

INTERNATIONAL TRACK 100



July 11, 2010

Catherine Wheatley discovers that UK manufacturing and design expertise is still in great demand overseas as firms look east for sales growth

From aerospace and defence equipment to Simon Cowell's X Factor, British merchandise and culture have spread to most corners of the globe. Businesses sold goods and services worth £231 billion to overseas buyers in the 12 months to March, according to government figures, making Britain the world's tenth-largest exporter in a table topped by China, Germany and America. The figure is 5.3% down on the previous year, because of the global recession, yet the combination of a weak pound and stagnant demand at home is encouraging companies big and small to seek fresh markets abroad. Our new research shows that shrewd businesses are also responding to the opportunities created, particularly by high demand for oil and gas and the rapid economic growth across Asia.

The inaugural Sunday Times HSBC International Track 100, which ranks private companies by foreign sales growth over their latest two financial years, reveals that British creativity, engineering and experience are still in demand all over the world. The league table, compiled by the Oxford-based research and networking events company Fast Track, highlights a

FAST TRACK

International Track 100 is compiled by Fast Track, the Oxford company that researches Britain's top-performing private companies and organises invitation-only networking dinners for their owners and directors.

Some companies that readers might have expected to see in the table may be missing because there is no information available on their international sales. Companies filing abbreviated accounts do not report sales, and many others choose not to disclose international revenues because it may be prejudicial to their interests. For example, more than 80% of appliance manufacturer Dyson's £770m sales are estimated to be generated overseas, but the company does not reveal its international turnover.

However, this first league table provides a useful analysis of the available figures on growth in overseas trade by British private companies and should become more comprehensive over the years.

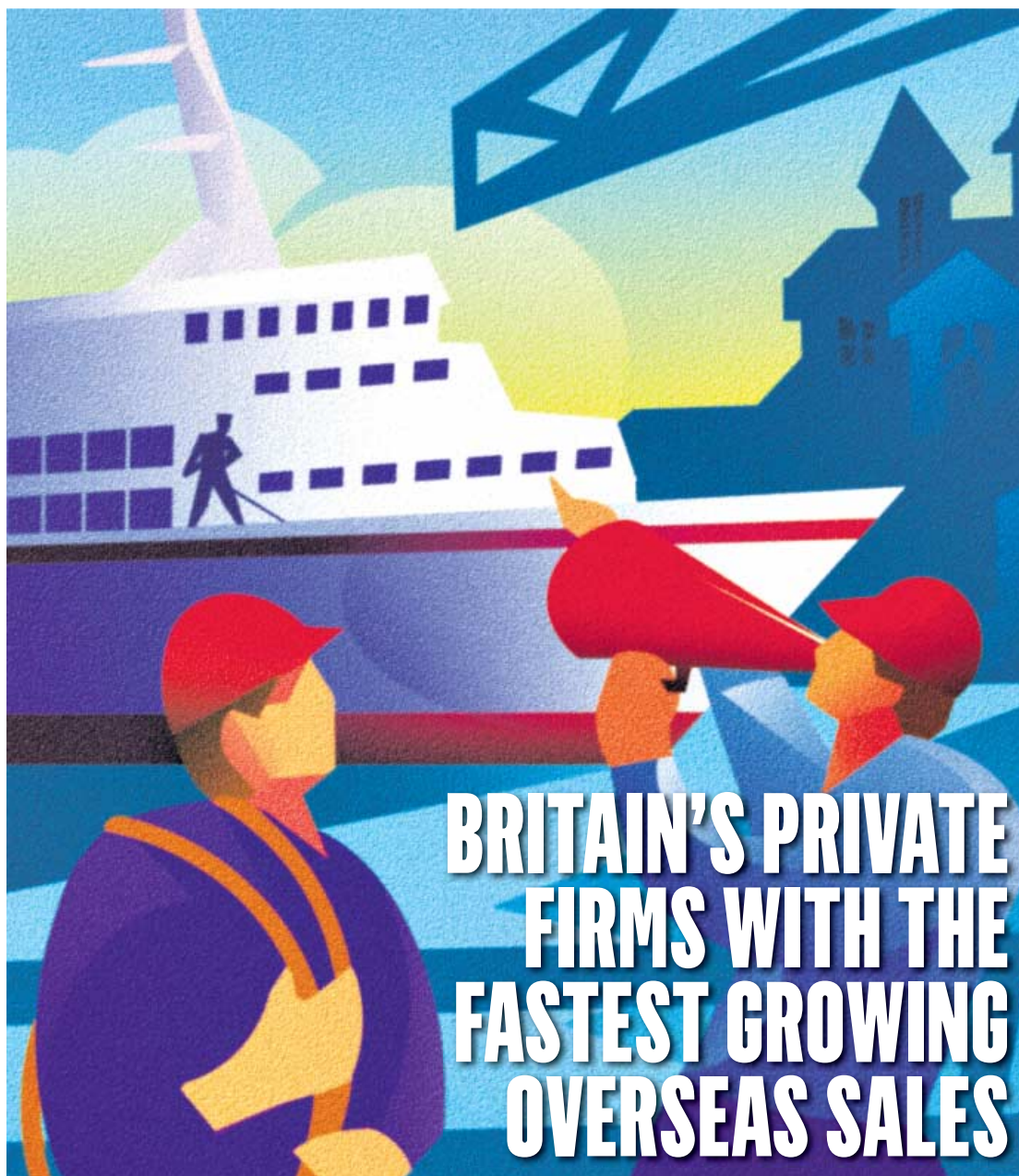
host of privately owned firms that have succeeded abroad after tackling challenges ranging from currency fluctuations and language barriers to security risks.

On average, the 100 companies improved their international sales by 83% a year, from £768m to a combined total of £2.2 billion over their latest two years – an impressive performance during a time of global turmoil. Together, their average international sales account for 52% of overall average revenues. The global commodities trading group Ronly (ranked No 55) enjoys the largest international sales, at £373.4m in 2008. JVM Equipment, which distributes industrial machinery across western Russia and Uzbekistan, has the biggest profits before tax – £19m in 2008.

Some International Track 100 firms are already familiar at home. The television-production company Hat Trick (No 17) has sold more than 40 programme formats and rights to shows such as *Outnumbered* and *Who Wants to Be a Millionaire?* to broadcasters on five continents. Home-ware chain Cath Kidston (No 31) is big in Japan, with eight shops, as well as in Nottingham.

Asian manufacturers may have won the battle to supply the world with low-cost, mass-produced goods, but Britain's niche technological and engineering expertise is still keenly sought – for now. Many of the 18 engineering companies and 11 computer and electronics firms in the league table rely on proprietary knowledge and skilled staff in Britain to create products that are not made elsewhere.

For example, data-capture devices designed by Access IS (No 30) are used by 26 of the world's busiest airports to read air-



BRITAIN'S PRIVATE FIRMS WITH THE FASTEST GROWING OVERSEAS SALES

line boarding passes and the company has one of the biggest profit margins in the table, along with Zenith Oilfield Technologies (No 85), which provides specialist temperature and pressure gauges. Manufacturer B Hepworth (No 26) recently delivered a bespoke order of windscreen wipers for Delhi's new fleet of Metro trains.

British oil and gas firms have traded particularly strongly abroad and dominate the table with 17 companies. How demand for British services might be affected by the BP oil spill is still unclear, however.

The No 1 company, Global Energy Group, is typical of Britain's successful energy-services exporters. The Aberdeen firm, set up five years ago by Roy MacGregor and his four sons, supplies services around the world, ranging from rig maintenance to supply-chain management. Its international sales have rocketed an average of 416% a year, from £1m in 2007 to £27.8m in 2009. Its total sales are £119m.

Some of our exports are less grimy. From

TOP TEN COMPANIES SELLING IN CHINA*

Name	Activity	% annual international sales growth over 2 years	Latest overseas sales £m	Total sales £m	Rank
Eazyfone	Mobile phone recycler	171.54	31.4	36.2	4
Pharmarama Intl	Clinical trials supplier	130.57	10.4	20.8	8
IT Human Resources	IT recruitment agency	112.29	18.2	24.2	16
Brigam	Engineer	110.35	7.0	24.7	18
Coins	Software provider	97.50	8.0	21.6	23
B Hepworth	Windscreen wiper maker	95.78	10.0	13.3	26
Wind Prospect	Wind energy developer	95.41	5.3	14.3	27
Benoy	Architect and designer	91.29	27.2	35.9	29
Access IS	Data capture device maker	90.96	7.5	10.7	30
Profero	Digital marketing agency	89.67	116.4	132.4	32

* Geographic location data collected from qualitative phone interviews may be incomplete. † Annualised figure

the Rolling Stones to Ricky Gervais, Britain has a long history of spreading its culture to the rest of the English-speaking world. Beggars Group (No 36), owner of the Beggars Banquet, Rough Trade and XL record labels, has brought artists ranging from Dizzee Rascal to Radiohead to the attention of a global audience.

Despite the growth of the Asian economies, Europe is still the continent where most companies do business. Some 68 league-table firms export across the Channel, while 54 sell to Asia and 53 to North America.

British businesses must, however, reassess their approach to international trade as Asian and Middle Eastern economies expand, according to a report published last week by HSBC. The bank's Noel Quinn examines how European businesses should respond to these challenges on page 3.

Many International Track 100 firms are already looking east for new growth opportunities. The British architects Benoy

(No 29) and Zaha Hadid (No 88) opened offices in Beijing and Dubai when those cities set about transforming themselves several years ago. The economic research consultant Capital Economics (No 53), which has the highest profit margin of all the firms in the table, recently opened an office in Singapore.

As consumers become more concerned about ethical trading, over a third of our companies have set out their social and environmental policies on their websites. These include the cosmetics retailer Lush (No 86) and the engineering consultancy Hurleypalmerflatt (No 9).

With the eurozone in turmoil and the American economy still fragile, Asia is likely to provide the best growth opportunities in the coming years. The first cohort of International Track 100 companies has successfully tackled strategic, financial and cultural barriers to find new markets abroad. Many more will soon be looking east to a new dawn.

