT consultancy and support for a wide range of European clients, and works with companies such as Microsoft, Cisco and Hewlett-Backard. Last year, 2e2 began a joint venture with Spanish telecoms giant Telefonica, allowing businesses to outsource both IT and telecoms to a single provider. Valued at 2130m in 2006 when it was bought by Duke Street Capital, it is reported to be up for sale. Under co-founders Terry Burt and Mark McVeigh, international sales grew 75% a year, from £31.8m in 2009 to £97.5m in 2011.

The CHARTERHOUSE Wardening services provides provides marketing services to blue-chip clients such as BMW and Shell. Led by chief executive Gary Mahoney, it manages all aspects of clients' marketing and its recent work includes helping Coca-Cola to promote its 125th anniversary bottle designs in France, Belgium and Holland. A growing European market and the expansion of existing clients' requirements in mainland Europe have driven strong international sales, which hose 24% a great from an annualised £9.9m in 2009 to £30.2m in 2011.

39

osted TLG Brands by sporting one of its Modalu handbags

BALMORAL GROU Plastics engineer 74.10%

IN 2006, Balmoral Offshore Engineer was founded by James Milne to make the stop, didd by James Milline Grands was the support of the both of the stop of the stop

40 WILD AUTOMOTIVE Automotive parts maker 72.71%

Automotive parts maker | 72.71% |
COMPONENTS For cars, ranging from the wires used in seats to himpes for bonnets will be used to be

41 PTS CONSULTING
IT consultancy 71.64%

To consultancy

This an international IT consulting and project management firm that specialises in company relocations and data centres. It has 17 offices in financial centres such as London, Tokyo and New York and last year generated more than half its sales overseas. It has doubled revenues every there to five years throughout its history and hopes to do the same in the next five years by moving into the education, healthcare and oil-and-gas sectors. The company has completed projects in 73 countries and, under chief executive Kevin Perrett, international sales have grown 72% a year from 66.2m in 2008 to E18.2m in 2011. grown 72% a year £18.2m in 2011.

Insurance broker 70.21%

WITH 64 offices in more than 20 countries, Cooper Gay Swett & Crawford is one of the world's largest independent wholesale and reinsurance brokers, offering services to corporate customers, retail brokers, professional reinsurance buyers and other insurance companies. Cooper Gay's 2010 merger with America's Swett & Crawford has boosted international sales, as has organic growth in emerging markets, which account for about 20% of sales. Under chief executive Toby Esser, international sales increased 70% a year from £57.6m in 2009 to £167m in 2011.

43 SUPREME IMPORTS Lighting wholesaler 70.17%

THIS Manchester company does much more than its mane suggests. Yes, it imports, but it also exports, distributing butteries and lightbulls. The company also holds an exclusive lience to also the company also holds an exclusive lience to the treit which have sold strongly in mainland Europe, Cyprus and Turkey. Managing director sandy Chadha believes that brand strength, packaging and an extensive range have helped to boost export sales and he expects further growth from western Europe and India. The company's international sales grew 70% a year from £2.3m in 2009 to £6.5m in 2011.



Visionary: Michael Acton Smith, founder of online game firm Mind Candy

INTERPORT Pharmaceuticals wholesaler 69.64%

Pharmaceuticals wholessler | 88,6% |
INTERPORT, a London pharmaceuticals wholesaler, imports products from Europe for distributors and pharmaceuticals wholesaler, imports products from Europe for distributors and pharmaceuticals wholesaler, and a secondary pharmaceutical products of the company has more than 1,400 product licences, either granted or in application. It also funds research and development in fields such as over-the-counter drugs, dressings, syringes and injectables. Intermational sales have risen 70% a year from £13m in 2009 to £37.4m in 2011.

45 Electronics provider 68.75%

THIS Middlesex company rents and sells international sales rise 69% a year from £13.4m in 2010 to £38.2m in 2012.

46 CATH KIDSTON Lifestyle retailer

Uletyle retailer 88.27%

INSCCRIBING isleff as m'innernational
lifestyle brand' Cath Kidston sells a
nange of home-wares, bags and clothing in
its distinctive retro floral designs. Most of
its overseas turnover comes from Japan,
but Japanese and American websites also
bring in some revenue. The company has
other stores in South Korea, Taiwan and
Thailand and it plans to open 20 more this
year. Cath Kidston founded the business
in 1993, and in 2007 A Associates backed
100m, Foreign sales have grown 68% a
year, from Es.Sem in 2009 to an annualised
£15.9m in 2011.

68.21%

Bullding materials maker | 87.79% |
POTHOLES in roads are a worldwide problem, and this Tameworth company special states of the problem, and this Tameworth company special states of the problem of the

THUNDERHEAD.COM Communications software 67.73%

BASED in London, Thunderhead.com sells software that enables companie BSELP IN CORRON, TIMES IT RESERVED AND ADDRESS AND ADD

AV systems integrator 67.34%

AT Systems integrator bi-AS-5

FOUNDED in 1929, Surrey-based fro AV
designs and installs video-conferencing
equipment. The firm has clients on five
continents, and provides them with the
equipment to communicate quickly with
colleagues and customers worldwide.
Under chairman Raymond Philipot,
international sales grew 67% a year,
international sales grew 67% a year,
the property of the property o

SEARCHLIGHT ELECTRIC

Lighting wholesaler 67.08%

FROM its 120,000 sq ft distribution centre in Manchester, this third-generation family-owned business sells lights to the residential, decorative and hotel markets residential, decorative and note markets worldwide. Its range covers more than 1,500 halogen, LED and filtorescent lights, and also lid under the Searchlight brand. Its global reach has been strengthened in the property of the search of the

ENGINE GROU

Marketing agency 66.37%

Marketing agency 68.37%

HIS group powides a range of services from direct marketing and sponsorship to coical media and siligital marketing. From its offices in London and New York it has developed international campaigns for the likes of BMW, GlaxxSmithKilne and Nokia Siemens. In 2010, HIG Capital took a 38% stake in the business and last year the private equity house provided extra funding through a debt-for-equity swap. Led by chairman Feter Scott and helped by acquisitions in the US and China, international sales have grown 66% a year, from 64m in 2009 to Ellm in 2011.

ORANGEBOX

Office furniture maker 64.73%

ORANGEBOX's chairs and office pods, designed in rural Glamorgan, are sold to customers such as HSBC, Microsoft and Walmart and furnish offices in cities



including Beijing, Hong Kong and Singapore. Led by managing director Mino Vernashi, the company has a factory in South Wales and also manufactures products under licence overseas. Wireless technology has made office layouts more flexible and driven demand for Orangebox's products, helping international sales grow 65% a year, from £1.2m in 2009 to £3.3m in 2011.

Supply chair

FOUNDED in 1996 by chief executive Nick lones, this Leeds firm manages supply chains for retailers and manufacturers. Its most significant international presence is in the Far East where, from its office in Hong Kong, it helps clients re-engineer supply chains and link their distribution networks with target markets. With new offices in Vietnam, India and Australia, and teams in 60 cities in chima, southeast Asia, India and North America, international sales grew 64%, a year, from E3-Am in 2009 to an annualised £9.3m in 2011.

54 CORNEY & Wine merchant 62.95%

FOUNDED in 1780, London-based COUNTED IN 1780, LONGON-DASSED CORNEY & Barrow has a long history of selling fine and rare wines. It has exclusive distribution rights to many of the wines it sells and in 2010 set up an the wines it sells and in 2010 set up an office in Hong Kong, its first overseas. The firm offers testings and masterclass cater for the rising interest in wine in this part of the world as it becomes mor prosperous. Under managing director Adam Brett-Smith and sales director Oliver Hartley, international sales grew 53% a year from ESAm in 2090 to EISAm in 2011, with Corney & Barrow-source Bordeaux a firm favourite with international based for the continuation of the continuation o

RESSINGHAM FOODS

Specially meat produce | \$1.48% IN 1996 Maurice Buchanan, a farmer fron Debach, suffolk, bought the exclusive rights to sell the Gressingham duck, which is reportedly larger and more flavoursome than other breeds. Now jointly managed by Maurice S sons printly managed by Maurice S sons processes more than 100,000 birds a week gressingham ducks are sold to French, German and Danish customers — who traditionally eat duck on Christmas Eve — helping the company's international sales grow 61% a year, from £2.4m in 2009 to £6.1m in 2011.

TRAVEL COUNSELLO 56

Travel agency

THIS family-nowned Bolton firm was
founded in 1994 by David Spealman and
rowles customized holiday peachages to
more than 450,000 clients a year. It has
2,000 self-employed "counsellons", who
offer clients tailor-made holidays, plus
200 staff im the UK and overseas. The firm
attributes its success to the recruiting and
training of local agents, high levels of
customer service and 60% repeat
customers. International sales grew 61% a
year from 65.9m in 2009 to 615.4m in 2011.

GULTTER

GALLITER

57

Cheesemonger 59.95%.

JOSEPH HELE has been producing cheese for more than 50 years and today makes 40 different varieties at its Cheshire site. As well as producing traditional varieties such as Wensleydale and Cheshire, the firm also makes cheese for the British and continental ingredient market — these are used in ready meals, pizzas, sandwiches and sauces. Under Mike international sales grew 60% a year from £2m in 2009 to £5.2m in 2011.

SUMMIT MEDICAL 58 Medical products developer 59.59%

HIS Gloucestershire group, which develops rigory, which develops single-use medical devices, consists of three companies. Consists of three companies. The consists of three companies. The consists of three companies. The consists of three companies and summit Medical sells a variety of produces disposable cutrains; and Summit Medical sells a variety of products such as vacuums for wound drainage. About a third of the group is sales are domestic, a third are generated in mainland Europe, and the rest mainly in North America. Since 2008, Summit has been owned by the American private equitive Frank Collins, international sales grew 60% a year, from £6.8m in 2009 to £17.3m in 2011.

Travel agency KEY TRAVEL

59.27%

Travel agency \$5.27%.

