

International Track 200

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 Researched and compiled by **FAST TRACK**

Sport success for Team GB exporters

 Britain's private companies with the fastest-growing overseas sales show what can be done when you deliver the goods, says **Richard Tyler**

The summer of 2014 is unlikely to be seen as a time of great British sporting achievement, with failures in football, tennis, cricket and rugby. But when it comes to the business side of international sport, Britain's companies are excelling.

Be it the engineering behind motorsports, the high-performance clothing demanded by athletes, or the innovative facilities now used to house spectators – 14 companies appearing in the fifth annual Sunday Times HSBC International Track 200 league table are busy behind the scenes.

With the World Cup final taking place today in Brazil, London's Arena Group (No 58) will be celebrating the construction of two 9,000 seat stands with its technology at the stadium in Sao Paulo.

Six of the sports industry companies are allied to motorsports, such as Hampshire's Formaplex (No 111), which engineers parts for Formula One and Le Mans racing teams. Others include Rapha, the cycling clothing firm at No 86 that supplies Team Sky with high-performance outfits for the Tour de France, and LGC, the analytical labs firm at No 107, that tests for doping in sports.

These 14 companies recorded average international sales growth of 41% a year for the last two years, to secure a place in this year's ranking. They outperformed the rest of the table, where the average annual growth was still an outstanding 36%, and ranged from 19% to 364%.

The 200 firms collectively booked £8.5bn in overseas sales in their latest year, a sizeable proportion of their total

sales of £19.8bn. They employ 192,000 people, with No 198 – facilities services provider OCS Group – the single largest employer with 70,000 staff worldwide.

Engineering is the dominant sector with 41 companies, including the No 1 firm Congleton's Tandem Metallurgical, which recycles and trades scrap metal, and Express Engineering (No 52), the Gateshead business that supplies precision machined parts to the oil and gas industry. In total there are 40 companies that feed this industry, such as Aberdeen's electrical equipment supplier Dron & Dickson (No 10). The industry's importance to Britain's economy is explored further by Ian Stuart of HSBC on page 3.

Scotland is home to almost 40% of these oil and gas related companies, while London boasts 13 of the 14 media firms that feature, and northeast England has four steel-related companies among the 22 from the region appearing in the table. The Midlands and Scotland are home to 21 firms each, southeast England has 25, the northwest has 26, and London houses 62 headquarters.

America is the largest single trading partner, with 88 firms citing it as a main market. Over a quarter have subsidiaries in the country, more than double the number in any other. They include digital marketing agency Essence (No 33), which generated half its £141m sales in the US last year. The companies typically cite Australia, Germany, France and China as their next big markets. HSBC's Dan Howlett discusses opportunities in western markets below.

Not all the companies require a large office network to prosper overseas, with Stoke-based online bookmaker bet365 (No 90) recording the biggest absolute increase in international sales, up from £505m to £989m between 2012 and 2014.

Many of the companies trade on their British heritage, including London folding bike manufacturer Brompton Bicycle (No 135), Somerset's traditional cheddar cheese maker Barber's (No 141), and Charles Tyrwhitt Shirts, ranked at 149.

Sporting success may have been elusive this year, but the International Track 200 companies show what great success business can achieve when clever strategy and smart execution combine away from home.



Recycling king: a third of Tom Muir's £58m turnover is generated from extracting aluminium and other metals from scrapped cars – and exporting some of it to the Continent

1 TANDM METALLURGICAL

Metal processor 384.05%

As mining costs have risen in recent years, in tandem with the world's rising consumption of metal, there has been a dramatic change in the way companies source raw materials. Prices have soared – copper alone has more than tripled in value in the last decade. As a result, electronic products made in China now contain up to 80% recycled copper, recovered from old mobile phones, computers and TVs. Recycling metal is a profitable business – which

is where Britain's Tandem Metallurgical Group comes in.

The Cheshire company was founded in 2008 when managing director Tom Muir, 57, and commercial director Andrew Lumden, 48 – with nearly 60 years of sector experience between them – merged their two recycling companies. The following year they sold a 30% stake in the business to American technology company Chinoook Sciences, and used the capital to buy the Congleton premises of one of the largest aluminium ingot producers in Britain.

A third of Tandom's £58m turnover is

generated from processing metal from scrapped cars into ingots of aluminium, some of which are exported to the continental automotive industry.

Last year, the company expanded its Congleton facility and invested £2m in new equipment, and can now produce more than 700 tons of alloy a week.

The larger part of its business is scrap metal trading – Tandom buys used drinks cans, electronic components and aluminium scrap. It began trading overseas when it bought its Congleton plant, though exports were only £1m in 2011 when Nick Rose, 43, joined as

trading director to drive international sales. Today the majority of exports, which reached £2.1m in 2013, are scrap cables and electronics, shipped to processors in China and India, which extract copper and other metals to sell to local manufacturers. Muir says this mix helps to spread business risk as these sectors are less vulnerable to a downturn than the car industry.

China is the world's largest metals recycler and, says Muir, Tandom could easily export 10 times as much scrap to the country as it does currently. If only it could source enough suitable metal.

2 PD&MS ENERGY

Engineering services 246.18%

PD&MS Energy modifies and upgrades offshore oil drilling and production facilities. It also has a rig repair site in Dundee. Among many customers, the Aberdeen firm has

multimillion pound deals in place to upgrade BP's North Sea, Norwegian and Caspian Sea platforms. It is majority-owned by private equity house Equistone Partners Europe and is led by chief executive Simon Rio, 38. Its international sales hit £12.2m last year.

