

International Track 200 national press release

Sunday 21 February 2021



BRITAIN'S MID-MARKET PRIVATE COMPANIES WITH FASTEST-GROWING INTERNATIONAL SALES REVEALED IN SPECIAL COVID-19 EDITION

Published today, the 12th annual **Sunday Times HSBC International Track 200** league table ranks Britain's mid-market private companies with the fastest-growing international sales – largely before Covid-19 struck.

The 200 companies, which include well-known names such as fitness clothing retailer **Gymshark**, craft beer producer **BrewDog**, and reusable bottles brand **Chilly's Bottles**, grew their combined overseas sales by 55% a year from £4.7bn to £8.7bn over their last two years, and all are profitable.

This surge in exports came as businesses faced uncertainty over Brexit, with no deal a possibility until Christmas Eve. International Track 200 companies have adapted, with 60% saying that Brexit has had a neutral impact on their business, 33% reported a negative impact and 7% saw a positive effect. That said 74% are targeting expansion in Europe, 58% in North America and 36% in Asia.

The top spot on this year's league table goes to IT infrastructure provider **ExcelRedstone**, which has helped technology firms, financial institutions and online retailers adjust to the pandemic. The London-headquartered company has set up offices in Europe, the Middle East and Asia, and grown overseas sales by 254% pa over its last two years to an annualised £36.3m in 2019, on annualised total sales of £113.5m.

More than 1,100 companies have featured on International Track 200 since the league table was launched. Star alumni include **Dr Martens**, the boot maker and retailer which floated last month valued at £3.7bn; and **Fever-Tree**, which floated in 2014 valued at £154m, and is now valued at £2.9bn. **THG** featured for seven consecutive years and floated last year at £5.4bn. It is now worth £7bn.

The International Track 200 league table is sponsored by **HSBC** and **DHL Express**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Amanda Murphy, Head of Commercial Banking, HSBC UK, commented:

"After a challenging start to 2021, all eyes are on the companies that will drive a return to growth in 2021. We are confident that the innovation and entrepreneurial spirit of businesses such as those listed on International Track 200 will carry them forward. These companies show the strength, ambition and resilience of businesses across the UK and are the sort of businesses we are proud to support every day."

Top 10 companies on the HSBC International Track 200 league table

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
1	ExcelRedstone IT infrastructure provider	Central London	254%	†36.3	†113.5	694	Dec 19	Has helped firms across the world adapt their IT infrastructure to cope with the pandemic
2 [7]	La Fosse Associates Recruitment consultancy	Central London	246%	14.3	130.9	221	Dec 19	Its new venture, futureproof, trains software engineers for the likes of Babylon Health and Ovo Energy

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
3	Goodstuff <i>Media agency</i>	Central London	232%	11.4	126.9	110	Dec 19	Ben & Jerry's, Groupon and Spotify are among this media agency's global clients
4	Direct Healthcare Group <i>Medical device supplier</i>	Caerphilly	218%	*†27.6	*†61.7	300	Dec 20	Took five months' worth of orders in two weeks as lockdowns set in last year
5	Huel <i>Nutrition brand</i>	Hertfordshire	209%	*39.8	*71.6	120	Jul 20	Has sold more than 100 million meals in 90 countries
6	BullionByPost <i>Online gold dealer</i>	Birmingham	205%	*36.7	*209.5	47	Apr 20	Gold bullion sales more than trebled in the early months of the pandemic
7	Gael Force Group <i>Marine equipment manufacturer</i>	Inverness	204%	6.6	41.9	252	Dec 19	Opened its first overseas base in Canada in 2019 and plans to expand into Scandinavia
8	SBZ Corporation <i>Additives supplier</i>	Essex	201%	8.5	28.0	21	Dec 19	Has expanded its 6,500 cubic metre oil storage facility on the east coast of England
9	Oscar Technology <i>Recruitment consultancy</i>	Manchester	159%	20.6	28.0	69	Aug 19	Is launching a recruitment division for the life sciences industry
10 [9]	Kingsbury <i>Machine tools wholesaler</i>	Hampshire	156%	9.7	83.1	323	Dec 19	Supplies German-made machine tools and devices used to make medical ventilators

* Supplied by the company

† Annualised

KEY FINDINGS

Covid-19: While all the companies have been affected by the pandemic and the restrictions imposed to combat the spread of the virus, several International Track 200 companies have contributed to the global effort to fight the virus. Examples include **Gama Healthcare**, whose infection prevention wipes have been used to combat Covid-19 in more than 60 countries, and **Spectrum Medical**, which produces life support systems that have been used to treat critically ill Covid-19 patients in America and Germany. **HH Global**, the marketing services firm, sourced 80% of the face masks used by its client Unilever in the first four months of the pandemic.

Brexit: International Track 200 businesses adapted to uncertainty over the terms of the UK/EU trade deal. Examples include **CFC Underwriting**, which established a subsidiary in Brussels to help serve European clients, and **EU Automation**, which opened a distribution centre in Frankfurt to prevent Brexit-related delays in supplying its customers.

Trading in America: The world's largest economy and Britain's biggest single trading partner is the top market for overseas sales, with 110 companies citing the country as a key destination for exports. It is also the top choice for future growth, with 107 planning American expansion. Companies active in America include **Busy Bees**, which entered the US market with the acquisition of 19 nurseries in Connecticut in 2019, acquiring 15 locations in western New York state in January 2020.

Ecommerce: 36 International Track 200 companies generate more than 10% of exports from online sales, up from 31 in 2020, and a quarter of these sell exclusively online. Examples include online fashion retailer **Oh Polly**, which has 4.3m Instagram followers and sells via a multicurrency website, and **Sweaty Betty**, which generates 80% of its exports from online sales.

