

# International Track 200 national press release

Sunday 12 July 2015



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

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

The league table ranks the 200 companies according to growth in international sales over the last two years of available data. It features a diverse range of companies, such as cheesemaker **Wensleydale Dairy Products**, travel search engine **Skyscanner**, architect **Zaha Hadid**, Oscar-winning visual effects studio **Framestore**, and **Cath Kidston**, the homeware and fashion retailer.

The top-ranked company is **Ambassador Theatre Group**, the world's largest live-theatre group, with 39 venues in Britain and America. Its co-productions include *Jersey Boys* and *The King and I*, and it also runs a ticketing operation. The Woking-based company employs 2,852 staff worldwide after buying Broadway's biggest theatre for a reported £40m in 2013, which helped international sales rise 338% pa to £16.9m last year.

The companies on the league table increased their overseas sales by an average of **32%** a year over two years to a total of **£8.2bn**. They employ more than **194,000** staff, having added **43,000** jobs during this time, some as a result of acquisitions. There are 85 manufacturers in the list, 63 of whom make products in the UK.

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

Amanda Murphy, UK head of corporate banking at HSBC, commented:

*"The Sunday Times HSBC International Track 200 is a great reflection of the value of building connections overseas. The world is getting smaller, and international business relationships are easier to build, providing ambitious businesses with many more opportunities to grow. I'm delighted to see so many great British mid-sized firms making such a strong impression on the world stage."*

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

Rank [2014 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
1	<b>Ambassador Theatre Group</b> <i>Theatre operator</i>	Woking	338%	*16,886	*173,720	2,852	Mar 14	Acquired Broadway's largest theatre in 2013 for a reported £40m
2 [58]	<b>Arena Group</b> <i>Event services provider</i>	Central London	278%	30,117	62,048	735	Dec 13	Providing temporary seating and structures for the 2016 Olympics in Rio de Janeiro
3	<b>Missguided</b> <i>Online fashion retailer</i>	Manchester	190%	*20,400	*87,195	225	Mar 15	Started selling its clothing in US department store chain Nordstrom this year
4	<b>Houlder</b> <i>Engineering services provider</i>	Central London	183%	*15,312	*33,933	140	Dec 14	Is aiming to expand into one new region a year

Rank [2014 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
5	<b>G2V Recruitment Group</b> <i>Recruitment consultancy</i>	Manchester	179%	14,112	52,531	100	Mar 14	Plans to open a further office in America and one in the Far East
6	<b>Oliver James Associates</b> <i>Recruitment consultancy</i>	Central London	172%	7,190	45,031	160	Dec 14	Serves its clients, including global banks, from eight worldwide offices
7	<b>Bullitt Group</b> <i>Mobile phone designer</i>	Reading	163%	*57,813	*60,924	72	Dec 14	Sells branded mobile phones and accessories in over 50 countries
8	<b>MATCHESFASHION.COM</b> <i>Luxury fashion retailer</i>	Southwest London	162%	42,834	81,645	399	Jan 14	Offers next day delivery from the UK to its US customers
9	<b>Lovehoney</b> <i>Sex toys retailer</i>	Bath	146%	5,129	29,902	124	Mar 14	TV programmes featuring this sex toy company have boosted international sales
10	<b>Mech-Tool Engineering</b> <i>Protection equipment manufacturer</i>	Darlington	140%	*27,138	*35,333	212	Mar 15	Counts oil rig maker Hyundai among the customers it serves from its South Korean office

‡ FYE (financial year end) of latest available accounts

\* Supplied by the company

## KEY FINDINGS

**Overseas markets:** The majority of companies sell to mainland Europe (166 firms), making it the most popular overseas market, followed by North America (116) and Asia (102).

More than half the companies (103) export to high-growth emerging markets, up 50% on last year. Examples include retailer **Cath Kidston**, which plans to roll out stores in China after Baring Private Equity Asia bought a substantial stake last year.

**Food and drink:** There are 29 food and companies on the league table, up 53% on last year. Overseas demand for quintessentially British produce is one of the reasons behind this increase. There are five cheesemakers on the list, such as family firms **Barber's**, founded in 1833, and **Prima Cheese**, which supplies pizza cheese. The sector also includes high-street chains **Pret A Manger** and **Caffè Nero**.

**Growth by acquisition:** More than a quarter of the league table (55 companies) have bought or partnered with businesses to expand abroad. Examples include travel services provider **JacTravel**, whose acquisition of competitor TotalStay in March added operations in Romania and Sweden, and manufacturer **R&R Ice Cream**, which bought an Australian rival for £250m in 2014 and Nestlé South Africa's ice cream business this year.

**Growth at home and overseas:** Half the companies have grown both domestic and international sales by more than 10% a year over two years. Examples include online fashion retailer **Missguided**, which launched concessions in the UK and US this year, and craft brewer **BrewDog**, which is expanding its estate of bars and brewing operations at home and abroad.

**Brand Britain:** Britain's reputation for innovation, creativity and high-quality goods has boosted exports for some of this year's companies, including high-tech manufacturers, clothing brands, and speciality food producers. Examples include **Charles Tyrwhitt Shirts**, which sells classic British menswear; **Tyrrells Potato Crisps**, known for its upmarket English crisps; and events firms **Stage One** and **Arena Group**, which won overseas contracts after showcasing their work at the London 2012 Olympics.

**Regions:** The majority of the companies on the league table are headquartered in London (63), the southeast (29), the northwest (27), the northeast and Yorkshire (20), the Midlands (16) and Scotland (16). Of the remainder, 13 are based in the southwest, ten in the East, five in Wales, and one in Northern Ireland.