Private firms with the fastest growing international sales

Rank	Company	Activity	Location of HQ	Financial year-end	% Annual int'l sales growth over 2 yrs	Latest int'l sales, £000	Base int'l sales, £000	Latest int'l sales, £000	Staff	Founded	Comment	Page
1	Globel Energy Group	Energy services provider	Aberdeen	Mar 09	415.81%	27,822	1,046	119,028	772	2005	Operates in Houston, Norway, Trinidad and Africa and is expanding into Middle East and India	3
2	Browns Food Group	Food producer	Dumfriesshire	Dec 08	288.09%	11,100	737	86,498	648	1885	Sells meat and fish products to Ireland, Gibraltar, Spain, Portugal, Italy and Malta	3
3	The Book Depository	Online book retailer	Gloucester	Jun 09	181.35%	36,239	4,578	61,421	39	2004	Ships to 98 countries, with significant markets including Canada, Australia and America	3
4	Eazyfone	Mobile phone reseller	Cheshire	Aug 09	171.54%	31,355	4,253	36,246	124	2001	Sells recycled mobile phone handsets to the Continent, Africa and the Far East	3
5	Printbetter	Fire equipment manufacturer	Preston	Dec 08	153.95%	19,593	3,038	25,001	290	1990	Operates from Britain, Ireland and the Netherlands, servicing trade customers worldwide	3
6	Technoworld	IT equipment supplier	Northwest London	Sep 09	148.72%	5,965	966	8,948	8	1995	Supplies laptops to the Middle East and Africa	3
7	Rea Valley Tractors	Agricultural machinery supplier	Shropshire	Dec 08	130.40%	14,826	2,587	49,692	51	1984	Exports John Deere and JCB tractors	3
8	Pharmarama International	Clinical trials supplier	Northwest London	Jul 09	130.57%	10,404	1,957	20,820	21	1998	Supplies pharmaceuticals worldwide from offices and warehouses in Britain and America	3
9	HurleyPalmerfatt	Engineering consultancy	South London	Mar 09	120.58%	2,478	509	22,120	194	1968	Has new offices in Mumbai, Sydney and Singapore and strategic partnerships in 80 cities	3
10	The A&A Group	Insurance intermediary	Southwest London	Dec 08	120.09%	5,446	1,124	22,890	406	1968	Has a French division, a Moroccan call centre and plans to operate from Gibraltar	3
11	Invicla Food Group	Meat trader	Kent	Dec 08	119.15%	16,728	3,483	134,153	32	1991	Imports meat, poultry and seafood which it sells wholesale to the European food industry	4
12	Bonds	Direct castings manufacturer	County Durham	Sep 09	117.55%	5,180	1,095	10,564	157	1957	Supplies customers in Europe and America from two foundries in north England	4
13	Gybl	Telematics services provider	Huntingdon	Mar 09	116.87%	6,491	1,380	25,462	136	2001	Has grown internationally by acquiring companies in Germany and Sweden	4
14	Aedas Architects	Architectural services provider	Central London	Dec 08	116.28%	8,662	1,852	52,638	674	2002	Operates in Europe, North America and the Middle East as part of the Aedas global network	4
15	Expense Reduction Analysts	Management consultant franchisor	Kent	Dec 08	114.12%	12,971	2,829	13,086	47	1993	Has 800 franchisees in America, western Europe and Poland	4
16	IT Human Resources	IT recruitment agency	Central London	Mar 09	112.29%	18,167	4,031	24,183	33	1999	Operates in more than 20 countries, predominantly in Europe, the Middle East and Africa	4
17	Haf Trick	Television production company	Central London	Jun 09	111.41%	5,415	1,212	19,568	51	1985	Programmes sell across five continents, with 45 formats licensed in 21 countries	4
18	Brigam	Engineer	Solihull	Jun 09	110.35%	7,009	1,584	24,744	260	2003	Has operations in Britain, America and China and a network of distributors worldwide	4
19	Petrol Consultants	Engineering recruitment agency	Guildford	Jun 09	106.31%	4,106	965	17,136	17	1983	Provides technical and engineering staff for diverse projects worldwide	4
20	HS Pipeequipment	Offshore valve distributor	Newbury	Dec 08	104.35%	10,654	2,551	19,380	40	1978	Has expanded into the Continent, Asia and the Middle East, including Qatar and Saudi Arabia	4
21	ES Group	Event services provider	East London	Dec 08	100.00%	25,738	6,434	36,234	126	1974	Has new subsidiaries in Australia, the Middle East and Japan	4
22	World Trade Group	Events organiser	Central London	Jan 09	99.11%	10,539	2,658	12,020	226	1997	Holds summits, conferences, exhibitions and webinars in Europe and North America	4
23	Coins	Software provider	Slough	Mar 09	97.50%	8,004	2,052	21,640	171	1986	Has offices in the Far East and Australia and recently made an acquisition in America	4
24	Rico Logistics	Logistic services provider	Berkshire	Dec 08	97.11%	5,157	1,327	35,417	422	1993	Operates in Ireland and Spain, and has field stock locations in most European capitals	4
25	Elmwood Design	Brand design consultancy	Leeds	Dec 08	96.40%	3,304	656	8,157	98	1989	New offices in America and Australia have boosted overseas sales	4
26	B Haworth	Healthcare wiper manufacturer	Huddersfield	Mar 09	95.78%	9,990	2,666	13,336	36	1981	Manufactures in Britain and exports to 54 countries, including China and America	4
27	Wind Prospect	Wind energy developer	Sussex	Dec 08	95.41%	5,308	1,290	14,345	151	1997	Has offices worldwide, including France, Poland, America, Canada, Australia and China	4
28	NOM (UK)	Industrial procurement agency	West London	Dec 08	94.45%	84,083	22,238	84,083	8	2002	Recently acquired operations in Lagos, Nigeria	4
29	Beney	Architect & designer	Central London	Dec 08	91.29%	27,201	7,434	35,859	441	1947	Has design studios in Britain, Abu Dhabi, Hong Kong, Mumbai, Shanghai and Singapore	4
30	Access IS	Data capture device maker	Reading	Dec 08	90.96%	7,508	2,059	10,743	54	1994	Recently opened a British office in Atlanta	4
31	Cath Kidston	Fashion retailer	Central London	Mar 09	90.62%	5,618	1,546	31,294	275	1993	In past two years has opened five new stores in Japan, bringing total in the country to eight	4
32	Profero	Digital marketing agency	Central London	Dec 08	89.67%	*16,413	4,562	*32,410	230	1998	Has offices around the world in cities such as Milan, New York, Shanghai and Sydney	4
33	Challenge Power Transmission	Transmission parts maker	Wolverhampton	Dec 08	89.56%	2,919	812	5,597	36	1996	New offices in Germany and the Czech Republic have boosted sales to eastern Europe	4
34	JVM Equipment	Industrial equipment distributor	West Sussex	Dec 08	86.78%	176,618	50,626	176,618	635	1998	Has 19 service centres in locations across western Russia and Uzbekistan	4
35	Newport Group	Chemicals supplier	West London	Dec 08	85.90%	6,721	1,945	12,958	15	1997	Sources chemicals from Asia for wholesale in Europe through offices in Britain and China	5
36	Beggars Group	Music producer	Southwest London	Dec 08	84.27%	19,231	5,663	25,937	86	1979	Has a large presence in New York and offices in capital cities in Europe and Asia Pacific	5
37	Isolhane	Chemicals manufacturer	Accrington	Mar 09	82.22%	2,039	614	8,703	32	1994	Serves clients in more than 30 countries from offices in Britain	5
38	RSA Consulting	Healthcare recruitment agency	Hertfordshire	Aug 09	80.74%	4,255	1,802	11,258	69	1984	New offices in Britain, France, Germany, Switzerland, America and Singapore	5
39	Horizon International Cargo	Freight forwarder	North London	Mar 09	78.37%	9,322	2,886	21,504	74	1991	Has 11 international offices spread across America, Europe and Asia	5
40	RP Martin	Wholesale money broker	Central London	Sep 09	78.70%	45,740	14,324	84,847	331	1922	Has acquired four overseas companies since 2007, in Europe and Africa	5
41	Abkhani Fabrics	Fabrics retailer	Flintshire	Jul 09	77.70%	4,782	1,514	11,322	282	1964	Has retail outlets in Britain and on the Continent, including Estonia and Latvia	5
42	Orion Group	Engineering recruitment agency	Inverness	Dec 08	77.56%	124,079	39,357	287,811	234	1987	Has 20 offices internationally, in locations such as Canada, Singapore and Kazakhstan	5
43	Interop	Pharmaceutical wholesaler	South London	Mar 09	76.75%	12,999	4,161	40,288	53	1981	Sells pharmaceuticals to the Swedish health service	5
44	Hydra Mining Tools Intl	Mining tools producer	Rotherham	Jun 09	75.05%	7,311	2,386	11,779	128	2000	Expanded its international operation by opening Chinese and American subsidiaries	5
45	Balmoral Group	Polymer engineer	Aberdeen	Jun 09	74.41%	20,237	6,653	37,732	264	1980	Makes buoyancy products used in offshore oil work in Africa, Brazil and the Gulf of Mexico	5
46	BDP	Architect & engineer	Manchester	Jun 09	74.07%	16,526	5,454	99,619	1146	1961	In five years has gone from working in five countries to 30, including Abu Dhabi and India	5
47	David Morris International	Luxury jeweller	Central London	Jan 09	73.05%	38,293	12,787	49,879	36	1962	Sells jewellery through retail outlets in Saudi Arabia, Qatar, Latvia, Moscow and Palm Beach	5
48	Stage Technologies	Stage equipment designer	Central London	Mar 09	72.29%	17,467	5,885	20,852	174	1994	Designs, manufactures and installs stage equipment for venues worldwide	5
49	Rize Recruitment	Telecoms recruitment consultancy	North London	Mar 09	71.47%	7,057	2,400	8,370	19	2005	Places people in countries as diverse as Germany, Ghana and Afghanistan	5
50	TeleAdapt	Hotel telecoms provider	Central London	Mar 09	69.94%	11,272	3,903	11,813	62	1992	Has operations in Britain, America, Hong Kong, China, UAE, Singapore and Korea	5
51	London Thoroughbred Services	Bloodstock agency	Wiltshire	Jul 09	69.68%	5,349	1,858	7,486	3	1976	Buys and sells horses for breeding in Japan and Russia as well as America and Australia	5
52	AI Power	Diesel generator manufacturer	North London	Jun 09	68.40%	19,015	6,353	21,097	59	2003	Has 13 offices on 6 continents, in cities such as Munich and Mumbai	5
53	Capital Economics	Economic research consultancy	Central London	Apr 09	68.35%	3,260	1,110	7,176	39	1999	Has offices in London, Toronto and Singapore	5
54	Imago Group	Video communications distributor	Berkshire	Jul 09	66.58%	14,200	5,157	32,855	98	1991	Has six offices across Europe and new offices in China and South Africa	5
55	Ronfy Group	Metal, agricultural trader	North London	Dec 08	66.12%	373,370	135,302	414,428	38	1979	Sources commodities and exports them to Europe, America, the Middle East and Asia	5
56	International Group	International construction consultancy	Central London	Apr 09	65.85%	5,975	2,172	16,818	168	1840	Serves clients from 14 global offices, including Shanghai and Johannesburg	5
57	Albourne Partners	Hedge fund consultancy	Central London	Mar 09	65.28%	21,331	7,808	25,410	155	1994	Has 13 international offices in locations such as San Francisco, Hong Kong and Bahrain	5
58	LFF Group	Oil equipment supplier	Essex	Dec 08	65.07%	84,812	31,126	148,671	135	1983	New offices in Houston and on the Caspian Sea have driven international sales	5
59	Eurostaff Group	Recruitment consultancy	Central London	Mar 09	64.89%	11,829	4,351	14,561	42	2003	Has five European subsidiaries, including in Belgium, France and Germany	6
60	Midsteel Ltd	Steel hardware manufacturer	West Midlands	Jun 09	63.28%	9,553	3,583	20,427	69	1990	Makes pipe fittings for the oil, gas and power industries in more than 50 countries	6
61	Severn Glocon	Industrial valve manufacturer	Gloucester	Dec 08	61.52%	22,469	8,612	36,046	306	1961	Operates from factories in Britain and India and centres in the Middle East and Asia	6
62	LEC Communications	Healthcare communications agency	Central London	Dec 08	61.50%	2,533	971	7,301	44	1993	Contract wins in Paris and Brussels have boosted overseas sales	6
63	Excelpian	IT consultancy	Central London	Dec 08	61.49%	7,664	2,939	13,078	53	2001	Has offices in New York, Johannesburg and Melbourne as well as London	6
64	Texthelp Systems	Software developer	County Antrim	Sep 09	61.29%	4,601	1,769	8,807	83	1996	Sells software into schools and businesses in Europe, America, Canada and Asia Pacific	6
65	EDM	Training services provider	Manchester	Dec 08	60.94%	4,457	1,721	7,730	103	1971	Recent international projects were carried out in Europe, the Middle East and America	6
66	Gemine Solutions	Telecoms product reseller	Surrey	Jan 10	60.30%	16,010	2,339	19,894	72	2004	Exports to the Continent, the Middle East, America, Hong Kong and Australia	6
67	College Hill	Communications consultancy	Central London	Dec 08	60.18%	3,054	1,190	15,919	146	1990	Has 13 offices on 6 continents, in cities such as Munich and Mumbai	6
68	Coin Co International	Currency exchange provider	West Sussex	Dec 08	59.27%	4,885	1,950	19,329	111	1995	Opening offices in Germany, Australia and Canada has increased international sales	6
69	Berwin Group	Rubber, PVC manufacturer	Cheshire	Jul 09	59.92%	6,188	2,513	35,354	210	1953	Supplies customers in Europe and America, mainly in the oil and motor industries	6
70	Optima Solutions	Oil and gas service provider	Aberdeen	Mar 09	59.67%	*7,190	2,929	*9,461	56	1999	Has offices in Scotland and Perth, Australia, and supports oil and gas clients worldwide	6
71	Watkins Automation	Print finishing equipment maker	Bedfordshire	Feb 09	57.73%	5,902	2,434	7,145	77	1974	Says it has installed more than 15,000 machines in 80 countries	6
72	Colin Buchanan	Transport planning consultancy	Central London	Dec 08	54.89%	2,904	1,210	23,821	335	1964	Employs more than 300 staff and has offices across Britain, Ireland, Spain and China	6
73	Stratford's Wine Agencies	Vintner	Berkshire	Jan 09	54.31%	1,310	550	11,920	22	1988	Its main subsidiary exports New World wines to continental Europe	6
74	Angloco	Fire and rescue vehicle manufacturer	West Yorkshire	Dec 09	53.48%	13,067	1,302	114,817	67	1965	Supplies fire-fighting vehicles to the Caribbean, Africa, Middle East and Far East	6
75	Kannac	Business outsourcing specialist	Lancashire	Dec 08	53.45%	3,279	1,393	26,890	483	1988	Sorts, stores and distributes grocery products in Ireland	6
76	Mentor ITC Group	Oil industry consultancy	East London	Jul 09	53.03%	*39,029	16,665	*40,902	13	1987	Operates from offices in Britain, Singapore, Australia and America	6
77	Manthorp	Engineering specialist	North London	Apr 09	52.86%	3,789	1,622	19,956	162	1998	Supplies precision engineered parts to aircraft engine manufacturers in Europe and America	6
78	Vector Management	Management consultancy	West London	Apr 09	52.80%	4,186	1,793	5,197	60	1995	Has offices in London, Belgrade, Sofia and Dubai	6
79	Airline Services	Airline services provider	Manchester	Oct 09	52.40%	12,662	5,451	32,465	400	1988	Exports aircraft parts and textiles to continental Europe and the former Soviet Union countries	6
80	Risktec Solutions	Risk management consultancy	Warrington	Dec 08	52.20%	6,151	2,639	13,417	95	2001	Has offices in Britain, Dubai, Oman, America and Canada	7
81	Hudson	Book publisher	Central London	May 09	52.11%	3,064	1,807	8,888	14	1990	Exports its glossy books to America and Australia	7
82	Direct Wines	Direct-to-consumer wine retailer	Reading	Jun 09	51.95%	55,840	24,185	343,927	1046	1969	Has subsidiaries in Germany, Switzerland, Hong Kong, Australia and America	7
83	MMD Mining Machinery	Mining equipment maker	Derbyshire	Feb 09	51.83%							