See the appendix i for the full league table

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

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

THE SUNDAY TIMES INTERNATIONAL TRACK ONES TO RECOGNISE (see Appendix ii)

The International Track Ones to Recognise showcases five companies that have grown exports but do not meet the criteria of the main league table. They all generate a significant proportion of sales overseas.

The Ones to Recognise features four British manufacturers, including **The Binding Site**, which supplies 35m blood tests a year. It has also developed a Covid-19 antibody test in partnership with the University of Birmingham. In the year to September 2020, exports hit £139.1m, representing 93% of sales.

The list also includes **Ian Macleod Distillers**, a family-owned firm that produces 15m bottles of spirits a year, including Glengoyne whisky and Edinburgh Gin. It sells to 60 countries and has seen rising demand from India and China.

See Appendix ii for the International Track Ones to Recognise.

ENDS

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Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 24 years. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

League table criteria

Companies had to be registered in the UK and be independent, unquoted and ultimate holding companies. They are ranked according to the compound annual growth rate (CAGR) of their international sales over their latest two financial years.

Total sales had to be between £25m and £1bn, and international sales at least £1m in the latest financial year.

The research was carried out by Fast Track principally between August and December 2020. Data on international sales can be limited. Companies filing abridged accounts are not required to disclose any geographical breakdown of sales, while firms that file full accounts can choose to not disclose a geographical breakdown of sales if it is prejudicial to their interests.

See website for full qualification criteria: www.fasttrack.co.uk

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Appendix i: The 2020 Sunday Times HSBC International Track 200

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
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9	Oscar Technology <i>Recruitment consultancy</i>	Manchester	159%	20.6	28.0	69	Aug 19	Is launching a recruitment division for the life sciences industry
10 [9]	Kingsbury <i>Machine tools wholesaler</i>	Hampshire	156%	9.7	83.1	323	Dec 19	Supplies German-made machine tools and devices used to make medical ventilators
11	Express Engineering <i>Subsea equipment engineer</i>	Gateshead	131%	*21.3	*36.1	217	Sep 20	Manufactures turnkey products that control and connect subsea equipment
12	Sykes Holiday Cottages <i>Holiday cottage rental agency</i>	Chester	129%	*9.1	*85.0	800	Sep 20	Changed 150,000 bookings of holiday cottages in the UK, Ireland and New Zealand
13	LMG <i>Digital property services</i>	Central London	125%	3.7	33.9	174	Dec 19	Has expanded into Europe, winning clients such as Société Générale
14	The Entertainer <i>Toy retailer</i>	Buckinghamshire	124%	27.5	236.3	2,348	Jan 20	Acquired a Spanish toy retailer in 2018 and the Early Learning Centre in 2019
15 [24]	Beta Pharmaceuticals <i>Pharmaceuticals wholesaler</i>	Essex	118%	15.6	43.2	84	Sep 19	Exports medical supplies to Europe, East Africa and the Middle East
16	Fashion UK <i>Branded fashion supplier</i>	Leicester	111%	27.8	59.6	103	Jul 19	Has a showroom and distribution base in Dusseldorf and owns a factory in India
17	Oh Polly <i>Online fashion retailer</i>	Glasgow	111%	*14.3	*39.7	209	Apr 20	Its clothes are worn by celebrities such as the American model Hailey Bieber
18 [49]	Wireless Logic <i>Technology platform provider</i>	Berkshire	107%	39.9	91.4	213	Apr 20	Helped with connectivity services to monitor numbers of people in shops during Covid
19	Rebound Returns <i>E-commerce returns technology</i>	Telford	104%	*5.4	*27.3	44	Dec 19	Its software helped global brands develop flexible returns policies during the pandemic
20 [22]	iwoca <i>Business finance provider</i>	Central London	103%	11.7	68.6	294	Dec 19	Has provided funding to more than 50,000 small businesses in Europe since 2012
21 [74]	Redwood Technologies Group <i>Communications tech provider</i>	Berkshire	98%	14.5	39.2	266	Dec 19	Its AI technology has helped public sector bodies manage demand for Covid-19 information
22	BJS Home Delivery <i>Delivery and storage services</i>	West Midlands	98%	6.4	26.7	403	Jul 19	Founder called on more businesses to hire homeless people during lockdowns
23	Segen <i>Solar equipment distributor</i>	Aldershot	96%	70.2	116.6	119	Nov 19	Subsidiaries in Germany and South Africa supply growing local markets with solar products

