

# International Track 200 national press release

Sunday 7 July 2013



## BRITAIN'S PRIVATE COMPANIES WITH THE FASTEST GROWING INTERNATIONAL SALES REVEALED

Britain's private companies with the fastest-growing international sales are revealed today in the fourth annual **Sunday Times HSBC International Track 200**.

The league table ranks companies according to growth in international sales over the last two years of available data. It features a diverse range of companies, including high-street optician **Specsavers**, Wellington boot maker **Hunter Boot**, and marketing agency **aka**, which promotes the hit musical Jersey Boys.

The top-ranked company is energy-efficiency specialist **Mark Group**, which insulates more than 7,000 homes and businesses, across three continents, each week. The Leicester business has grown international sales by an average of 513% a year, from £722,000 in 2010 to £27.2m in 2012.

Despite the weak domestic economy, the 200 companies on the league table grew their international sales over the last two years by an average of **44%** a year to a total of **£8.2bn**. They employ more than **130,000** staff, having added more than 31,000 jobs during this time, some as a result of acquisitions. There are 107 manufacturers in the list, 80 of whom make products in the UK.

The International Track 200 is sponsored by **HSBC** and compiled by **Fast Track**, the Oxford-based research and networking events company.

Dan Howlett, head of corporate banking in the UK for HSBC, commented:

*"It should be a massive boost to confidence to see so many dynamic privately-owned British companies – including many which HSBC has helped to support – making such a positive contribution to the UK economy, despite continued tough trading conditions."*

### Top ten companies on the International Track 200 league table

Rank [2012 rank]	Company Activity	Location of HQ	Annual int'l sales growth over 2 yrs	Int'l sales (£000)	Total sales (£000)	Staff	Latest FYE‡	Comment
1	<b>Mark Group</b> Energy efficiency specialist	Leicester	513%	27,181	190,941	1,639	Mar 12	Insulates more than 7,000 homes and businesses, across three continents, each week
2	<b>TBG</b> Online advertising agency	Central London	444%	†45,730	†68,269	140	Dec 12	Delivers social media advertising campaigns for global brands, such as Heineken
3	<b>Protection Vessels International</b> Maritime security provider	Luton	405%	39,093	49,278	36	Dec 11	Has offices in the US, Hong Kong, Singapore and Tokyo and operational hubs in Oman and Sri Lanka
4	<b>Paragon Electronics</b> Contract electronics manufacturer	Bedford	289%	10,272	30,248	331	Sep 12	Acquired a factory in Czech Republic in 2007
5	<b>Spencer Ogden</b> Recruitment agency	Central London	237%	†17,500	†32,445	220	Dec 12	Opened offices in Cape Town, Dubai and Singapore this year

Rank [2012 rank]	Company Activity	Location of HQ	Annual int'l sales growth over 2 yrs	Int'l sales (£000)	Total sales (£000)	Staff	Latest FYE‡	Comment
6 [6]	<b>Writtle Holdings</b> <i>Media investor</i>	Central London	226%	15,107	88,865	837	Dec 12	Has offices in Hong Kong and India
7 [16]	<b>Barrett Steel</b> <i>Steel stockholder</i>	Bradford	198%	27,277	261,251	970	Sep 12	Supplies steel to offshore energy markets
8	<b>Freshlinc</b> <i>Haulier</i>	Lincolnshire	188%	10,666	43,592	267	Jan 12	Transports fresh produce from the Netherlands, Spain, Germany and Belgium to Britain
9 [1]	<b>Essence</b> <i>Digital marketing agency</i>	Central London	184%	89,060	119,114	157	Mar 12	Has offices in New York, Seattle, San Francisco and Singapore
10 [90]	<b>Senergy Holdings</b> <i>Energy consultancy</i>	Aberdeen	181%	†54,956	†128,000	675	May 12	Worked on 1,460 projects across 84 countries in 2012

‡ FYE (financial year end) of latest available accounts

† Draft figure

## KEY FINDINGS

**Overseas markets:** The majority of companies sell to mainland Europe (171 firms), making it the most popular overseas market, followed by North America (103) and Asia (87). More than a quarter of firms trade on four or more continents, including insurance group **Hyperion**, which has 71 offices in 28 countries.

Half the companies plan to expand in emerging markets, with China and India in the top 3 countries for future growth. For example, retailer **Cath Kidston** is eyeing expansion in China and opened its first stores there this year. South America is cited as a key future market by 53 companies (up from 31 last year), including valve maker **Severn Glocon** and gaming technology company **Inspired Gaming Group**.

**British engineering:** Britain is renowned for its high-quality engineering, and there are 44 engineering firms this year, more than double the number last year (19). They include companies making high-tech car parts, and valves and pumps for the energy sector. Examples include subsea engineering specialist **SMD**, which makes remotely operated vehicles, and advanced materials company **Formaplex**, which built a chassis for the supersonic car Bloodhound SSC and makes components for Formula One teams.

**Creative, media and entertainment:** Britain has a reputation for its creative excellence and there are 14 companies providing services and equipment to the marketing, media and entertainment industries. They include firms that sell film rights, stage events and produce television shows. An example is visual effects creator **The Mill**, bought in 2011 by private-equity firm Equistone in a deal valuing the company at £119m.

**Growth by acquisition:** 43 companies have bought or partnered with businesses to expand internationally, while 64 say they are planning overseas acquisitions or joint ventures. They include financial information provider **Markit**, whose international sales climbed to £251.1m in 2011 following acquisitions in the US.

**Brand Britain:** Britain has already had a prominent position in the world of fashion and design. Examples include wellington boot maker **Hunter Boot**, which generates more than half its £78m sales overseas, and iconic footwear brand **Dr Martens**, which reached the £100m export mark last year.