The full league table is published in an eight-page supplement with the business section of **The Sunday Times** on 12 July, both in print and on the digital edition, and on [www.fasttrack.co.uk](http://www.fasttrack.co.uk).

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**See Appendix for the full league table.**

**ENDS**

**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 18 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.

For more information on Fast Track, please visit [www.fasttrack.co.uk](http://www.fasttrack.co.uk).

### **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 (predominantly 2012 to 2014, or 2013 to 2015). 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. Companies with sales less than £25m are covered by our SME Export Track 100.

The research was carried out by Fast Track principally between January and May 2015 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 sponsor does not endorse, guarantee or recommend investment in any of the companies.

### **About HSBC**

HSBC is the title sponsor of the sixth annual Sunday Times HSBC International Track 200. For nearly 150 years HSBC has been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves businesses ranging from small enterprises to large multinationals in almost 60 developed and faster-growing markets around the world. Whether it is working capital, trade finance or payments and cash management solutions, HSBC provides the tools and expertise that businesses need to thrive. With their network covering three quarters of global commerce, HSBC is the world's leading international trade and business bank.

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

## Appendix: The 2015 International Track 200 league table

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10	<b>Mech-Tool Engineering</b> <i>Protection equipment manufacturer</i>	Darlington	140%	*27,138	*35,333	212	Mar 15	Counts oil rig maker Hyundai among the customers it serves from its South Korean office
11	<b>JoJo Maman Bébé</b> <i>Maternity clothing retailer</i>	South Wales	133%	3,149	39,542	555	Jun 14	Exports to 66 countries, with significant expansion in the US
12	<b>Lovering Foods</b> <i>Food distributor</i>	Surrey	129%	4,441	54,629	22	Mar 14	Is expanding its exports of line-caught fish to Ireland
13	<b>Stage One Creative Services</b> <i>Stage set manufacturer</i>	York	129%	*20,485	*25,696	103	Dec 14	Flew a 42m ship around Sochi's Fisht stadium for the 2014 Paralympic opening ceremony
14	<b>Rhead Group</b> <i>Professional services consultancy</i>	Coventry	126%	9,345	63,465	543	Jul 14	Has offices in the Middle East, Australia and Singapore
15	<b>Harrison Spinks</b> <i>Bed and mattress manufacturer</i>	Leeds	124%	3,282	31,501	332	Jun 14	Has joint ventures and licensing in the US to manufacture beds and springs
16	<b>ICR Integrity</b> <i>Oil and gas repair specialist</i>	Aberdeen	118%	13,605	31,011	162	May 14	Just under half its total sales are international
17	<b>Talacrest</b> <i>Classic car dealer</i>	Ascot	117%	58,519	122,186	3	Mar 14	Sells classic Ferraris for an average price of £2m to the Far East, the US and Switzerland
18	<b>Chilli Marketing</b> <i>Drinks marketing agency</i>	Manchester	112%	18,548	64,545	33	Dec 13	Its biggest foreign market is Australia

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19 [42]	<b>DK Engineering</b> <i>Ferrari restorer and dealer</i>	Hertfordshire	112%	21,584	82,439	29	May 14	The strongest demand for its services comes from European and American collectors
20	<b>3sun Group</b> <i>Energy services provider</i>	Great Yarmouth	103%	*7,100	*28,700	322	Mar 15	Employs over 300 people across four European locations
21 [47]	<b>Kondor</b> <i>Electronics accessories distributor</i>	Dorset	102%	9,159	89,515	195	Dec 13	Its products are found in about 7,500 outlets in Europe
22	<b>EFC Group</b> <i>Oil and gas technology developer</i>	Aberdeen	100%	*29,816	*34,129	157	Mar 15	Exports oil and gas equipment around the world
23 [8]	<b>Arrows Group</b> <i>Recruitment consultancy</i>	Central London	97%	*13,100	*81,000	240	Mar 15	Opened offices near New Delhi in 2014 to offer round-the-clock services for its clients
24	<b>Framestore</b> <i>Visual effects maker</i>	Central London	96%	40,374	77,605	915	Mar 14	Opening offices in the Far East with the help of Malaysian investors
25	<b>Reward Gateway</b> <i>Employee engagement technology provider</i>	Central London	96%	8,665	154,019	141	Jun 14	Says it is the market leader in Australia for employee benefits services
26	<b>World First</b> <i>International payments provider</i>	Central London	95%	*8,396	*36,372	329	Jan 15	Expanding in America after US private-equity firm FTV Capital acquired a minority stake in 2013
27 [17]	<b>Spencer Ogden</b> <i>Recruitment consultancy</i>	West London	93%	*64,352	*76,800	398	Dec 14	Its Asian and US businesses account for more than 50% of revenue
28 [15]	<b>Compello Staffing Group</b> <i>Recruitment consultancy</i>	Glasgow	91%	10,730	70,450	168	May 14	Has opened operations in the US, Dubai, Kurdistan and Australia in the last two years
29	<b>Vue Entertainment International</b> <i>Cinema operator</i>	West London	91%	262,501	546,094	7,085	Nov 14	Owns 187 cinemas worldwide
30	<b>BPD Holdings</b> <i>Building product manufacturer</i>	Cheshire	87%	2,897	27,419	262	Mar 14	Its protective membranes, manufactured in South Africa, are sold across the continent
31 [76]	<b>Midwich</b> <i>Audio-visual equipment supplier</i>	Norfolk	86%	*89,523	*280,750	440	Dec 14	Recently bought controlling stakes in AV distributors in Germany and Australia
32 [6]	<b>Crown Products</b> <i>Kitchen furniture supplier</i>	Kent	82%	5,446	69,249	323	Mar 14	Distributes sinks and taps in America
33	<b>J. O. Sims</b> <i>Fruit supplier</i>	Lincolnshire	79%	7,876	43,561	85	Dec 13	Exports fruit to customers in Germany, Holland, India and Hong Kong
34 [30]	<b>Skyscanner</b> <i>Travel search engine</i>	Edinburgh	78%	69,102	92,897	583	Dec 14	Its apps are available in more than 30 languages and over 80% of visitors to its site are from abroad
35	<b>Sawyers Transport</b> <i>Food haulier</i>	County Armagh	76%	3,496	64,648	93	Jan 14	Transports chilled and frozen food across Ireland, mainland Europe and the UK
36	<b>Cambridge Commodities</b> <i>Nutritional supplement manufacturer</i>	Cambs	76%	*4,176	*27,119	61	Nov 14	Forecasts its European sales will increase fivefold over the next five years