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24 [5]	Chilly's Bottles <i>Reusable bottles brand</i>	Central London	96%	*22.0	*44.1	19	Jul 20	Donated £250,000 worth of its reusable water bottles to NHS staff
25 [61]	Spectrum Medical <i>Medical device developer</i>	Gloucester	93%	32.8	33.1	173	Dec 19	Its life support systems have been used to treat critically ill Covid-19 patients
26	HydroGarden <i>Hydroponic products supplier</i>	Coventry	88%	*14.0	*41.4	138	Dec 20	Acquired German hydroponic equipment wholesaler Grow In in March
27 [37]	Vegware <i>Compostable packaging maker</i>	Edinburgh	87%	19.2	45.9	86	Jan 20	Its plant-based disposables helped businesses and schools offer socially distanced catering
28 [52]	Davies Group <i>Specialist professional services</i>	Central London	85%	28.9	177.3	2,473	Jun 20	Acquired Florida consultancy firm Wakely Actuarial in December
29	Kammac <i>Outsourcing logistics specialist</i>	Lancashire	84%	3.4	29.1	298	Dec 19	Handles over 1.4m pallets a year for retailers, breweries and pharmaceutical clients
30	Excool <i>Data centre cooling</i>	Worcestershire	83%	15.8	26.2	157	Mar 20	Its cooling systems provide a total carbon saving equivalent to the emissions of 112,000 homes annually
31	Blue Group <i>Industrial machinery distributor</i>	Cheshire	82%	2.5	28.0	80	Dec 19	Sells crushers and shredders to the demolition and scrap industries
32	Wingate <i>Building services provider</i>	Basingstoke	81%	9.3	42.3	268	Sep 20	Provided site services during construction of AstraZeneca's Cambridge R&D centre
33	Matchroom Sport <i>Sporting events promoter</i>	Essex	81%	99.7	192.9	87	Jun 19	Eddie Hearn, its managing director, published "Relentless: 12 Rounds to Success" in October
34 [31]	Sabio <i>Contact centre technology provider</i>	Central London	79%	42.5	89.2	447	Sep 19	Made four acquisitions in 2020, despite the pandemic and all staff working remotely
35	Ignition Technology <i>Software distributor</i>	Farnborough	78%	4.5	28.7	32	Apr 20	Says it achieved record sales for its remote-access software during the first lockdown
36	Five Guys <i>Burger restaurant chain</i>	West London	78%	89.9	263.1	4,714	Dec 19	In May last year, its 18 German outlets launched a delivery service for the first time
37	Sloane Helicopters <i>Helicopter services provider</i>	Northamptons hire	77%	15.2	30.5	59	Dec 19	Supplies helicopters to wealthy clients and air ambulance services
38 [73]	Dormole <i>Tool distributor</i>	Kent	77%	36.5	242.7	1,040	Dec 19	Invested in its stock of more than 30,000 tool products at the onset of the pandemic
39	Naylor Industries <i>Construction products manufacturer</i>	Barnsley	76%	3.6	55.6	380	Feb 20	Its clay drainage system was used to build a Fruit of the Loom factory in Morocco
40 [63]	QBS Software <i>Software delivery platform</i>	Wembley	76%	18.5	76.9	79	Mar 20	Its acquisition of German firm Compuwave in September was its third since the onset of the pandemic

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41	Thurston Group <i>Modular building manufacturer</i>	Wakefield	76%	3.2	33.0	242	Oct 19	Develops blast resistant buildings and mobile labs for the petrochemical industry
42 [1]	Reed & Mackay <i>Corporate travel agency</i>	Central London	75%	*17.6	*81.7	1,000	Mar 20	Its mobile app for corporate travel now provides data on airline and hotel hygiene
43	Stiltz <i>Home lift manufacturer</i>	West Midlands	75%	16.1	27.5	223	Dec 19	Launched a recruitment drive as demand for its home lifts grew during the pandemic
44	Time Wholesale Services <i>Consumer goods wholesaler</i>	East London	74%	28.6	84.5	77	Jan 20	Sells a range of 8,500 product lines to more than 2,500 customers worldwide
45 [156]	Cloud Technology Solutions <i>Cloud IT developer</i>	Manchester	73%	*16.2	*40.1	163	Mar 20	Has performed more than 50 million cloud migrations in 83 countries around the world
46	Mechatherm International <i>Furnace manufacturer</i>	West Midlands	73%	34.0	34.9	69	Feb 20	Designs furnaces for aluminium producers in America and the Middle East
47 [12]	One Retail Group <i>Online retailer</i>	North London	69%	23.6	39.2	17	Dec 19	Dispatches more than 4,000 orders a day to customers in 60 countries
48	Southgate Global <i>Packaging solutions provider</i>	Norfolk	68%	5.8	33.4	54	Dec 19	Has designed employee temperature-testing stations for warehouse workers
49 [47]	BrewDog <i>Brewery</i>	Aberdeenshire	66%	59.9	214.9	1,767	Dec 19	Launched in the Netherlands with an open-plan 'brewpub' at the height of the pandemic
50	Global Loan Agency Services <i>Finance services provider</i>	Central London	66%	20.3	28.3	79	Dec 19	Has six overseas offices, including one in Paris which opened in 2019
51 [36]	St Pierre Groupe <i>Bakery group</i>	Manchester	64%	51.1	88.9	35	Dec 19	Donated more than \$1m worth of its bakery products in the UK and America during the pandemic
52	Anthesis Group <i>Sustainability consultancy</i>	Central London	63%	*18.8	*27.7	454	Dec 19	Acquired Spanish sustainability agency Lavola in 2019, giving it a presence in 17 countries
53 [72]	G2V Recruitment Group <i>Recruitment consultancy</i>	Central London	63%	41.0	85.7	250	Mar 20	Opened its first European office in Amsterdam last summer
54	Sweaty Betty <i>Women's activewear retailer</i>	Central London	62%	*42.6	*128.1	750	Dec 20	American celebrities such as Jennifer Aniston and Reese Witherspoon are fans of this brand
55	Macs Adventure <i>Travel adventure activities</i>	Glasgow	62%	12.7	27.2	99	Nov 19	Its walking and adventure tours to include strict social distancing measures
56 [126]	Adaptavist <i>IT consultancy</i>	Central London	61%	44.0	49.0	246	Sep 19	Bought American technology consultancy Go2Group last year, acquiring customers such as Fannie Mae
57 [159]	Gravitas Recruitment <i>Recruitment consultancy</i>	Central London	61%	*7.4	*55.8	178	Nov 19	Its operations in Asia have remained strong, with a new office opening in Shenzhen, China in 2021