**Regions:** The majority of the companies on the league table are headquartered in London (54), the northwest (31) and the southeast (30). Of the remainder, 26 are based in the Midlands, 24 in the northeast and Yorkshire, 13 in the southwest and Channel Islands, 12 in Scotland, seven in the East, two in Wales, and one in Northern Ireland.

The full league table is published within the business section of **The Sunday Times** on 7 July, both in print and on the iPad/tablet edition, and on [www.fasttrack.co.uk](http://www.fasttrack.co.uk).

See Appendix for the full league table.

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PLEASE CREDIT IN FULL: "THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 200"

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### **Notes for editors**

**Fast Track** has published league tables of top-performing private companies with **The Sunday Times** for the past 17 years. Its invitation-only dinners provide a valuable opportunity for entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

### **League table criteria**

Companies had to be registered in the UK and be independent, unquoted and ultimate holding companies. Companies are ranked according to the compound annual growth in their international sales over two years, based on their latest available figures (either 2009 to 2011, 2010 to 2012, or 2011 to 2013). The research therefore carries the caveat that their performance may have changed since. Total sales had to be at least £25m and international sales at least £1m in the latest financial year.

The research was carried out by Fast Track principally between February 2013 and May 2013 and was based on limited available data on international sales. Companies filing abbreviated accounts are not required to disclose any geographical breakdown of sales, while many companies filing full accounts do not make this disclosure because it may be prejudicial to their interests.

The sponsors do not endorse, guarantee or recommend investment in any of the companies.

### **About HSBC**

HSBC is the title sponsor of the fourth annual Sunday Times HSBC International Track 200. It is a principal member of the HSBC Group, one of the world's largest banking and financial services organisations, with around 6,600 offices in over 80 countries and territories. HSBC Bank offers a full range of business banking solutions, delivered locally, drawing on the truly extensive global network of the HSBC Group.

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

## Appendix: The 2013 International Track 200 league table

Rank [2012 rank]	Company Activity	Location of HQ	Annual int'l sales growth over 2 yrs	Int'l sales (£000)	Total sales (£000)	Staff	Latest FYE <sup>†</sup>	Comment
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10 [90]	<b>Senergy Holdings</b> <i>Energy consultancy</i>	Aberdeen	181%	†54,956	†128,000	675	May 12	Worked on 1,460 projects across 84 countries in 2012
11	<b>Boodles</b> <i>Jewellery designer</i>	Liverpool	177%	13,747	48,149	91	Feb 12	Its jewellery is finding favour with buyers from America, China, Russia and the Middle East
12	<b>Oliver Twinsafe</b> <i>Valve manufacturer</i>	Cheshire	167%	18,498	25,320	52	Sep 12	Customers include Brazil's biggest company, Petrobras
13	<b>Global Personals</b> <i>Online dating services provider</i>	Windsor	159%	5,520	30,669	110	Aug 12	Plans to launch up to 650 sites in the US and is set to open an office in California
14 [32]	<b>CTC Aviation</b> <i>Airline pilot trainer</i>	Southampton	156%	4,082	27,942	344	Jun 12	Provides pilot training for Qatar Airways and Oman Air
15	<b>Technicon Design</b> <i>Car-design recruitment agency</i>	Luton	156%	28,235	29,478	235	Dec 11	Design professionals supplied by this firm worked in Munich on the relaunch of the BMW Mini
16	<b>American Golf</b> <i>Golf equipment retailer</i>	Warrington	143%	8,133	108,166	756	Jan 12	Has more than 100 outlets across the UK and Ireland
17 [44]	<b>Interport</b> <i>Pharmaceuticals wholesaler</i>	South London	134%	75,384	103,728	89	Mar 12	Wholesales pharmaceuticals to Europe, Dubai and Angola
18	<b>Cardinal</b> <i>Shop fitter</i>	West Yorkshire	133%	8,985	32,283	150	Dec 11	Fits out shops and offices in Europe, Australasia and the Far East
19	<b>Skyscanner</b> <i>Flight search engine</i>	Edinburgh	130%	21,164	33,479	158	Dec 12	Operates in 30 markets and has offices in Beijing, Singapore and Miami