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37 [186]	<b>Titan Entertainment</b> <i>Publisher</i>	Central London	74%	11,094	35,135	243	Dec 13	International sales make up almost a third of total revenues
38 [156]	<b>Peninsula Business Services</b> <i>Employment law consultancy</i>	Manchester	73%	13,156	102,777	968	Mar 14	Owns a majority stake in Australian HR business Employsure, founded by a former UK barrister
39	<b>Prima Cheese</b> <i>Cheese processor</i>	County Durham	70%	*4,694	*40,455	62	Mar 15	Sends approximately 18 containers of cheese a week to international customers
40	<b>Phaidon International</b> <i>Recruitment consultancy</i>	Central London	66%	22,472	29,335	211	Oct 14	Provides recruitment services to clients in 58 countries
41	<b>Greenray</b> <i>Gas turbine servicer</i>	Lincoln	65%	16,343	25,422	78	Dec 14	Services and repairs gas turbines worldwide
42 [191]	<b>The Hut Group</b> <i>Online retailer</i>	Northwich	65%	113,305	247,976	1,049	Dec 14	Sells consumer goods via 34 international websites
43	<b>Dairy Partners</b> <i>Cheesemaker</i>	Gloucs	65%	*5,063	*35,041	54	Dec 14	International sales have been boosted by the growth of pizza chains overseas
44	<b>OLIVER</b> <i>Marketing services provider</i>	Central London	65%	5,466	27,520	164	Jun 14	In the last year it has opened seven offices in Asia, the US, South Africa and Europe
45 [71]	<b>Apricot</b> <i>Fashion retailer</i>	Central London	64%	*7,910	*36,121	180	Feb 15	Has more than 200 international concessions, including in Germany and Italy
46	<b>Lye Cross Farm</b> <i>Farmer and cheesemaker</i>	Somerset	62%	4,003	27,597	133	Mar 14	Exported 867 tonnes of cheese last year
47 [79]	<b>Mr Tyre</b> <i>Tyre retailer</i>	Birmingham	60%	8,865	41,752	169	Dec 13	Supplies tyres and exhausts to mainland Europe, North America and Asia
48	<b>Childrensalon</b> <i>Childrenswear retailer</i>	Tunbridge Wells	60%	*24,003	*28,347	140	Dec 14	Its customer service staff speak 30 languages and are based in the UK, UAE and Italy
49 [73]	<b>CHP Consulting</b> <i>IT consultancy</i>	Central London	57%	†22,838	†33,106	149	Dec 13	Has seen strong growth in the US, which accounted for over 40% of total sales in 2013
50 [63]	<b>Ralawise</b> <i>Clothing wholesaler</i>	Flintshire	56%	10,065	75,937	333	Dec 13	Sells to more than 11,000 customers across Europe
51	<b>First Line</b> <i>Automotive parts supplier</i>	Banbury	55%	*7,221	*36,800	207	Dec 14	Opened a German subsidiary in 2014
52	<b>BrewDog</b> <i>Brewery</i>	Aberdeenshire	54%	9,724	29,615	277	Dec 14	Opened 12 bars last year, as far afield as Brazil and Japan
53 [49]	<b>Time Products</b> <i>Watch manufacturer and distributor</i>	Leicestershire	54%	10,556	60,223	191	Jan 14	Its Sekonda watch brand is sold in 56 countries
54	<b>KL Technologies</b> <i>Technical materials manufacturer</i>	Norfolk	53%	40,065	44,065	315	Nov 14	Acquired German textile company Bamberger Kaliko in 2014
55	<b>World of Books</b> <i>Books and media entertainment reseller</i>	West Sussex	52%	*8,100	*30,200	415	Oct 14	Sells used books, CDs and DVDs to more than 90 countries
56	<b>George Abrahams</b> <i>Meat wholesaler</i>	Central London	51%	9,135	56,871	73	Jun 14	Exports meat worldwide and its customers include Aldi and Lidl