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58 [172]	Cooper Turner Beck <i>Industrial fastener manufacturer</i>	Sheffield	60%	*†118.0	*†135.6	1,142	Dec 19	Deemed an essential manufacturer, more than a century after it made rivets for battleships
59 [18]	Gymshark <i>Online fitness clothing brand</i>	Solihull	60%	*206.1	*260.7	455	Jul 20	Sold a 21% stake to US investor General Atlantic in August, valuing it at over £1bn
60 [191]	Broadland Drinks <i>Wine producer and importer</i>	Norfolk	59%	8.2	79.0	156	Mar 20	Its advent calendar of 24 mini wine bottles is popular with American drinkers
61 [123]	Jellyfish <i>Digital marketing agency</i>	Central London	59%	*†96.8	*†154.5	791	Dec 19	Held more than 6,600 hours of virtual training for its clients in April and May 2020
62 [29]	Invenio Business Solutions <i>IT consultancy</i>	Reading	59%	*33.5	*43.8	848	Mar 20	Has launched a Covid-19 package to help clients digitise their supply chains
63 [67]	Busy Bees <i>Nurseries operator</i>	Staffordshire	59%	239.1	527.9	12,848	Dec 19	Nurseries in South East Asia shared Covid safety strategies with counterparts worldwide
64 [59]	Oxford Economics <i>Economic research consultancy</i>	Oxford	58%	23.2	41.7	259	Jul 19	Its forecasting technology has helped clients understand the pandemic's economic impact
65	Castle Air <i>Helicopter services provider</i>	Cornwall	56%	10.4	29.2	84	Nov 19	Claims to have the largest stock of parts for the Agusta 109 helicopter in the world
66 [51]	Revolution Beauty <i>Beauty products retailer</i>	Kent	56%	*102.0	*152.4	205	Dec 19	Collaborated with Warner Brothers last year on a collection inspired by US sitcom Friends
67	X-Cel Superturn <i>Precision engineer</i>	Rotherham	56%	†20.2	†32.3	202	Mar 20	Produces precision engineered components for the oil and gas, nuclear and renewables sectors
68	Special Piping Materials <i>Pipes and fittings supplier</i>	Manchester	54%	27.1	39.6	63	Dec 19	Cemented supply-chain relationships whilst enduring a downturn in the oil and gas sector during 2020
69	ERSG <i>Energy recruitment consultancy</i>	Southeast London	54%	†51.5	†84.1	97	Dec 19	Helps international clients recruit staff in the renewable energy sector
70 [48]	SIAN Wholesale <i>Consumer goods wholesaler</i>	Surrey	53%	31.1	49.1	34	Dec 19	Exports worldwide and has seen a surge in demand for hand sanitiser
71	Grayson Thermal Systems <i>Automotive technology provider</i>	Birmingham	52%	*11.8	*34.8	294	Mar 20	Developed air circulation systems to help protect bus drivers from Covid-19
72 [46]	Captify <i>Advertising technology company</i>	Central London	52%	*25.7	*47.9	228	Mar 20	Opened its 10th overseas office in 2019, in Milan
73	Worldwide Recruitment Solutions <i>Recruitment consultancy</i>	Altrincham	51%	32.9	45.1	80	Dec 19	Helped arrange repatriation and isolation periods for crew members
74	Decora <i>Blind manufacturer</i>	Northern Ireland	51%	14.6	87.8	1,170	Dec 19	Acquired Dutch firm Coolblinds for an undisclosed sum in August last year
75	Phoenix ME <i>Electrical engineer</i>	Central London	50%	20.7	163.4	496	Sep 19	Installs mechanical and electrical systems for the likes of Amazon and Google

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76 [150]	Autosmart International <i>Vehicle cleaning products</i>	Staffordshire	50%	15.9	37.5	199	Jan 20	Ramped up production of vehicle cleaning chemicals used to prevent the spread of Covid-19
77 [34]	Havwoods <i>Hardwood flooring specialist</i>	Lancashire	50%	10.1	48.7	106	Dec 19	Switched to virtual consultations when its showrooms from New York to Melbourne closed
78 [132]	Purdicom <i>Wireless network provider</i>	Oxfordshire	49%	5.1	32.6	56	Dec 19	Supplies wireless network equipment including Google hardware to Europe, Dubai and Russia
79	Inoapps <i>IT consultancy</i>	Aberdeen	49%	15.2	31.3	233	Jul 19	Supplies energy clients with Oracle software from offices in America and Malaysia
80	ProCook <i>Cookware manufacturer and retailer</i>	Gloucester	49%	2.5	39.0	550	Mar 20	Sells cookware and kitchen accessories online to customers across Europe
81 [115]	Lyle & Scott <i>Fashion retailer</i>	Central London	47%	31.8	64.4	159	Mar 20	Sells golf clothing through its franchise stores in the Netherlands and Sweden
82 [93]	Edge Worldwide Logistics <i>Logistics services broker</i>	Salford	46%	11.6	71.3	63	Jun 20	Helped transport PPE for international NGOs at the start of the pandemic
83	RPV <i>Valve distributor</i>	Bury St Edmunds	46%	28.3	32.4	47	Jan 20	Stocks petrochemical valves worth more than £60m across its five warehouses
84	CCS McLays <i>Retail supplies provider</i>	Cardiff	46%	*6.3	*47.7	96	Mar 20	Supplies bespoke packaging and retail consumables to Dutch lingerie brand Hunkemöller
85 [25]	LHi Group <i>Recruitment consultancy</i>	Central London	46%	*25.9	*56.9	210	Dec 19	Its consultants in Munich, New York and California advise on renewable energy
86	Alcumus <i>Regulatory compliance management</i>	Cardiff	45%	3.5	49.3	527	Dec 19	Helps clients comply with emerging workplace Covid regulations
87	Sheffield Haworth <i>Recruitment consultancy</i>	Central London	44%	23.4	35.4	138	Dec 19	Advised clients on the impact of Covid-19 on the future of global recruitment
88 [60]	CloserStill <i>Exhibition organiser</i>	Central London	43%	†27.5	†65.4	297	Dec 19	Organised more than 16 online events last year
89 [65]	Brogan Group <i>Construction access specialists</i>	Hertfordshire	43%	21.1	48.1	625	Dec 19	Won a Queen's Award for Enterprise in international trade last year
90	Scott & Newman <i>Potato merchants</i>	Shrewsbury	43%	6.5	28.0	16	Jun 19	Granted a Ministry of Food license for distributing potatoes throughout Shropshire during WW2
91 [13]	Once Upon A Time <i>Advertising agency</i>	Central London	43%	*5.9	*39.0	123	Apr 20	Works with some of the world's biggest film studios
92 [113]	bulk <i>Sports nutrition brand</i>	Colchester	43%	31.6	57.0	179	Dec 19	Opened a 100,000 sq ft distribution centre in Poland in 2019
93 [96]	Flair Rugs <i>Rugs supplier</i>	Derbyshire	42%	*2.4	*28.0	135	Jun 20	Trades in more than 25 different countries across the world
94 [144]	Money Penny <i>Outsourced communications provider</i>	Wrexham	42%	†3.4	†36.1	722	Dec 19	Handles over 20m calls and web chats a year on behalf of 21,000 clients in the UK and America