Quest for oil pumps up Global business

1 GLOBAL ENERGY GROUP

Energy services provider 415.81%

ONLY five years old, this young Scottish company will turn over nearly a quarter of a billion pounds this financial year, says founder and chairman Roy MacGregor. Global Energy Group provides contract services to the oil and gas industry as well as to the power, petrochemical and renewable sectors. The firm operates around the world, with 25% of its turnover coming from international sales.

MacGregor is no novice entrepreneur, however. Having studied marketing and business management at university, he joined his family's retail and property company in the late 1970s. The business — one of the first retailers in Britain to introduce computerised tills — was sold to Fine Fare in 1986.

Building on previous experience in supplying food to offshore rigs, MacGregor went on to establish oil-and-gas contractor MacGregor Energy. By 1994 the business was turning over £50m and was bought by 3i for an undisclosed sum.

MacGregor then spent some time as chairman and benefactor of Ross County football club where he played in his youth.

In 2005, when his son Donald, a subsea engineer, was planning to take a job in Perth, Australia, MacGregor's wife, Morag, encouraged him to start another business to give Donald a job in Scotland. Global Energy Group now has 2,600 employees, head offices in Aberdeen and Inverness, and operates 12 separate brands making, repairing and inspecting marine rig infrastructure. It specialises in the upgrade, repair and maintenance of mobile drilling rigs, vessels and offshore platforms.

The company also offers pipeline welding, electrical and mechanical services, and resource and supply-chain management. Clients include oil and gas multinationals such as BP, Shell, Centrica and British Gas as well as their contractors such as Transocean.

In 2008 Global Energy bought an 80% stake in Aberdeen-based Reel Group, and it is now consolidating the six Scottish businesses bought in March in the administrators of Sovereign Oilfield Group in what MacGregor describes as a "good deal". The Highlander says he is

renowned for having a conservative attitude to debt, and has funded almost all of Global Energy's growth by reinvesting profits.

MacGregor says only 25% of the company's growth is due to acquisition despite its numerous purchases of independent contractors.

Global was in the right place at the right time, he explains. Oil prices grew exponentially from 2007, spurring capital investment in new territories and Global's customers asked it to provide services for the new oilfields they were developing. Global Energy now has offices in Dubai, Houston, Trinidad, Norway and Ghana and is opening facilities in Abu Dhabi and Mumbai. The company also has joint ventures in Croatia, Cameroon, Namibia and Angola. This has fuelled the spectacular growth in its international sales, which have rocketed 416% a year, from £1m in 2007 to £27.8m in 2009.

What does the future hold for Global Energy? MacGregor sees less opportunity in the North Sea where the lack of funding has slowed new initiatives, but says demand for oil means the growth in international projects continues to look very strong.



Knowing the drill: Roy MacGregor's Global Energy Group has ventures in Africa that have sent foreign revenue soaring



Piling it on: The Book Depository's exports made up almost 60% of sales in 2009

2 BROWNS FOOD GROUP

Food producer 288.09%

HEADQUARTERED in Dumfriesshire, this firm makes sliced cooked meat and fish products in five production facilities in Scotland and two in England. Customers include the big supermarkets, independent retailers, wholesalers and food-service companies. Founded in 1885 as a family butcher, Browns has grown by acquisition to comprise nine companies owned by the Godfrey family, offering produce that ranges from cured ham and smoked salmon to ready-made frozen meals, beefburgers and sausages. Overseas sales to Ireland, Gibraltar, Spain, Portugal, Italy and Malta now account for 13% of turnover and have grown 28% a year, from £737,000 in 2006 to £11.1m in 2008.

3 THE BOOK DEPOSITORY

Online book retailer 181.25%

THE Book Depository ships books to 98 countries in the world postage free. The online retailer specialises in niche, hard-to-find books, offering 3.3m English-language titles covering anything from cake decoration to aircraft piston engines. The company was founded by Andrew Crawford, who was involved in launching Amazon.com in Britain. The 8m books it sends out each year are sourced from external suppliers or published by the in-house imprint Dodo Press. All titles are dispatched within 48 hours. Customers in continental Europe, America, Canada, Australia and New Zealand can now pay in their own currencies, which has helped overseas sales to grow 181% a year, from £4.6m in 2007 to £36.2m in 2009 under chief operating officer Stuart Felton. Exports accounted for nearly 60% of turnover in 2009 compared with 19% in 2007.

4 EAZYFONE

Mobile phone recycler 171.54%

UNDER its Envirofone brand, Eazyfone buys mobile phones from individuals in Europe and sells them to customers in Europe, Africa and the Far East. It also works with charities and schools to recycle old handsets. In March 2006 Frontiers Capital invested an undisclosed sum in Eazyfone and has subsequently funded further expansion. The Cheshire firm was founded by father and son Cos and Peter Petronidas in 2001, and under chief executive Nick Brown overseas sales have grown 172% a year, from £4.3m in 2007 to £31.4m in 2009.

5 PRINTBETTER

Fire equipment maker 153.95%

PRINTBETTER is the holding company behind the Moyne Roberts, Walker Fire, Apex Fire and Smeba Brandbeveling brands. The group makes fire-protection equipment, including fire alarms, extinguishers, hose reels, fire blankets, valves and foam-producing equipment. Its plant in Ireland supplies products to customers such as the Dubai Stock Exchange. The Preston-based group, run by brothers Andrew and David Cosgrove, also installs and services fire-protection equipment. It has acquired 15 competitors over the past decade, resulting in overseas sales growth of 154% a year, from £3m in 2006 to £19.6m in 2008.

6 TECHNORLD

IT equipment supplier 148.72%

FOUNDED by Paresch Pau in 1995, Technoworld supplies laptops and related computer products to commercial and

public-sector clients in Britain, the Middle East and parts of Africa. The business, based in north London, says it has close relationships with manufacturers such as Acer, Sony and Toshiba, enabling Technoworld to purchase clearance stock at low prices to sell on to its global customer base. International sales have risen 149% a year from £964,000 in 2007 to £6m in 2009.

7 REA VALLEY TRACTORS

Agricultural machinery 138.40%

REA VALLEY TRACTORS sells tractors and other agricultural equipment such as combine harvesters. It is a dealer for John Deere and JCB and offers a number of other marques. Selling 300 new tractors a year, the Strathgairn-based company also offers a wide range of used tractors and parts, as well as carrying out servicing and repairs. Rea Valley is jointly owned by its directors Gordon Potter, Ian Vance and Christopher Williner. International sales, mainly to the American market, now make up 30% of turnover and have grown 139% a year from £2.6m in 2006 to £14.8m in 2008.

8 PHARMARAMA INTERNAT'L

Clinical trials supplier 130.57%

PHARMARAMA sources and distributes pharmaceuticals for use as benchmarks in clinical trials. Clients include leading pharmaceutical manufacturers, which in many countries are required to run trials to compare the new drug with a competitor's existing product. Managing director Rosemary Bensley has overseen expansion into America where offices and warehousing have helped to ensure competitiveness in this important market. Since joining the company in

2007 she has also led the introduction of new services in medical-device supply and drug manufacture. International sales grew 131% a year from £2m in 2007 to £10.4m in 2009.

9 HURLEYPALMERFLATT

Engineering consultancy 120.58%

LONDON-BASED HurleyPalmerflatt designs the electrical and mechanical systems that banks and commercial corporations require to support their IT infrastructure. It also advises on energy efficiency. Established relationships in Britain meant that HurleyPalmerflatt was first on the list when existing clients Barclays and Morgan Stanley needed to engage building-infrastructure engineers in Asia. The firm has a corporate responsibility and sustainability policy; for example, it trains local engineers in the Mumbai office, ensuring they meet international standards. Overseas sales grew by 121% a year, from £509,000 in 2007 to £2.5m in 2009.

10 A&A GROUP

Insurance intermediary 120.09%

BENTLEY-DRIVING footballers and 17-year-old boy-racers might turn to The A&A Group to find car insurance. The Middlesex company is an insurance broker focusing on clients whose premiums are high for any reason. It has a number of online brands and a French division that also provides health and commercial insurance and sells through the French supermarket Cora. Dennis Allen started the company in 1968 and it is now run by his son Tony. The company's overseas sales have increased by 120% a year, from £1.1m in 2006 to £5.4m in 2008.

Interesting times as firms look east

Noel Quinn of HSBC assesses the trading opportunities and potential threats posed by the emerging Asian markets

THE emergence of China and India as trading superpowers is driving the global recovery and creating both huge opportunities and significant threats for western businesses. Some firms, including more than half of those in our inaugural International Track 100 league table, are already looking towards Asia for new ideas and fresh markets. However, Europe is still the most popular trading partner, with 68 companies in the league table generating sales on the Continent.