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57 [1]	<b>Tandom Metallurgical Group</b> <i>Metal processor</i>	Cheshire	51%	25,618	63,478	80	Aug 14	Sends scrap cable and electronics to processors in China and India
58	<b>Advanced Insulation</b> <i>Insulation products manufacturer</i>	Gloucester	51%	35,029	43,998	228	Sep 14	Overseas sales more than doubled to £35m last year, boosted by growth in Korea, Angola and Brazil
59 [86]	<b>Rapha</b> <i>Cycling apparel maker and retailer</i>	North London	50%	*26,300	*39,500	230	Feb 15	Sells online and through its cycle clubs on four continents
60 [16]	<b>Hotter</b> <i>Footwear manufacturer and retailer</i>	Lancashire	50%	9,294	88,694	807	Jan 14	Is looking for a franchise partner to open shoe stores in the Middle East
61	<b>Pottermore</b> <i>Fan community and commerce site</i>	Central London	49%	31,116	31,768	43	Mar 14	Sells Harry Potter ebooks and digital audio books in 13 languages
62	<b>Hobbs</b> <i>Fashion retailer</i>	Central London	47%	7,408	115,372	1,386	Jan 14	Trading on its best of British design, this fashion retailer delivers to 53 countries
63	<b>Mobica</b> <i>Software engineer and tester</i>	Cheshire	46%	*19,170	*28,875	631	Dec 14	Has overseas offices in Poland, Silicon Valley and Mexico
64 [38]	<b>Tyrrells Potato Crisps</b> <i>Crisps and snacks producer</i>	Herefordshire	46%	†10,761	†49,132	236	Mar 14	The French are avid consumers of these posh crisps
65 [68]	<b>Access Group</b> <i>Software consultancy and developer</i>	Central London	46%	3,316	53,511	585	Jun 14	Recently acquired by US private-equity firm TA Associates
66 [89]	<b>Leo Group</b> <i>Recycler</i>	Halifax	45%	23,826	74,848	287	Apr 14	Supplies ingredients to pet food manufacturers across Europe
67	<b>Joules</b> <i>Clothing retailer</i>	Leicestershire	44%	6,735	96,269	1,097	May 14	Its biggest overseas markets are the US and Germany
68	<b>J. Marr &amp; Son</b> <i>Ice manufacturer</i>	West Yorkshire	44%	3,452	29,925	261	Dec 13	Exports 60% of its flavoured Blue Keld spring water to Scandinavia
69	<b>Worldwide Recruitment Solutions</b> <i>Recruitment consultancy</i>	Altrincham	44%	26,115	31,832	58	Dec 14	Opened an office in Kurdistan this year to support oil and gas clients
70	<b>Comtec Cable Accessories</b> <i>Telecoms products distributor</i>	Huntingdon	44%	4,213	29,874	111	Dec 13	Opened an office in Qatar to supply telecoms operators in the Middle East
71 [168]	<b>Kin-Tec</b> <i>Recruitment consultancy</i>	Manchester	43%	20,733	76,525	55	Mar 14	Opened an office in Houston last year to develop its business in the Americas
72	<b>Notemachine</b> <i>Cash machine operator</i>	South Wales	42%	5,487	73,868	268	Jun 14	Supplies around £5bn in cash in 200m transactions a year
73 [111]	<b>Formaplex</b> <i>Tooling manufacturer and moulder</i>	Hampshire	42%	14,791	38,735	231	Jun 14	Manufactures tooling and lightweight components for the automotive industry in Europe
74	<b>Sertec</b> <i>Automotive engineer</i>	Birmingham	42%	9,048	137,325	845	Mar 14	Has five manufacturing sites in the Midlands and a toolmaking operation in China
75 [10]	<b>Dron &amp; Dickson</b> <i>Electrical equipment supplier</i>	Stirling	41%	4,010	45,518	162	May 14	Has an office in Abu Dhabi

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76 [165]	<b>Nova of London</b> <i>Fashion label</i>	Central London	41%	9,360	29,844	45	Jun 14	Supplies women's fashion across Europe, Canada, Singapore and the UAE
77	<b>Exposure</b> <i>Communications agency</i>	Central London	40%	16,783	28,176	195	Dec 13	European campaigns for brands such as Martini and Coca-Cola boosted international sales
78	<b>BAP Pharma</b> <i>Pharmaceuticals supplier</i>	Slough	40%	†20,070	†39,965	9	Dec 13	Is planning to open a US office this year
79	<b>Oliver Valvetek</b> <i>Subsea valve manufacturer</i>	Cheshire	40%	18,289	34,806	103	Sep 14	Key markets include Brazil, the Middle East and Asia
80 [103]	<b>BenRiach Distillery</b> <i>Whisky distillery</i>	Edinburgh	40%	*31,427	*41,553	154	Dec 14	Taiwan is the number one export market for its single malts, but it ships to over 40 countries
81	<b>RSK</b> <i>Environmental consultancy</i>	Cheshire	40%	22,751	73,531	824	Mar 14	Opened an office and testing lab in Basra's Energy City to service clients in Iraq
82 [37]	<b>Centek</b> <i>Oilfield equipment manufacturer</i>	Devon	40%	39,175	40,367	243	Oct 14	Generates 97% of sales overseas in markets such as North America and the Middle East
83 [32]	<b>Entiér</b> <i>Facilities services provider</i>	Aberdeen	39%	11,029	40,165	486	Sep 14	Supplies catering and hotel services to the offshore energy sector around the world
84	<b>SFD</b> <i>Retail interior designer</i>	Watford	38%	5,154	27,146	80	Sep 14	Opened New York operations after winning a contract with Gap's US stores
85	<b>Global Medics</b> <i>Medical recruitment consultancy</i>	West London	38%	53,369	67,643	173	Mar 14	Provides recruitment services across three continents
86	<b>City Refrigeration Holdings</b> <i>Facilities maintenance provider</i>	Glasgow	37%	121,069	458,535	12,294	Dec 13	Employs more than 12,000 staff globally
87 [117]	<b>Neal's Yard Remedies</b> <i>Health, beauty products manufacturer</i>	Dorset	36%	6,741	29,642	356	Mar 14	Has 105 stores and sells in 21 countries
88	<b>Gardner Aerospace</b> <i>Aerospace components manufacturer</i>	Derby	36%	68,538	115,339	1,421	Aug 14	Says it makes parts for every different model of Airbus aircraft
89 [13]	<b>iKas Group</b> <i>Recruitment consultancy</i>	Central London	35%	*8,000	*30,306	82	Dec 14	Has offices in London, Hong Kong, Singapore, Sydney and New York
90 [131]	<b>Agent Provocateur</b> <i>Luxury lingerie retailer</i>	Central London	35%	30,868	53,060	389	Mar 14	Plans to open a further 20 stores overseas this year
91 [45]	<b>Oil Consultants</b> <i>Recruitment consultancy</i>	Tyne and Wear	35%	29,451	33,602	60	Jun 14	Opened its first Middle Eastern office last year
92 [19]	<b>MPM Products</b> <i>Pet food producer</i>	Cheshire	34%	*16,298	*29,298	56	Dec 14	Its premium pet food is sold in 900 Woolworths stores in Australia
93 [188]	<b>Pell Frischmann</b> <i>Consultant engineer</i>	Central London	34%	*10,629	*47,539	617	Mar 14	Recently worked on a \$550m water supply project in Mid-Western Iraq
94	<b>The White Company</b> <i>Home accessories retailer</i>	West London	34%	7,998	143,780	1,113	Mar 14	Has 13 franchises across the Middle East and sells directly from its US website launched last year