KEY TRAVEL specialises in managing travel for not-for-profit organisations such as Save the Children, Oxfam and such as Save the Children, Oxfam and such as Save the Children, Oxfam and such as comprehensive service, including airline and railway tickets, hotels and risk management. The firm also has offices in Washington and Brussels serving their international clients. Destinations include Africa, the Indian Subcontinent, southeast Asia and North America. International sales have grown subcontinent, southeast Asia and North America. International sales have grown a 70 to 10 to 10

TDP TEXTILES 60 Clothing wholesaler 59.23%

Cothing wholesale SALPs.
SUPERMAN I Nozers, Disney princess
mighties, Ben 10 pants and Manchester
United prjamas are just a few off they
The Prettiles. The Departs are just a few off they
The Textiles. The Derbyshire firm is no
in its 30th year of trading and is led
or-founder and chief executive Tim
Dawson. Helped, in part, by the global
appeal of Disney characters and a close
working relationship with Tesoa across
Europe, sales have grown 59% a year
from El.6m in 2010 to E4m in 2012.

61 HL THORNE & CO Metal merchant 58.50%

THIS Midlands company recycles metal and also supplies new metals and alloys including copper, aluminium, zinc and

GALLTIER.

GATETTER.

GAULTIER

lead-based products. Founded in 1955, it processes materials, mainly from small British firms, before shipping them to foundries and other customers. Some 70% of its annual output of 12,000 tonnes is exported to more than 40 clients in western Europe, China and Indiena. Note that the state of the state

Automotive parts maker 58.44%

Automotive parts maker S&44%.

KLARIUS makes more than 100,000 different car parts, ranging from shock absorbers to catalytic converters. Tony Wilson formed the group in 2007 when his company, Klarius UK, acquired the European operations of Quinton Hazell. About 70% of sales are generated abroad, mainly in continental Europe, where Klarius also has factories and research and development facilities as well as warehousing and distribution hubs. Still chairman and majority shareholder, Wilson has seen Klarius's international sales grow 58% a year, from an annualise 50m in 2008 to £125.5m in 2010.

APP SENSE Cloud computing software 57.84%

Cloud computing software | \$7.84%.

HIS Warrington company develops software that lets you access your desktop computer from your mobile phone. Six years ago, chairman charite sharland moved the business into this area from years ago, chairman charite sharland moved the business into this area from years ago, the property of the market leaders. It is international clients include Credit Suisse, Deutsche Bank and Mortonia. Last year Goldman Sachs took a minority stake in the company and, helped by growth and acquisitions in America, it has seen international sales rise S8% a year, from £11.8m in 2009 to £29.4m in 2011.

LA INTERNATIONAL

Trerultment consultant | \$6.67% LA INTERNATIONAL provides IT and engineering staff for the defence, security, telecommunications and vaitation industries around the world. Increased investment in its international division boosted the company's overseas business, with a customer list that includes Nato, the European Central Bank, Hewlett-Packard and Ericsson. Led by chief executive and chairman Paul Lukic, the Stoke-on-Trent-based company's international sales grew 57% a year from £8.7m in 2009 to £21.4m in 2011.

65

Timber supplier

SESPY

SERVICESSITIEE BASED SBY Timber
is the largest sawmilling business in
Britain, supplying timber products
primarily to the construction industry.
The company, led by chief executive
Tony Hackney, also sells to the pallet
and packaging, fencing, garden and DIY
sectors. Improved product quality—
thanks to an ongoing 550m caption investment programmes started in 2001
investment programmes started in 2001
driven international sales growth of 57% a
year from £7.7m in 2009 to £18.9m in 2011.

GALLTIPA

GALLATER

3 Coke Có o init GALL TEN Rieb APP4

Liquid launch: bottles created by Jean Paul Gaultier were part of marketing group Exposure's campaign for Diet Coke

66

ffield company special cosmetics and house ialises in sehold toiletries, cosmetics and household goods. Three quarters of its sales are generated in Britain and Ireland, with the remaining 25% coming from mainland Europe, Asia, Australia and New Zealand. The firm sells branded clearance stocks to value retailers and pharmacies. It was founded in 1978 by the parents of joint managing directors Mark Lythe and Deborah Harrison. A strong contributed to international sales growth of 55% a year, from E3.2m in 2009 to E7.6m in 2011.

AXIS INTERMODAL Transport manager 67 55.12%

AXIS INTERMODAL manages the long-term leasing of trucks, trailers, specialist sea containers and Europe domestic containers known as domestic containers known as "swap bodies". International sales have been driven by revenue from its Germar subsidiary, which arranges for compani to lease swap bodies. International sales ve grown 55% a year from an annualised 3m in 2009 to £17.6m in 2011.

NATIONWIDE PRODUCE
Produce marketer 54.5 54.59%

Product market

SA379;

RGM its base in Southport, Lancashire
this company has had international
success growing, packing and trading
fresh produce. Founded in 1975 by
husband and wife Bernard and Joan
O'Malley, the firm says it supplies 600
European clients, including retail, food-European clients, including retail, food-service and catering firms. Developing new overseas operations, including two offices in Holland, has boosted growth. International sales grew 55% a year, from £7.5m in 2009 to £17.8m in 2011, under group managing director Tim O'Malley.

BANDVULC GROUP Truck tyre recycler 53.69%

Trust tyre recycle \$3.85%.
FOUNDED by John and Bichard O'Conne.
in 1971, this lamilly-run firm recycles 4,00
runch tyres a week at its Devon factory. It
als fifts they said the said for t

GARRETS INTERNATION 73 Marine catering manager 52.90%

A CONTRACT CATERER for the merchant ACONTRACT CATERER for the merchant shipping industry, Garrets orders and supplies food for vessels making voyages worldwide. Managing director Derrick Samms says his Essex company promotes healthier memus and the responsible sourcing of food — supplying sustainably caught rish, for example. Its late of the conting such that is an online cooking such that is an online cooking such that is a continued to the cooking such as the cooking such as

74

HAYLEY GROUP Engineering products 52.89%

Engineering products 52.89%.

FROM its base in the West Midlands,
Hayley Group distributes industrial parts
and components—ranging from the second of the se marketing and support of a key customer's international expansion



an: William Buchanan of Gressingham Foods, a family-run duck farmer

BBY LINE GROUP 54.86%

LIVERPOOL-HEADQUARTERED Bibby Line acted mainly as a ship owner and operator until the 1980s, when it diversified into business services. Strong American revenues from Bibby's debt-factoring company and sales of floating accommodation vessels have boosted recent international growth. Although Bibby Line sold most of its ships in 2005 and 2007, it is now rebuilding the fleet and recently purchased five tankers. Sir Michael Bibby, the sixth generation of his family to lead the firm, has overseen international sales growth of 57% a year from £50.6m in 2009 to £121.4m in 2011.

GH GRAIN Grain marketing and storage 54.81%

to that markening and surging! 5-8.47% EVUNDED in 1947 to provide harvesting services, Kent-based GH today supplies the county's farmers with storage for 45,000 tonnes of grain. International sales come from advising local producers on types of grain that meet niche demand on the Continent, particularly Belgium and the Netherlands. Thanks to a reputation the Netherlands. Thanks to a reputation prices, international sales grew 55% a year, from 63.4m in 2009 to 6.8.2m in 2011.

70 EXPOSURE Communications agency 54.72%

Communications agency helped Dr Martens celebrate its 50th anniversary two years ago by devising a global marketing campaign that contributed to the shoe brand's must-have status. It has also worked with De Beers to launch the Forevermark diamond brand across Asia, seed seaantil dwardowd Turnescuid. Forevermark diamond brand across Asia, and recently developed Europe-wide marketing for Diet Coke. Raoul Shah sequence up his creative communications group in 1993, hiring Tim Bourne as joint chief executive four years later. International sales have leapt 55% a year from £44m in 2008 to £10.5m in 2010, boosted by rapid growth in America, where Exposure has a subsidiary.

FARR VINTNERS Wine merchant

52.10%

51.01%

Wite merchant
HEADQUASTERED in southwest
London, Eart Vintners is a wholesale
fine wine merchant with a select group
of private customers. Founded in 1978 byte
he chairman and owner Stephen
Browett, the company's core activity is
buying and selling premier Bordeaux
wines, though it also offers a range of
bottles from other French regions and a
smaller number of top non-French
wines. International sales have grown
\$2% a year from £33.4m in 2009 to £77.3m
in 2011.

UK BATTERIES Battery distributor

Battery distributor 51.09%
THIS Manchester company was founded in 2002 by Stuart Dale and brothers
Stewart and Christopher Taylor and specialises in distributing replacement batteries for products in the automotive, leisure, marine, motorcycle, golf and commercial sectors. Its battery brands include Platinum, Oldham, Tungstone and Crompton, which it sources through partnerships with European and global manufacturers. International sales are predominately to mainland Europe and, under its founding partners, they have grown 51% a year from 2907,000 in 2009 to £2.1m in 2011.

BUTCHER'S PET CARE
Pet food manufacturer 51

GRAHAM BAKER set up Butcher's Pet Care in 1983 to use by-products from the family's butchery business. Today, from its new E38m factory in Northamptonshire — which, it claims, can produce more than 1,000 cans of pet food a minute — the company exports to Italy and the Benelux countries. The company recently set up a sales and marketing team in Joland to target eastern Europe. International sales have increased 51% a year from £1.8m in 2009 to £1.1m in 2011, and further overseas growth is expected.

Fine wine exchange 49.1% BATTERSEA-BASED Liv-ex runs an electronic trading platform for buying and selling fine wine, particularly high-quality Bordeaux. The firm's sales come from a small commission on every transaction. International sales account for more than half its turnover and have for more than half its turnover and have grown 49% a year, from ELI. Im in 2009 to £24.6m in 2011, as more buyers viewed fine wine as a good investment. Since James Miles and Justin Gibbs founded the business in 1999, it has benefited from the growing popularity of European wine in Asian markets like China and Hong Kong.