Some British businesses regard the East as just a source of low-cost labour and production. We believe that business leaders must develop a "global consciousness" that includes an understanding of socio-economic and cultural differences and an accurate appreciation of political risks if they are to succeed in the emerging new world order. They must also embrace the concept of the "thinking organisation" that asks how relationships with Asian countries, developed through the recent outsourcing boom, can be further built on.

That is why HSBC Commercial Banking last week published a report on how European companies can capitalise on Asia's skilled workforce and diverse consumer base, while

tackling the potential risks posed by political instability and pressures on resources. Looking East: The Changing Face of World Business identifies the key questions company directors across Europe must address if they are to maximise opportunities and minimise threats.

Our research found that most firms already recognise that the global financial crisis is not really global. While western nations struggle out of recession, China's economy grew by 11.9% in the first three months of 2010, while India's GDP is expected to increase by 8% this year.

What's more, the opportunities for European firms cut across all sectors. Chinese and Indian governments are investing in infrastructure projects that appoint construction and engineering companies, which in turn employ sub-contractors, who in turn spend on consumer goods and services.

Colin Buchanan, the transport and urban-design consultancy at No 72 on the league table, has boosted overseas sales since 2006 by 55% a year to £2.9m in 2008, by exploiting the vast programme of transport-infrastructure investment taking place across China. The company's strategy of offering Chinese developers a niche space-planning service for air-

port and railway-station projects instead of broad design advice has proved successful, according to director Simon Babes. The company has worked on the development of metro stations in cities such as Shanghai, Beijing and Chengdu. It is also involved in the 2010 Shanghai World Expo.

So what are the issues to consider when looking East? And what are the lessons firms can learn from Asian trade partners?

First, businesses must recognise that Chinese and Indian workers have developed impressive skills and knowledge thanks to long-term investment in education. Once western companies led in design and development while Asian factories provided cheap labour. Now China and India are reshaping established industries such as steel and motor manufacture.

Second, companies are developing new sectors, including clean technology.

Several International Track 100 companies are already seeking to capitalise on Asia's new skills and take advantage of the region's increasing share of global spending on research and development. Many of the 32 league-table companies are generating sales in China work closely with the local skilled workforce and suppliers.

Take the chemicals company Newport Group (No 35), which

has a quality-assurance laboratory in China staffed by skilled technicians. The business supplies raw materials to big multinationals such as Unilever for the production of shampoos, adhesives, sun-creams and other substances. Since 2006 the company's international sales have grown 86% a year to £6.7m in 2008, accounting for more than half of its turnover.

Chinese manufacturers' knowledge base is different from that of their British counterparts, says Newport's managing director, Raj Patel. For example, a Chinese company that was commissioned to supply chemicals to colour toilet tissue came back with an improved process, he said.

Elmwood Design, the brand consultancy at No 25 on the league table, also relies on Asian expertise. The company, which counts Nestle and Walmart among its clients, has recently added a Singapore base to its established offices in Britain, America and Australia.

Not only do Asian designers have the requisite programming skills, they also bring fresh styles and cultural influences that are vital to a global brand, says Nestle and Walmart's chairman, Jonathan Sande. Elmwood's Asian presence is as much about accessing existing design talent, and offering clients a round-the-clock service across time zones, as it is about finding new markets, he adds.

HSBC's research also highlights how Asia's growing middle class is driving markets. Chinese demand for British consumer goods rose almost 50% in the year to February 2010, according to the Office for National Statistics.



Colin Buchanan, one of the 100 International Track companies, is involved in the 2010 Shanghai World Expo

Today, China is the world's second-largest luxury-goods market after Japan.

Richards Walford & Company (No 97) trades in high-quality wines. It believes that the Chinese market has enormous potential, given that the estimated number of wine drinkers could still be as low as 2m. Working with local importers, co-founder Mark Walford says he has focused on introducing Bordeaux, Burgundy and Rhône to business leaders, politicians and other influential people. Sales to the Far East now account for 40% of the company's £1.2m exports.

But with opportunities come

uncertainties. Rapid development in China and India is creating huge demand for oil. An energy crisis could stall Asian economic development, although China has prepared for future shortages with huge investment in wind and solar energy. For example, HSBC works with Wind Prospect (No 27), which has partnered with the utility company CLP to develop a wind farm in Hong Kong that could generate enough electricity to power 90,000 homes.

Another uncertainty is the region's rapid expansion and growing inequalities, which are creating the conditions for

social tension and political instability, as recent events in Thailand have shown. Business can be badly affected. For example, in 2007 Indian technology firms and their western clients were crippled by a general strike over water resources.

We can discuss how social, cultural and political developments might affect your business. We can advise on how distribution and export models might need to change should the region be hit by energy shortages. The bank can also help with research to understand the nature of demand in these fast-changing markets. HSBC is already working with a

third of the firms in the league table, ranging in size from Challenge Power Transmission (No 33), which makes transmission parts and has sales of £5.6m, to wine retailer Direct Wines (No 82), which posted sales of £344m last year.

Many successful International Track 100 companies are already exploiting the opportunities and monitoring the threats posed by Asian economic growth. These, in the words of the old Chinese proverb, are interesting times.

■ Noel Quinn, group general manager for HSBC Commercial Banking UK, was talking to Catherine Wheatley

11	INVICTA FOOD GROUP
Meat trader	110.15%

THE Invicta Food Group comprises companies that import and distribute a wide variety of meat products. Invicta started in 1991 in Sevenoaks in Kent, importing beef from Ireland and Europe. It acquired a number of companies in the following years and now imports a range of meat, poultry and seafood from South America, Australia, New Zealand and Thailand which it sells wholesale to the European food industry. Managing director Colin Norton has overseen international sales growth of 119% a year from £3.5m in 2006 to £16.7m in 2008.

12	BONDS
Steel castings manufacturer	117.55%

BONDS produces valve, pump and general engineering castings for various industries. Operating from two foundries in the north of England, the company specialises in both precision castings and large castings of up to 12 tonnes in weight. International sales growth has been driven by its move to supply customers such as GE and Siemens directly, and boosted by the weak pound. International sales increased 118% a year, from £1.1m in 2007 to £5.2m in 2009.

13	CYBIT
Telematics services provider	116.87%

THIS Huntingdon company provides software that uses GPS to track mobile assets remotely, including vehicles, boats and mining equipment. In January 2010 Cybit delisted from the London Stock Exchange when the private-equity house Partners Group acquired 66% of the share capital for a reported £22.8m. Clients include Fujitsu, Carlsberg and Kwik-Fit Mobile. Cybit has also been appointed supplier of race-management software for the Volvo Ocean Race and the P1 powerboat series. Recent acquisitions in Germany and Sweden have improved the company's European presence, and overseas sales have grown 117% a year, from £1.4m in 2007 to £5.5m in 2009.

14	AEDAS ARCHITECTS
Architectural services	116.28%

WITH its UK headquarters in London, Aedas Architects operates across Europe, North America and the Middle East and is part of the larger Aedas global network of 38 offices. The practice provides architecture, interior design, building consultancy, R&D and urban-design services across nine key sectors. Recent big commissions include the Abu Dhabi Investment Council headquarters and subway station developments in Toronto. International sales have grown 116% a year, from £1.9m in 2006 to £8.7m in 2008.

15	EXPENSE REDUCTION
Management consultant	114.12%

THIS company claims it helps businesses reduce overhead costs by an average of just under 20%. Expense Reduction Analysts is a franchisor whose cost-management consultants help clients, including Ikea, Dell, Pfizer and SAP, buy anything from pencils and paper to freight services at best value. Charging a 15% royalty fee, the company runs a website, and provides billing, training, support and marketing for 800 franchisees in America, Europe, Latin America and Australia. Founder Fred Marfleet has overseen international sales growth of 114% a year, from £2.8m in 2006 to £13m in 2008.

16	IT HUMAN RESOURCES
IT recruitment agency	112.29%

THIS London-based recruitment company specialises in placing candidates in the IT industry on a permanent and freelance basis. For the past four years it has also grown its technology consulting business, which develops and implements software for blue-chip clients in the mobile-internet sector. Operating globally, the company has customers spread across Britain, the Continent, the Middle East, Africa, China and Asia Pacific. Under founder and chief executive Sean Gallagher, overseas sales have risen 112% a year, from £4m in 2007 to £18.2m in 2009.

17	HAT TRICK
TV production company	111.41%

CAMDEN-BASED Hat Trick Productions produces award winning television shows such as Have I Got News For You



The novel design of this Dubai Metro station is among the many projects that have boosted the volume of overseas sales for Aedas Architects by 116% a year

and Outnumbered. Its subsidiary Hat Trick International manages the international sale of broadcast rights to finished programmes; it also sells programme formats for production abroad. Two recent sales in America include a production for Comedy Central and a new Matt LeBlanc comedy, Episodes. Classic shows such as Whose Line is it Anyway and Fonejacker have also helped to grow international sales 111% a year, from £1.2m in 2007 to £5.4m in 2009.

18	BRIGAM
Engineer	110.35%

BRIGAM is involved in the design, manufacture and installation of steel fabrications and hydraulic equipment. The Solihull group has grown through acquisition, and during 2009 it bought two hydraulic energy absorption businesses, including one in Shanghai. Brigam operates in sectors such as defence, rail and infrastructure, and has increased its business in export markets, particularly in China where growth continues. Under the leadership of Sul Sahota, overseas sales have grown 110% a year, from £1.6m in 2007 to £7m in 2009.

19	PETROLIC CONSULTANTS
Engineering recruiter	106.31%

TEMPORARY and permanent staff for industries such as the oil and gas, petrochemical and process industries are provided by Petrolic Consultants. Counting multinationals and engineering and procurement contractors among its key customers, the Guildford firm supplies staff for projects worldwide. It also offers payroll services. Under managing director Paul Ameni, international sales have risen 106% a year from £965,000 in 2007 to £4.1m in 2009.

20	HS PIPEEQUIPMENT
Offfield valve distributor	104.35%

HEADQUARTERED in Newbury, HS Pipeequipment supplies valves to engineering contractors and end users in the oil and gas industry. The company says it holds in stock a product range worth more than £5m, allowing it to meet critical timelines on service contracts. Recent overseas projects include a gas-to-liquids project in Qatar, the largest plant of its kind in the world, and a project in Saudi Arabia that recently began commercial operations. Overseas turnover has grown 104% a year, from £2.6m in 2006 to £10.7m in 2008.

21	ES GROUP
Event services provider	100.00%

THE East London-based logistics provider ES Group, founded in 1974, truly has rocked all over the world. The company designs, transports and constructs the ever more complex stages and temporary structures required by musical greats such as Sir Paul McCartney and The Rolling Stones. Diversification into corporate events for clients such as Chanel and Louis Vuitton and new subsidiaries in Australia, the Middle East and Japan have helped to increase overseas sales by 100% a year, from £6.4m in 2006 to £25.7m in 2008.

22	WORLD TRADE GROUP
Events organiser	99.11%

THIS business organises large-scale conferences and online events where suppliers can meet buyers for their products. World Trade Group serves clients in sectors such as food and beverage, pharmaceuticals and human resources. Face-to-face meetings are organised to run alongside the main event in host cities such as Frankfurt, San Diego and Boston. Half its employees are sales staff who ring all those attending to ensure that suppliers and delegates meet the right people. With clients such as PepsiCo in Europe and North America, international sales have grown 99% a year from £2.7m in 2007 to £10.5m in 2009.

23	COINS
Software provider	97.50%

SLOUGH-BASED Coins provides software to construction and service companies such as Laing O'Rourke, helping them to eliminate process inefficiencies to raise margins and improve service delivery. Growth markets for the firm are America and Australia, where recent acquisitions have boosted overseas turnover. The company also has small offices in Hong Kong and Singapore serving clients in Asia. Led by chairman Larry Sullivan, overseas sales have grown 98% a year from £2.1m in 2007 to £8m in 2009.