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95	<b>The Swift Group</b> <i>Caravan and motorhome manufacturer</i>	East Yorkshire	34%	12,544	201,972	899	Aug 14	Manufactures caravans in Britain, which are exported as far afield as New Zealand and Australia
96	<b>Citihub</b> <i>IT consultancy</i>	Central London	34%	14,480	26,959	107	Dec 14	Implements complex changes to IT platforms for financial customers around the world
97	<b>Maxwell Stamp</b> <i>Economics consultancy</i>	Central London	33%	40,847	41,076	210	Mar 14	International sales account for over 99% of total revenue
98 [22]	<b>Ability Matters</b> <i>Healthcare products developer</i>	Oxfordshire	33%	2,968	28,511	386	Oct 13	Manufactures prosthetic and orthotic devices in Britain and supplies them to Europe
99	<b>Millennium Group</b> <i>Food and drink distributor</i>	Essex	33%	7,863	117,501	51	May 14	Exports food and drink to Europe, Africa and the United Arab Emirates
100 [67]	<b>Content Media</b> <i>Media services provider</i>	Central London	33%	50,220	54,770	80	Mar 14	Plans to become the first British company to list on the Korean stock exchange
101 [54]	<b>Erben</b> <i>Packaging manufacturer</i>	Ipswich	33%	7,743	25,943	42	Dec 13	Is a member of the Chilean British Chamber of Commerce
102 [152]	<b>151 Products</b> <i>Household goods manufacturer</i>	Manchester	32%	3,978	39,822	148	Dec 13	Exports household goods to Europe, the Middle East and Africa
103	<b>Nasco</b> <i>Consumer goods distributor</i>	West London	32%	*22,483	*25,891	45	Dec 14	Has customers in Australia, the Middle and Far East, as well as Africa and Europe
104	<b>Stott and May</b> <i>Recruitment consultancy</i>	Central London	31%	8,667	29,177	63	Dec 14	Winning a large contract in the US prompted it to open operations in New York last year
105	<b>Pacific Produce</b> <i>Fruit and vegetable importer</i>	Oxfordshire	31%	4,521	30,986	10	Nov 14	Distributes fruit and vegetables grown in Latin America to European customers
106	<b>Caffè Nero</b> <i>Coffee house operator</i>	Central London	31%	27,700	222,399	3,887	May 14	Has more than 700 outlets across Britain, Ireland, Poland, Turkey, Cyprus and the UAE
107	<b>Econ Engineering</b> <i>Commercial vehicle body builder</i>	North Yorkshire	31%	1,514	26,542	190	Mar 14	Exports its snow ploughs and gritters to distributors for sale to Eastern European countries
108 [66]	<b>Leisure Pass Group</b> <i>Tourism smartcard developer</i>	Central London	31%	*56,001	*61,602	16	Dec 14	Launched dedicated Chinese websites for its London and Paris passes last year
109 [189]	<b>The Emerson Group</b> <i>Builder, property developer</i>	Cheshire	31%	27,038	187,860	509	Apr 14	Building a golf community in Florida
110 [113]	<b>Cognita</b> <i>Schools operator</i>	Milton Keynes	30%	140,079	264,725	5,181	Aug 14	Runs 66 schools in Britain, Spain, South America and southeast Asia
111	<b>Forsyths</b> <i>Metal fabrication</i>	Northeast Scotland	30%	*6,495	*41,799	328	Oct 14	Rebuilt the Japanese distillery that makes award-winning Yamazaki whisky