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20	<b>musicMagpie.co.uk</b> <i>Online entertainment trader</i>	Macclesfield	126%	17,941	63,757	850	May 12	Resells household items, such as CDs and DVDs, in more than 150 countries
21	<b>Hotter Comfort Concept</b> <i>Footwear manufacturer and retailer</i>	Lancashire	125%	4,151	68,970	588	Jan 12	Recently launched its comfortable shoe brand across America
22	<b>Matrix Polymers</b> <i>Plastic powder producer</i>	Northampton	119%	47,459	60,582	132	Dec 11	Makes coloured plastic powder in plants in Poland, Australia, New Zealand and Malaysia
23	<b>Midwich</b> <i>Audio-visual products distributor</i>	Norfolk	116%	†25,944	†210,899	364	Dec 12	Uses 8,000 resellers in the UK, Ireland, France, Australia and New Zealand
24	<b>Dawnus Construction</b> <i>Civil engineering contractor</i>	Swansea	115%	83,655	177,989	1,587	Dec 12	Half of this Swansea firm's sales are generated in Africa
25 [51]	<b>Engine Group</b> <i>Marketing agency</i>	Central London	107%	†22,421	†91,119	910	Dec 12	Has expanded overseas by acquiring companies in the US and China
26	<b>Freeworld Trading</b> <i>Dried fruit and nut wholesaler</i>	Edinburgh	106%	23,290	71,578	19	Jun 12	Says it trades more than 20% of the world's Brazil nuts
27	<b>Practicus</b> <i>Management consultancy</i>	Henley	106%	6,688	36,733	69	Dec 12	Has offices in Sydney, Melbourne and Hong Kong
28	<b>Canburg</b> <i>Luxury furniture manufacturer</i>	Wiltshire	106%	†*12,540	†*32,488	254	Dec 12	Planning to open more showrooms in the Middle East and China
29 [10]	<b>aka</b> <i>Entertainment marketing agency</i>	Central London	104%	21,215	49,005	194	Dec 12	Promotes shows and cultural events in the UK, US and Australia
30 [150]	<b>MTL Group</b> <i>Contract manufacturer</i>	Rotherham	102%	7,334	49,040	344	Mar 12	Exports to Europe, America, the Middle East and South Africa
31	<b>Bellville Rodair International</b> <i>Freight forwarder</i>	Central London	101%	53,732	59,646	143	Dec 12	Has 24 offices globally, including recent entries into Turkey and Brazil
32	<b>Berwin &amp; Berwin</b> <i>Clothing manufacturer and distributor</i>	Leeds	101%	15,167	50,564	650	Dec 11	Makes 16,000 garments a week at sites in Hungary and China
33	<b>Tandom Metallurgical Group</b> <i>Metal processor</i>	Cheshire	101%	11,240	44,037	54	Aug 12	Supplies metal used to make automobiles in Germany
34	<b>Inspired Gaming Group</b> <i>Gaming technology provider</i>	Central London	100%	*25,293	*116,975	1,312	Sep 12	Supplies gaming operators such as China Sports Lottery and Sisal in Italy
35	<b>Apricot</b> <i>Fashion retailer</i>	Central London	99%	†3,600	†25,000	130	Feb 13	Success in Germany has led to Apricot entering Italy and Austria
36	<b>Square 1 Products</b> <i>Computer hardware distributor</i>	Cheshire	99%	10,041	26,793	30	Jun 12	Recently opened a second office in mainland Europe
37	<b>Macdonald Humfrey (Automation)</b> <i>Technology systems integrator</i>	Luton	98%	3,665	32,947	197	Dec 11	Has opened an office in Singapore
38	<b>Special Piping Materials</b> <i>Pipes and fittings supplier</i>	Manchester	90%	†24,131	†36,097	46	Dec 12	Plans to open a base in South America this year

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39	<b>Erben</b> <i>Packaging manufacturer</i>	Ipswich	89%	4,410	26,080	33	Dec 11	Its key markets are North America, South Africa and Ireland
40	<b>Elbrook Cash and Carry</b> <i>Cash and carry wholesaler</i>	South London	89%	13,760	129,217	66	Jul 12	Exports alcoholic drinks to Europe
41	<b>Frequency Telecom</b> <i>Mobile accessory distributor</i>	Southwest London	89%	17,806	27,279	44	Mar 12	Supplies retailers in 50 countries, mainly in the UK, Scandinavia, Russia and Germany
42 [79]	<b>Meade-King Robinson &amp; Co</b> <i>Chemicals supplier</i>	Liverpool	88%	8,993	59,901	32	Mar 12	Has experienced strong growth in sales to Europe and China
43	<b>Avalon</b> <i>Entertainment producer and manager</i>	Central London	85%	†18,252	†68,701	100	Jun 12	Its successful 'Workaholics' comedy series was signed up for another two years in the US
44 [3]	<b>Wiggle</b> <i>Online sports goods retailer</i>	Portsmouth	84%	71,517	118,617	211	Feb 12	Ships cycling, running, swimming and triathlon accessories to 95 countries
45	<b>Formaplex</b> <i>Tooling manufacturer and moulder</i>	Hampshire	84%	7,348	26,716	124	Jun 12	Makes components for international motor racing teams
46 [53]	<b>Ligentia</b> <i>Supply chain manager</i>	Leeds	83%	†10,200	†59,573	288	Dec 12	Opened its first Australian office last summer
47 [19]	<b>Hunter Boot</b> <i>Wellington boot retailer</i>	Edinburgh	83%	41,667	77,959	73	Dec 11	More than half of sales are overseas, in the Far East and America
48	<b>Samuel Taylor</b> <i>Precision components manufacturer</i>	Worcestershire	81%	21,583	25,362	77	May 12	85% of products are exported worldwide
49	<b>Britannia Superfine</b> <i>Confectionery manufacturer</i>	East Sussex	80%	6,237	26,568	106	Dec 11	A £1m upgrade of its factory helped grow exports to Europe
50	<b>Abbey Forged Products</b> <i>Steel forging</i>	Sheffield	80%	†9,233	†41,246	175	Oct 12	Forges steel components for oil and gas multinationals such as Shell and BP
51 [35]	<b>Amor Group</b> <i>Business technology provider</i>	Glasgow	79%	7,700	59,227	495	Dec 12	Has offices in Dubai and the US
52 [5]	<b>Ward Recycling</b> <i>Metal and waste recycler</i>	Derbyshire	78%	37,986	104,114	168	Mar 12	Exports to areas including Asia and the Pacific Rim now make up over a third of turnover
53	<b>Stage Electrics</b> <i>Stage equipment supplier</i>	Bristol	78%	2,311	29,912	239	Jan 12	Installs AV equipment across the Gulf States from its Dubai office
54	<b>Joseph Joseph</b> <i>Household goods maker</i>	Central London	77%	23,128	31,323	52	May 12	Sells in 98 countries with America accounting for 21% of turnover
55	<b>Leisure Pass Group</b> <i>Tourism marketing manager</i>	Central London	77%	11,937	35,841	13	Dec 12	Provides tourists with attraction passes and other services in London, New York, Paris and Berlin
56	<b>JML</b> <i>Household goods supplier</i>	Central London	77%	24,301	85,156	270	Dec 12	Its products are sold in around 90 countries through stores, catalogues and online
57 [134]	<b>The Nuttall Group</b> <i>Display cabinet manufacturer</i>	Leicestershire	76%	3,653	61,793	489	May 12	Supplies global businesses such as Claire's, Poundland and Sketchers
58 [33]	<b>Tristar</b> <i>Chauffeur services provider</i>	West London	76%	6,542	42,269	617	May 12	Provides chauffeur travel from airports in more than 80 countries