MEADE-KING ROBINS 48.83% Chemicals supplier

THIS 145-year-old firm buys oils, waxe fatty acids and epoxy resins from as fa afield as California and Indonesia, and afield as California and Indonesia, and afield as California and Indonesia, and sells to a wide range of customers and industries. These include pharmaceut and personal care companies as well a and personal care companies as well as producers of coatings, composites and paint. Led by managing director Philip Tarleton, MKR set up a Dutch subsidiary in 2010 to market products to mainland Europe. International sales grew 49% a year from £2.9m in 2009 to £6.3m in 2011

CAMBRIDGE MANUFACTURIN Diet food manufacturer 48.02%

Diet food manufacturer | 48.07%.

FUNINDED in 1884 by Dr Alan Howard, this Northamptonshire company develops, manufactures and markets food for weight-loss programmes. Its products include shakes, soups, porridge and snack bars, which form nutritious calorie-controlled alternatives to regular meals. The company sells to distributors in Europe, Asia, the Middle East and Skinner, who led a management buyout 12005, international sales grew 48% a year from £4.3m in 2009 to £9.5m in 2011.

JASPER'S 81 Lamb producer 47.92% ORIGINALLY formed in 1930 but set up a

ORIGINALLY formed in 1930 but set up a limited company in 1972 by chairman Graham Jasper, this family-run Cornish abattori slaughters sheep and cows from West Country farmers. It then distribute he lamb and beet 10 local butchers and national supermarkets. Although most of its sales are domestic, the company also exports to mainland Europe, and international sales increased 48% a year from £2.4m in 2009 to £5.2m in 2011.

2M HOLDING\$ 82 Chemicals distributor

Chemicals distributer 48.59%. SET up in 2004, 2M Holdings' blends and distributes chemicals that are sold as own products or branded for other companies. Based in Cheshire and left by co-founder and chief executive Mottie Kessler, the group says it has more than 3,000 customers. Strong demand from manufacturers of soaps and cosmetics, and 2M's olifield and refinery clients, have helped international sales grow 47% a year from 18 m in 2000 to 1272 m in 2011.

46.69%

CF BOOTH

Metal recycler 46.30% ESTABLISHED in 1920 as a scrapyard dealing in only a few metals, CF Booth

dealing in only a few metals, CF Booth recycles, manufactures, imports and exports a range of ferrous and non-ferrous materials, focusing on making parts for the marine industry. Chief executive Ken Booth manages the business, based in Rotherham, South Yorkshire, while his sons, the third generation to work for the firm, oversee the buying and selling of all materials. International sales have grown 46% a year from £67.9m in 2009 to £145.3m in 2011

84 MAGAL ENGINEERING

Automotive parts maker 148.47% INTERNATIONAL expansion has boosted sales for this Reading company, whose handbrakes, chassis and jacks supply car makers such as Ford and Renault. It picks its overseas locations close to customers, operating in France and India, and recently opened a factory in Turkey for the company of the company of

85 Environmental consultancy 45.04%

Enframental consultancy | 45,04%. THE global environmental consultant SIR provides advice to a wide range of business sectors, including oil and gas mining and infrastructure. In addition to mining and infrastructure in addition to in 36 offices across the Continent, North America, Australasia and Africa. Led by founder and chief executive David Richards, and backed by private equity firm 3i, clients include BP, Shell, Exxon and Rio Tinto. International sales grew 45% a year from 258. Zin in 2009 to E59. 3m in 2011, boxed to by strong demand in the US, Canada, Australia and South Africa.

Pharmaceuticals distributor 44.77%

FOUNDED in 1995 and based in Redditch in Worcestershire, this pharmaceutical wholesaler supplies 5,500 products to 1,200 independent pharmacies across the country and sells to chains such as Lloyds Pharmacies, Boots and Tesco. Lexon also owns four pharmacies in the Midlands and has wentured into internet retailing

with Chemist.net. It manufactures medicines in Britain and India, and its main export markets are Africa and Asia Overseas sales have grown 45% a year from £2.6m in 2009 to £5.4m in 2011.

87 OPTILAN Telecoms integrator 43.73%

OPTILAN designs and installs fibre-optic elecommunication and security system. Its largest customers are oil and gas companies, and they have driven its expansion into Russia, Azerbaijan and India. The Coventry-based firm also conducts international operations from offices in America and the Middle East. In 2008 co-founder and chief executive Richard Buckland led a buyout backed by NVM Private Equity, which took a 41% stake for 55m. The risting price of oil and gas has helped push up international sales, which have grown by 44% ayear from an annualised £10.4m in 2008 to £21.4m in 2010. 621 4m in 2010

Mark.

retailer Staples in Britain led to large contracts with the chain in mainland Europe, and with Staples, Office Depot, Office Max and Walmart in Canada. International sales have risen 42% a year from £6.3m in 2009 to £12.7m in 2011.

93 Specialist distributor 41,49%

BASED in Elland, West Vorlsshire, the Waxman Group consists of eight companies that distribute a wide range of products, from solar panels to ceramic tiles. Its international sales have primarily grown through a subsidiary, Waxman Fibres, which imports specialist fibres from Japan and sells them to spinners in India, Turkey, Germany and Italy who transform them into flame-retardant fabric for workwear. Under the founder and group chairman Richard Waxman, the company's international sales have risen 41% a year from £5.5m in 2009 to £11.1m in 2011.

varieties listed in its database have all helped to drive international sales. Led by co-founder and executive chairman Mark Bedini, the company has increased its international sales by 40% a year, from £20.7m in 2009 to £40.8m in 2011.

LK BENNETT Women's fashion retailer 40.10%

LINDA BENNETT started with a single shoe shop in Wimbledon in 1990. Today the company has 31 stores and the company has 31 stores and concessions overseas — and loyal fans that include the Duchess of Cambridge. Bennett is now non-executive director. Phoenix Equity Partners and Sirus Equity Phoenix Equity Partners and Sirus Equity in 2008. New store openings in America and the Middle East have boosted international sales, which have grown 40% a year from an annualised 6.2 min 2000 to £12.5m in 2011. The firm recently secured £15m of bank funding for further expansion. relationships with its market distributors. Led by chairman Rami Ranger. Sun Mark has seen its international sales grow 39% a year from E51.7m in 2009 to £100.1m in 2011.

SOLARCENTURY
Solar technology developer 39.18%

Solar technology developer | 33.8%;
FOUNDED in 1998 by former geologist
and Greenpeace employee Jeremy
Leggett, Solarcentury says it is Britain's
largest independent solar energy
company. With products designed to
harness the power of the sun, it is
perhaps no surprise that the London
company exports to southern Europe.
Sales in France and Italy have been
particularly strong as the initial
investment in solar panels in these
sunnier climes has a shorter payback
time than in the UK. The company's
international sales have grown 39% a
year from EL2.6m in 2009 to E24.4m
in 2011.

GRAVITY MEDIA TV production equipment 43.03%

Typoduction equipment | 43.03% |
FOUNDED in 2000 through a management buyout from Gearhouse Broadcast, Gravity Media sells or rents equipment used in television studies, control rooms and for outside broadcast, with offices in the UK, America, Australia, Quatar and India, the group also Australia, Quatar and India, the group also the world, clevising large sports events, concerts and current affairs programmes. Under founder and chief executive John Newton, international sales have increased 43% a year, from E8.4m in 2008 to E17.1m in 2010.

NEWPORT PAPER 89

Hoare, this Stropshire business buys and collects the newspapers, magazines, junk mail and other paper products that households recycle each week. These are sold to paper mills across Europe and reused in a variety of products. Recently the firm has started trading with China, where demand for paper is siring rapidly. International sales grew 43% a year from 97.5m in 2009 to 15.2m in 2011, helped by a rise in global paper prices.

SENERGY HOLDINGS Energy consultancy 42.57%

Energy consultancy 42.57%.

**THIS Aberdene firm advises energy companies, including Centrica, EDF and statoll, on the amount of oil and gas they have in reservoirs worldwide, the best places to drill, and how to maintain or enhance production. Since its foundation 12005 by drilling engineer James McCallum, it has acquired seven McCallum, it has acquired seven offices in Norway, North America, the Middle East, southeast Asia and Australia. International sales grew 43% a year, from £6.9m in 2009 to E14m in 2011.

91 Oil supplier 41.99%

ESTABLISHED in 1887, this family firm ESTABLISHED in 1887, this family firm amufactures high quality lubricants for the automotive, commercial vehicle and industrial sectors. In 2009 the West Yorkshire company was the first to produce nanotechnology gear oil, a lubricant used in motorsport that significantly reduces friction, lowers running temperature, lessens wear and tear and reduces the need for pit stops. Under joint managing directors Stephen Woollven and Nevil Hall, international sales grew 42% a year from ELIm in 2009 to E2. min 2011, boosted by a strong overseas distributor network.

92 41.57% Storage box supplie

THE first plastic storage box that Really Useful Products made was designed by managing director Mike Pickles to hold his archive files. The company now produces a range of boxes for the home and office as well as desk top accessories Winning contracts to supply stationery

AEROTRON

Aircraft component supplier 41.35%

Aircraft component supplier 41.35%

CRAWLEY BASED acrotron is one of Europe's leading suppliers to the aviation industry, providing replacement parts and repairing damaged ones. Established in 1937, the firm now ships components to more than 380 airlines in almost every country in the world. Under managing director Mark Westley, international sales grew 41% a vear from 22.2 min 2009 to 644.8 min 2011. They have been boosted by more Middle Eastern airlines stopping in Britain on long-haul routes and by the growth in air travel in India, the Far East and South America.

95

nclude Jaguar Land nd Ford, this Rover, Visa, Shell and Ford, this marketing company runs a wide range of events — from working with Kylie Minogue to creets eybner's 2013. New Year's Eve celebrations to telling the world about the new Land Rover Evoque Founded in 1978 by Gary Withers, the Lundon company has been winning work in the Asia-Pacific region, and its international sales increased 41% as year from £50.9m in 2009 to £101.2m in 2011.