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112 [181]	<b>HH Global</b> Marketing services provider	South London	30%	*109,123	*133,914	517	Mar 15	Designs, produces and delivers 125m direct mail packs globally for Google every year
113	<b>Innovative Technology</b> Cash-handling machine manufacturer	Oldham	30%	23,031	26,394	250	Dec 14	Its cash-handling machines are approved by the European Central Bank
114 [46]	<b>Saltire Energy</b> Oil drilling equipment provider	Aberdeen	30%	21,615	36,314	65	Jun 14	Planning to open a base in Germany
115 [140]	<b>Ultra Finishing</b> Bathroom fitting supplier	Burnley	29%	14,503	116,171	836	Dec 13	Manufactures bathroom fittings in Britain and exports to Europe
116	<b>Silverline Tools</b> Tool distributor	Yeovil	29%	7,035	37,387	140	Jul 14	Supplies hand and power tools to eight countries across Europe
117 [99]	<b>Hyperion Insurance Group</b> Insurance broker and underwriter	Central London	29%	149,006	194,993	1,789	Sep 14	Will generate more than 30% of revenues in the US following its merger with broker RKH
118	<b>Claranet</b> IT services provider	Central London	29%	*38,374	*125,862	718	Jun 14	Acquired French, Portuguese and Dutch companies last year
119 [90]	<b>bet365</b> Online bookmaker	Stoke-on-Trent	29%	*1,145,879	*1,575,193	3,101	Mar 15	Has over 18m customers in more than 100 countries
120	<b>Alfred H Knight</b> Commodity assayer	Merseyside	28%	†79,826	†85,130	1,740	Dec 13	Global metal producers, traders, bankers and insurers all use its services
121	<b>The Foundry</b> Software developer	Central London	28%	*28,300	*32,500	270	Dec 14	Merged with Californian firm Luxology in 2012, and bought a Boston-based start-up last year
122	<b>Veetee Rice</b> Rice wholesaler and distributor	Rochester	28%	6,716	60,911	128	Dec 13	Sells rice to US retailers Costco and Walmart
123 [61]	<b>Knights of Old</b> Logistics services provider	Northants	28%	7,262	47,414	479	May 14	Sources and stores food products from Italy and supplies them to Carluccio's
124 [108]	<b>P&amp;B Foods</b> Food wholesaler	Bradford	28%	5,393	44,681	103	Mar 14	Delivers ethnic food across Europe and the UK
125 [39]	<b>Equip Outdoor Technologies</b> Outdoor clothing supplier	Derbyshire	28%	14,815	34,811	109	Jan 14	Opened new sales offices in Norway and Canada in the 2014 financial year
126	<b>Office</b> Shoe retailer	Central London	28%	*14,480	*270,242	2,824	Jan 15	Has expanded into Germany, where it trades as Office London
127	<b>Fine Industries</b> Custom chemical manufacturer	Middlesbrough	27%	†47,067	†51,109	350	Sep 14	Exports over 80% of its chemical products to Europe
128 [138]	<b>Gravity Media</b> TV production equipment provider	Watford	27%	37,066	65,643	135	Dec 13	Acquired a French wireless broadcast company in 2014
129	<b>Momondo Group</b> Travel search	Central London	27%	42,350	52,989	209	Dec 14	Its travel search websites and apps have 23m visits a month and operate in 20 languages in 35 markets
130 [87]	<b>Barrett Steel</b> Steel stockholder	Bradford	27%	44,159	311,577	1,202	Sep 14	Supplies steel to the US, Europe and the Middle East

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131	<b>MMR</b> Consumer research agency	Oxfordshire	27%	15,715	25,347	183	Mar 14	Employs more than 200 researchers, food scientists and statisticians in eight offices worldwide
132	<b>Cath Kidston</b> Lifestyle retailer	West London	27%	28,193	115,689	799	Mar 14	Has more than 200 stores in Britain, Ireland, Spain and Asia
133 [69]	<b>Synexus</b> Clinical trials manager	Lancashire	27%	23,352	40,297	653	Dec 14	Its research centres are involved in more than 200 trials with 14,000 patients
134	<b>Richard Green</b> Fine art dealer	Central London	27%	32,317	43,206	21	May 14	Assists international museums in developing their collections of paintings
135	<b>1E</b> Enterprise software developer	West London	27%	26,277	29,631	166	Dec 13	Generates 80% of international sales in the US, where customers include Dell and Ford
136 [141]	<b>Barber's</b> Cheesemaker	Somerset	27%	10,732	86,879	237	Mar 14	Exports cheddar cheese to 30 countries
137	<b>Petroplan</b> Recruitment consultancy	Guildford	26%	95,012	143,957	99	Dec 13	Has offices across six continents and customers in 40 countries
138	<b>CBSbutler</b> Recruitment consultancy	Surrey	26%	*15,200	*50,956	80	Dec 14	Expanded into the Middle East to support developments such as a \$20bn chemical complex in Saudi Arabia
139 [149]	<b>Charles Tyrwhitt Shirts</b> Clothing retailer	Central London	26%	*87,394	*155,415	700	Aug 14	Has an online and mail order business across the US, Australia and Germany
140	<b>Balmoral Group</b> Polymer engineer and manufacturer	Aberdeen	25%	55,271	79,061	395	Mar 14	Opening a new Brazilian manufacturing facility this year
141	<b>Viadex</b> IT reseller	Southwest London	25%	6,526	27,299	46	Jun 14	Installs IT systems for global businesses in EMEA and Asia Pacific
142 [187]	<b>AIM Altitude</b> Aircraft interior designer	Bournemouth	25%	*106,200	*116,800	807	Apr 14	Its New Zealand acquisition enables it to serve airlines in the Far East and Australasia
143	<b>Bamboo Distribution</b> Electronic products recycler	Waltham Abbey	24%	10,059	35,921	50	Jun 14	Its three biggest foreign markets for refurbished mobile phones are China, Africa and Europe
144	<b>Peak Scientific</b> Nitrogen generator manufacturer	Renfrewshire	24%	29,416	34,105	271	Sep 14	Has won the Queen's Award for International Trade four times
145 [124]	<b>Argus Media</b> Energy information provider	Central London	24%	96,066	107,815	574	Jun 14	Opened an office in Riga, Latvia in 2015
146 [106]	<b>Severn Glocon</b> Industrial valve manufacturer	Gloucester	24%	*83,799	*113,770	957	Dec 14	Supplies valves to oil and gas giants, such as Saudi Aramco and Malaysia's Petronas
147	<b>Optima Group</b> Construction consultancy	High Wycombe	24%	2,984	41,573	264	Jan 14	Has manufacturing sites in Bath and Malaysia
148	<b>Zaha Hadid</b> Architect	Central London	24%	46,587	47,570	418	Apr 14	The Middle East is this architectural practice's biggest market
149 [198]	<b>OCS Group</b> Facilities services provider	Gatwick	24%	329,878	870,607	73,294	Mar 14	A third of total turnover is generated in the Asia-Pacific region