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95 [80]	Gama Healthcare <i>Antimicrobial product distributor</i>	Watford	42%	20.4	50.0	182	Mar 20	Its infection prevention products have been used to fight Covid-19 in more than 60 countries
96	Thermoseal Group <i>Insulated glass parts supplier</i>	Birmingham	41%	3.0	25.9	155	Dec 19	Increased its stock of raw materials for insulated glass ahead of Brexit
97	BAP Pharma <i>Pharmaceuticals supplier</i>	Slough	41%	70.8	105.5	20	Dec 19	Helped maintain the supply of drugs for a client's Covid-19 vaccine trial
98	disguise <i>Live event technology provider</i>	Central London	41%	29.1	34.6	90	Dec 19	Helped produce Metallica's pay-per-view charity concert, streamed online in November
99 [75]	ASM Technologies <i>Specialist IT distributors</i>	Cheshire	40%	*11.3	*62.2	72	Mar 20	Has offices in Cheshire, London, Dusseldorf and Paris
100 [20]	YMU Group <i>Global talent management</i>	Central London	39%	†14.3	†48.3	308	Dec 19	Acquired LA-based music agency Deckstar in 2017, adding Blink-182 and Steve Aoki to its roster of stars
101	Clearvision <i>IT consultancy</i>	Southampton	38%	17.8	35.7	62	Dec 19	Has helped clients transition to remote working during the pandemic
102 [138]	Investis Digital <i>Digital communications provider</i>	Central London	38%	29.6	43.7	494	Dec 19	Groupon, ASOS and Anglo American are among its global customers
103	Charles Bentley <i>Household products manufacturer</i>	Loughborough	38%	4.0	31.3	137	Mar 20	Pivoted from supplying home and garden furniture to providing hygiene products
104 [82]	ACC Aviation <i>Aviation services provider</i>	Surrey	38%	170.2	175.9	56	Dec 19	Acquired Dubai-based aviation consultancy Aerotask in 2019
105	M&E Global <i>Recruitment consultancy</i>	Worcestershire	37%	35.6	38.4	580	Dec 19	Sources marine engineers and aircraft mechanics to service military equipment
106	RSK <i>Environmental and engineering consultancy</i>	Cheshire	37%	*†67.4	*†281.9	3,468	Apr 20	Acquired Austrian environmental consultancy Boden + Wasser in September
107	iaa <i>Beauty products distributor</i>	North London	37%	8.8	29.5	180	Feb 20	Distributes its range of environmentally friendly skincare through beauty salons internationally
108 [176]	Bee Health <i>Food supplement manufacturer</i>	East Yorkshire	37%	2.3	28.6	267	Dec 19	Produces 400m vitamin capsules and tablets a week at its Yorkshire factory
109	Rarewaves <i>Online retailer</i>	West London	36%	*31.9	*36.9	30	Aug 20	Its founder owns a collection of more than 100,000 vinyl records
110	Denholm Energy Services <i>Energy sector services provider</i>	Glasgow	36%	168.0	191.2	4,527	Dec 19	Operates internationally in the Middle East, Caspian Sea and America
111 [81]	Yours Clothing <i>Plus-size clothing retailer</i>	Peterborough	35%	*11.4	*107.5	1,391	Feb 20	Sells its plus-sized clothing direct to consumers in more than 100 countries
112 [153]	Xexec <i>Employee engagement services</i>	North London	35%	11.2	57.4	57	Nov 19	Offers employee discounts with 3,000+ retailers worldwide, including Apple, Starbucks and Amazon