3 MARK GROUP

Energy efficiency services 206.74%

Mark Group helps its customers save money on their energy bills through a variety of energy efficiency measures, including providing loft and cavity wall insulation, as well as

renewable energy technologies such as solar electricity and heat pumps.

Led by chairman Lee Cottingham, 39, the group began its international expansion in 2009 and now operates in America, Australia and New Zealand, generating international sales of £47.7m in 2013.

4 BISS

IT consultancy 183.58%

This Leeds-based IT consultancy has a strong reputation in the financial and energy sectors, where its customers include HSBC, UBS and BP. Demand from existing clients

prompted expansion into America, where the company opened an office in New York last year. The business generated overseas turnover of £17.3m in 2013, derived mainly from its work across Europe.

BISS is led by managing director Glyn Robinson, 49.

5 GLOBAL PERSONALS

Online dating provider 180.79%

Americans, Australians and South Africans use some of the 13,000 dating websites run by Global Personals. Founded in 2003 by Ross Williams, 36, and Steve Panmenter,

41, the firm offers white-label dating sites to 1,700 commercial partners worldwide. It also runs its own niche websites and has branched out into online gaming. In the last two years it has opened offices in New York and Melbourne, helping international sales reach £10.4m in 2013.

FAST TRACK

International Track 200 ranks Britain's private companies by fastest-growing overseas sales. It is produced by Fast Track, the Oxford firm that researches Britain's top-performing private companies and organises invitation-only dinners for their owners and directors to network and meet its sponsors.

For full ranking criteria, see page 2.

All eyes are on Brazil, but western markets hold the real prize



There are opportunities close to home but having the right backing is vital, says HSBC's **Dan Howlett**

WITH THE UK economy expected to grow faster than those of many of our big trading partners this year, business confidence is back and companies are looking to capitalise on this change in fortunes.

While all eyes may be on Brazil and today's World Cup final, we expect 2014 to see a significant tilt back towards trading and investment into developed western rather than emerging markets.

Yes, challenges remain in developed markets. Europe – remains fragile, and global investor confidence in

Britain's economy means sterling has strengthened, making our goods and services more expensive overseas.

Stronger economic growth at home may also see our benign interest rate environment change. At the annual Mansion House dinner on June 12, Bank of England governor Mark Carney gave a clear hint that the first rate rise could come "sooner than markets currently expect".

Yet these concerns have so far done little to undermine the positive impact of wider economic activity on business confidence, with investment

now increasing to complement the rise in household spending that has largely driven the economic recovery.

When business owners think they stand a good chance of being rewarded for taking a risk, they act – and the companies in this year's International Track 200 show what can be achieved.

They have posted a stellar performance over the past two years, recording an average increase in their international sales of 36% a year, from a combined total of £4.6bn to £8.5bn. The growth has come from all over the world, with America the most popular, cited as a main market by 88 companies. A quarter cite Germany and Australia as main markets, with many also focusing on France, China and the Netherlands.

The strongest companies are well diversified, trading across many markets rather than reliant on one: Pret A Manger (No 116), for example,



Flying high: Merlin Entertainments is enjoying strong growth

or lab testing group LGC (No 107) and jewellery designer Boodles (No 174).

At HSBC, we know Vero Software (No 28) particularly well. It develops computer-aided design and manufacturing software that it supplies to more than 45 countries and has made several recent acquisitions, including French firm

Sescol and America's Surfcam in 2013 – two deals that we helped to fund.

Many companies have also looked beyond Britain's traditional trading partners in Europe. Tyrrells (No 38), the crisp maker, for example, has launched into challenging markets such as Russia, China and India, and succeeded.

At the same time, companies are funding their growth through an increasingly wide range of sources – which poses a challenge to Britain's banks, including HSBC.

If companies shift from traditional bank finance to a mix of different sources, from corporate bonds to equity markets, banks need to respond.

For instance, a growing number of companies are tapping the public markets for growth capital as investor confidence strengthens. Between January and June, 43 private companies have floated on London's main market, with another 41 listed on the junior AIM – more than double the number for the same period last year. Investors are seeking good homes for their cash, and ambitious, fast-growing companies are rightly tapping into that.

Merlin Entertainments – home to Legoland and Sea Life, among others – is one past International Track 200 company that has joined the stock market in the past year. Its net worth £3.7bn as investors back the potential of the business to grow and deliver even greater returns in the future.

Companies are looking for more creative funding solutions from their banks and we are adapting our products and

services. HSBC has a good track record of finding the right combination of funding solutions to support ambitious British businesses, as we have done in the past in the likes of subsea cabling manufacturer JDR (No 75) and A-Gas International (No 56), the gasses and chemicals supplier.

But we want to do more as a British bank to support British companies, and as part of that commitment our relationship directors will be sitting down with clients on this year's International Track 200 to review what financing they need for their future growth.

It is this hunger to achieve more, both at home and overseas, that the league table captures so well. All those achieving a place this year should be congratulated and I look forward to celebrating their success at the International Track 200 awards dinner in September.