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150	<b>Reiss</b> <i>Branded fashion retailer</i>	Central London	24%	21,831	115,936	1,379	Jan 14	This favourite of the Duchess of Cambridge aims to have 250 fashion stores worldwide
151	<b>British Engines</b> <i>Engineer</i>	Newcastle	24%	119,366	156,257	1,173	May 14	Manufactures engineering products in the Northeast and exports to six continents
152	<b>Brand Addition</b> <i>Branded merchandise supplier</i>	Manchester	23%	36,436	58,569	298	Jan 15	Works with multinational customers such as Michelin, Google, Intel, Caterpillar and Mars
153	<b>Marshall Group</b> <i>Conglomerate</i>	Cambridge	23%	125,443	1,425,853	4,467	Dec 14	Overseas sales are generated by its aerospace division, which has offices on three continents
154	<b>MJ Allen</b> <i>Engineer</i>	Kent	23%	*11,811	*32,194	241	Sep 14	Sells brake discs and clutches across Europe
155 [145]	<b>Orangebox</b> <i>Office furniture manufacturer</i>	Cardiff	23%	*6,313	*48,677	360	Dec 14	Is working with an American manufacturer to launch a US business this year
156	<b>BVG Airflo Group</b> <i>Mail order retailer</i>	South Wales	23%	3,471	67,588	302	Aug 14	Sends 1.8m orders a year to customers across Europe and further afield
157 [133]	<b>Ligentia</b> <i>Supply chain manager</i>	Leeds	23%	*19,584	*76,080	304	Dec 14	Helps move over 10,000 tonnes of goods around the world each year
158	<b>NES Global Talent</b> <i>Engineering recruitment consultancy</i>	Altrincham	23%	*547,400	*624,400	588	Oct 14	Acquired two Norwegian recruitment consultancies in 2014
159 [121]	<b>Morris Lubricants</b> <i>Lubricants manufacturer</i>	Shrewsbury	23%	10,117	49,037	140	Aug 14	Distributes its oils to 80 countries
160	<b>Kent Foods</b> <i>Food distributor</i>	Renfrew	23%	28,613	165,196	93	Dec 14	Its main foreign markets are Holland and Belgium
161 [116]	<b>Pret A Manger</b> <i>Sandwich shop operator</i>	Central London	22%	*123,202	*593,595	8,750	Jan 15	Opened its first restaurant in Shanghai last year and plans to accelerate its overseas expansion
162 [102]	<b>CVP</b> <i>Audio-visual equipment supplier</i>	Warwickshire	22%	7,519	55,514	88	May 14	Sells or rents broadcast equipment to Europe, America, the Far East and Africa
163 [82]	<b>Manthorpe</b> <i>Engineer, building products maker</i>	Derbyshire	22%	10,446	29,186	257	Apr 14	Manufactures for aerospace and defence sectors worldwide
164	<b>Xexec</b> <i>Reward programmes administrator</i>	Northwest London	22%	*1,957	*26,098	42	Nov 14	The US is its largest overseas market
165 [114]	<b>Freeworld Trading</b> <i>Dried fruit and nut wholesaler</i>	Edinburgh	22%	34,547	86,003	19	Jun 14	Travels the world looking for new, exotic food ingredients
166 [151]	<b>Grey Matter</b> <i>Business software reseller</i>	Devon	22%	3,483	32,748	76	Jun 14	Is the only authorised Microsoft Bing Maps distributor for EMEA and APAC
167	<b>Design Bridge</b> <i>Brand design agency</i>	Central London	22%	25,500	35,447	350	Dec 13	Has 350 employees speaking 30 languages in London, Amsterdam, Singapore and New York