Rank [2020 rank]	Company <i>Activity</i>	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
113	EU Automation <i>Machine parts supplier</i>	Stafford	34%	59.4	66.1	237	Mar 20	Opened a distribution centre in Frankfurt to mitigate against the impact of Brexit
114 [112]	MVF <i>Customer generation services</i>	North London	33%	*75.7	*112.2	477	Mar 20	Has provided virtual mental health support, a bereavement helpline and a mindfulness app to its staff
115 [35]	Cult Beauty <i>Online beauty retailer</i>	Central London	33%	*65.0	*123.4	188	May 20	Temporarily stopped shipping to 10 countries including Argentina and Pakistan in the autumn
116 [140]	Whitworth Group <i>Flour miller</i>	Northamptons hire	33%	36.6	437.0	711	Mar 20	Ramped up flour production during the pandemic and exports across Europe
117 [98]	Fruitful Office <i>Fruit delivery service</i>	Croydon	32%	17.1	30.5	585	Dec 19	Launched a 'work from home' fruit delivery service for companies with remote-working staff
118 [124]	Vivobarefoot <i>Footwear manufacturer and retailer</i>	Central London	32%	26.9	34.1	69	Jun 20	Taiwanese firm Stella International, which makes shoes for Nike and Timberland, is an investor
119	Brisko Metal Resources <i>Steel wholesaler</i>	Kingston upon Thames	32%	4.5	76.2	78	Jun 19	Produces more than 150,000 tonnes of welded steel tubes and pipes a year
120 [64]	Phaidon International <i>Recruitment consultancy</i>	Central London	32%	105.6	114.7	765	Oct 19	Advised its clients on how to integrate new staff who are working remotely
121 [147]	Ligentia <i>Supply chain manager</i>	Leeds	32%	55.6	123.7	410	Dec 19	Offered clients free storage space in China as the pandemic curtailed supply chains
122	Westley Group <i>Engineer</i>	West Midlands	32%	9.9	33.3	317	Jun 19	Supplies cast and machined components to the naval defence, marine and oil & gas industries
123 [110]	Inside Travel Group <i>Tour operator</i>	Bristol	32%	22.8	49.4	194	Dec 19	Before the pandemic struck it helped 12,000 people explore Asia each year
124 [26]	CField Construction <i>Construction contractor</i>	Central London	31%	28.2	77.5	75	Dec 19	Is transforming Grade II listed Bodmin Jail in Cornwall into a unique luxury hotel
125	Halewood Artisanal Spirits <i>Alcoholic drinks maker</i>	Central London	31%	145.9	401.5	991	Jun 20	Its Whitley Neill brand is the bestselling premium gin in the UK
126 [91]	Silbury <i>Food ingredients supplier</i>	Banbury	31%	7.4	59.8	32	Oct 19	Owns a stake in HIT Group, one of Europe's largest tomato processors
127 [166]	TopCashback <i>Cashback website</i>	Stafford	31%	42.3	156.8	222	Dec 19	Operates cashback sites in the UK, America, India, China and Germany
128 [151]	Options <i>Financial technology provider</i>	Central London	30%	58.6	88.8	268	Dec 19	Expanded its financial services in Brazil and Russia during the pandemic
129 [90]	Selwood <i>Pump manufacturer & renter</i>	Hampshire	30%	8.3	88.7	599	Dec 19	Its low emission pumps have been supplied to engineers helping expand the Paris Metro
130 [133]	A-Safe <i>Safety barrier manufacturer</i>	Halifax	30%	61.4	70.4	489	Dec 19	Its safety barriers have been installed in more than 30 international airports

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
131	Woolley Brothers Wholesale Meats <i>Meat wholesaler</i>	Sheffield	30%	9.5	54.0	115	Dec 19	Supplies deboned meat to wholesalers across Europe
132	FFX <i>Tools and equipment retailer</i>	Kent	30%	11.5	58.9	130	Sep 19	Sells its range of 90,000 construction tools online, with customers in France and Germany
133 [42]	JDX <i>Financial services consultancy</i>	Central London	30%	*13.8	*42.2	628	Mar 20	Launched virtual consulting for its financial services and insurance clients
134 [119]	Oil Consultants <i>Recruitment consultancy</i>	Tyne and Wear	30%	49.1	53.8	49	Dec 19	Its overseas offices from Aberdeen to Indonesia help place energy sector technicians
135 [106]	Amoria Bond <i>Recruitment consultancy</i>	Manchester	30%	56.7	74.3	146	Nov 19	Despite Covid-19, is in the process of establishing a new office in America
136	SSS Super Alloys <i>Nickel alloy distributor</i>	Sheffield	30%	19.2	27.4	27	Dec 19	Exports nickel alloys from Sheffield to customers in the global aerospace industry
137	Cambridge Commodities <i>Nutritional supplement wholesaler</i>	Ely	30%	*25.0	*63.5	137	Nov 20	Acquired American company Ultimate Superfoods in April 2020
138	Mirius <i>Cleaning chemicals manufacturer</i>	Coventry	29%	*11.6	*32.1	186	Nov 19	Its veterinary products are in demand from Chinese pig farmers to combat swine flu
139 [83]	Adare International <i>Marketing services provider</i>	Basingstoke	29%	199.7	234.3	686	Dec 19	Hilton, Hitachi and Huawei have used its marketing technology platform
140	Carmel Clothing <i>Fashion supplier</i>	North London	29%	6.1	75.1	248	Dec 19	Started in 1957 as Carmel Pleaters and now supplies over 1m garments a month to fashion retailers globally
141	Hedonism Wines <i>Wine retailer</i>	Central London	29%	9.7	40.9	225	Jul 19	Stocks a bottle of Macallan priced at £145,000 and is holding virtual wine tastings
142 [76]	Origin <i>Door and window manufacturer</i>	High Wycombe	29%	4.4	41.9	278	Dec 19	Kept its Florida factory open to make and deliver luxury doors when showrooms closed
143 [15]	The&Partnership <i>Marketing communications group</i>	Central London	29%	310.4	630.0	795	Dec 19	Created an ad campaign for Toyota showing how UK Olympians were adapting to lockdown
144 [180]	Uform <i>Kitchen door supplier</i>	County Antrim	28%	*13.6	*36.6	328	Apr 20	Hired staff to meet demand for home improvements during the pandemic
145	British Engineering Services <i>Testing services provider</i>	Manchester	28%	3.2	49.2	577	Dec 19	Provides testing, inspections and certification services to one of Ireland's largest insurers
146	GLD Group <i>Clothing and footwear retailer</i>	Perthshire	28%	21.9	56.2	198	Jan 20	Installed technology that enabled it to show its products virtually to customers
147	Huxloe Logistics <i>Logistics services provider</i>	Kettering	28%	4.1	37.8	35	Mar 20	Supporting online pharmacies in delivering medical supplies to homes across Europe
148	Star Brands <i>Cleaning products supplier</i>	Leeds	28%	2.6	30.9	111	Aug 19	Its The Pink Stuff cleaning brand has close to 100,000 Instagram followers