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59	<b>Treadsetters</b> <i>Tyre wholesaler and manufacturer</i>	Telford	74%	31,357	71,213	33	Mar 12	Exports tyres to 35 countries and is the agent for a Chinese budget tyre brand
60	<b>Dale Power Solutions</b> <i>Power service provider</i>	Scarborough	73%	11,597	30,778	205	Dec 11	Has a growing presence in overseas markets, particularly the Middle East
61	<b>Brand Addition</b> <i>Branded merchandise supplier</i>	Manchester	73%	25,113	50,624	145	Dec 11	Sells across Europe, and is planning to expand into Brazil, Russia and Asia
62 [27]	<b>Longfield Chemicals</b> <i>Plastics distributor</i>	Cheshire	72%	11,714	72,206	18	Oct 12	Is helping Eastern European customers to increase the quality of their packaging
63	<b>Dron &amp; Dickson</b> <i>Electrical equipment supplier</i>	Stirling	71%	2,003	36,589	140	May 12	Has an office in Dubai and last year bought a company in Abu Dhabi
64 [15]	<b>Global Medics</b> <i>Medical recruitment agency</i>	West London	71%	28,146	40,069	97	Mar 12	Two-thirds of business come from overseas
65	<b>prosource.it</b> <i>IT services provider</i>	Aberdeen	69%	11,259	30,389	273	Jun 12	Has offices in Houston, Dubai and Calgary, and provides IT services to Angola, South Korea and Australia
66	<b>Zenith International</b> <i>Freight forwarder</i>	Bradford	68%	4,995	26,428	18	Mar 12	Organised the shipping of a crane, built in Sunderland, to a port in Shanghai
67	<b>The Change Organisation</b> <i>Computer distributor</i>	Kent	68%	2,743	29,574	46	Mar 12	Created an international sales team and expanded its presence in Latvia to service the Baltic states
68	<b>Vohkus</b> <i>Computer hardware reseller</i>	Hampshire	66%	2,346	36,798	83	May 12	Plans to open offices in the US and Singapore
69	<b>The Licensing Company</b> <i>Brand licensing agency</i>	West London	65%	29,511	37,534	70	Mar 12	Has offices in New York, London, Paris, Munich, Shanghai, and Tokyo
70	<b>Uneek Clothing</b> <i>Clothing distributor</i>	Northwest London	65%	1,873	30,009	75	Mar 12	Sells to wholesalers and distributors in France and Germany using telesales teams based in London
71	<b>The Fielding Group</b> <i>Clothing manufacturer</i>	Dunstable	64%	8,789	83,522	4,953	Mar 12	Factories in Bangladesh and Sri Lanka employ 5,350 people and it makes 300,000 garments each week
72	<b>AJ Power</b> <i>Diesel generator manufacturer</i>	Northern Ireland	64%	26,486	32,051	74	Jun 12	Its products are sold in more than 75 countries
73	<b>The Dreyfuss Group</b> <i>Wrist watch manufacturer</i>	Central London	63%	†5,425	†25,850	96	Dec 12	Sells watches in 45 countries including India, Germany, Russia and China
74	<b>GT Group</b> <i>Precision engineer</i>	County Durham	62%	14,773	26,033	245	Oct 11	New European legislation on vehicles' emissions boosted overseas sales
75	<b>Oliver Valves</b> <i>Valve manufacturer</i>	Cheshire	62%	24,033	29,731	142	Sep 12	Sales to Norway, China and Brazil have boosted exports
76 [34]	<b>Swan Mill Holdings</b> <i>Paper tableware manufacturer</i>	Southeast London	61%	4,452	43,205	222	Mar 12	Supplies paper products worldwide from its distribution hub in Hong Kong
77	<b>Deltaform</b> <i>Plastic packaging manufacturer</i>	Somerset	61%	1,749	28,419	223	Apr 12	Its main overseas markets are Holland and Ireland
78	<b>Staffgroup</b> <i>Recruitment agency</i>	Central London	60%	26,320	34,230	73	Dec 12	Opened a subsidiary in Berlin this year, expanding its presence in Germany