Dan Howlett is UK head of corporate banking for HSBC

BRITAIN'S PRIVATE COMPANIES WITH THE FASTEST-GROWING OVERSEAS SALES

Rank 2014	2013 Rank	Company	Activity	Location	Year end	2-year av'tnl sales growth pa	2013 Int'l sales, £000s	Total sales, £000s	Staff	Rank 2014	2013 Rank	Company	Activity	Location	Year end	2-year av'tnl sales growth pa	2013 Int'l sales, £000s	Total sales, £000s	Staff
1	33	Tandem Metallurgical	Metal processor	Cheshire	Aug 13	364.05%	21,892	58,211	66	101	Harvard Engineering	Lighting controls maker	Wakefield	Oct 13	39.00%	9,484	36,707	213	
2		PdGMS Energy	Engineering services provider	Aberdeen	Jun 13	246.18%	12,164	47,033	60	102	CVP	Audio-visuals supplier	Warwickshire	May 13	38.94%	6,851	52,090	85	
3	1	Mark Group	Energy efficiency specialist	Leicester	Mar 13	206.74%	47,711	242,310	2,016	103	BenRiach Distillery	Whisky distillery	Edinburgh	Dec 13	38.38%	125,500	134,200	145	
4		BISS	IT consultancy	Leeds	Apr 13	183.58%	17,330	47,627	282	104	Harrod Bros	Sausage casings manufacturer	Leeds	Mar 13	38.28%	20,545	34,989	142	
5	13	Global Personals	Online dating service provider	Windsor	Aug 13	180.79%	10,428	42,189	135	105	Abra Wholesale	Consumer products wholesaler	North London	Mar 14	37.94%	113,129	134,927	50	
6		Crown Products	Kitchen furniture supplier	Kent	Mar 13	172.31%	5,135	71,035	424	106	91 Seven Glos	Industrial valve manufacturer	Gloucester	Dec 13	37.57%	165,233	194,995	810	
7		OMG	Marketing agency	Norwich	Aug 13	144.26%	3,969	28,871	104	107	LGC	Analytical services laboratory	SW London	Mar 13	36.91%	99,104	192,815	1,876	
8		Arrows Group	Recruitment consultancy	Central London	Mar 14	143.77%	18,900	146,600	140	108	97 P&B Foods	Food wholesaler	Bradford	Mar 13	36.77%	4,418	41,047	102	
9	40	Ebrock Cash and Carry	Cash and carry wholesaler	South London	Jul 13	142.89%	48,717	143,116	65	109	163 The Mill	Visual effects studio	Central London	Dec 13	36.09%	175,043	198,965	591	
10	63	Dron & Dickson	Electrical equipment supplier	Stirling	May 13	135.27%	2,887	40,822	182	110	Air Energi	Recruitment consultancy	Manchester	Dec 13	35.39%	1290,280	1385,436	374	
11	3	PGI	Business security provider	Central London	Dec 12	134.64%	50,728	60,856	87	111	45 Formaplex	Toiling manufacturer	Hampshire	Jun 13	34.93%	11,477	33,239	172	
12		proAV	Audio-visual systems integrator	Surrey	Mar 13	127.60%	11,446	52,766	199	112	ByBac	Dried fruit and nut wholesaler	Oxfordshire	Dec 12	34.76%	6,898	56,030	373	
13		iKas Group	Recruitment consultancy	Central London	Dec 12	116.25%	*4,371	*31,434	70	113	152 Cograta	Schools operator	Milton Keynes	Aug 13	34.49%	112,553	232,555	4,098	
14		IKAS Spring	Creative agency	NW London	Dec 12	115.34%	112,500	131,200	234	114	26 Freehold Trading	Dried fruit and nut wholesaler	Edinburgh	Jun 13	34.16%	28,039	71,397	19	
15		Campello Staffing Group	Recruitment consultancy	Glasgow	May 13	110.17%	8,654	65,994	158	115	Next Ventures	Recruitment consultancy	Central London	Dec 12	33.99%	18,952	25,943	52	
16	21	Hotter Comfort Concept	Footwear manufacturer	Lancashire	Jan 13	109.75%	5,992	74,960	650	116	Pret A Manger	Sandwich shop operator	Central London	Jan 14	33.87%	*82,214	*435,436	7,144	
17	5	Spencer Ogden	Recruitment consultancy	West London	Dec 12	108.76%	135,520	150,900	231	117	Neal's Yard Remedies	Health products maker	Dorset	Mar 13	33.67%	*4,905	*25,985	384	
18	20	musicMagpie.co.uk	Online entertainment trader	Macclesfield	May 13	108.38%	35,987	84,160	1,074	118	Street Crane	Crane manufacturer	Derbyshire	Mar 13	33.41%	19,617	28,196	166	
19		MPH Products	Pet food producer	Cheshire	Dec 13	100.92%	114,201	125,024	512	119	44 Wiggle	Online sports goods retailer	Porthsmouth	Feb 13	32.80%	82,708	140,764	308	