Pharmaceuticals supplier 40.69%

FOUNDED as a retail pharmacy in 1963, Durbin now imports and exports pharmaceuticals and medical equipment to more than 10,000 customers in 184 countries throughout the world. Its clients range from GPs and chemists to the military and relief organisations. Its warehouse near Heathrow ainport has a stock of more than 20,000 medical products. In 1999, managing director Leslie Morgan bought the company director Leslie Morgan bought part of the founding Durbin brothers and has since increased sales across all its divisions. International sales have risen 41% a year from £19.1m in 2009 to £27.8m in 2011.

TOM MARTIN & COMPANY 97 Scrap metal merchant 40.57%

Scrap metal merchant 48.57%

I'llt scrap metal amerchant 70m Martin was established in 1948 by German immigrant Arthur Hubert, who chose the company name for its unequivocal Englishness. Now, under the leadership of managing director George Brettle, this Preston company exports scrap metal to customers as far afield as singapore and Japan. With more than 90 overseas customers, and plans to set up a plant in Poland, the company has seen international sales grow 41% a year from £13m in 2009 to an annualised £25.7m in 2011.

Fine wine broker 40.42%

HEADQUARTERED in central London Fine + Rare Wines sells 45,000 varieties of high-end wine to trade and individu Investment in the salesforce, the rising price of wine and a doubling of the



100 Branded watch distributor 40.01%

WAITCHES, straps and accessories to suit any budget can be bought from this London retail group. Chairman Marcus Marguiles gives his name to the "Marcus" store on Bond Street which specialises in luxury Swiss timepieces such as Audemars Piguet, Pigaet and Franck Muller. The group also sells less expensive watches under tis Sekonda and Limit brands — more than 17m Sekonda watches are sold every year, and are watches are sold every year, and are concessions workfowlide. International sales grew 40% a year from £1.9m in 2009 to £5.8m in 2011.

RADFORD HIDE Animal skin processor 39.23%

Animal Sán processor 38.22%

BASED in Bradford, this company's three factories handle 20,000 cattle hides and 50,000 sheep and lamb hides each week. The skins are collected from abatroirs before being treated and shipped to tanneries around the world. Its cliens typically use the skins to produce leather typically use the skins to produce the skins to pro

SUN MARK Consumer goods wholesaler 39.19%

ESTABLISHED in 1995. Sun Mark ESTABLISHED in 1995, Sun Mark distributes onsumer goods in emerging markets, mainly in Middle East and Africa. It manufactures and distributes own range products, and organises distribution to behalf of clients including Unilever, Heira, Twinings Tea and Johnson & Johnson on the time it specification of the time it specification of the specific market in the specif 104 TROPICAL MARINE CENTRE Aquarium wholesaler 38.49%

Aquarium wholesaler 38.46%.

IIIIS Hertfordshire-based firm imports tropical fish, corals and molluses from more than 30 locations around the world and sells them internationally. It has been owned by private equity firm LDC since 2009. In April, Cranswick Per Products, the division that makes food for wild birds, was sold for zism to garden centre group Westland. Strong demand accessories, fish, and fish food has driven up international sales 38% a year from £2.9m in 2009 to £5.5m in 2011. The fifm is bed by managing director Paul West. led by managing director Paul West.

SKI & SPORT
Sportswear wholesaler 38.47%

THIS West Midlands firm supplies THIS WEST Midlands firm supplies sportswear and equipment to retailers ranging from Sports Direct and TK Maxx to independent sportswear shops and market traders. It sells licensed items, including Prince footwear and Everlast clothing, and own-branded products throughout Europe. Internationals alses are strong in the Netherlands, Germany and Poland but the firm expects a new licensing deal will lead to greater sales in eastern Europe. Under founder and managing director Glenn Briers, international sales grew 38% a year from £2.1m in 2009 to £4.1m in 2011.

IMAGO GROUP 106

inications group | 38.37% Wide communications group [38.37% LTHS firm selfs video-conferencing equipment. With just over half its sales overseas, Berkshire-based Imago has focused on increasing its presence on the Continent, where it has six offices. It also has operations in China and South Africa Led by managing director Ian Vickerage, overseas turnover grew 38% a year, from \$14.2 min 2009 to £27.2 min 2011, driven by demand for reliable communication without the communication without the communication of the c

ALLMAKES Land Rover parts supplier 38.17%

FROM its headquarters in Abingdon ir Oxfordshire, Allmakes supplies parts and accessories for Land Rovers. The company — which started in 1977 in a room no bigger than a Land Rover — no supplies repairers, parts shops, individuals and even charities such as individuals and even charities such as Oxfam. Managing director Richard Howe puts its growth in international sales down to a gap in the market and the strong reputation of British brands overseas. The company's international sales rose 38% a year from £11m in 2009 to £21m in 2011.

108 PENTLAND GROUP

108 PENTLAND GROUP
Brand manager and retailer | 38.11%,
YOU may not have heard of Pentland
Group, but you probably recognise many
of the clothing and sporrs equipment
of the clothing and sporrs equipment
speeds and Mitre. Founded in 1932,
Pentland's global reach extends across 195
peeds and Mitre. Founded in 1932,
Pentland's global reach extends across 195
countries, with key markets including
mainland Europe, North America and
Asia Pacific. It invested in the Hunter
wellington boot business in 2006 and has
re-established the brand as a fashion
icon. Owmed by the founding Rubin
family and charter by Stephen Rubin, the
company boosted its international sales
38%, a year from E47.1 min 2009 to
6471.3 m in 2011.

109 BET 365 Online bookmaker

38.08%

Online bookmaker | 38.09% |
HIS online bookmaker attracts punters from more than 200 countries. Customers can agamble on a wide range of sports and other events and play online games such as keno and blackied. Bet 365 moved into internet betting in 2001 and launched its first foreign-laugues eites three years later. The company's website is now available in 17 languages with Europe and Asia its main markets. The firm is based in Stoke-on-Trent and owned and run by the Coates family. International sales have rifes a 38% a year, International sales have rifes a 38% a year,

IT consultancy EXCELIAN

FROM its London headquarters, Excelia provides software and consulting in IN SUMMON THE ADDITION THE ADDITION TO SEE THE ADDITION T

37.87%

ORIGINAL ADDITIONS 1111 Beauty products supplier 37.60%

Beauty products supplier | 37.80% LARGER-THAN-LIFE pop star Katy Perry created a fake yelkash range for this Middlessch based beauty products Middlessch based beauty products management buyout in 2004, managing management buyout in 2004, managing director Simon Zussman has focused on developing the firm's key brands of false lashes and nails. International sales grew 38% a year from £2.2m in 2009 to 64.2m in 2011, and its products are stocked by chemists and high-street shops in 40 firm IDC bought a minority stake in the company for an undisclosed amount.

P&B FOODS
Food wholesaler

Four wholesaler 37.26%.
FOUNDED in 1970 by Thakorbha Patel and Mohinder Bhatoa, Bradford-based PRB Foods is a wholesale distributor of mainly Indian ingredients with a sideline in Caribbean products. Lennils, spices, nuts, Indian ingredients with a sideline, in uts, Indian ingredients with a sideline in the State of the State of

AESICA PHARMACEUTICALS Pharmaceuticals manufacturer 37.19%

WITH overseas manufacturing istes in Germany and Italy, Assica makes active ingredients and finished medicines for well-known drug companies and smaller blotech firms. In 2004 chief executive Robert Hardy led a buyout from BASF's British drug, making business, backed by private equity firm LDC. In October last years, Silverdeet, QDC. International sales to areas including mainland Europe and North America have grown 25% a year, from £80.6m in 2009 to £151.7m in 2011.

PENDENNIS
Superyacht builder

FOUNDED in 1988, Fallmouth-based Pendennis builds and refirs huxury yachts. The company attributes the success of sinternational expansion access of the success of the success

PLEXUS COTTON Cotton merchant LIVERPOOL cotton trader Plexus Cotton, run by chairman and founder Nick Earlam, sells cotton trader when we want and owns a network of processing operations in Africa. It supplies cotton seed to African farmers and then buys their harvest for processing, before selling operations in Africa. It supplies cotton seed to African farmers and then buys their harvest for processing, before selling of their processing, before selling operations in the price of cotton has been extremely volatile, which plexus has successfully negotiated, with international sales growing 37% a year, from £169.7 in 10.209 to £138.8 in 12011. It is now developing a risk management tool to help companies cut their exposure to this volatility. 36.86%

THE APM GROUP
Certification scheme manager 36.38%

Deriffication scheme manager | 38.38% |
IN 1993, APM Group chief executive Kichard Pharro founded this firm to develop an accreditation and qualification scheme for PRINCEZ, the UK government's project management system. Mneteren years on, the High Western (1997) | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 19



backpack and holdall maker breached its bank covenants two years ago and went into administration. Rescued by private equity firm LDC, which now owns the company, Antler has since developed its international markets by using its heritage and quintessentially British identity. Its products are designed at the company's base in Bury, Lancashire, and sold in more than 30 countries. It is considered in the company's base in Bury, Lancashire, and sold in more than 30 countries. It is considered in the company's base in Bury, Lancashire, and sold in more than 30 countries. It is considered in the company of the sold in the consideration of the sold in the sold in

BYBOX Delivery systems operator 36.11%

BYBOX chief executive Stuart Miller Co-founded the company in 2000 with the purchase of a French "left luggage" locker manufacturer. Today, the firm has a Europe-wide network of electronically-operated lockers to which Bybox drivers can deliver 2s hours a day. Typically located in a supermarket or petrol station, users access their drop box via a keypad or box of the statement of the statement

119 35.04%

DRAWING on a background in chemi distribution, managing director David Lubbock founded this Guildford-based Luboocx founded this cuiliford-asset company in 2002 Solvents imports be word and stores them in its facilities in Antwerp for delivery throughout Antwerp for delivery throughout and store them in the facilities in Antwerp for delivery throughout to morth and west Africa, the Middle last, the US and the Americas. International sales have grown 35% ayear, from £34.9m in 2009 to £63.7m in 2011.