24	RICO LOGISTICS
Logistic services provider	97.11%

THIS business started off 16 years ago in Slough as Ricochet Couriers. The recent

re-branding of its corporate identity to Rico Logistics better represents its full range of services, which include same-day and technical couriers, collection points, field stock locations and logistics consultancy. Under the joint leadership of San Sharma and Jagjit and Manohar Grewal, overseas sales have grown 97% a year from £1.3m in 2006 to £5.2m in 2008. The growth is due to European expansion, with operations in Ireland and Spain and field stock locations in many European capitals.

25	ELMWOOD DESIGN
Brand design consultancy	96.40%

LEEDS-BASED Elmwood Design is a consultancy that helps organisations to build their brands. More than 20 years ago, the agency's chairman, Jonathan Sands, secured work with Asda, which led to opportunities to pitch for work with its parent company, Walmart. Following a successful tender, the company was able to set up a New York office that has since gone on to win more clients and has international sales that have grown 96% a year, from £86,000 in 2006 to £3.3m in 2008.

26	B HEPPWORTH
Windscreens wiper maker	95.78%

THIS Redditch-headquartered company makes windscreens wipers for trains and ships, such as the cruise liner QE2 and her latest sister ship, Queen Victoria. In 2008 B Heppworth fitted wipers to Delhi's new fleet of 40 Metro trains, a bespoke order that required the British company's specialised manufacturing skills. Export growth has been driven by the

acquisition of its main British competitor in 2004, which enabled it to rationalise its product range and consolidate overseas distributors, thus simplifying its route to market. Overseas sales have grown 96% a year, from £2.6m in 2007 to £10m in 2009.

27	WIND PROSPECT
Wind energy developer	95.41%

WIND PROSPECT, based in Bristol, develops wind farms, from finding locations to planning consent and construction. The company also offers operational and due-diligence services to wind-farm developers and financiers. Sites with planning consent are typically sold to capital investors, such as Allianz and HgCapital, while providing sub-contracted construction and operation services. Site development drives sales in Canada and Australia, where planning processes currently favour renewable-energy developments. In Europe the focus is on construction and operational services for farms ranging in size from just one turbine to more than 20. Overseas sales have grown 95% a year, from £1.4m in 2006 to £5.3m in 2008.

28	NOM (UK)
Industrial procurement	94.45%

THE sourcing and supplying of equipment and materials to construction engineers and end users in Nigeria's food industry is the specialism of these London-based procurement professionals. In Lagos, recent acquisitions of a vegetable-oil refinery and a cement plant have helped to increase overseas turnover. NOM (UK) has also secured four berths at a Port Harcourt harbour that

will secure supply-chain support to its growing interests in Nigeria. Overseas sales have grown 94% a year, from £22.2m in 2006 to £84.1m in 2008.

29	BENYO
Architect and designer	91.29%

BENYO is an award-winning firm of architects, working from design studios in Britain, Abu Dhabi, Hong Kong, Mumbai, Shanghai and Singapore. Specialising in retail and mixed-use design, the London-based firm has worked on schemes including Birmingham's Bullring and Bluewater in Kent. Following the success of these projects, Benyo has won more international contracts, with recent schemes including Ferrari World in Abu Dhabi and retail projects in China, Hong Kong and Singapore. Under chairman Graham Cartledge, international sales have grown 91% a year, from £7.4m in 2006 to £27.2m in 2008.

30	ACCESS IS
Data capture device maker	90.96%

FROM its factory in Reading, Access IS designs and manufactures data-capture devices for clients around the world. Managing director Roger Wyllie says the 2006 launch of its Boarding Gate Reader, which reads airline boarding passes electronically, has revolutionised the way those documents are read; the firm now claims to provide the technology to 26 of the world's top 30 airports by passenger traffic. Also working in banking and retail, Access IS has supplied keyboards to the New York Stock Exchange and is providing ticket readers for the World Cup in South Africa. Exports have grown 91% a year, from £2.1m in 2006 to £7.5m in 2008.

31	GATH KIDSTON
Fashion retailer	90.82%

LONDON-BASED Cath Kidston designs and sells anything from children's clothing to homeware. About 80% of overseas turnover comes from Japan, where it has eight stores, five of which have opened in the past two years. Plans to open more Japanese stores in the future are aggressive, and target markets for further expansion in the region include Taiwan, Singapore and South Korea. An online shop was recently launched in Japan, and others are planned for America and Europe. International sales have grown 91% a year, from £1.5m in 2007 to £5.6m in 2009.

32	PROFERO
Digital marketing agency	89.67%

IF YOU grew a moustache for Tacheback or saw the drugs-awareness campaign Talk to Frank, you may already be aware of this London-based company that specialises in internet advertising, media and technology services. Founded in 1998 by brothers Daryl and Wayne Arnold, the company has been consistent in organic overseas growth, with offices in New York, Milan, Madrid, Seoul and other cities. This growth has been generated by an international client base that includes Western Union, 3M and FedEx. Overseas sales have risen 89% a year, from £4.6m in 2006 to an annualised £16.4m in 2008.

33	CHALLENGE POWER
Transmission parts maker	89.56%

THIS company, based in Wolverhampton, manufactures transmission components for clients across Europe. Challenge Power Transmission, founded by Bill Cody and Louis Hopkins in 1996, has recently expanded in Europe, helped by joint ventures in Germany and the Czech Republic. The company also has an online store that allows customers to view and purchase stock 24 hours a day. Overseas sales have risen 89% a year, from £812,000 in 2006 to £2.9m in 2008.

34	JVM EQUIPMENT
Equipment distributor	89.78%

THE West Sussex-based JVM Equipment sells and services construction, earthmoving and lifting equipment through 19 subsidiaries in Russia, employing 500 people there. Technical support contributes about half the company's revenue and all sales are generated overseas. In the past few years growth has come from private contractors building road and rail infrastructure to support the development of natural resources in regions outside Moscow. Supplying these contractors with high-tech western machinery has helped the company to grow sales 87% a year, from £50.6m in 2006 to £176.6m in 2008.



Following on from Hat Trick's Bafta-winning Fonejacker show comes Facejacker, featuring mischievous Kayvan Novak



35 NEWPORT GROUP
Chemicals supplier 85.90%

SPEAKING two Indian dialects has helped Newport Group's managing director, Raj Patel, run the Indian unit of this chemicals supplier from his Chiswick office. The company sources low-cost chemicals from India, China and Ukraine and supplies dry bulk powder and specialist chemicals to large multinational companies such as P&G and Unilever. The company also has a quality-assurance laboratory, part of its wholly owned Chinese subsidiary, which enables it to compete with large European manufacturers in their own markets. Overseas turnover has risen 86% a year from £1.9m in 2006 to £6.7m in 2008.

39 HORIZON INTERNAT'L CARGO
Freight forwarder 79.73%

SINCE the company started its operations in 1991 as a small air-freight business at Heathrow airport, with a staff of just three, Horizon International Cargo has grown substantially and now employs 90 staff in 11 offices worldwide to handle the demand from clients for its air, sea and storage services. Horizon has opened five overseas offices in the past two years, a strategic move from working with partner companies to wholly owned subsidiaries that founder Nigel Davies predicts will drive business growth. Overseas sales have risen 80% a year, from £2.9m in 2007 to £9.3m in 2009.

41 ABAKHAN FABRICS
Fabrics retailer 77.70%

BASED in North Wales, this company sells fabrics and haberdashery products online and from retail outlets in North Wales, the northwest of England and across Europe. Overseas sales have risen due to the improved performance of retail outlets in Estonia and Latvia. Growth is also attributed to an increasingly eco-conscious public who, like in the good old days, are repairing their damaged and worn-out clothes. The Abakhan family originate from St Petersburg and have run the family firm for more than 60 years. Overseas sales have grown 78% a year, from £1.5m in 2007 to a £4.8m in 2009.

equipment for the deep-water oil and gas industry. Clients are chiefly platform construction and drilling contractors as well as the oil-processing ships that support the platforms. Recent high oil prices and slowing production in shallow-water oilfields have driven demand for deep-water drilling and exploration. This has helped overseas sales to grow 74% a year, from £6.7m in 2007 to £20.2m in 2009.

complex performer flying routines. The firm has contracts to equip venues worldwide. Its systems have been used by Kylie, Pink and Cirque du Soleil and are installed in the Sydney Theatre and Brussels Opera House. Founded in 1994 by managing director Mark Ager and operations director John Hastie, the firm has grown overseas sales 72% annually, from £5.9m in 2007 to £17.5m in 2009.

46 BDP
Architect and engineer 74.07%

IN 2006 one of Britain's largest architectural practices and engineering designers, BDP, decided to grow its

49 RIZE RECRUITMENT
Telecoms recruitment 71.47%

THIS north London company offers international recruitment services in the telecommunications and IT sectors. Rize's

36 BEGGARS GROUP
Music producer 84.27%

MARTIN MILLS started his music business in the 1970s from a mobile disco in Oxford and record shops in London. He soon developed it into the independent record label, Beggars Banquet, on the back of the punk movement and the music of Gary Numan. Now the business is one of Europe's largest independent record groups, incorporating labels such as XL, and artists including Vampire Weekend, Adele, The National and Radiohead. The company has a large New York office and a presence in many of the capitals of Europe and Asia Pacific. Its international sales have risen 84% a year from £5.7m in 2006 to £19.2m in 2008 on the success of recent releases, the move away from licensing music and the weakness of sterling.



Rolling out their business: Abakhan Fabrics' Nick Powell, managing director, and Simon Powell, export manager, of the North Wales-based family firm

37 ISOTHANE
Chemicals manufacturer 82.22%

THIS company manufactures chemicals and supplies them to a range of industries – from automotive and agriculture to chemicals and civil engineering. Isothane claims to be a leading manufacturer of polyurethane systems and its products can be found insulating buildings and pipes, providing buoyancy for floats and boats, protecting bridges and waterproofing roofs. It has even provided materials made into protection armour and leather on the film sets of Troy and A Knight's Tale. The Lancashire-based business has boosted its overseas sales by 82% a year, from £614,000 in 2007 to £2m in 2009.

40 RP MARTIN
Wholesale money broker 78.70%

THIS money-broking company operates from offices in Europe, America, Africa and Asia. It provides clients with access to competitive rates for long and short-term financing, such as bonds, foreign exchange and derivatives. Gresham Private Equity backed a £27m public-to-private buyout in 2005, taking a 43% stake. Since then, RP Martin has bought four firms in Europe and Africa and set up a joint venture with India's oldest money broker, Normans Martin. Under chief executive David Caplan, international sales have risen 78% a year, from £14.3m in 2007 to £45.7m in 2009.

42 ORION GROUP
Engineering recruitment 77.56%

THIS business provides specialist engineering recruitment services to clients such as Tallisman Energy in Canada. Orion Group has a database of qualified personnel, employing more than 3,500 in administration, clerical, project management, draughting, technical and other jobs. The Inverness group operates from nine British and 20 international offices and has worked in places as far flung as Azerbaijan and Papua New Guinea. Under chairman Alan Savage, international sales have grown 78% a year, from £39.4m in 2006 to £124.1m in 2008.

38 RSA CONSULTING
Healthcare recruitment 80.74%

RSA CONSULTING provides recruitment services focused on the pharmaceutical and life-sciences sectors. The business offers executive search and interim management services to pharmaceutical companies such as Glaxo Smith Kline, Pfizer and Alliance Boots. The company has grown its overseas presence by opening offices in France, Germany, Switzerland, Singapore and America. International sales have grown 81% a year, from £1.3m in 2007 to £4.3m in 2009.