20	88	The Burden Group	Meat wholesaler	Central London	Jan 14	100.15%	111,120	112,820	116	120	76 Swan Mill Holdings	Paper tableware manufacturer	SE London	Mar 13	32.37%	6,381	43,632	219	
21		Mind Candy	Children's games developer	Central London	Dec 12	97.49%	15,866	46,893	137	121	Morris Lubricants	Lubricants manufacturer	Shrewsbury	Aug 13	32.27%	9,090	49,582	139	
22		Ability Malters	Healthcare products developer	Oxfordshire	Oct 12	96.77%	2,745	28,181	386	122	8 FreshLinc	Haulier	Lincolnshire	Feb 13	32.15%	*12,632	*50,031	261	
23		Simpsons Malt	Malt producer	Northumberland	Dec 13	91.52%	9,676	57,891	205	123	23 Tunnocks'	Biscuit and cake maker	Gloucester	Feb 13	32.14%	*8,262	*42,249	514	
24		FoundOcean	Offshore grooming specialist	Buckinghamshire	Dec 13	91.23%	134,359	146,841	148	124	146 Argus Energy	Energy information provider	Central London	Jun 13	32.10%	10,048	90,725	462	
25	62	Longfield Chemicals	Plastics distributor	Cheshire	Oct 13	86.22%	15,197	69,191	18	125	CMS Cepcor	Crushing equipment supplier	Leicestershire	Apr 13	32.07%	15,609	25,422	53	
26		Vision Support Services	Textile recruiter	Blackburn	Mar 13	81.34%	7,003	31,817	81	126	Progenitor Group	Power generator supplier	Leeds	May 13	32.03%	5,590	29,478	116	
27	134	GDS Recruitment	IT recruitment consultancy	Reading	Apr 13	81.01%	3,019	34,267	76	127	197 Grainger and Worrall	Castings manufacturer	Shropshire	May 13	31.98%	20,439	95,125	377	
28		Vero Software	Manufacturing software designer	Cheltenham	Dec 13	79.95%	58,485	68,561	578	128	Quanta Consulting	Recruitment consultancy	Hertfordshire	Dec 13	31.84%	121,639	129,548	39	
29		Platnamidea Group	Financial media agency	Central London	Dec 13	79.02%	10,604	58,567	52	129	29 Celtic Mining Group	Coal miner	Caerphilly	Mar 13	31.68%	12,151	94,795	343	
30		Skyscanner	Travel search engine	Edinburgh	Dec 13	77.31%	46,394	65,819	377	130	Endava	IT services provider	Central London	Mar 13	31.22%	6,267	42,607	1,007	
31		Alexander Dennis	Bus and coach manufacturer	Falkirk	Dec 12	76.99%	164,968	491,127	2,400	131	Agent Provocateur	Luxury lingerie retailer	Central London	Mar 13	30.94%	22,862	39,042	327	
32		Entle	Facilities management services	Aberdeen	Sep 13	74.73%	8,226	32,213	136	132	Weldex	Cane hlrer	Inverness	Nov 12	30.86%	6,394	25,172	124	
33	9	Esence	Digital marketing agency	Central London	Mar 13	73.70%	106,155	140,658	207	133	46 Ulexia	Supply chain manager	Leeds	Dec 13	30.50%	115,828	168,071	311	
34	22	Matrix Polymers	Plastic powder producer	Norhampton	Dec 12	72.89%	48,612	58,687	139	134	125 York Malling	Commercial printer	York	May 13	30.39%	12,186	68,979	300	
35	43	Avalon	Entertainment producer	West London	Jun 13	72.78%	119,408	173,891	100	135	Brompton Bicycle	Bicycle manufacturer	West London	Mar 14	30.21%	119,400	127,200	215	
36		JEB Engineering Design	Precision engineer	Suffolk	Oct 12	72.52%	31,489	33,434	174	136	59 Treadsetters	Tyre wholesaler	Telford	Mar 13	29.98%	34,095	75,988	64	
37		Centek	Oilfield equipment manufacturer	Devon	Oct 13	72.03%	136,019	137,077	223	137	75 Oliver Valves	Valve manufacturer	Cheshire	Sep 13	29.98%	25,585	31,990	155	
38	99	Tyrells Potato Crisps	Crisps and snacks producer	Herefordshire	Mar 13	69.85%	9,489	41,289	245	138	93 Glyve	TV equipment provider	Waford	Dec 12	29.98%	28,837	54,975	117	
39		Equip Outdoor Tech	Outdoor clothing supplier	Derbyshire	Jan 13	69.12%	12,111	27,266	98	139	168 TRAC International	Engineering services provider	Aberdeen	Mar 13	29.64%	11,261	35,373	396	
40		Aykroyd & Sons	Clothing manufacturer	Manchester	Mar 13	66.89%	6,098	41,756	88	140	140 Ultra Finishing	Bathroom fitting supplier	Burnley	Dec 12	29.58%	11,935	73,643	479	
41		Small World Financial	Payment services provider	Central London	Jun 13	64.87%	49,577	54,063	454	141	Barber's	Cheesemaker	Somerset	Mar 13	29.46%	8,585	75,777	217	