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
149 [109]	Ptarmigan Media <i>Financial media agency</i>	Central London	28%	70.3	110.8	118	Dec 19	Provides media buying and strategy for global blue-chip financial services clients
150	Oxford PharmaGenesis <i>Medical communications agency</i>	Oxford	27%	*32.3	*39.9	370	Oct 20	Worked with Pfizer and AstraZeneca during the Covid-19 pandemic
151 [195]	Four Communications <i>Marketing and communications agency</i>	Central London	27%	*30.1	*77.5	338	Dec 19	In 2020, its latest overseas office, in Saudi Arabia, won its first clients
152	JBA Group <i>Environmental consultancy</i>	Yorkshire	27%	7.8	38.7	665	Oct 19	Its 650 engineers, consultants and scientists work on projects from offices in nine countries
153	Farol <i>Agricultural machinery supplier</i>	Oxfordshire	27%	8.9	106.0	233	Jan 20	Exports tractors and combine harvesters to customers in mainland Europe
154 [122]	Crafter's Companion <i>Craft products retailer</i>	County Durham	27%	*21.4	*34.1	217	Mar 20	Founder Sara Davies has featured regularly on American shopping channels
155	TIMCO <i>Wholesale construction supplier</i>	Cheshire	27%	3.0	44.2	157	Dec 19	Warned of a surge in shipping costs at UK ports due to Covid-19 restrictions
156 [160]	Cinesite <i>Visual effects and animation</i>	Central London	27%	*74.9	*84.6	1,069	Apr 20	Its Vancouver studio drew 85,000 hairs to create Cousin Itt in The Addams Family animated film
157	CFC Underwriting <i>Insurance intermediary</i>	Central London	26%	54.8	67.9	327	Sep 19	Provides insurance to more than 100,000 businesses in over 80 countries
158	Evolution Foods <i>Health foods retailer</i>	Shropshire	26%	7.0	66.3	248	Jun 20	Its Shrewsbury factory can produce 120m packets of dried fruit and nuts a year
159	Joseph Heler Cheese <i>Cheesemaker</i>	Cheshire	26%	9.1	71.9	166	Sep 19	Sells its Eatlean brand of high-protein cheese at major supermarkets across Spain
160 [139]	A-Gas <i>Chemicals and gases distributor</i>	Portishead	25%	*205.7	*247.4	665	Dec 19	Expanded in Italy in November with the acquisition of a refrigerant reclamation specialist
161 [54]	Element <i>Testing services provider</i>	Central London	25%	524.4	643.0	6,483	Dec 19	Acquired US pharmaceutical testing specialist Analytical Lab Group in July
162 [197]	Croxsons <i>Glass bottle supplier</i>	Southwest London	25%	9.8	31.4	27	Aug 19	Launched an online store last year to sell bottle caps to brewers
163 [45]	MiQ <i>Digital marketing agency</i>	Central London	25%	190.5	234.9	610	Dec 19	Helps the likes of PayPal, Mastercard and Sony target their digital advertising campaigns
164	HH Global <i>Marketing services provider</i>	Surrey	25%	*380.1	*464.2	1,311	Mar 20	Trades in 50 countries and clients include Google, Samsung and Uber
165	Aspen Pumps <i>Pump manufacturer</i>	Eastbourne	25%	65.1	83.4	210	Dec 19	Has made seven acquisitions since 2015 and has sold its products to more than 100 countries
166	Reiss <i>Fashion retailer</i>	Central London	25%	69.7	227.4	1,528	Feb 20	Operates more than 200 stores and concessions across America, Asia and Europe

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
167	Walstead Group <i>Commercial printer</i>	Central London	25%	465.8	587.4	3,602	Dec 19	Put antimicrobial coatings on print products to help prevent spread of disease
168	Flashtalking <i>Advertising technology developer</i>	Central London	25%	50.1	56.7	283	Dec 19	Helps global brands target consumers with personalised online advertising
169	BJSS <i>IT & business consultancy</i>	Leeds	24%	8.8	164.8	1,116	Apr 20	Opened offices in Australia and Portugal in 2020
170 [190]	MPM Products <i>Pet food producer</i>	Manchester	23%	*55.2	*79.5	67	Dec 19	South Korea, Kuwait and New Zealand are among this company's 49 markets worldwide
171	DCS Group (UK) <i>Consumer goods manufacturer & distributor</i>	Banbury	23%	27.5	230.9	352	Dec 19	Exports its Enliven toiletry and hand hygiene brand worldwide
172	Redlynch Agricultural Engineering <i>Agricultural machinery supplier</i>	Somerset	23%	1.8	32.2	36	Nov 19	Sells combine harvesters, seed planters and tractors to trade customers
173	iPulse <i>Hair removal technology</i>	Swansea	23%	46.8	48.4	104	Dec 19	Exports to more than 30 countries accounted for 98% of turnover in 2019
174 [79]	VSI Group <i>Language services provider</i>	Central London	23%	48.9	57.3	293	Dec 19	Operates from 24 studio facilities across Europe, North and South America, and the Middle East
175	Brompton <i>Bicycle manufacturer</i>	West London	23%	38.7	57.0	389	Mar 20	Demand for its handmade folding bikes shot up during the pandemic
176	Pyramid International <i>Merchandise retailer and wholesaler</i>	Leicestershire	23%	12.4	25.3	141	Dec 19	Exports to more than 80 countries
177	Dotmatics <i>Data management software</i>	Hertfordshire	22%	21.7	26.0	185	Dec 19	Acquired Boston-based laboratory data automation firm BioBright last year
178	Pacific Produce <i>Fruit and vegetable importer</i>	Oxfordshire	22%	9.5	58.6	13	Nov 19	Launched a range of baby food products in Germany last year
179	Grant Westfield <i>Waterproof panel manufacturer</i>	Edinburgh	22%	2.1	34.2	164	Dec 19	Its plans to develop distribution networks in North America have been put on hold due to Covid-19
180	Sun Valley <i>Nut supplier</i>	Wirral	22%	9.6	40.0	194	Dec 19	Processes more than 15,000 tonnes of peanuts and cashews a year
181	Optimise <i>Performance marketing provider</i>	Norwich	22%	19.0	50.6	181	Aug 19	Has expanded into southeast Asia, opening offices in Vietnam and the Phillipines in 2019
182 [162]	Argent Foods <i>Food supplier</i>	Central London	22%	177.6	747.3	1,746	Dec 19	Opened a carbon neutral distribution centre to supply berries across Europe in September
183	Abbey Forged Products <i>Steel products forger</i>	Sheffield	22%	5.6	33.4	201	Oct 19	Forges steel parts used to build rigs and refineries at its Sheffield plant
184	Stott and May <i>Recruitment consultancy</i>	Central London	21%	17.7	50.0	76	Dec 19	Held virtual conferences for software developers and cybersecurity experts
185	Groves <i>Haberdashery distributor</i>	Oxfordshire	21%	2.2	27.2	101	Jun 19	Added PPE and mask-making equipment to its range of haberdashery