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79 [22]	<b>Kelway</b> <i>IT services provider</i>	Central London	60%	49,053	350,710	742	Mar 12	Has offices in the Middle East, Africa, Singapore and Ireland
80	<b>Morelli</b> <i>Paint wholesaler</i>	North London	60%	3,258	35,005	208	May 12	Sells paint to suppliers in Ireland, mainland Europe and Australia
81 [58]	<b>Summit Medical</b> <i>Medical products manufacturer</i>	Cheltenham	59%	17,782	27,451	260	Mar 12	Opened a new office in Sydney last year
82 [67]	<b>Axis Intermodal</b> <i>Transport asset manager</i>	Oxfordshire	58%	21,253	32,559	57	Mar 12	International sales have been driven by revenue from its German subsidiary
83	<b>Fircroft</b> <i>Technical HR services provider</i>	Warrington	58%	268,682	725,402	404	Aug 12	Has recently opened offices in Iraq, Norway, Poland and Trinidad and Tobago
84	<b>Brand Slam</b> <i>Brand management agency</i>	Central London	56%	66,211	95,630	158	Dec 11	Trades in 52 countries and has recently launched e-commerce websites in the US and EU
85 [17]	<b>VPS Holdings</b> <i>Property security specialist</i>	North London	56%	120,172	167,307	1,624	Mar 12	Its core overseas markets are France, Germany and the US
86	<b>Ardour World</b> <i>Metal trader</i>	Northwest London	56%	64,989	64,989	10	Mar 12	Has set up a subsidiary in Hong Kong to grow sales across Asia
87 [63]	<b>AppSense</b> <i>Software developer</i>	Warrington	55%	43,935	56,170	385	Jun 12	Recently opened an office in Paris
88	<b>The Burden Group</b> <i>Meat wholesaler</i>	Central London	55%	†6,604	†115,427	115	Jan 13	The weak pound has helped this company to grow its business in the Eurozone
89 [45]	<b>Microlease</b> <i>Electronic equipment provider</i>	Northwest London	54%	†62,700	†80,300	242	Feb 13	Rents and sells electronic testing equipment to more than 85 countries
90	<b>Petroplan</b> <i>Recruitment agency</i>	Guildford	54%	†84,511	†130,018	95	Dec 12	Has a network of offices across five continents
91	<b>Severn Glocon</b> <i>Industrial valve manufacturer</i>	Gloucester	53%	†58,081	†81,598	800	Dec 12	Has 14 overseas sales offices and a factory in India
92	<b>Broadway Malyan</b> <i>Architect and urban designer</i>	Southwest London	52%	33,318	47,869	569	Apr 12	Has 16 offices around the world, including Sao Paulo, Abu Dhabi, Mumbai and Shanghai
93 [88]	<b>Gravity Media</b> <i>TV production equipment provider</i>	Watford	52%	22,850	53,513	109	Dec 11	Helped BSkyB to televise Formula 1 motor racing
94 [54]	<b>Corney &amp; Barrow</b> <i>Wine merchant</i>	Central London	51%	16,716	72,644	406	Apr 12	Recently opened an office in Singapore
95	<b>ACC Aviation</b> <i>Aviation services provider</i>	Reigate	51%	†40,475	†50,935	25	Dec 12	Provides aircraft leasing, charter and aviation services across the globe
96 [50]	<b>Searchlight Electric</b> <i>Lighting wholesaler</i>	Manchester	50%	7,921	29,696	159	Jun 12	Has a joint venture with a Chinese manufacturer
97 [112]	<b>P&amp;B Foods</b> <i>Food wholesaler</i>	Bradford	50%	3,304	38,326	97	Mar 12	Exports Indian foods to EU countries
98	<b>John Brown Media Group</b> <i>Contract magazine publisher</i>	Central London	50%	7,415	39,340	237	Mar 12	Creates customer magazines from offices in South Africa, Shanghai, Hong Kong and Dubai
99	<b>Tyrrells Potato Crisps</b> <i>Crisps and snacks producer</i>	Herefordshire	49%	5,037	29,807	213	Mar 12	Plans to expand in countries including China, India and Brazil
100	<b>ACE Winches</b> <i>Winch manufacturer</i>	Aberdeenshire	49%	23,053	31,129	253	Oct 12	Last year the firm delivered a winch capable of operating at -45°C to the Arctic



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101	<b>Crabtree of Gateshead</b> <i>Metal printing machinery manufacturer</i>	Gateshead	48%	30,447	30,976	249	Mar 12	Exports have been boosted by the weak pound
102	<b>Niftylift</b> <i>Lift manufacturer</i>	Milton Keynes	48%	30,622	40,829	190	Dec 11	Exports throughout Europe, America, the Middle East, Asia Pacific and South Africa
103	<b>William Lamb Footwear</b> <i>Footwear designer and distributor</i>	Wakefield	48%	2,090	39,021	95	Dec 11	Manufactures in China, Vietnam, Laos and India
104	<b>NES Holdings</b> <i>Engineering recruitment agency</i>	Cheshire	47%	†364,206	†492,422	439	Oct 12	Has 35 offices spanning six continents
105	<b>WRG Group</b> <i>Events agency</i>	Salford	47%	22,135	66,765	136	Oct 12	Has offices in the Far and Middle East and is expanding in the Americas and mainland Europe
106	<b>JVM Castings</b> <i>Castings manufacturer</i>	Staffordshire	47%	10,044	51,150	414	Mar 12	Its website is in 10 different languages
107 [109]	<b>bet365</b> <i>Online bookmaker</i>	Stoke-on-Trent	46%	*691,306	*974,689	2,564	Mar 13	Over 10.5m people in 200 countries visit bet365, mainly from Europe
108	<b>Hunt &amp; Palmer</b> <i>Air charter broker</i>	West Sussex	45%	28,176	39,239	62	Dec 11	Has offices in Hong Kong, Australia, India, Germany and America
109	<b>151 Products</b> <i>Household goods manufacturer</i>	Manchester	45%	2,273	28,951	80	Dec 11	Supplies household products to South Africa and Scandinavia
110	<b>Kitchen Craft</b> <i>Kitchenware distributor</i>	Birmingham	44%	7,965	38,566	126	May 12	Distributes kitchenware to 65 countries
111 [13]	<b>Arrowedge</b> <i>Pharmaceuticals wholesaler</i>	Poole	44%	31,444	45,674	48	Apr 12	The weak pound has boosted exports to Europe
112 [158]	<b>Thomsons Online Benefits</b> <i>Employee benefits software developer</i>	Central London	43%	2,645	32,687	271	Dec 12	Its systems are used in 60 countries and translated into 15 languages
113 [61]	<b>HL Thorne &amp; Co</b> <i>Metal merchant and processor</i>	West Midlands	43%	21,145	47,926	20	Mar 12	Exports to western Europe, China and India
114 [64]	<b>LA International</b> <i>IT recruitment consultancy</i>	Stoke-on-Trent	43%	25,973	140,674	92	Jun 12	Places IT and engineering contractors in 23 countries
115	<b>Smiffy's</b> <i>Fancy dress maker and distributor</i>	Lincolnshire	42%	13,799	43,928	232	Dec 11	Its products are made in Asia and sold to retailers in 42 countries
116 [113]	<b>Aesica Pharmaceuticals</b> <i>Pharmaceuticals manufacturer</i>	Newcastle	42%	†158,000	†163,000	1,200	Dec 12	Has plants in Germany and Italy and plans to expand in North America
117	<b>Focusrite Audio Engineering</b> <i>Recording equipment developer</i>	High Wycombe	41%	19,534	25,270	85	Aug 12	Its biggest overseas markets are the US and Germany
118	<b>Bifold Fluidpower</b> <i>Mechanical engineer</i>	Manchester	41%	*25,178	*34,537	241	Sep 12	Exports were boosted by sales offices in Houston and Singapore
119 [172]	<b>A-Gas International</b> <i>Chemicals and gases distributor</i>	Bristol	41%	†65,339	†87,796	254	Dec 12	Its international acquisition has added to its core Australian and South African markets
120	<b>Tonkin Trading</b> <i>Commodities wholesaler</i>	Central London	40%	23,736	29,668	7	Mar 12	Owns a tea factory in Vietnam