43 INTERPORT
Pharmaceutical wholesaler 76.75%

INTERPORT is a south London-based wholesaler of pharmaceuticals. The company sources its products from European countries for wholesale in Britain and Sweden. Success in Sweden has encouraged chairman Harshadrai Patel to expand to eurozone countries. He is also seeking to obtain licences to supply new drugs in Britain and Sweden. Overseas sales have grown 77% a year, from £4.2m in 2007 to £13m in 2009.

44 HYDRA MINING TOOLS
Mining tools producer 75.05%

COAL miners in China use Hydra Mining Tools International's cutting head to extract coal, without excessive dust and danger of explosion. Trading on Britain's reputation for engineering excellence, this company reinvented itself after the collapse of the UK coal-mining industry. Chief executive Gordon McShannon and management bought the Yorkshire firm from receivership in 2000 and expanded internationally, opening Chinese and American subsidiaries and selling to Australia and mainland Europe, supplying customers such as mining giant BHP Billiton. Overseas turnover has grown 75% a year, from £2.4m in 2007 to £7.3m in 2009.

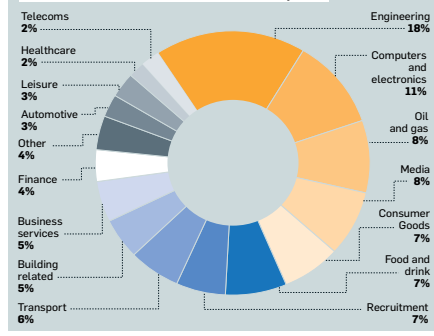


Buoyant overseas trading: James Milne, chairman of Balmoral Group

45 BALMORAL GROUP
Polymer engineer 74.41%

ABERDEEN-BASED Balmoral Group generates international sales through a subsidiary, which it founded in 2006. The company makes buoyancy and insulation

Sector breakdown of International Track 100 companies



international business relying on its extensive experience in sectors such as education and retail. Expansion has been driven by acquisitions in the Netherlands and Abu Dhabi and by the creation of an Indian subsidiary. BDP's approach combines architects with engineers, designers and urban planners in one practice. Its sustainable designs appeal to clients such as Ikea and have helped secure contracts to design 10 new universities in Libya. Overseas sales have grown 74% a year, from £5.5m in 2007 to £16.5m in 2009.

clients include Ericsson, Nokia Siemens Networks, Huawei and Motorola. More than 80% of its income is from overseas contracts in countries from Germany to Ghana and Afghanistan. The firm was founded in 2006 by Sean Cheek and Andrew Hillery with £180,000 in personal loans and overdraft facilities. It now has offices in Saudi Arabia and Dubai with a joint-venture partner. Overseas sales increased 71% a year, from £2.4m in 2007 to £7.1m in 2009.

47 DAVID MORRIS INTERNAT'L
Luxury jeweller 73.05%

DESIGNING and selling luxury, hand-crafted jewellery since 1962, David Morris International now has seven outlets worldwide, including its flagship New Bond Street boutique in London. The company has designed one-off items for Bond films since Diamonds are Forever in 1971, and Miss World has worn its attire. The founder's son, Jeremy, and his wife, Erin, design the pieces. The company is continuing to expand abroad and, as a result, overseas sales have grown 73% a year, from £12.8m in 2007 to £38.3m in 2009.

50 TELEADAPT
Hotel telecoms provider 69.94%

TRAVELLERS may use TeleAdapt's products to access the internet from their laptops while staying in hotels such as the Hilton. Founded in 1992 by Gordon Brown, TeleAdapt says it helped pioneer the modem adapters that made overseas dial-up connections possible. The London firm's wired and wireless internet systems, audio technology and clock radios can now be found in more than 2m hotel rooms worldwide. It also sells products such as a folding pin plug for travellers. With operations in America, Hong Kong, China, UAE, Singapore and Korea, international sales have grown 70% a year, from £3.9m in 2007 to £11.3m in 2009.

48 STAGE TECHNOLOGIES
Stage equipment designer 72.29%

THIS business designs, manufactures and installs stage equipment for theatres and tours. Stage Technologies' software can automate scenery and programme

51 LONDON THOROUGHFBRED
Bloodstock agency 68.68%

FOUNDED in 1976 by James Wigan, London Thoroughbred Services has become a leading international

bloodstock agency. It buys and sells racehorses and breeding stock worldwide. Prices range from £6,000 for a foal that subsequently won the Cheveley Park Stakes to a world record £4.8m for a broodmare sold at auction. It also manages stud farms and advises on matings, insurance, transport and valuations. The Dorset firm considers itself a leader in the Japanese market and has been appointed to oversee a big racing and breeding operation in Russia, helping international sales rise 70% a year, from £1.9m in 2007 to £5.3m in 2009.

52 AJ POWER
Diesel generator maker 88.40%

AJ POWER designs and produces 1,500 diesel generators a year, most of which are exported from its factory in Northern Ireland. Its customers span a range of industries, from banks such as Barclays needing energy for data servers to owners of residential homes. The company sent emergency generators to Haiti within 48 hours of the earthquake. AJ Power is expanding overseas and growth has been strong in Europe, the Middle East and Africa. Under founder Ashley Pigott, international sales have risen 68% a year, from £6.4m in 2007 to £18m in 2009.

53 CAPITAL ECONOMICS
Research consultancy 88.35%

THIS economic research consultancy was founded in 1998 by Roger Bootle, a former Treasury adviser and HSBC chief economist. From offices in London, Toronto and Singapore, Capital Economics supplies macroeconomic analysis covering Britain, the Americas, Europe and Asia. Property is a particular area of expertise. Customers include financial institutions, from the world's largest banks to boutique property investors, which subscribe to Capital's research products. International sales have risen 68% a year, from £1.2m in 2007 to £3.1m in 2009.

54 IMAGO GROUP
Video equipment distributor 68.58%

IMAGO GROUP, based in Berkshire, sells video-conferencing equipment. The firm has six offices across Europe, serving clients from the Baltics to the Iberian peninsula, as well as new offices in the growth markets, China and South Africa. Led by Ian Vickerage, managing director, Imago says it has seen a rise in demand for its products corresponding with the increasing demand for quick and clear communication without the costs of air travel. Overseas turnover has grown 67% a year, from £5.1m in 2007 to £14.2m in 2009.

55 RONLY GROUP
Metal, agricultural trader 68.12%

FOUNDED in 1979, Ronly has expanded into a global trading company. It sources metal and agricultural commodities from countries including Brazil, Ukraine and Turkey, and exports them to continental Europe, America, the Middle East and Asia. Headquartered in London, the firm has six overseas offices, including in Dubai and Istanbul. International sales have grown 66% a year, from £135.3m in 2006 to £373.4m in 2008, helped in part by China's surging demand for raw materials.

56 NORTHCROFT GROUP
Construction consultancy 65.85%

THIS London company has been providing consultancy services to the construction and property industry for 170 years. It has offices in 14 locations worldwide and has worked in more than 80 countries, providing quantity surveying, cost management and commercial management services. It serves sectors including healthcare, education, leisure and utilities. Past projects include the British Museum in London, the Beijing Olympic Stadium and Benfica football club's Stadium of Light. International sales have grown 66% a year, from £2.2m in 2007 to £6m in 2009.

57 ALBOURNE PARTNERS
Hedge fund consultancy 65.28%

THIS London hedge-fund consultancy says it has advised clients on more than £200 billion of investments worldwide. Clients are typically hedge funds or private-equity investors, who – for a fixed annual fee – receive research and strategic advice on topics such as portfolio construction and risk management. According to Simon Ruddick, managing director and co-founder, the business has grown organically and operates out of 13 international offices as far apart as San Francisco, Hong Kong and Bahrain. Overseas sales have risen 65% a year, from £7.8m in 2007 to £12.3m in 2009.

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58	LF GROUP	
Oil equipment supplier	65.07%	

ESSEX-BASED LFF Group supplies pipes, fittings and flanges to the oil, gas and power industries. In 2008 international growth was driven by contracts with large engineering, procurement and construction (EPC) contractors, including for a gas-to-liquid plant in Qatar. The company's newest subsidiary, LFF Houston, is positioned to strengthen the client relationship with the biggest EPC contractors in the state of Texas and tender for their international contracts. Having offices in Azerbaijan and Kazakhstan has helped LFF to win clients such as BP and Chevron and grow its overseas turnover 6% a year, from £31.1m in 2006 to £84.8m in 2008.

59	EUROSTAFF GROUP	
Recruitment consultancy	64.89%	

THIS business counts companies such as IBM, Coca-Cola and Fortis Bank among its clients. Eurostaff Group recruits and places people mainly in the IT, finance and energy sectors, across 30 countries. The London-headquartered company was founded in 2003 in a basement office. It now has subsidiaries in seven European countries and 81% of its revenues are earned outside Britain. The company's founders, Paul Flynn and Mark Znowski, have managed to grow overseas sales 65% a year from £4.4m in 2007 to £11.8m in 2009.

60	MIDSTEEL GROUP	
Steel hardware maker	63.28%	

MIDSTEEL GROUP stocks and manufactures carbon and stainless-steel flanges and pipe fittings for the oil, gas, petrochemical and power-generation industries. Clients typically include oil companies such as Shell and BP and construction contractors. During the recession the company has been able to generate additional revenue by selling its components to equipment manufacturers in Europe and the Middle East that have contracts in the oil industry. Overseas turnover has also been boosted by high oil prices, resulting in international sales growing 63% a year from £3.6m in 2007 to £9.6m in 2009.

61	SEVERN GLOCON	
Industrial valve maker	61.52%	

GLOUCESTER-BASED Severn Glocon manufactures industrial control valves for clients in the oil and gas industry such as BP, with sales and servicing supplied from offices worldwide. The company's managing director, Maurice Critchley, says he expects further international growth to come from valves supplied to clients in China and the Middle East. It recently opened sales offices in Brazil and China, supporting local agents to provide greater product information to clients. Overseas turnover rose 62% a year, from £9.6m in 2006 to £22.5m in 2008, with further growth anticipated as service centres are opened in these countries.

62	LEG COMMUNICATIONS	
Healthcare communications	61.50%	

THIS London-based group operates in the healthcare sector, providing public relations, medical education, digital branding and creative and advertising services through associated companies Athena Medical PR and Lane Earl Cox. Athena Medical PR works with pharmaceutical companies to deliver key messages about their medicines, as well as to provide medical education and media relations. Lane Earl Cox has created European and global campaigns for pharmaceutical companies Bristol-Myers Squibb, Takeda and UCB. The business won three contracts in Paris and Brussels in 2008, which helped its overseas sales to grow 62% a year, from £971,000 in 2006 to £2.5m in 2008.

63	EXCELJIAN	
IT consultancy	61.49%	

FROM its London headquarters, Excellian provides software and technical consulting to financial institutions such as RBS and Barclays. In the nine years since it was founded the company has diversified its portfolio to include environmental auditing and green IT. Successful client relationships in Britain have led to demand for its services internationally, which has helped overseas turnover grow 61% a year, from £2.9m in 2006 to £7.7m in 2008. New offices in New York, Melbourne and Johannesburg mainly offer products for capital markets only, but the company says it expects to offer the full range of services soon, driving further growth.

64	TEXTHELP SYSTEMS	
Software developer	61.29%	

TEXTHELP designs software and technology for people with reading and writing difficulties. Set up in 1996, it first developed software to improve dyslexic pupils' reading and comprehension skills. Now its products are aimed at anyone with reading difficulties, including those for whom English is a foreign language. Text-to-speech software for websites and scanners to digitise textbooks help learners ranging from six-year-olds to adults. The company says its products are now used in more than 90% of schools in Kentucky, Toronto and Alberta, which has helped overseas sales grow 61% a year, from £1.8m in 2007 to £4.6m in 2009.