Waste meat processor 34.98%

Waste meat processor JA.59%. WITH ten sites across Britain, this West Yorkshire firm specialises in managing waste from various sources. They provide skips and wheele bins for household rubbish and collect animal by-production singuisher houses. The company claims it processes 650,000 tonnes of waste every year, extracting 70m litres of fat and providing 130,000 tonnes of ingredients to the pet food industry. Under managing director Daniel Savrij, international sales grew 53% a year from £5.4m in 2009 to £9.8m in 2011.

KILFROST De-icing fluid manufacturer 34.84%

KILFROST's de-icing fluids are used by airlines and airports across the world. It develops and manufactures its products in Newcastle and has partnerships with companies in the US, Belgium and Japan. Customers include British Airways and Air New Zealand, which use its environmentally-friendly range of products. Established in 1932, and now owned by the third generation of the Halbert family, chief executive Gary Usydiate has seen international sales grow 3% a year, from £22.1m in 2009 to £40.2m in 2011.

ONLINE GROUP Logistics provider

34.81%

WORKING round the clock, this family-owned business provides logistics and haulage services to customers worldwide. Headquartered in London, the firm has a base in Dover, allowing for a speedy delivery service to mainland Europe. Its European operation is based in Cologne and the company delivers across Germany and the rest of the EU. Led by chairman Alan Ot-Leary, international sales grew 35% a year from £3m in 2009 to £54 min 2011.



Cool customer: Newcastle-based Kilfrost has been de-icing planes since the 1930s and now supplies its products to airlines and airports around the world

123 34.04%

Fine wine merchant

34,04%

FOUNDED in 1997 by Gary Boom and
Richard Mannell, Bordeaux Index trades
wines from all the well-established
regions of Europe and other select areas
around the world. Headquartered in
London, it sells to 15,000 customers in 140
countries and has offices in Hong Kong countries and nas offices in Hong Kong and Singapore. The Far Fast now account for more than half its sales, thanks largel to the company being one of the first to capitalise on the region's increasing interest in wine. International sales grew 34% a year, from £33.7m in 2009 to £60.5m in 2011.

124 KIVETON PARK STEEL Steel products manufacturer 33.30%

THIS family-owned company was founded in 1922 and is named after founded in 1922 and is named after Kiveton Park in South Yorkshire, where it manufactures steel ber and wire for the world's automotive secto. Originally exporting to mainland Europe, the firm has extended its reach to Mexico, Brzzil, India and China, and now generates two-thirds of its revenue overseas. International sales have risen 33% a year from £12 Im in 2001 to £21.5m in 2011, under managing director Bill Collington.

GOLDCREST

For the second of the second o

SALTS HEALTHCARE Medical manufacturer 33.24%

FAMILY-OWNED Salts Healthcare is led by chief executive and tenth-generation family member Philip Salt. Founded in the early 1700s, the firm established itself the early 1700s, the firm established itse as a surgeons' instrument maker, crutler and toy maker. Today Salts makes and supplies orthotics and stoma care products, such as colostomy bags, from offices in the UK, Ireland and Burope. International sales for the Birmingham based company grew 33% a year from £5.6m in 2008 to £10m in 2010.

127 HAYGROVE Polytunnel supplier 32.87%

BASED in Ledbury, Herefordshire, Haygrove was founded by Angus Davison in 1988 as part of a university project. Originally a strawberry, raspborry and cherry grower, it has diversified into designing tunnels and greenhouses. It exports to mainland Europe, Africa and south America and also makes mobile south America and also makes mobile or a supersistive of the supersistive produce more and better quality fruit and vegetables. International sales have grown 33% a year, from £7.8m in 2008 to £13.8m in 2010.

128 AIRLINE SERVICES Airline services provider 32.82%

THIS Manchester-headquartered company provides aircraft maintenance to 160 airlines, including SAS and Air France. Services include plane cleaning, de-icing, and repairing electronics such as seat-back entertainment systems. The as sear-back entertainment systems. In company has recently increased sales to Germany, the Middle East and the Far East, and exports now account for 46% of turnover. In March, private equity firm LDC bought a minority stake in

the business for an undisclosed sum. Under chief executive Bryan Bodek, international sales grew 33% a year, from £12.7m in 2009 to £22.3m in 2011.

Schools operator 32.41%

Schools operator 224/8;
FORMER chief inspector of schools christ Woodhead founded Cognita in 2004 with backing from Bregal Capital. Through acquisitions, the firm now comprises 54 private junior and senior schools. The majority are in Britain, but it has been expanding internationally since 2006. It has 10 overseas schools — in Spain, Sitiagapore, Thailand and Vietnach Chief and the Christian of the Christian o

Fashion retailer 32.15%

Assistance tailer

JOHNNIE BODEN set up this mail order business in 1991 with just eight titems of menswear, but today it is the women's range that generates most of its turnover. It also sells children's wear, accessories and bags, mainly through its website, and alunched in the Usin 2002. International sales have grown 32% a year, from 161.9m in 2008 to El08.1 min 2010.

131 SEKO LOGISTICS Logistics provider 32.14%

THIS Slough-based business is part of the Scko global logistics network, which has over 120 offices in more than 40 countries. The company transports fashion and lifestyle products for brands such as Bets, Animal and Cath Kidston. It manages the flow of goods from overseas factories to the high street using its own supply-chain software. A separate division buys and distributes products—including champagne and chocolates for private ariffues. Under chairman Mark White and managing director Keith O'Brien, international sales have risen 20% a year from 64.3m in 2009 to 67.5m in 2011.

P&B METAL COMPONENTS Components manufacturer 32.09%

Components manufacturer | scurys |
FOUNDED in 1961 by Peter Bushell, |
FOUNDED in 1961 based PRB Metal Components makes parts used in switches for cars and buildings. It cites a skilled workforce and automated factories as the main reasons it can compete globally. It expanded into east Asia in the early 1996s — China is it alragest, most rapidly-growing market. Now run by Bushell's son Paul, international seles grew 2% a year, from £13.5m in 2009 to £23.5m in 2011.

133 31.88%

Jambuch step operator | 31,88% |
Using only preservative-free, ethicallysourced ingredients in its sandwiches has
proved a success for Pret A Manger. It has
295 outlets in Britain, Hong Kong and
America and recently opened two in
Paris. Started by Sinclair Beecham and
Julian Metcalfe in 1986, Bridgepoint
bought a majority share in 2006 for
2545m. Chile *executive Clive Schlee saw
international sales grow 25% a year, from
24-7m in 2009 to 6604m in 2016.

THE NUTTALL GROUP Display cabinet manufacturer 31.42%

THE next time you buy food from a supermarket deli it may well be displayed in a cabinet designed, manufactured and in a cabinet designed, manufactured and installed by the Nuttall Group. The Leicestershire firm offers a similar service for restaurants and cafes and designs display units for customers such as Monsoon, Boots, and Asda. Under the leadership of co-founder and chairman Alan Nuttall, international sales have grown 31% a year, from El.9m in 2009 to E.2m in 2011. Key overseas markets are Ireland, Sweden, Germany and Dubai.

135 31.37%

FROM its head office in Manchester, Raybum Trading, led by managing director Michael Goldman, sells toileries, cosmetics, condectionery and household goods to the retail, wholesale and commercial sectors. A licensed distributor for companies such as Procter & Gamble, Glaosomithkine, and Unileven in Britain, it also sells its own brand or handle to the process of t

136 ID BUSINESS SOLUTIONS Software developer 30.99

NEIL KIPLING set up ID Busin Solutions in 1989 as a consulta Solutions in 1989 as a consultancy firm for research and development companies and spotted a need for better software for storing, sharing and integrating data. Today, the Guildford firm says it is a leading provider of software to the pharmaceutical, petrochemical and chemical industries, with offices in Britain, France, India, China, Japan, Australia and North America. It has also diversified into healthcare and business information through acquisitions in 200 and 2010. International sales have risen 31% a year from £15.7m in 2008 to £26.9m in 2010. sultancy firm

SKRILL 137 Online payment provider 30.36%

Online payment provider 30.35%

THE London-based online payment provider says 25m people use its technology. It allows anyone with an email address to send and receive money online securely and cost-effectively. Ebay is among those offering it gas a 15% stake in 2007 for a reported 272m. Growth has come from overseas expansion in mainland Europe and America. Nowl ed by chief executive Siegfried Heimgaerther, overseas sales grew 30% a year, from £32.9m in 2009 to £56m in 2011.

RECYCLING UK Recycled materials trader 30.27%

Recyclam (UK was formed in 1982 to buy and sell waste paper within Britain and mailtaind Europe. Since then the Cheshire-based company has seen substantial and continuous growth, expanding into new markets including India. Under founder and managing director Neil Clarke, international sales grew 30% a year from 82.7 m in 2009 to £6.4 m in 2011. This has been driven by long-standing relationships with Dutch clients — who import UK-produced specialist paper — and exports to a Mumbai-based company.

NEXUS INDUSTRIES Electrical manufacturer 29.96%

Electrical manufacturer 23.95%.
FROM well accelete to earphones and TV aerials, Telford-based Nexus Industries designs and makes a but manage designs and makes a but manage designs and makes a but manage of the more than 40 years ago and in 2005 Fpic Private Equity backed a buyout, investing 63.3m for a large minority stake. Sales are global — mainland Europe now accounts for one fifth of international revenue. Under chief executive John Hornby international sales have rises 30% a year, from 64.7m in 2009 to 68m in 2011.