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121	<b>Rocco Forte Hotels</b> <i>Luxury hotel owner and manager</i>	Central London	40%	130,727	181,918	2,255	Apr 12	Runs 13 luxury hotels in the UK, Europe, Russia and the Middle East
122	<b>Forward Internet Group</b> <i>Media technology developer</i>	Central London	40%	88,763	139,293	218	Dec 11	International sales are mainly in the US and Europe
123	<b>Berwin Group</b> <i>Rubber and PVC manufacturer</i>	Cheshire	40%	11,178	68,244	248	Jul 12	Supplies companies in the automotive, building and oil and gas sectors in Europe and the US
124	<b>Markit</b> <i>Financial information provider</i>	Central London	40%	251,126	475,540	3,000	Dec 11	Has 22 overseas offices and its products are sold to customers in more than 23 countries
125	<b>York Mailing</b> <i>Commercial printer</i>	York	39%	8,462	62,890	385	May 12	Its biggest overseas markets are Scandinavia and Ireland
126	<b>First Line</b> <i>Automotive parts distributor</i>	Oxfordshire	39%	4,205	29,594	124	Dec 11	Distributes brakes, chassis and clutches to wholesalers in 44 countries
127 [91]	<b>Millers Oils</b> <i>Oil supplier</i>	Brighouse	39%	2,425	26,699	117	Mar 12	Supplies lubricants and fuel additives to the Far East and the Americas
128 [65]	<b>BSW Timber</b> <i>Timber supplier</i>	Berwickshire	39%	20,863	180,443	909	Mar 12	Overseas markets include the UAE and Egypt
129	<b>Helical Technology</b> <i>Turbocharger valve manufacturer</i>	Lancashire	39%	30,174	31,652	213	Dec 11	Manufactures in China and India, and is opening a factory in Mexico in 2014
130	<b>Grey Matter</b> <i>Business software reseller</i>	Devon	38%	2,353	26,863	63	Jun 12	Key markets include Europe, the Middle East and the Far East
131	<b>SERT-MST</b> <i>Toiletries wholesaler</i>	Derbyshire	38%	18,601	120,111	123	Mar 12	Sells brands such as Bisto, Huggies and Whiskas to British expats
132 [29]	<b>SMD</b> <i>Subsea engineering specialist</i>	Newcastle	38%	†77,813	†128,766	495	Dec 12	Its largest overseas markets include Japan, China and Brazil
133	<b>Albon Engineering</b> <i>Automotive component manufacturer</i>	Essex	38%	43,469	72,354	505	Dec 11	Production facilities in the US help target this key global market
134	<b>GCS Recruitment</b> <i>IT recruitment agency</i>	Reading	38%	2,443	31,493	72	Apr 12	Has seen strong demand for technology and engineering specialists in Ireland
135 [77]	<b>Butcher's Pet Care</b> <i>Pet food manufacturer</i>	Northants	38%	5,180	78,230	259	Jul 12	Exports dog food to Italy, the Benelux countries and Poland
136	<b>James Durrans Group</b> <i>Carbon product manufacturer</i>	Sheffield	38%	31,050	68,797	178	Dec 11	Has facilities in Germany and China, and joint ventures in South Africa, India and France
137	<b>Lawton Tubes</b> <i>Copper tube supplier</i>	Coventry	37%	7,258	97,718	65	Sep 12	Exports its copper tubes to the Middle East and south east Asia
138	<b>Ionix Systems</b> <i>Wiring systems manufacturer</i>	Lancashire	37%	1,842	27,595	573	Mar 12	Has manufacturing facilities in Croatia, Estonia and Bosnia
139 [139]	<b>Nexus Industries</b> <i>Electrical products manufacturer</i>	Telford	37%	†10,427	†64,167	987	Dec 12	Manufactures electrical equipment in China
140	<b>?What If!</b> <i>Business innovation consultancy</i>	Central London	37%	†18,647	†32,616	212	Dec 12	Has offices in the UK, New York, Shanghai, Singapore and Sao Paulo
141 [81]	<b>Jasper's</b> <i>Lamb producer and supplier</i>	Cornwall	37%	7,548	67,210	260	Mar 12	Uses its own haulage fleet to transport its meat products to the EU