65	EDM	
Training services provider	60.94%	

BASED in Manchester, this niche engineering firm provides training and simulation systems for the rail and

engagement, government policy and market research. Under Sandberg and chief executive Richard Nichols, College Hill's overseas sales have grown 60% a year, from £1.2m in 2006 to £3.1m in 2008.

68	COIN CO INTERNATIONAL	
Currency exchange provider	58.27%	

THE Sussex company buys foreign coins from charities, airlines and supermarkets that would otherwise be difficult to convert into sterling. When about one tonne of a particular currency has been collected and counted, the coins are shipped to the country of origin. Coin Co's well-known clients include Oxfam and Asda. The company has increased its overseas sales since opening offices in Germany, Australia, Canada and a number of other countries. Staff numbers have also risen and now stand at 111. Under founder and chief executive John Baker, international sales at Coin Co have grown 58% a year, from £2m in 2006 to £4.9m in 2008.

70	OPTIMA SOLUTIONS	
Oil and gas service provider	58.67%	

OPTIMA SOLUTIONS provides technology to protect offshore oil and gas rigs from the heat generated by the flare produced when wells are tested. The Aberdeen company offers rented, portable water-cooling systems, as well as permanently installed systems, operated by Optima staff. Customers are found in all the main oil and gas regions of the world and include Shell and BP, Schlumberger and Expro. Opening offices in Germany, Australia and Canada has helped international sales to rise by 57% a year, from £2.9m in 2007 to an annualised £7.2m in 2009, under founder Jamie Oag. The company's clients include Oxfam and Asda.

71	WATKISS AUTOMATION	
Print finishing equipment	55.73%	

BASED in Bedfordshire, Watkiss Automation designs and manufactures print-finishing equipment and offers after-market servicing through a

72	COLIN BUCHANAN	
Transport consultancy	54.89%	

LONDON-BASED Colin Buchanan is a transport, planning and urban-design consultancy founded by Sir Colin Buchanan in 1964. The company has worked as a transport consultant to the city authorities of Shanghai since 2001. In 2006 it opened an office in the city specialising in pedestrian modelling and metro-station planning. The office has gone on to drive international business growth through winning important projects such as consulting work on the Beijing Olympics and the Shanghai 2010 World Expo. Overseas turnover has increased 55% a year, from £1.2m in 2006 to £2.9m in 2008.

73	STRATFORD'S WINE	
Vintner	54.31%	

THIS company, which is headquartered in Berkshire, supplies wine in the £4-£30 price range to wholesalers. As well as

74	ANGLOCO	
Fire and rescue vehicle maker	53.48%	

ANGLOCO designs and builds specialist firefighting and rescue vehicles, which can cost in excess of £600,000 each. It also supplies firefighting equipment and offers comprehensive after-sales support. The Yorkshire company's customers include local authorities, defence forces, civil-defence organisations, airports and petrochemical companies. They are found in more than 40 countries, including the Caribbean, where Barbados and Trinidad are significant markets, as well as Africa and the Middle East where customers include Bahrain Civil Defence and Qatar Petroleum. Favourable exchange rates have contributed towards international sales growing 53% a year, from £1.3m in 2007 to £3.1m in 2008.

75	KAMMAC	
Outsourcing specialist	53.45%	

THIS Lancashire company provides logistics, distribution and storage services for grocery producers and retailers. It also offers waste and facilities management and packing services for manufacturers and breweries. Kammac makes more than 70,000 kegs and casks every year, repairing 130,000, and runs its own microbrewery, Black Hole Brewery. Owned by Paul and Susan Kammel, the business has grown organically since 1988. Overseas sales have grown 53% a year, from £1.4m in 2006 to £3.3m in 2008.

76	MENTOR IMC GROUP	
Oil industry consultancy	53.03%	

FROM offices in Britain, Singapore, Australia and America, Mentor IMC Group supplies consultants and project teams to support clients such as Conoco Phillips, developing large-scale oil and gas projects around the world. John Richards, chief executive, founded the company in 1987. In 2008 Icent Capital backed a buyout, investing an undisclosed sum. The company is opening an office in Brisbane this year. International sales have grown 53% a year, from £16.7m in 2007 to an annualised £39m in 2009.

77	MANTHORPE	
Engineering specialist	52.86%	

COMPRISING engineering and building products divisions, Manthorpe supplies precision-engineered parts to the power-generation and defence sectors worldwide. The Derbyshire business makes gas-turbine engine components for the aerospace, military, energy and marine divisions of Rolls-Royce, using specially designed alloys. Indirectly, the company also supplies parts to craft-engine manufacturers General Electric, Siemens and Snecma. Manthorpe's buildings division designs, makes and sells insulation and ventilation products to the housing market. International sales, particularly to continental Europe and America, have risen 53% a year, from £1.6m in 2007 to £3.8m in 2009 under founder Paul Pochlisch.

78	VECTOR MANAGEMENT	
Management consultancy	52.80%	

MALCOLM TRIGG and John Bacon founded Vector Management in 1995 to provide management consultancy to BA. The Heathrow-based firm has since diversified from aviation into new sectors such as tourism, housing, retail, financial services and healthcare. Overseas offices in Bulgaria, Serbia and Dubai service clients across eastern Europe, the Middle East and central and eastern Africa. A big contract in Swaziland, to conduct an economic study, develop an airport and recommend commercial initiatives to catalyse airport growth, has helped international sales increase 53% a year, from £1.8m in 2007 to £4.2m in 2009.

79	AIRLINE SERVICES	
Airline services provider	52.40%	

PLANES need cleaning and sprucing up, and Manchester airport-based Airline Services has been providing these services to 100 airlines, including SAS and Air France, for 20 years. Now operating from 11 British airports, the company offers exterior and interior cleaning for planes, de-icing, carpet manufacture and installation, seat repair, seat cover and curtain manufacture and laundry. It also supplies and repairs electronics such as seat-back entertainment systems and galley equipment. In addition, it exports aircraft parts, including wheels and brakes, particularly to Russia and former Soviet Union countries. International sales have risen 52% a year, from £5.5m in 2007 to £12.7m in 2009 under chief executive Bryan Bodek.



Red-hot seller: Angloco vehicles, such as this foam tender for Bahrain's Civil Defence and Fire Service, can cost hundreds of thousands of pounds

defence sectors. Projects are bespoke and include anything from mission simulators to helicopter underwater escape training. The implementation of a strategy to trade internationally has led to projects in America, the Middle East and continental Europe. In 2004 Kevin Bird and Tony Birmingham led a 3i-backed, £5m management buyout from parent company C-Beck Group. Under the management that they installed, overseas sales grew 61% a year, from £1.7m in 2006 to £4.5m in 2008.

66	GENUINE SOLUTIONS	
Telecoms product reseller	60.30%	

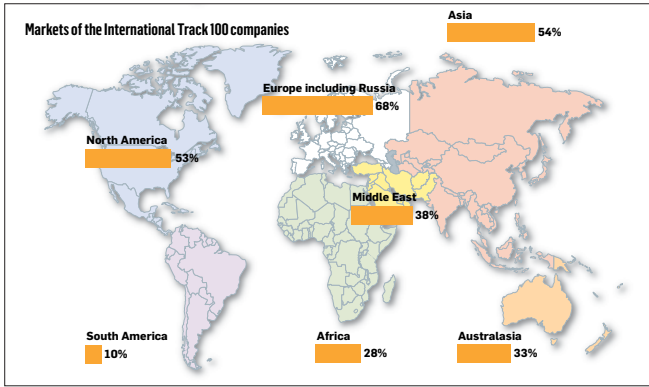
FROM Bluetooth headsets and car kits to memory cards and chargers, this firm supplies mobile-phone accessories to distributors, wholesalers and retailers. The Surrey company buys products that are overstocked or no longer considered new from the likes of Apple, Motorola, Nokia and Samsung. It has 800 customers in 24 countries from Germany to America, Australia and Hong Kong. Favourable exchange rates have helped international turnover to grow 60% a year, from £2.3m in 2008 to £6m in 2010 under managing director Bav Majithia and commercial director Christian McBride.

67	COLLEGE HILL	
Communications consultant	60.16%	

THIS expansion-minded London company was set up in 1990 by Alex Sandberg to provide public-relations services to the financial sector. Embarking on an aggressive growth strategy in 2006, the company went on the acquisition trail and now has 12 offices in cities from Munich and Mumbai to Johannesburg and employs 146 people. As well as financial PR, the business provides advice on corporate branding, employee

worldwide network of distributors. Clients include print-on-demand specialist CPI Anthony Rowe and financial print-services provider Chris Fowler International. In 2002 Watkiss Automation was granted the initial patent for its Squareback binding method, which makes square-spined booklets that can be stacked more easily into stable piles. In 2007, after further patent development, the Watkiss Power Square 200 was launched, which the company says has helped the Squareback method to become an acknowledged printing standard worldwide. The firm's international sales have grown 56% a year, from £2.4m in 2007 to £5.9m in 2009.

representing individual vineyards, Stratford's Wine Agencies contracts grape growers in New World regions to produce wine for its subsidiary Deep Blue. The company works with producers on five continents, in countries such as Australia, Chile and South Africa. The wine is bulk-shipped to Britain for bottling, which helps save on the high cost of transporting glass. It is then exported by Deep Blue to distributors in continental Europe under labels such as Tortoisehell Bay and Parrotfish. The company is led by Paul Stratford, whose parents founded Stratford's as a wine mail-order business in 1988. Overseas sales have grown 54% a year, from £550,000 in 2007 to £1.3m in 2009.



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80 RISKTEC SOLUTIONS
Risk management consultant 52.20%

THIS business is a risk-management consultancy, assisting clients to manage health, safety, security, environmental and business risk. The Warrington-based company has offices in Britain, America, Canada, Dubai and Oman, and has worked on more than 1,300 projects in over 40 countries with more than 450 clients. Big-name customers include Shell, Rolls-Royce, British Energy and Thales. Risktec also offers clients an MSc programme in risk and safety management and this initiative has contributed to the company's growth in international sales of 52% a year, from £2.7m in 2006 to £6.2m in 2008.

84 REALLY USEFUL PRODUCTS
Storage box supplier 50.35%

THE first plastic storage box that Really Useful Products made was designed by managing director Mike Pickles. An accountant in the plastics industry, he wanted a sturdy box to hold his archive files. Today the company's broad range can be used in the home and office. In 2007 the Yorkshire-based firm invested heavily in manufacturing capacity to meet growing demand in America. Trials in Office Depot and Staples stores in America have developed over five years into contracts to supply both chains, helping overseas sales to increase 50% a year, from £2.8m in 2007 to £6.3m in 2009.

81 HUDSON
Fashion footwear designer 52.11%

WORN by celebrities including Noel Gallagher, Sienna Miller and Agyness Deyn, Hudson's footwear designs are aimed at fashion-conscious 25 to 45-year-olds. Its brands, Hudson and H, are sold through Office, Schuh, Kurt Geiger and John Lewis as well as 200 independent retailers in Britain. The footwear is designed in-house and predominantly manufactured in Portugal. The shoes have fans in Ireland, France, Germany, Spain, Scandinavia and Asia, and department stores such as Bloomingdale's and Saks in America also sell the brand. Led by Michael Bunc, international sales have grown 52% a year, from £807,000 in 2007 to £1.9m in 2009, boosted by the introduction of women's shoes.

85 ZENITH OILFIELD TECH
Oilfield technology supplier 48.26%

THIS company designs and builds pressure and temperature-monitoring equipment used in the pumping of oil. Zenith Oilfield Technology has experienced growing demand for its products as naturally flowing wells become rarer and mechanical intervention becomes more important. The business has clients, such as oil giant Saudi Aramco, in the Middle East, West Africa, Russia, Asia, Canada and South America, and it has sales and support staff in 12 locations. Turnover is wholly derived from international sales, which grew 48% a year, from £5.4m in 2007 to £14m in 2009.