Rank [2020 rank]	Company Activity	HQ location	Average annual int'l sales growth over 2 yrs	Int'l sales (£m)	Total sales (£m)	Staff	Year end	Comment
186 [152]	Peninsula <i>Employment law consultancy</i>	Manchester	21%	121.2	299.2	3,062	Mar 20	Handles employment and HR inquiries, and provides Covid-19 workplace risk assessments
187	Techbuyer <i>IT hardware supplier</i>	Harrogate	20%	*27.9	*40.8	123	Sep 20	Has an inventory of 225,000 computer parts, worth £10m and sold to 100 countries
188 [92]	Smyle <i>Creative agency</i>	Hertford	20%	*23.1	*37.8	110	Mar 20	Created an immersive virtual conference for Samsung in September
189 [177]	END. <i>Designer menswear retailer</i>	Newcastle upon Tyne	20%	101.6	170.5	628	Mar 20	Its menswear website and apps receive more than 10m visitors each month
190 [193]	Adder Technology <i>IT hardware manufacturer</i>	Cambridge	19%	30.7	33.2	153	Jun 19	Exports hardware allowing users to control multiple computers from a single keyboard
191	Lendlock Group <i>Packaging manufacturer</i>	Chester	19%	20.3	35.9	387	Jul 19	Owns a cosmetics and toiletries manufacturing business in Shanghai
192	Nationwide Produce <i>Produce supplier</i>	Southport	19%	32.6	138.1	97	May 20	Food charity FareShare – supported by footballer Marcus Rashford – is using one of its Evesham distribution depots
193	Score Group <i>Engineering services provider</i>	Aberdeenshire	19%	142.7	238.7	1,847	Sep 19	Serves the energy, utilities and manufacturing sectors from 30 sites across five continents
194	Lovehoney <i>Sex toy retailer</i>	Bath	19%	*56.3	*124.3	312	Mar 20	Owns the exclusive rights to produce Fifty Shades of Grey sex toys
195 [105]	Tenth Revolution Group <i>Recruitment consultancy</i>	Newcastle upon Tyne	19%	*189.1	*297.1	1,640	Nov 19	Opened its latest international office, in Switzerland, in January
196 [200]	CT Automotive <i>Automotive parts supplier</i>	Portsmouth	19%	62.0	88.7	2,849	Dec 19	Despite the pandemic, production has been maintained in at least one of its three global locations
197	Swan Mill Holdings <i>Paper tableware manufacturer</i>	Kent	18%	*19.5	*64.7	314	Mar 20	Produces around 5bn napkins a year for hospitals, shops and restaurants
198 [100]	John Good <i>Logistics and corporate travel</i>	Hull	18%	*18.2	*99.9	320	Dec 19	Operates from 11 UK locations as well as America, Turkey, and mainland Europe
199 [97]	Grenade <i>Sports nutrition brand</i>	Solihull	18%	13.1	52.5	60	Dec 19	140,000 of its protein bars are sold globally every day
200	Brigade Electronics <i>Safety device manufacturer</i>	Kent	18%	37.9	53.0	201	Jan 20	Exports its vehicle safety systems to five continents

* Supplied by the company

† Annualised figure

Appendix ii: The International Track Ones to Recognise

Company Activity	HQ location	Int'l sales (£m)	Total sales (£m)	Staff	Year end
Ian Macleod Distillers Spirits distiller	West Lothian	59.4	110.0	190	Sep 19
<i>Led by MD Leonard Russell, 59, this family-owned firm produces 15m bottles of spirits a year, including Glengoyne whisky and Edinburgh Gin. It sells to 60 countries and has seen rising demand from India and China. More than half its £110m sales are from exports.</i>					
Johnstons of Elgin Cashmere textiles manufacturer	Elgin	29.9	77.0	1,044	Dec 19
<i>Founded in 1797, this family-owned firm makes cashmere in Scotland and sells to 65 countries, with France and Japan its largest markets. It generated 39% of its £77m sales abroad in 2019 and plans to expand in America and China. It is led by CEO Simon Cotton, 51.</i>					
Sygnature Discovery Drug discovery services	Nottingham	21.7	35.9	346	Mar 20
<i>Sygnature provides drug discovery services to fight diseases such as cancer and has recently supported Covid-19 research. In 2020, overseas sales hit £21.7m, representing 61% of turnover. It is led by CEO Simon Hirst, 56, and backed by Phoenix Equity Partners.</i>					
Tetrosyl Group Car care and oil	Rochdale	*52.7	*190.0	1,107	Mar 20
<i>One of Europe's largest makers of car care products sells brands such as CarPlan, Carlube and T-Cut to 100 countries. Sales hit £190m in 2020, with 28% from exports, and it is targeting £500m sales by 2023. The founder's son, Peter Schofield, 59, is chairman.</i>					
The Binding Site Diagnostic tests manufacturer	Birmingham	*139.1	*150.2	1,072	Sep 20
<i>This manufacturer supplies 35m blood tests a year and has developed a Covid-19 antibody test. It has a direct presence in more than 25 countries and customers in 100-plus markets. Under CEO Charles de Rohan, 59, 2020 exports hit £139.1m, representing 93% of sales.</i>					

* Supplied by the company