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142	<b>Sertec</b> <i>Automotive engineer</i>	Birmingham	37%	4,504	85,578	564	Mar 12	Has three plants in Birmingham, one in Estonia and a tooling operation in China
143	<b>European Oat Millers</b> <i>Oat miller</i>	Bedfordshire	36%	6,574	40,834	104	Jul 12	Says it is the second largest miller of oats in Europe
144 [28]	<b>Melrob Group</b> <i>Chemicals distributor</i>	West Sussex	36%	26,695	46,667	53	Sep 12	Opened its first office in the US last year
145 [145]	<b>Charles Tyrwhitt Shirts</b> <i>Clothing retailer</i>	Central London	36%	47,485	98,361	480	Jul 12	Has established itself in the US and Germany via the web and mail order
146 [151]	<b>Argus Media</b> <i>Energy information provider</i>	Central London	36%	62,335	71,973	410	Jun 12	Sells to over 110 countries, and earlier this year it bought a US-based chemical consultancy
147 [25]	<b>Reece Group</b> <i>Defence equipment manufacturer</i>	Newcastle	36%	205,868	211,695	268	Dec 11	Armies around the world use this company's counter mine and IED products
148	<b>Ralawise</b> <i>Clothing wholesaler</i>	Cheshire	36%	4,127	55,004	216	Dec 11	Sells to 9,000 customers across Europe, including distributors, independent shops and online traders
149	<b>All Metal Services</b> <i>Aerospace parts manufacturer</i>	West London	36%	†63,701	†153,877	306	Dec 12	Supplies metallic parts for civil aircraft, with Europe and Asia its biggest overseas markets
150 [83]	<b>CF Booth</b> <i>Metal recycler</i>	Rotherham	35%	148,673	273,282	346	Mar 12	Imports and exports throughout Scandinavia and Eastern Europe
151 [80]	<b>Cambridge Manufacturing Co</b> <i>Diet products manufacturer</i>	Northants	35%	11,367	33,227	176	Mar 12	Sells to distributors in Europe, Asia, the Middle East and Africa
152 [129]	<b>Cognita</b> <i>Schools operator</i>	Milton Keynes	34%	82,727	197,429	3,790	Aug 12	Runs schools in Spain, Singapore, Thailand and Vietnam
153	<b>Tangent International</b> <i>Recruitment agency</i>	Essex	34%	34,635	37,638	54	Mar 12	Has worked in 175 countries, including the US and Japan
154 [181]	<b>Cromwell Group</b> <i>Industrial equipment supplier</i>	Leicester	34%	42,182	259,109	1,828	Aug 12	Has 12 overseas warehouses
155 [100]	<b>Time Products</b> <i>Branded watch distributor</i>	Central London	34%	4,473	53,911	183	Jan 12	Its Sekonda watches are sold in airlines and duty free concessions worldwide
156 [47]	<b>Instarmac</b> <i>Construction materials manufacturer</i>	Staffordshire	34%	2,184	33,291	141	Sep 12	Sells road repair materials worldwide, including to Japan, Europe and South Africa
157 [43]	<b>Supreme Imports</b> <i>Battery and lighting wholesaler</i>	Manchester	33%	†11,600	†34,202	66	Mar 13	Sells batteries and lightbulbs across Europe
158	<b>Volac</b> <i>Nutrition products supplier</i>	Hertfordshire	33%	64,674	120,803	241	Feb 12	Has eight production sites in the UK, Malaysia and the Netherlands
159 [36]	<b>Pickstock Ashby</b> <i>Abattoir operator</i>	Derbyshire	33%	44,503	62,276	60	Mar 12	Slaughters 80,000 cows each year, and export markets include Europe, China and Vietnam
160 [56]	<b>Travel Counsellors</b> <i>Travel agency</i>	Bolton	33%	17,071	96,138	234	Oct 12	Has agents in Ireland, the Netherlands, Australia, South Africa, Canada and Dubai
161	<b>Taylor Engineering &amp; Plastics</b> <i>Plastics engineer</i>	Rochdale	33%	5,832	25,376	205	Sep 12	Exports plastic mouldings across Europe and North America

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162 [102]	<b>Sun Mark</b> Consumer products wholesaler	West London	32%	128,603	142,340	55	Aug 12	Distributes household foods to emerging markets, mainly in the Middle East and Africa
163 [175]	<b>The Mill</b> Visual effects provider	Central London	32%	†62,580	†94,835	582	Dec 12	Has studios in London, New York, Los Angeles and Chicago
164	<b>Multipanel UK</b> Aluminium composite manufacturer	Exeter	32%	21,124	26,472	22	Mar 12	Is opening a factory in Dover to be close to its European customers
165 [197]	<b>BM Polyco</b> Specialist glove manufacturer	North London	32%	7,423	53,115	132	Mar 12	Has manufacturing partnerships in Sri Lanka, Malaysia and China
166 [142]	<b>Hyperion Insurance Group</b> Insurance intermediary	Central London	32%	89,523	108,919	1,229	Sep 12	Recently acquired businesses based in Brazil and Hong Kong
167	<b>Ferguson Group</b> Oil and gas services provider	Aberdeen	32%	†47,700	†61,800	170	Dec 12	Has offices in Norway, Australia, Singapore and the Middle East
168 [164]	<b>TRAC International</b> Engineering services provider	Aberdeen	32%	9,491	35,207	286	Mar 12	Has offices in Finland, India, Australia and China
169 [12]	<b>City Refrigeration Holdings</b> Facilities management provider	Glasgow	31%	78,958	397,037	12,075	Dec 12	Works with Coles, the second largest supermarket chain in Australia
170 [111]	<b>Original Additions</b> Beauty products supplier	West London	31%	†7,259	†34,742	73	Mar 13	Its beauty products are stocked by health & beauty and fashion retailers in 40 countries
171	<b>PX Cables</b> Electrical cable supplier	Cambs	31%	3,750	58,504	54	Dec 12	Sells electrical cable to wholesalers in Ireland
172	<b>Doubleday</b> Farm equipment retailer	Lincolnshire	30%	8,737	30,439	51	Apr 12	Has seen strong demand for its used agricultural machinery from Eastern Europe, Scandinavia and East Africa
173 [116]	<b>The APM Group</b> Certification scheme administrator	High Wycombe	30%	10,646	30,718	131	Mar 12	Offers examinations in 22 languages in more than 150 countries
174	<b>Hi-Tech Steel Services</b> Steel processor	Merseyside	30%	4,810	37,424	75	Dec 12	Exported 7,000 tonnes of steel sheets to European manufacturers last year
175	<b>Content Media</b> Media services provider	Central London	30%	28,594	30,461	46	Mar 12	Joint ventures and acquisitions in North America have helped grow its international footprint
176 [168]	<b>Specsavers</b> Optical and hearing aid retailer	Guernsey	30%	†798,000	†1,779,000	30,000	Feb 12	Employs more than 30,000 people at nearly 2,000 stores across Europe, Australia and New Zealand
177 [46]	<b>Cath Kidston</b> Lifestyle retailer	West London	30%	17,447	88,994	680	Apr 12	Has a larger number of stores internationally than in the UK
178	<b>Tangerine Confectionery</b> Confectionery manufacturer	Blackpool	29%	13,530	156,600	1,282	Dec 11	Exports to northern Europe, and its Taveners and Sherbet Fountain brands are sold in Australia
179 [190]	<b>Regatta</b> Outdoor clothing distributor	Manchester	29%	46,239	119,906	534	Jan 12	Exports to more than 55 countries from sales offices across Europe and Israel
180 [66]	<b>Pricecheck Toiletries</b> Toiletries wholesaler	Sheffield	29%	8,808	34,533	50	Apr 12	Has been supplying international customers for more than 35 years
181 [126]	<b>Salts Healthcare</b> Medical products manufacturer	Birmingham	28%	11,976	52,547	416	Dec 11	Works with partners and distributors in 24 countries