BONBON BUDDIES Confectionery wholesaler 29.77%

SOUTH WALES-headquartered Bombon Buddies is one of Europe's largest licensed brand and novelty confectionery groups. Led by founder and managing director Chris Howarth, the company's 2008 decision to expand across Europe has helped generate international segrowth of 30% a year from ELI-4m in 2009 to ELI-2m in 2011. Bombon Buddies has

eight European sales and warehousing facilities, with global distribution agreements also covering Russia, Chin the United Arab Emirates and Turkey. ion sia, China,

STEETLEY DOLOMITE 141 Steel products maker 29.59%

DERBYSHIRE-based Steetlev Dolomite DERBYSHIRE-based Steetley Dolomite processes dolomite stone from its sites in Durham and Derbyshire. More than Im Durham and Derbyshire. More than Im tonnes of the stone are quarried and heat-treated by the company each year before being exported to mainland Europe, the Middle East, India and southeast Asia, where they are used in furnaces for the production of steel. Formed in 2004 after a management buyout of Lafarge's lime business in the UK, the company's international sales under managing director John Carlill have increased 30% a year, from £9.5m in 2009 to £16m in 2011.

T services provider

144 ERUAVA
IT services provider 28.51%
IT services provider 28.51%
ENDAVA is involved in the design and management of IT infrastructure. Founded in 2000, the London-based company has seven offices across the UK, America, Romania and Moldova. The firm opened a New York office in 2005 or support is investment banking clients that have a presence in both London and America. It says five of the world 510 largest banks are its customers. Led by chief esecutive John Contreell, international sales rose 20% at year from £2.2m in 2009 to £3.6m in 2011.

145 CHARLES TYRWHITT SHIRTS Shirt maker 29.44%

SELLING classic menswear since 1986, this London business is owned and run by Nick Wheeler, who founded it while he was a student at Bristol. Operating as a limited liability partnership, the firm has 1 shops in Britan, though 7 wb, of sales are made online or through mail order catalogues, with sales to France, Germany, Russia and America growing strongly. It also has four shops in the US and one in Paris, run by sister companies. International sales nose 25% a part from £21.3m in 2009 to £35.7m in 2011.

146 DIRECT WINES Wine retailer

29.20%

Wine retailer

THIS firm is the straight to-consumer wine supplier behind brands such as Latihwaites and Virgin Wines. As well as trading through its website, the company runs wine clubs in partnership with newspapers including The Sunday Times, the Wall Street Journal and Die Welt. Its customers span Europe, Hong Kong, Australia and the US. According to chief executive Simon McMutrtie, the firm's US presence has helped convert many beer drinkers into wine connoisseurs. International sales grew 29% a year from ESS.8m in 2009 to £95.2m in 2011.

SALFORD VAN HIRE 147 Vehicle hire 28.99%

Vehicle hire [28.98%.
TALLAN founder and managing director
Raffaello Bacci establishad saing director
Raffaello Bacci establishad saing divantor
Raffaello Bacci establishad saing director
Saing and saing saing



142 HYPERION INSURANCE Insurance intermediary 29.56%

Insurance intermediary [255%]

THIS international group focuses on insurance broking and underwriting. It was formed in 1994 when chief executive David Howden led a buyout from Lloyd's broker SBJ, backed by venture capitalist BP Marsh & Partners. In 2008 it received further private equity backing when 5 ilivested 550m. The London-based company has made acquisitions in emerging markets, particularly in southeast Asia. International sales rose 30% a year, from 642.5m in 2009 to 671.4m in 2011.

143 INTERACTIVE IDEAS Software distributor

Software distributor [23.5%]

NORTH LONDON-based Interactive Ideas distributes IT infrastructure systems, such as Linux, and network management software, through corporate, government and educational resellers. Led by founder and managing director Mike Trup, international sales grew 30% a year from ES.5m in 2009 to 59.3m in 2011 as the needs of existing clients expanded narticularly tin Clients expanded, particularly in Germany — Europe's largest TT market. The firm anticipates more growth there, as well as in Austria and Switzerland.

WESTCOAST 148 Electronics distributor 28.75% ESTABLISHED in 1984, Westo

ESTABLISHED in 1984, Westcoast specialises in supplying IT products to computer resellers in the UK and mainland Europe. Its range includes servers, storage, printers, displays and audio-visual equipment from brand names such as Apple, Microsoft Hewlett-Packard, Samsung and Toshiba. The Reading-based company employs more than 700 staff and is still owned and run by its founder, Joe Hemani. International sales have seen growth of 29% a year from E75.7m in 2009 to E125.4m in 2011.

29.56%

MUNTONS Malt manufacturer

MUNTONS makes and supplies malt-based ingredients to clients including Carlsberg, Kelloggs and Mars, using barley source from writin a 50 mile radius of the firm's from writin a 50 mile radius of the firm's operation of the firm's source of the firm's construction of the firm's construction of the firm's construction of the firm's managing director Alan Bidealph expects overseas asles to continue to grow in North America, where the firm supplies an expanding number of craft brewers, and in Asia where malted cold drinks are popular. Sales have grown 298 at year from E23.1m in 2009 to E38.3m in 2011.

28.73%

MTL GROUP

Dollract manufacture | 28.88% |
THIS Rotherham firm makes aluminium and steel parts for offshore wind farms, construction equipment and military vehicles. Customers include Caterpillar, B&E and Rheimetal, and its exports go to mainland Europe, America, the Middle East and North Africa. MTL says it is the East and North Africa. MTL says it is the first UK firm approved to supply the German equivalent of the MoD. In 2006, Henry Shirman led a management buyou backed by Caird Capital — corporate financiers Dow Schofield Watts also took a stake. International sales grew 29% a year from £2.4m in 2009 to £4m in 2011.

ARGUS MEDIA 151

Energy information provider 28.51%

ARGUS MEDIA sells daily price information as well as news and analytical reports on the international energy markets to the oil industry, traders, banks and governments. Led by chairman and chief executive Adrian Binks, the company has mowed into new markets including biofuel and bioenergy and, together with a growing market share in the oil, gas and fossil fuels markets, this has led to an increase in international sales of 29% a part from E27.8m in 2009 to E45.9m in 2011. The company is planning to open an office in Brazil this year.

152 JW GALLOWAY Beef and lamb producer 28.38%

JW GALLOWAY says it is the biggest meat exporter in Sovdand, slaughtering, processing and selling beef and lamb under the Scotober and Soudamb brands. The family-owned company, based in Stiring, sells anque see and almb to Sainsbury's and M&S, and reckons it Stiring, sells and neckons it Stiring, sells and neckons in Funce, Belgium, Luxembourg, Switzerland and Italy are also buyers, while list tripe products sell in Poland and Hong Kong. Under managing director Robbie Galloway international sales have grown 28% a year from an annualised EZP. Sm in 2009 to 945.9m in 2011.

153

Automotive parts maker 28.24%

OVPRESS has a varied manufacturing istory dating back over a century but nistory dating back over a century but today 85% of the Coventry company's orders are for vehicle bodywork. International sales are driven largely by orders from Renault France and Nissan orders from Renault France and Nissar Barcelona, work secured in part by the firm's achievement of global quality standards. Under managing director Mike Gillett, international sales have grown 25% a year from E5.4m in 2009 te 8.8m in 2011. Worldwide sales are expected to grow further when the company starts work on the new X82 van, the Vauxhall Vivaro, in 2014.

Market research agency 28.21%

Market research agency 28.21%
LONDON-BASED Entomonitor provides
market analysis, demographic and
socio-economic research to help
organisations plan marketing strategies.
Customers range from the blue-chip
companies behind big global consumer
brands to banks and government
agencies. With 10 overseas offices and
strategic analysis in 80 countries.
Euromonitor can provide market research
on 200 countries. Under managiman
Robert Senior, international sales have
grown 28% a year, from 830.6m in 2009
to £50.3m in 2011.

155 ICS GROUP Cooling equipment supplier 28.20%

THIS Southampton-based company makes, sells, rents and services industrial cooling and heating equipment. Its cooling and heating equipment. Its fridges, air conditioning units and heat pumps are used by a range of customers, such as plastics manufactures, pharmaceutical companies and property developers. It also specialises in temperature controlled environments, recently providing cooling equipment for 250 temporary ice-rinks across Europe. Group international sales have grown 25% a year from £5.3m in 2008 to £8.8m in 2016.

156

28.04%

THIS Buckinghamshire company is an intra-ocular lens specialist, having designed and manufactured the first lens, made from perspec, in 1949. These are implanted directly into the eye to improve the vision of people with partial sight or cataracts. The company received US approval for a new lens in 207, becoming the first non-American company in more than 20 years to do so. Under group managing director Alan Dickson, international sales grew 28% a year, from 29.1m in 2008 to £15m in 2010, and the company is targeting the US and Japan for future expansion.

Metal merchant REMET COMPANY 28.00%

THE Remet Company buys non-ferrous metals, including scrap aluminium, copper, lead and zinc, and sells them around the world. Its subsidiary, Avon Metals, produces speciality aluminium alloys and trades in small-volume, high-value metals including titanium and tantalum for customers in the aerospace and automotive industries.

China is a key market and the company has an office in Hong Kong. Led by chairman Walter Reid, overseas sales grew by 28% a year from £80.7m in 2009 to £132.3m in 2011, helped by increases i global metal prices.

OMSONS ONLINE BENEFITS

158 Employee benefits software 27.87%

Employee benefits software [7187].

Employee benefits software [7187].

BM and cisco, use the online system developed by this London-headquarted business to manage staff reward schemes. As well as pensions, benefits may include the software softw

JAC TRAVEL Travel services provider 27.82%

JAC TRAVEL supplies tour operators ar travel companies with rooms in more JAC: IAAVEL Supplies Your Operators and travel companies with rooms in more than 7,000 hotels across 550 cities, and has websites for the German, French and Spanish markets. Two years ago it move America. Other growth areas are the Middle East, India and China. In 2007, private equity firm Bowmark Capital bought a majority stake in an Ellm buyout and since then its chief executive Mario Bodini has overseen growth in intermational sales of 28% a year, from £49.6m in 2009 to £81.1m in 2011.