42		DK Engineering	Ferrari restorer and dealer	Hertfordshire	May 13	64.64%	13,934	66,424	29	142	54 Joseph Joseph	Household goods manufacturer	Central London	May 13	29.23%	25,828	35,561	65	
43	17	Interport	Pharmaceuticals wholesaler	South London	Mar 13	63.89%	100,480	121,130	126	143	44 Mouchel	Support services provider	Surrey	Sep 13	28.80%	64,700	555,300	6,648	
44	18	Cardinal	Shop fitter	West Yorkshire	Dec 12	63.02%	10,272	36,866	149	144	144 Hauchel	IT storage distributor	Basingstoke	Jan 14	28.74%	154,208	112,623	166	
45		Oil Consultants	Recruitment consultancy	Tyne and Wear	Jun 13	62.99%	24,656	27,879	48	145	194 Orangebox	Office seating manufacturer	South Wales	Dec 13	28.71%	15,479	141,641	235	
46		Salitre Energy	Oil drilling equipment provider	Aberdeen	Jun 13	62.20%	20,108	32,993	52	146	146 Megger	Electrical products maker	Dorset	Nov 13	28.61%	163,955	179,157	1,230	
47		Kondor	Electronics distributor	Dorset	Dec 12	62.06%	5,717	66,707	148	147	147 Coins	Software provider	Slough	Mar 13	28.38%	14,111	28,288	222	
48		Warrant Group	Supply chain manager	Liverpool	Jan 13	60.40%	*11,449	*57,752	56	148	121 Rocco Forte Hotels	Luxury hotel owner	Central London	Apr 13	28.36%	133,310	185,425	2,280	
49	155	Time Products	Watch distributor	Central London	Jun 13	60.19%	9,768	60,492	191	149	145 Charles Tyrwhitt Shirts	Clothing retailer	Central London	Aug 13	28.04%	*58,601	*111,577	578	
50	65	prosource.it	IT services provider	Aberdeen	Jun 13	59.94%	120,342	144,537	399	150	150 Global Energy Group	Energy services provider	Inverness	Mar 13	27.83%	54,334	357,930	4,410	
51		Bradgate Containers	Equipment module manufacturer	Leicestershire	Aug 13	59.72%	18,851	42,201	134	151	130 Grey Matter	Business software reseller	Devon	Jun 13	27.06%	2,583	30,471	69	
52		Egress Engineering	Precision engineer	Gateshead	Mar 13	58.48%	6,927	29,443	218	152	109 151 Products	Household goods manufacturer	Manchester	Dec 12	27.05%	2,759	32,141	78	
53	78	Staffgroup	Recruitment consultancy	Central London	Dec 13	58.31%	35,609	42,498	99	153	153 Tangent International	Recruitment consultancy	Essex	Mar 13	26.99%	38,052	47,175	67	
54	39	Erbon	Packaging manufacturer	Ipswich	Dec 12	58.24%	7,205	28,857	40	154	154 Glenalmond Group	Energy components maker	Glasgow	Mar 13	26.81%	31,448	43,430	330	
55		Redem	Electronic devices recycler	West Lothian	Mar 14	58.19%	137,813	153,638	293	155	155 Sigma Pharmaceuticals	Pharmaceutical distributor	Waford	Aug 13	26.79%	26,133	214,903	275	
56	119	A-Gas International	Chemicals and gases distributor	Bristol	Dec 13	55.40%	197,700	118,700	273	156	156 Peninsula Business	Employment law consultancy	Manchester	Mar 13	26.70%	6,836	92,028	936	
57		Park Lane	Car dealer	Hampshire	Dec 12	54.78%	27,848	29,418	64	157	186 David Morris Int	Luxury jeweller	Central London	Dec 12	26.23%	*39,683	*52,045	41	
58		Arena Group	Event services provider	Central London	Dec 12	54.49%	*10,490	*69,719	365	158	158 Britam Defence	Risk management consultancy	SW London	Jun 13	26.17%	28,803	28,819	580	
59		RPV	Valve distributor	Bury St Edmunds	Jan 13	53.97%	37,628	49,111	41	159	123 Berwin Group	Rubber and PVC manufacturer	Manchester	Jul 13	25.98%	14,367	62,724	234	
60		Mardix	Switchgear manufacturer	Kendal	Mar 13	53.05%	5,562	50,501	307	160	100 ACE Winches	Winch manufacturer	Aberdeenshire	Oct 13	25.98%	126,246	135,421	295	
61		Knights of Old	Logistics services provider	Northants	May 13	53.05%	6,997	44,612	425	161	189 William Cook	Metal engineer	Sheffield	Mar 13	25.92%	35,600	83,662	816	
62	25	Engine Group	Marketing agency	Central London	Dec 13	52.75%	135,846	110,065	957	162	74 GT Group	Precision engineer	County Durham	Oct 13	25.89%	23,412	33,97		