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182	<b>Turner &amp; Townsend</b> <i>Project management consultancy</i>	Leeds	28%	130,804	244,347	2,484	Apr 12	Employs 3,300 staff across 82 offices in 33 countries
183	<b>St Neots Packaging Group</b> <i>Packaging manufacturer</i>	Cambs	28%	1,755	32,166	167	Jun 12	Exports packaging products, such as sandwich cartons, to Europe
184	<b>Boss Design Group</b> <i>Office furniture manufacturer</i>	Dudley	26%	7,564	29,117	236	Mar 12	Makes furniture for prestigious locations throughout the Middle East and US
185	<b>Selwood</b> <i>Pump manufacturer</i>	Hampshire	26%	7,663	55,477	420	Dec 12	Uses distributors across Europe, Australasia, South America, Canada and the Middle East
186	<b>David Morris International</b> <i>Luxury jeweller</i>	Central London	26%	32,047	41,877	37	Jan 12	Has outlets in Moscow, Dubai, Qatar, Saudi Arabia and Hong Kong
187 [173]	<b>Bollin Group</b> <i>Consumer products distributor</i>	Macclesfield	26%	13,646	54,192	316	Jun 12	Distributes outdoor brands, including Bridgedale socks and Sprayway, worldwide
188	<b>Lymington Precision Engineers</b> <i>Precision components manufacturer</i>	Lymington	26%	†7,987	†54,728	203	Mar 13	Boosted by oil & gas exploration in the Americas and the upturn in defence activity
189	<b>Naylor Industries</b> <i>Construction products manufacturer</i>	Barnsley	26%	†2,440	†34,945	230	Feb 13	Hundreds of kilometres of this firm's sewage pipes are below streets in Singapore and Dubai
190 [128]	<b>Airline Services</b> <i>Airline services provider</i>	Manchester	26%	†28,360	†54,560	650	Oct 12	Is expanding in Africa and South America
191 [159]	<b>JacTravel</b> <i>Travel services provider</i>	West London	25%	†101,361	†122,807	184	Oct 12	Supplies tour operators and travel companies with hotels in 550 cities
192 [72]	<b>Bandvulc Group</b> <i>Truck tyre recycler</i>	Devon	25%	3,371	54,136	320	Mar 12	Is growing its exports to Germany and eastern Europe
193	<b>Special Steel Group</b> <i>Steel processor</i>	Sheffield	25%	22,470	49,725	252	May 12	Employs Spanish, French, Portuguese and Italian-speaking graduates to service its international customers
194 [52]	<b>Orangebox</b> <i>Office furniture manufacturer</i>	South Wales	25%	4,176	31,654	220	Dec 12	Its products furnish offices in the highrise cityscapes of Beijing and Singapore
195 [24]	<b>TTG</b> <i>Telecoms services provider</i>	Derby	25%	24,600	49,300	327	Apr 12	Provides telecoms services across five continents
196	<b>Cititec</b> <i>Recruitment agency</i>	Central London	25%	8,742	60,916	83	Dec 11	Is supplying staff to work on a major offshore oil project in Abu Dhabi
197	<b>Grainger and Worrall</b> <i>Castings manufacturer</i>	Shropshire	25%	12,552	30,170	313	May 12	Sales to America, China, India and Europe now comprise half its business
198	<b>Merlin Entertainments</b> <i>Visitor attraction operator</i>	Poole	25%	†649,000	†1,074,000	14,836	Dec 12	Is the world's second-largest operator of visitor attractions, with 94 sites in 21 countries
199	<b>William Cook Cast Products</b> <i>Metal engineer</i>	Sheffield	25%	29,862	72,855	701	Mar 12	Supplies steel parts for Japan's power stations and Slovenia's high-speed trains
200	<b>Dr Martens</b> <i>Shoemaker</i>	Northants	24%	100,500	126,045	374	Mar 12	Has 13 stores in the UK and 40 overseas, with its boots selling in 75 countries