160 BENOY Architect and designer

ESTABLISHED in 1947 as a small Nottinghamshire architectural practice, Nottinghamshire architectural practice, Benoy now has design studios in London, Abu Dhabi, Hong Kong, Beijing, Shenghai and Singapore. The group specialises in retail and mixed-use design — projects include Ferrari World in Abu Dhabi, and shopping centres in China, Hong Kong Lababa, and shopping centres in China, Hong Kong Lababa, and Shopping centres in China, Hong Kong Lababa, and Laba

OODLAND GROUP Logistics provider 27.44%

DoSTED by educational publishers exporting English language books to China. India and Brazil, the Sasex-based Woodland Group provides international logistics and services to a range of clients. Led by chief executive and chairman Kevin Stevens, the group comprises five divisions: entertainment, specialist, toolstics, global and media. International society of the control of the

FDM GROUP IT services provider 27.03% FOUNDED in Brighton in 1990 as an IT

FOUNDED in Brighton in 1990 as an IT recruitment business, FDM now provides IT services worldwide, offering training and consultancy to more than 200 clients, including UBS, Royal Bank of Scotland and HSBC. Through eadermies in Britain, Germany and America, FDM says it has in Britain, Germany and America, FDM says it has call in Illexion Private as ESBM deal in 2010, is reported to be looking to sell for up to £200m. Under founder and chief executive Rod Flavell, international sales have grown 27% a year from £15.2m in 2009 to £24.5m in 2011.

163 CPL INDUSTRIES Solid fuels supplier 26.93%

THIS Chest Full dustiness makes smokeless fuel products, including kiln-dried logs, wood pellets and special coals. Its customers are supermarket, petrol station and do-it-yourself chains awell as individual home-owners, and its key overseas markets are Francemany and Ireland. Founded in 1995, cernany and Ireland. Founded in 1995, to show the product of social and and Vision Capital, the investment firm. Under chief executive Timothy Minett, the company's international sales have grown by almost 27% a year, from £7.2m in 2009 to £11.6m in 2011, helped by a series of cold winters.

TRAC INTERNATIONAL

Engineering services provide? 28.87%,
ABERDEEN-headquartered Trac
International comprises four companies
that provide a range of engineering
services for oil, gas and
telecommunications customers. Its
energy division inspects and maintains
offshore and onshore facilities and has an offshore and onshore facilities and has a office in Perth, Australia. The group's subsidiary in Shipley, West Yorkshire, specialises in the manufacture of radio-frequency filters for use in the telecoms industry and has offices in Finland, India and China. Founded in 1999 by Daniel Hawthorn, international sales greet 27% a year, from 54.2m in 2009 to 16.7m in 2011.

HL PLASTICS
Plastic goods manufacturer | 26.67%

Plastic goods manufacture | 26.67% CUNNED in 1974 by Michael Bossovorth and Roger Hartshorn, this company manufactures as wide range of specially shaped plastic products at its Derby factory. The main area of growth has been through the launch of a new thermally efficient window system. Other products include fencing and decking for the home and garden, bit fold doors, cararya verandahs and sundecks. International sales have largely been to mainland Europe, and have seen growth of 27% a year, from an annualised £1.4m in 2009 to £2.2m in 2011.

Legal services provider

FORMERLY corporate lawyers with international law firm Slaughter and May, Robert Dow and Chris Millerchip founded this legal services company in 2007. With offices in London and New York, the firm employs more than 100 solicitors, barristers and researchers provide online advice for busy that the company is the company of the company of the company of the company says there are over 3,400 worldwide. International sales have seen growth of 26% a year from 26.5m in 2009 to £10.4m in 2011.

167 ALLAM MARINE

ALLAM MARINE manufactures diesel and

168 SPECSAVERS Opticians THIS Guernsey-based glasses and

THIS Guernsey-based glasses and contact-lens company was started by husband and wife Doug and Dame Mary Perkins on a ping-pong rable in the sparser of the property of the pro

169 CHAMPMAN FREEBO

Beefed up: overseas sales at JW Galloway, which says it is Scotland's biggest meat exporter, have risen 28% a year

Air charter broker

THIS company flew search-and-rescu teams to Japan in the aftermath of the earthquake and tsunami last year. Mo earthquae and sunami last year. More generally the firm provides general gener



PRACTICAL LAW COMPANY Legal services provider 26.41%

170 Chemicals distributor 26.21%

Generator manufacturer 26.39%

ALLAM MARINE manufactures dised an gas generators that supply power in som of the world's harshest environments. Run by father and son Assem and Hab Allam, the Hull-based company makes 30,000 generators ayear. In 2011, Allam Marine supplied power sources for a new hospital in Iraq and provided 250 generators to power telephone masts in lampladesh. Winning business in new Jampladesh. Winning business in Jampl

26.32%

A-GAS INTERNATIONAL
Chemicals distributor 26.09%

BOLLIN GROUP

Consumer goods distributor 25.64%

THIS Macclesfield company distri number of brands, many of them number of draids, many of them associated with outdoor clothes and equipment. They include Victorinox — maker of the original Swiss army knife Ron Hill, Bridgedale and Mountain Roi mil, Bridgedate and worldain Equipment. Its main international market is the Continent, particularly the countries around the Alps, such as Germany, Austria, Switzerland and Italy,

178

WHEN a customer buys a new tractor, Corrubnaite Agricultural will take their old machine in part exchange to ensure it always has a good stock of used equipment. These are then sold to buyers across the globe, with a growing proportion going to emerging markets. Under founder and managing director Strart Corrubnaite, international sales at the Lancashire company grew 28% a year from E.7m in 2000 to E.5m in 2011.

179 Medical device maker



CORNELIUS GROUP

Chemical distributor 18.5.Hs.
COUNDED in 1985, the Cornelius Group distributes industrial chemicals to a broad range of industries, as well as supplying ecologically sensitive ingredients for health and personal care products, such as toothpastes, moisturisers and make-up. It supplies leading global consumer brands and its key overseas markets are the US and Germany, Last year it established a subsidiary, Comelius Polska, in Poland. anticipates continued growth in Poland, offermany and Fance, which have strong cosmetics industries, and also from Japan. International sales grew 26% a Japan. International sales grew 26% a year from £5.3m in 2010 to £8.5m in 2012

171 LIL-LETS GROUP Hygiene products supplier 26.10%

BIRMINGHAM-based Lil-Lets Group launched its range of tampons in 1954. Fifty years later, the firm is a global supplier, with 60% of total sales now generated overseas. Its feminine hygiene products are sold by suppermarkets and chemists across the UK and Ireland, but its biggest market is southern Africa. The Equity, which bought a 45% stake in 2006 in an 180m deal. Under chairman Martin Frost, international sales grew 26% a year from £14.6m in 2008 to £23.2m in 2010.

FOUNDED in Bristol in 1993, A-Gas

FOUNDED in Bristol in 1993, A-Gas International supplies environmentally friendly replacements for CFC chemicals by packing, recycling and distributing a range of gases and chemicals for firms making refrigerators and insulation foam. It has expanded into new markets both organically and by acquisition, recently buying an Australian refrigeration firm. Private equity firm LDC backed a buyout from Growth Capite Partners in April 2011, taking a 62% stake that valued the firm at E7Dm. Under chairman John Rutley, international sales have grown 26% a year, from E2S.4m in 2009 to £40.5m in 2011.

but its products are sold as far afield as central and south America, Japan and Canada. Under chief executive Stephen Cann, international sales grew 26% a year from £6.8m in 2009 to £10.8m in 2011, and the firm is now in the process of setting up a distribution office in the US.

25.31%

AIR Cities AIR CHARTER SERVI

Aircraft chartere 25.31%

PROVIDING aircraft to evacuate 10,000
people from Libya, Egypt and Tunisia
during the Arab spring uprisings, thin
company often works with governments
and relete organisations to deliver aid.
With 15 office sand more than 20 organisations to deliver aid.
With 15 office sand more than 20 organisations to deliver aid.
With 15 office sand more than 20 organisations to deliver aid.
It is office to the company of the around the world and relocated entire businesses from Japan to Hong Kong after the tsunami of March 2011. Founded in 1990 by chairman Chris Leach, international sales grew 25% a year, from £128m in 2010 to £201m in 2012.

175 THE MILL Visual effects provider 24.82%

LED by its co-founders Robin Shenfield and Pat Joseph, The Mill creates digital visual effects—its work has been used in advertising campaigns for Adidas, Nike, Ford, Sony and Barcalyacard. In April 2011 the private equity firm Equistone bought amjority stake in a deal that valued the company at Ellom. It has studies in a uniternational seless erraw 278 a, aprest, from international sales grew 25% a year, from £25.1m in 2009 to £39m in 2011.

JBS INDUSTRIES
Building products maker 24.53%

WEST BROMWICH-based JBS Industries a group of companies that makes and installs a wide range of products for properties such as sliding doors and uPVC and aluminium windows. Under managing director Stewart Houliban, international sales have seen growth of 25% a year from an annualised 61.4m in 2009 to 22.1m in 2011. This growth has largely been driven by its subsidiary, Nico Manufacturing, which designs a range of hinges and fittings for the window, furniture and building industries and sells them to customers throughout the world.

DIRECT FERRIES
Ferry ticketing website 24.39%

Perry ticketing website | 24.39% |
DIRECT FERRIES' website lets travellers compare and book ferries on more than 1,000 routes in Europe and north Africa. The website has localised versions in 19 countries and 15 languages, and last year the company launched a ferry booking site for mobile devices. Chief executive Howard Davies founded his ticketing company in 1999, moving the business online three years later. Adding more routes and improving its website have helped international sales rise 249% a year from £17.6m in 2009 to £27.2m in 2011. Overseas revenue represents total ticket sales rather than commission.

CORNTHWAITE

Farm equipment retailer 24.16%

OWNING a pharmacy in the Belfast uburbs in the 1970s, Thomas Eakin saw he problems some customers had with

stoma devices — so he turned the terraced house next door into a factory to make better products. Today the company — which is now directed by his sons, Jeremy and Paul — manufactures and supplies ostomy and stoma products to 30 countries worldwide. Thanks, in part, to acquiring the Cardiff company Pelican Healthcare in 2007, and to international sales have seen growth of 24% a year from £13.4m in 2009 to £20.7m in 2011.