6 CROWN PRODUCTS
Kitchen furniture supplier 172.31%
This Kent firm makes fitted kitchen, bedroom and office furniture, sold to independent retailers throughout Britain and exported to Norway and Sweden. Its Cooks subsidiary buys kitchen hobbers refrigeration equipment, while its Boston Basins arm distributes sinks and taps in America. The group is owned and run by Michael Head, 71, and generated international sales of £5.1m in 2013.

7 OMG
Marketing agency 144.26%
Marketing group OMG launched an office in Brazil last year, adding to bases in Poland, India, Singapore and Australia. The Norwich company runs an 'affiliate network', which enables companies to advertise on third-party websites, known as affiliates. OMG specialises in the finance sector and its customers include HSBC and Royal Bank of Scotland. International sales rose to £4m last year under founder and chief executive Richard Syme, 43.

8 ARROWS GROUP
Recruitment consultancy 143.77%
Co-founders James Parsons, 37, and Adrian Treacy, 34, set up this recruitment agency in 2013 and have expanded from a two-man operation to an international business with 140 staff. Arrows specialises in the technology, media, telecoms and healthcare sectors and works with more than 450 clients across Europe. The firm has offices in London, Amsterdam and Munich, and international sales hit £8.9m this year.

9 ELBROOK CASH AND CARRY
Cash and carry wholesaler 142.89%
Managing director Fuhkha Khalid, 45, set up his south London cash and carry business in 1984 when he was just 16. Elbrook specialises in the wholesale of alcohol, and exports beers and spirits to France, Holland and Belgium, with overseas sales climbing to £48.7m last year. It also owns the Chak89 Indian restaurant in South London and Chak89 film and TV studios in Middlessex.

10 DRON & DICKSON
Electrical equipment supplier 135.27%
With a team of professional installers, Dron & Dickson supplies and maintains electrical equipment in hazardous areas, including oil rigs and refineries. The Strling company opened an office in Brazil last year, securing £10m in contracts from oil and gas operators in the region. International sales reached £2.9m in 2013. Run by Colin Rowley, 41, the firm already has a presence in Dubai and Abu Dhabi.

11 PGI
Business security provider 134.46%
Formed in 2008 to provide protection for commercial shops vulnerable to pirate attacks, PGI has diversified into protection services for industries and governments. It employs military intelligence and military personnel specialising in corporate intelligence, risk analysis and cyber security, and has offices in America, Hong Kong and Singapore. Under chief executive Barry Roche, 41, international sales reached £50.7m in 2012.

12 PROAV
Audio-visual systems 127.60%
Founded in 1969, proAV installs audio-visual systems in boardrooms, shops and super yachts. Its customers include companies, hospitals and schools. The Surrey-based quartered company has completed 400



Sharp focus: Vision Support Services supplies bed linen, towels and bathrobes to exclusive hotels, including the world's only seven star establishment, the Burj Al Arab in Dubai

international projects on six continents to date, and overseas sales were £11.4m last year. The business is led by managing director Richard Brookes, 50, and operations director Francesca Hazell, 45.

13 IKAS
Recruitment consultancy 116.25%
Founded ten years ago, IKAS Group mainly recruits for financial services firms through its IKAS International brand, while its Komex Global Solutions division was formed two years ago to diversify into commercial IT and supply-chain recruitment. The business has offices in London, Hong Kong, Singapore, Sydney and New York, and group managing director Oliver Coughlan, 32, plans to open further bases in America. International sales hit an annualised £4.4m in 2012.

14 SPRING STUDIOS
Creative agency 115.34%
Luxury and fashion brands such as Calvin Klein, Tom Ford, Target, Versace and Max Mara use Spring Studios' brand communication services. Evolving from its roots as a fashion photographic studio, the London company now develops content, campaigns, events and global commerce websites. It opened studios in New York this year, which played host to New York Fashion Week shows. International sales reached £13.5m in 2013 under founder Mark Loy, 41.

15 COMPELLO STAFFING
Recruitment consultancy 110.17%
Compello Staffing Group comprises a stable of companies offering recruitment and HR services. John Hailstone, 46, who founded the Glasgow business in 1998, acquired oil and gas recruiters and used that as a springboard into other sectors including engineering and IT. Its businesses now include FPS, NT Energy and Tec Group, and the company recently opened operations in Houston, Dubai and Kurdistan, boosting international sales to £8.9m in 2013.

16 HOTTER COMFORT CONCEPT
Footwear maker and retailer 109.75%
This company says it is Britain's biggest shoe maker, with its Lancashire factory supplying 63 stores nationwide. It began selling online in America in 2010. In January, Electra Private Equity paid £85m for a majority stake to fund expansion. Founder Stewart Houllgrave, 54, retains a stake and Peter Taylor, 31, former managing director, took over as chief executive. Exports hit £6m in 2013.

17 SPENCER ODGEN
Recruitment consultancy 108.76%
After selling his first recruitment business for £52m, David Spencer-Percival, 43, teamed up with tech entrepreneur Sir Peter Ogden, 67, to form this energy sector recruitment agency in 2009. The London-based firm has since opened offices in 12 countries, helping international turnover reach £35.5m in 2013. Ogden invested a further £2m in the business in March in order to fund further international expansion.

18 MUSICHAGPIE.CO.UK
Online entertainment retailer 108.98%
Founded by Steve Oliver, 43, and Walter Gleason, 48, this Cheshire-based company buys unwanted CDs, DVDs, electronics, games and branded clothes from consumers using its Musichagpie website or phone app. It resells the products in more than 150 countries, and generated £36m in overseas sales last year. It has recently launched an American website, dechatt.com, and opened a store in Blackburn for its used fashion brand, Bradley Street.

19 MPM PRODUCTS
Pet food producer 100.92%
This pet food firm celebrated a milestone last year – selling its millionth unit of wet cat food worldwide. MPM Products exports premium dog and cat food to 35 countries, with key markets including Europe, America and the Asia Pacific

region. In 2013, international sales reached £14.2m and the business secured a £10m funding package from HSBC in order to accelerate further overseas expansion. Chairman and co-founder Jon Kinsey, 55, heads the Cheshire company.

20 THE BURDEN GROUP
Meat wholesaler 100.15%
This supplier of red meat, game and poultry trades from London's Smithfield meat market, exporting to customers in France, Spain and Italy. It also has a ship victualling business, Cavendish Ships Stores, which supplies cruise liners and ferries with a range of food. Exports rose to £11.1m in 2014. The business is led by chairman Trevor Hussey, 62, who bought a minority stake from the founding Burden family in 2008.