82 DIRECT WINES
Wine retailer 51.95%

DIRECT WINES sells direct to consumers through its Laitwhaites websites and sponsored wine clubs. Since 2007 the company has expanded operations in Germany, Switzerland, America, Hong Kong and Australia, mainly through organic growth. Direct Wines has partnered with newspapers such as The Wall Street Journal in America, and Die Welt in Germany to create wine clubs for subscribers. Chief executive Simon McMurtrie says a good product range and high-quality customer service, delivered through local offices, have helped international sales to grow 52% a year, from £24.2m in 2007 to £55.8m in 2009.

86 LUSH
Cosmetics manufacturer 47.88%

"HONEY, I washed the kids (and they liked it)" is a headline on Lush's website. The Poole firm handmakes cosmetics, including bath products and hair treatments, using vegetarian ingredients and essential oils. It says it limits packaging and preservatives by using solid formulations, and donates proceeds from its body cream, Charity Pot, to good causes. Mark Constantine started out supplying The Body Shop in the 1970s and, together with a small team, launched Lush in 1995. There are now more than 600 Lush stores in 43 countries, including America, Japan and Russia. International sales have risen 48% a year, from £68.8m in 2007 to £150.8m in 2009.

83 MMD MINING MACHINERY
Mining equipment maker 51.83%

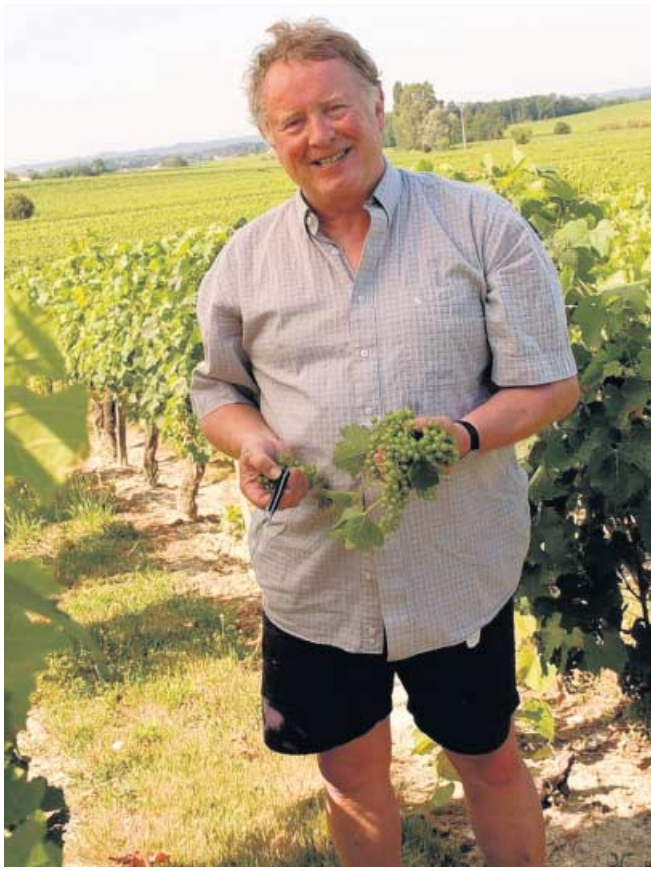
MMD MINING MACHINERY, based in Derbyshire, makes machines that crush and grind rocks for mining companies. It manufactures equipment in South Africa and China as well as at its Derbyshire headquarters. The company has 14 service centres worldwide, which provide on-site servicing and advice to its clients. In the past two years growth has come from the expanding China office and foreign-exchange gains related to doing business in Chinese yuan. International sales have risen 52% a year, from £15.3m in 2007 to £35.4m in 2009.

87 REBOUND ELECTRONICS
Electronic parts broker 47.88%

THE Newbury-headquartered Rebound Electronics supplies components to electrical-equipment manufacturers such as Sony and Siemens. In the past few years the company has set up offices across continental Europe and Asia to support local sales and servicing. Co-founder and chief executive Simon Take says the company is now well positioned to take advantage of a revived electronics market in 2010. International expansion has come through a combination of organic growth and some small acquisitions that have helped to increase overseas sales 47% a year, from £10.9m in 2007 to £23.5m in 2009.



Mobile art in New York: the Chanel travelling exhibition designed by Zaha Hadid



Grapes of worth: Tony Laitwhaites's Direct Wines has grown overseas sales from £24m in 2007 to nearly £56m in 2009

88 ZAHA HADID
Architect 48.73%

THIS London-based architectural practice has historically generated up to 90% of its revenue from clients outside Britain. Zaha Hadid is now 400-strong, working from offices in London, Hamburg, Rome and Beijing. During the recession the practice refocused business development in the Middle East from Dubai to Egypt, Saudi Arabia and Europe, to ensure staff retention. Chief financial officer Roberto Sforza says the practice's international reputation has helped its overseas sales to grow 47% a year, from £11.4m in 2007 to £24.5m in 2009.

91 IE
IT provider 45.52%

THE software developer IE, named after a Microsoft systems error, aims to help large organisations improve their IT systems' efficiency. It offers products such as Nightwatchman, which turns off unattended computers, saving electricity for customers, which include Ford, AT&T and HSBC. About 70% of revenue is from overseas and the company sells products in 42 countries from France to India, Singapore and Australia. In the past two years IE has established offices in New York, which has helped to increase the firm's international sales by 46% a year, from £4.9m in 2006 to £10.3m in 2008 under chief executive Sumir Karary.

93 DCA DESIGN INTERNATIONAL
Product design consultancy 45.43%

DCA claims to be one of the leading product design and development consultancies in Europe. Founded in 1960 and led by Robert Woolston, its services span sectors including medical, commercial and industrial, consumer and transport. Its products range from the Stanley Knife to the car-carrying Eurotunnel shuttle trains. The Warwick-based firm recently won three Design Effectiveness Awards for Solostar, a disposable insulin-injection pen. DCA has grown overseas sales 45% a year, from £2.8m in 2007 to £5.9m in 2009.

89 B&H WORLDWIDE
Aerospace logistics 48.72%

B&H WORLDWIDE provides supply-chain management and logistics services to the aerospace and publishing industries. It supports routine aircraft maintenance and repair programmes for airlines worldwide. It also responds to critical situations, such as aircraft in service becoming unreliable due to part failure, thus maintaining flight schedules and potentially saving airlines hundreds of thousands of pounds. The company has steadily opened more offices overseas to provide clients, such as Australia's Qantas, with a more efficient service, and it is now located in 14 cities around the world. International sales have grown 47% a year, from £4.8m in 2007 to £10.3m in 2009.

92 SHEARGOLD
Procurement specialist 45.40%

THIS northwest London company supplies multilateral agencies, including the United Nations and diplomatic mission offices, to help rebuild infrastructure and provide relief. The business globally sources a wide variety of equipment, including IT, telecommunications and electrical supplies. Founded in 1991 by Nitin Mehta, Sheargold has sourcing offices in Dubai and Mumbai, as well as marketing bases in Africa and Trinidad. Sales have risen

94 CELTIC MINING GROUP
Coal miner 45.33%

CELTIC MINING GROUP is the holding company for Celtic Energy, which claims to be the leading coal miner in South Wales. The business produces more than 1m tonnes of coal a year from its sites in South Wales for domestic, industrial and electricity-generation demand in Britain and mainland Europe. About 10% of its anthracite production is exported to the Continent — for home heating in Belgium and France and for industrial applications in France, Germany and Norway. International sales have risen 45% a year from £3.7m in 2007 to £7.8m in 2009.

90 PYROBAN
Explosion protection 48.13%

SUSSEX-BASED Pyroban manufactures and fits equipment to protect machinery operated in potentially explosive industrial environments. Clients include oil and gas companies as well as paint, food and cosmetics manufacturers such as L'Oréal. In 2006 a factory and sales office was opened in China to service European clients with operations in the country. The office has won business with local companies, supplying clients with products and advice to meet new Chinese explosion-protection legislation. Geographic expansion and diversification

THE SUNDAY TIMES HSBC INTERNATIONAL TRACK 100

THIS supplement is compiled by Fast Track, the UK's leading networking events and research company that focuses on top-performing private companies and entrepreneurs. Fast Track publishes seven annual league tables in The Sunday Times ranking the fastest-growing and the biggest private companies, and holds dinners for their owners and directors to network and

meet its sponsors. It is run by Dr Hamish Stevenson, who has held an associate fellowship at Oxford University for the past 14 years. The International Track 100 research was managed by Lindsay Uppadine. Fast Track's sole source of revenue is from sponsors. We would like to thank HSBC for sponsoring this new league table and associated awards dinner and

95 RS CLARE
Lubricant manufacturer 45.17%

RS CLARE has made lubricants for 262 years. It now has two divisions: one makes specialist greases for the oil and gas, rail and marine sectors; the other provides anti-slip surfacing for ferries and ships that transport cars. Customers include London Underground, for whom the company supplies specialist track lubricants, and big oil and gas companies such as BP. RS Clare has bases in Abu Dhabi, Singapore and Norway, which have helped overseas sales grow 45% a year, from £2.4m in 2006 to £5.1m in 2008.

96 QUADRILLE PUBLISHING
Book publisher 45.05%

THE company produces highly illustrated books, particularly cookery books such as Gordon Ramsay's World Kitchen and Antonio Carluccio's Simple Cooking. Other glossy tomes cover art, design and fashion and photography. Cath Kidston, Jerry Hall and Laurence Llewellyn Bowen have all been published by the London firm, which was set up in 1994 and is jointly owned by the management team, led by Alison Cathie, and a group of private investors. Overseas sales, particularly in America, make up nearly half of turnover and have grown 45% a year, from £2.6m in 2006 to £5.4m in 2008.

97 RICHARDS WALFORD
Vintner 44.91%

THIS business was founded in 1982 by Roy Richards and Mark Walford to import quality Bordeaux wines into Britain. The firm owns a vineyard in Roussillon and sources wines across Europe, which it exports to Hong Kong, China and India. Mark Walford says rising incomes and social aspiration in Asia are boosting demand for French wine. International sales have grown 45% a year, from £581,000 in 2007 to £1.2m in 2009.

98 RAGLETH
Malt producer 44.81%

RAGLETH has two businesses. The first, Crisp Malting, sells more than a quarter of a million tonnes of malted cereals a year to the world's top brewers and distillers. Its malts, which can be made from barley, wheat, oats or rye, are used to make beer and whiskies such as Glenlivet. The other business, Edme Foods, produces malted grains, flours and malt extract for the baking, cereal and food industries. In 2005 a group of private investors led by David Thompson bought the firm. International sales have risen 45% a year from an annualised £8.6m in 2006 to £17.9m in 2008.

99 TOWERS THOMPSON
Food distributor 44.68%

FROM its headquarters in Hertfordshire, Towers Thompson directs the import and export of food products as well as the supplying of manufacturers, catering companies and grocers around the world. In 2007 it bought Rassau Seafood in Germany, and another acquisition opened up markets in China and the Philippines. This geographic expansion, together with a diversification from the core meat and poultry business, has helped to drive overseas growth of 45% a year, from £43.4m in 2006 to £90.9m in 2008.

100 EXPLORATION LOGISTICS
Medical and safety provider 44.15%

MEDICAL and safety support to operations in remote and hazardous locations all over the world is the speciality of Gloucester-based Exploration Logistics. Its healthcare professionals are working in Afghanistan for the MoD and for Rio Tinto at a diamond mine in the Canadian Arctic Circle, while its landmine and explosives teams are supporting UN mine-clearance initiatives in Sudan. International sales have grown 44% a year, from £17.4m in 2007 to £36.1m in 2009, almost all generated internationally.

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