180 RAMSDEN Food wholesaler

24.05%

RAMSDEN BIOLINGS' subsidiary,
Ramsden International, deals with all the
RAMSDEN BIOLINGS' subsidiary,
Ramsden International, deals with all the
products primarily to stores serving
British expariate communities. Under
managing director Sean Ramsden,
international sales have grown by 24%
a year from E27m in 2009 to 841.5m in
2011. The Grimsby company attibutes
this growth to favourable exchange
rates, its range of more than 23,000
different items, and a strategy of advising
clients on all aspects of buying and selling
Ramsden products.

CROMWELL GROUP 181 Equipment supplier 23.90%

Enjument supplier 28.96%
WHEN managing director Michael Gregory started his tool and engineerin equipment shop in 1970, he had only to employees. Tools, who Leicksets be usine says it is Europe's biggest independent tools, employing more than 1700 staff, tools, employing more than 1700 staff, countries around the world, including in South Africa, India and China, in addition to distributions and representatives throughout Europe, the Middle East, Africa and Asia. International sales have seen growth of 24% as year from £18-m in 2009 to £28.2m in 2011.

182

Recruitment consultancy 23.88%

ESTABLISHED in 1988, WA Consulants exeruits permanent and contract staff in T. R&D at technology. It consulants range from finding single engineers to range from finding single engineers to recruiting large teams, both on and off-site. Headquartered in Exeter, the company operates internationally, supporting more than 30 customers, including several companies quoted on America's Nasdaq stock exchange. Under managing director David Richardson, international sales have grown 24% a year from ES.7m in 2009 to EB.7m in 2011.

183 A1 PHARMACEUTICALS Pharmaceuticals distributor 23.72

Pharmaceutical stiributor [23.72

THIS Esseys pharmaceutical wholosaler supplies prescription drugs and other products to pharmacies, care homes and private hospitals around the world. The company's main market is Europe, where its key ranges include diabetic and nutritional products and surgical dressings. Under founder and managing director Gay Lewis, international sales have risen by 24% a year from £5.9m in 2010 to 59.2m in 2010.

184 ZAHA HADID

23.51%

Architet 23.5% architectural practice has, in the past, generated up to 90% of its revenue from clients outside Britain. Zaha Hadid now has 400 staff, working from offices in London, Hamburg, Rome and Begling, During the recession, the practice refocused business development from Dubai to Egypt, Saudi Arabia and mainland Europe, in order to find work so that it could hold on to staff. Chief financial officer Roberto Sforza says the practice's international reputation has helped its overseas sales to grow by 24% a year from 24.5m in 2009 to £37.4m in 2011.



23,46%

Potato marketing [73,4%].

THE heart and soul of this Yorkshire family business are potatoes, which it supplies in all shapes and sizes. Clients include global food manufacturers such as Heinz, which sells frozen potato products under the Aunt Bessie's label. Led by managing director David Higgins Led by managing director David Higgins, the company set up its French operation Pommies in 1994 and more recently it has expanded into new markets such as Russia and eastern Europe. International sales grew 23% a year from an annualised £8.2m in 2009 to £12.5m in 2011.

HAMMER TT storage distributor 23.44%

IT storage distributor

The Marker Din Rasingstoke, Hammer customises, distributes and supports data storage products. It is led by founder and manging director James Stidwill, and its customers range from cinemas wanting to store digital film to companies storing their backed-up data. Sof ar, European expansion has been led by existing customers, but Hammer is now looking to expand into the less developed eastern European market. With offices in Sweden, Belgium, Italy and the Netherlands, international sales have grown 28% a year from £18.2m in 2009 to £27.7m in 2011.

187

THE Union Jack labels on bottles of Morris Lubricants distinguish this

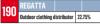
188 SRG APPAREL 23.23%

PRESIDENT FEBRUARY PRESIDENT AND THE STANDING THE SET AND THE STANDING THE SET AND THE STANDING THE STANDING

Bangladesh. With customers including high street retailers in France, Germany and Italy, international sales grew 23% a year from £12m in 2009 to £18.2m in 2011.



CO-FOUNDED in 1985 by managing director Alan Wells, Sauflon is one of Britain's largest suppliers of contact leness to retailers such as Specsavers and Vision Express. Benefiting from a growing demand for disposable leness, Sauflon says it has taken market share from competitors, especially on the Continent, through a combination of cutting-edge rethnology and allow of some control of the continent of the conti CO-FOUNDED in 1985 by r



Dutdor clothing distributor | 22.79% |
FAMILY-OWNED Regatta supplies value-for-money outdoor clothing, using its own innovative technologies to produce fabrics such as loses, which is supplies to the control of the c

Frozen seafood wholesaler 22.39%

Frazen seafond wholesaler | 22.9% |
THIS Manchester-headquartered firm seels more than 1,000 lines of seafood, poultry, vegetables and finger foods, including samossa and spring rolls. In 2000, it opened its own El0m produces abstring processing line, a batchery and a deep-sea fishing fleet, supplementing its various partnerships with producers in China and Vietnam. Seamark has a customer base of retailers, wholesalers and distributors throughout the world, but Germany and the Beneltu countries form its key markets. International sales have grown by 22% a year, from 53.6m in 2009 to 648.9m in 2001 to 648.9m in 2001 to 648.9m in 2001 to 658.0m in 2009 to 648.9m in 2011.

192 WORLDMARK
Electronics manufacturer 22.28% FROM its roots as a label-printing business, Worldmark now creates sophisticated technology to protect



Healthy figures: Virgin Active has

branded goods. It supplies intelligent baroode labels and security tags to the electronics and telecommunications industries to help deter counterfeiting and theft. The products are made at the company's facilities in Britain, Hungary, Mexico, China and America. In 2007, the private equity firm Equistone bought the business from its person Bridgepoint and HG Capital for an undisclosed amount. Under chief executive BIII Graham, international sales have grown 22% a year, from £66.6m in 2009 to £99.6m in 2011.

193 BEARDOW ADAMS
Adhesives supplier 22.27%

Admissible adhesives for packaging, labelling, woodworking, bookbinding and product assembly to customers such as Unilever and Coca-Cola. Its products are

manufactured in Spain and Milton
Reynes and the company recently
acquired a plant in Sweden. At least 75%
of sales are generated overseas and
demand is growing, helpings, 25% a year,
from \$30.6m in 2009 to £45 m in 2011.

194 CHARLES WELLS
Brewer 22.10%

Brewer 22.10%.

THIS fifth-generation family brewer supplies beers such as Young's, Courage Directors and Wells Bombardier to more than 40 countries. It is also a licensed brewer of international brands such as the Spanish lager Estrella Damm and Japan's Kirin Ichiban. Charles Wells rum more than 200 pubs in Brittain and has eight in France for homesick tourists or

curious locals. With chairman Paul Wells at the helm, international sales have grown 22% a year from £7.3m in 2009 to an annualised £10.9m in 2011.

195 Mail order agency 21.90%

Mall order agency 2159%. ITHIS family-owned company sells household goods through its website and via mail order catalogue. The product categories include kitchen and dining, home and office, garden, jewelley and health and fitness. John and Jane Dashper's company also sells furniture, which it designs and makes itself. Founded in 1981, and based in Loughborough, Leicestershire, Premier Edition relies on exports for 40% of its turnover. International sales have increased 22% a year, from £8.2m in 2008 to £12.2m in 2010.

196 Stairlift manufacturer 21.71%

BASED in West Yorkshire, this company first set up shop in 1982, refurbishing used stairlifts. Eventy years on, the firm now designs, manufactures, first and services three different kinds of stairlift owns at standard straight-railed or version, a bespoke stairlift to be used on the stairlift of the company of the stairlift of the company of the stairlift of the company of the company's sales are generated overseas, with its main markets being America, Canada, Australia and New Zealand. International sales have grown by 22% a year, from 530.7m in 2009 to 645.5m in 2011.

197 Specialist glove maker

consumer, medical and industrial sectors
Although Britain is still its largest
market, the company's manufacturing
partnerships in Sri Lanka, Malaysia and
China help it to meet demand from
mainland Europe and the rest of the
world. International sales have seen
growth of 21% ayear, from £4.3m in 2009
to £6.3m in 2011, and managing director
Mark Holdaway is looking for new export
opportunities.

198 VIRGIN ACTIVE

Health club operator 12.33%
PART of Sir Richard Branson's Virgin
Group, Virgin Active operates 131 overseas
health clubs around the world serving
more than half a million members. The
company operates three clubs in
Spain, 24 in Italy and 92 across South
Africa. In August 2011, private equity firm
CVC Capital Partners acquired a
controlling state, which valued the
company at 5900m. Led by chief
executive Matthew Bucknall, Virgin
Active's international sales have grown
by 21% a year from £194.6m in 2009 to
£286.5m in 2011.

Meat wholesaler 21.21%

ORIGINALLY a stall in London's Smithfield meat market, this firm now imports, processes and exports meat around the world. Its customers range around the world. Its customers range from small shops to large chains such as Aldi and Lidl, with central Europe and Scandinavia its main markets. Overseas growth has been boosted by favourable exchange rates and the acquisition of a processing plant in Yorkshire in 2004, which increased the group's product range. Under founder and managing director George Abrahams, international sales grev 21% a year from 18.2m in 2009 to an annualised ed 12m in 2011.

200 GHD

Hair products supplier

THIS Leeds company was formed in 2001 when the co-founders bought the rights to a particular type of hair-styling iron from a South Korean inventor. Today, the name is practically synonymous with the product, and "GHIS" are sold worldwide—mainly through salons and a website—mainly through salons and a website of the salons which was a salon which will be a salon which we have a salon which which which which we have a salon which which which which which which we have a salon which w

THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 200

The inaugural International Track 200 league table and awards programme is compiled and run by Fast Track, Britain's leading networking events and research company that focuses on top-performing private firms and entrepreneurs. Fast Track researches and publishes seven annual league tables with The Sunday Times, ranking Britain's top private companies by growth or size. I runs invitation only dinners for their

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Issued by HSBC Bank plo AC24210