21 MIND CANDY
Children's games developer 97.49%
Mind Candy runs Mosh Monsters, an online children's game with 80m registered players in more than 150 countries. Subscriptions to additional online content and merchandise sales generated international revenue of £15.9m in 2012. The company introduced a new game for mobile devices last year and is rolling it out in 100 countries. A venture capital consortium led by Accel Partners backs the business, which is valued at more than £200m. Founder Michael Acton Smith, 39, heads the London firm.

22 ABILITY MATTERS
Healthcare products developer 96.77%
Ability Matters makes prosthetic and orthotic devices, and provides prosthetic care at NHS and private clinics in Britain and overseas. With offices in Ireland, France and the Netherlands, the company, based in Oxfordshire, also distributes mobility products to Europe and further afield, and opened a clinic just outside New Delhi in 2013. Founded in 1989 by Michael O'Byrne, 54, the company generated international sales of £2.7m in 2012.

23 SIMPSONS MALT
Malt producer 91.52%
This family-owned firm makes almost 300,000 tons of malt a year, with its agricultural trading arms – McCreath, Simpson & Prentice and John Guthrie – sourcing the raw material, barley. The malt is exported to food, whisky and beer manufacturers in markets such as Europe and North America, with international sales of £9.7m in 2013. Based in Berwick-upon-Tweed, the firm was founded by corn merchant James Parker Simpson in 1862, and today his great-grandson Simon Simpson, 78, is chairman.

24 FOUNDOCEAN
Offshore grouting specialist 91.23%
FoundOcean is a specialist in subsea grouting – the use of concrete and sea water to stabilise pipelines and secure offshore oil rigs and wind turbines. The company has worked across five continents, and generated international sales of £34.4m last year. Chairman Keith Miller, 69, took control of the firm in 1988, and environmental investor Ambient bought a minority stake in 2012 for an undisclosed sum.

25 LONGFIELD CHEMICALS
Plastics distributor 86.22%
Longfield is a specialist distributor and trader of the polymers used to make plastic products. The Cheshire firm ships more than 70,000 tons of raw materials every year to European plastics processors, and also helps customers in Eastern Europe to improve packaging quality by using better chemicals. Under directors Mark Pepper, 53, and Stuart Forsyth, 44, international sales hit £15.2m last year.

26 VISION SUPPORT SERVICES
Textile distributor 81.34%
One of this textile firm's brands, Liddell, supplied linens at the beginning of the last century to the Titanic. Today, the Blackburn firm provides bed linen, towels and bathrobes to some of the world's most famous hotels, such as the

Burj Al Arab in Dubai. Other brands include Hillden, Lissadell, Whitakers, and Vision Assurance, supplying hotels, the public sector and retailers. Financier Daniel Wright, 42, bought out his family's textile business, Cohen and Chapman, in 2005 and has since built the group through acquisitions, with overseas sales reaching £7m in 2013.

27 GCS RECRUITMENT
IT recruitment consultancy 81.01%
This recruitment company fills permanent and contract roles for blue-chip customers in technology, financial services and engineering. Ireland is one of GCS's main markets and the Reading firm is now looking to expand into Germany. Led by managing director David Bloxham, 40, it had international sales of £3.3m last year.

28 VERO SOFTWARE
Manufacturing software designer 79.95%
This Cheltenham company develops and distributes computer-aided design and manufacturing software and has more than 20,000 customers, including Audi and BMW. American private-equity firm Barter Ventures paid £7.2m to delist the business from the Alternative Investment Market in 2010, appointing chief executive Richard Smith, 49. Acquisitions have boosted international sales, which reached £58.5m in 2013.

29 PTARMIGAN MEDIA
Financial media agency 79.02%
Named after a rare bird and also the title of a secure military communications system, Ptarmigan works for blue-chip financial institutions such as JP Morgan, HSBC and Aberdeen Asset Management to plan and buy their advertising. The London company was founded in 1992 by David Wiggins, 54, and now has offices in Hong Kong, Singapore and New York. International sales, including media space bought on behalf of clients, hit £10.6m in 2013.

30 SKYSCANNER
Travel search engine 77.31%
Skyscanner's growing popularity around the world has seen the referral fees it earns from overseas airline ticket sales swell to £46.4m in 2013. Its flight search engine is available in 40 countries and 30 different languages, and last year, co-founder and chief executive Gareth Williams, 45, opened an office in Miami, adding to those in Beijing, Singapore and Barcelona. Venture investor Sequoia Capital took an undisclosed stake in the business in October, valuing the Edinburgh firm at £500m.

31 ALEXANDER DENNIS
Bus and coach maker 76.99%
In Hong Kong, 4m passengers travel on 4,200 Alexander Dennis buses every day. The Falkirk firm's fuel-efficient, environmentally friendly buses are used in Asia, Australasia and North America. International growth has been boosted by large orders from Canada and Hong Kong, plus £1.8m takeover of Australia's second-largest bus maker. Exports hit £16.5m in 2012 under chief executive Colin Robertson, 49.

32 ENTIER
Facilities management services 74.73%
Chief executive Peter Bruce, 48, and four colleagues set up Entier six years ago to provide support services to retail and gas industry of the Aberdeenshire coast. It now offers catering and hotel services in regions such as the Gulf of Mexico, Canada and America, generating overseas sales of £8.2m in 2013. Entier opened an office in Houston in October and is expanding in Brazil.