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168 [23]	<b>Simpsons Malt</b> <i>Malt producer</i>	Berwick-Upon-Tweed	21%	9,784	155,772	217	Dec 14	Exports malt to food, whisky and beer manufacturers in Europe, N America and Australia
169 [65]	<b>Bob Martin</b> <i>Pet care products manufacturer</i>	Somerset	21%	6,512	42,363	215	Dec 13	Exports to markets including South Africa, Germany and Australia
170	<b>Rebound Electronics</b> <i>Electronic components distributor</i>	Newbury	20%	*62,320	*99,223	281	Dec 14	Recently opened its 30th worldwide office in Dubai
171	<b>M2M Direct</b> <i>PC components distributor</i>	Kent	20%	7,378	37,032	11	Dec 13	Counts Silicon Valley as one of its principal foreign markets
172	<b>Garrets International</b> <i>Marine catering agent</i>	Romford	20%	47,753	48,253	35	Mar 14	Provides catering services to more than 20,000 crew members worldwide
173 [182]	<b>Cornelius Group</b> <i>Chemicals distributor</i>	Hertfordshire	20%	*15,565	*40,728	127	Jan 15	Ships speciality chemicals to customers in 30 countries
174	<b>Travel Counsellors</b> <i>Travel agency</i>	Bolton	20%	*24,420	*135,966	243	Oct 14	About 500 of its 1,350 "travel counsellors" are based abroad
175	<b>Paxton</b> <i>Security systems manufacturer</i>	Brighton	19%	*7,703	*25,798	232	Dec 14	Exports its door security systems to more than 40 markets, including the US and Europe
176 [169]	<b>HTI</b> <i>Toy manufacturer and distributor</i>	Lancashire	19%	15,400	61,512	164	Mar 14	Sells its toys to retailers and wholesalers in 80 countries
177	<b>TLC Marketing Worldwide</b> <i>Marketing services provider</i>	Central London	19%	*27,085	*31,111	285	Dec 14	Says it works with more than half of the world's top 50 brands, including McDonald's and Samsung
178	<b>Beds and Bars</b> <i>Hostel and bar operator</i>	Central London	18%	15,609	32,299	493	Mar 14	Runs hostels, bars and pubs across 10 cities in seven countries
179	<b>Briggs Group</b> <i>Marine contractor</i>	Fife	18%	3,087	50,279	585	Mar 14	Worked on the Deep Water Horizon Macondo disaster clean-up in the Gulf of Mexico in 2010
180	<b>R&amp;R Ice Cream</b> <i>Ice cream manufacturer</i>	North Yorkshire	18%	*478,145	*675,685	2,787	Dec 14	Is the third largest ice cream manufacturer in the world
181 [172]	<b>JacTravel</b> <i>Travel services provider</i>	West London	18%	*140,365	*165,722	240	Oct 14	Its acquisition of competitor TotalStay in March added operations in Romania and Sweden
182	<b>Walsall Pressings</b> <i>Precision component manufacturer</i>	Walsall	18%	3,305	40,671	365	Jun 14	Supplies Jaguar Land Rover and Ford assembly lines all over the world
183	<b>White Clarke Group</b> <i>Finance software developer</i>	Milton Keynes	18%	*20,893	*28,000	270	Dec 14	Its asset finance software is used by 100 customers in 30 countries
184 [144]	<b>Hammer</b> <i>IT storage distributor</i>	Basingstoke	18%	*54,330	*132,956	141	Jan 15	Opened a second German office this year, bringing its total number of European offices to eight
185	<b>Adare</b> <i>Marketing services provider</i>	West Yorkshire	17%	45,254	170,806	837	Oct 14	Works with blue-chip companies in 60 locations across Europe, the Americas and Asia



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186	<b>Acorn Stairlifts</b> <i>Stairlift manufacturer</i>	West Yorkshire	17%	*78,173	*134,747	1,046	Sep 14	An Acorn Stairlift is installed somewhere in the world every nine minutes
187	<b>Evans Vanodine International</b> <i>Chemicals manufacturer</i>	Preston	17%	9,272	25,759	141	Mar 14	Has production facilities in Saudi Arabia, Jordan, Colombia, South Africa and China
188	<b>Design Go</b> <i>Travel goods supplier</i>	Northwest London	17%	20,012	30,240	108	Mar 14	Its travel accessories are distributed to more than 70 countries worldwide
189	<b>Wensleydale Dairy Products</b> <i>Cheesemaker</i>	North Yorkshire	16%	2,633	26,301	235	Mar 14	Its Yorkshire Wensleydale cheese was awarded European Protected Geographical Indication status in 2013
190 [25]	<b>Longfield Chemicals</b> <i>Plastics distributor</i>	Cheshire	16%	15,808	67,444	17	Oct 14	Ships to Eastern European processors using agents in Croatia and the Czech Republic
191 [163]	<b>R H Smith &amp; Sons</b> <i>Fancy dress maker and distributor</i>	Lincolnshire	16%	18,571	50,729	238	Dec 13	Exports more than 5,000 products to 42 countries
192 [159]	<b>Berwin Group</b> <i>Rubber and PVC manufacturer</i>	Manchester	16%	15,022	65,575	238	Jul 14	Supplies the automotive, aerospace and oil and gas sectors in Europe and America
193 [176]	<b>Turner &amp; Townsend</b> <i>Construction consultancy</i>	Leeds	16%	193,048	357,433	3,430	Apr 14	Is providing the advisory services for the £11bn third runway at Hong Kong airport
194	<b>Eurokey Recycling</b> <i>Recycler</i>	Leicestershire	16%	23,467	30,661	44	Dec 13	Opened a new recycling facility in Poland in 2014
195 [91]	<b>Core Assets</b> <i>Foster agency</i>	Worcs	16%	*25,375	*160,774	1,422	Dec 14	Has 20 international offices in 10 countries
196	<b>Xeretec</b> <i>Managed print service provider</i>	Wokingham	16%	3,693	46,422	207	Aug 14	Says it is Xerox's largest partner and provider of managed print services in Europe
197	<b>Gaicho</b> <i>Argentine steak restaurant operator</i>	Central London	16%	6,423	55,507	896	Dec 13	Owns restaurants in Dubai, Hong Kong, the Netherlands and Argentina, as well as Britain
198	<b>William Reed Business Media</b> <i>Trade journal publisher</i>	Crawley	15%	9,909	43,143	340	Mar 14	Its retail consultancy firm launched overseas at the beginning of the year
199	<b>Enotria</b> <i>Wine distributor</i>	Northwest London	15%	7,763	124,339	181	Dec 13	Its joint venture with Sicilian wine co-operative Settesoli employs more than 2,000 growers
200 [107]	<b>LGC</b> <i>Analytical services laboratory</i>	Southwest London	15%	101,109	207,336	1,948	Mar 14	Operates laboratories and offices in 22 countries across Europe, Asia and the Americas

‡ FYE (financial year end) of latest available accounts  
\* Supplied by the company † Annualised figure