Finding the confidence to conquer the world starts at home

A growing UK economy is the platform business needs to expand abroad, writes HSBC's Ian Stuart

FALLING demand at home in recent years has encouraged many British businesses to seek growth and higher-margin orders in faster-growing markets overseas. This year that dynamic is changing. While the draw of emerging markets remains strong, companies are also going from good economic growth in the UK. It means the firms on this year's International Track 200 with both solid domestic and international footprints have seen particularly strong trading. After all, the unsung hero behind virtually every great British exporter is an efficient and disciplined domestic business that generates the revenues week-in, week-out, which can be used to invest in expansion overseas. Typically this year's league table companies have strong UK operations, and more than their domestic sales represent £11.3bn of their £19.8bn total revenues and they have been increasing UK sales at 10% a year on average for the last two years, as the economy has begun to recover. The growth was not as quick as the 36%

rate they achieved overseas, but it is still highly respectable given that UK GDP overall is only just back to pre-recession levels. Hidden within that broad picture are some individual businesses that have achieved notable UK sales growth, while also managing rapid expansion overseas. Take Joseph Joseph (No142), the colourful kitchenware designer, which banks with us. Its co-founders Richard and Antony Joseph, 39, have overseen sales growth in the UK of 18% a year to £10m in 2013, while also boosting international sales by 29% a year to £26m, by selling the likes of Debenhams and John Lewis, as well as department stores in France, Germany, Japan and South America. Another great brand that we support and that is succeeding at home as well as overseas are also going from strength to strength. Take Barber's (No144), the world's oldest cheddar cheese-making business. Founded in 1833 and run by the sixth generation of the Barber family, it now exports the cheese made from the milk of

2,000 cattle grazing at its Maryland farm in Somerset to 30 countries, including America. It's another example of a great British company that HSBC works with. Britain has particular depth in certain industries. Premium quality cheese may be one; oil and gas exploration and production is certainly another.



Road to success: Olympic champions Joanna Rowsell, Dani King and Laura Trott, who ride for online retailer Wiggle's cycling team

With a revival in consumer spending driving the recovery in the British economy there are plenty of International Track 200 companies positioned to benefit from that demand here at home. Innovative British brands such as shoe maker Hotter Comfort Concept (No16) and cycling and triathlon products online retailer Wiggle (No142) are doing just that, while also continuing to enter new markets abroad. Long-established companies are also going from strength to strength. Take Barber's (No144), the world's oldest cheddar cheese-making business. Founded in 1833 and run by the sixth generation of the Barber family, it now exports the cheese made from the milk of

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holes before they are cemented into place, Bradford's Barrett Steel (No 87) and Cheshire's Oliver Valves (No137) are still serving the industry. Being an international bank, HSBC is able to support ambitious British companies such as those in the International Track 200 both at home and abroad. Take insurance broker Hypertek Group (No 99) as an example. It has been growing rapidly overseas, with international sales up 40% a year in the past two years from its 83 offices in 33 countries. This growth has come, in part, through a series of acquisitions in Norway, Finland, Israel, Singapore and Brazil, which have required funding. We have also worked closely with the senior management team here in the UK, where the company makes a quarter of its £164m revenues and where, in 2012, it acquired London broker Wiggle for £95m, now successfully integrated into its Howden Broking arm. This combination of healthy growth in the UK and overseas has meant that the international British businesses on the front foot. While challenges remain with some of our big trading partners, the International Track 200 companies are well-placed to maintain their impressive rates of growth in their home markets. International banking and co-head of commercial banking Europe for HSBC

4 / INTERNATIONAL TRACK 200

33 ESSENCE
Digital marketing agency 73.70%

Founded in 2005 with a contract from Carphone Warehouse, this London digital marketing agency now generates half its turnover in North America, from clients that include Google, Walgreens, eBay and YouTube. Co-founder and chairman Matt Isaacs, 42, has been building Essence's presence in the region and last year's acquisitions of agencies in San Francisco and Seattle helped international sales reach £106.2m.

34 MATRIX POLYMERS
Plastic powder producer 72.83%

This company makes plastic powders in plants in Britain, Poland, Australia, New Zealand and Malaysia. The coloured powders are the raw material for rotational moulding, a process used to make products such as water and diesel tanks. Martin Coles, 50, founded the business in 1992, and in 2010 bought an Australian competitor. International sales reached £48.6m in 2012.

35 AVALON
Entertainment producer and manager 72.76%

Avalon has offices in New York and Los Angeles and produces WhoKaholics for Comedy Central and John Oliver's Last Week Tonight for HBO, helping overseas sales reach £19.4m in 2013. It also exports British television shows, stages live comedy events and represents talent including comedian Frank Skinner and TV presenter Fiona Bruce. Avalon was founded in 1989 by Jonathan Thoday, 53, and Richard Allen-Turner, 48.

36 JOB ENGINEERING DESIGN
Precision engineer 72.52%

From sites in Suffolk and Lancashire, this company provides precision engineering services to the electrical, medical and munitions industries in 45 countries. The business generated most of its 2012 exports of £31.5m selling non-lethal bullets and gun conversion kits to the American military and law enforcement agencies for weapons training. Chairman Barry Littlewood, 66, bought a majority stake in Ultimate Training Munitions in 2003.

37 CENTEK
Oilfield equipment manufacturer 72.03%

Centek makes 'centralisers' for the oil industry - devices that keep pipelines centred in holes before they are cemented into place. The Devon firm operates in more than 50 countries, selling to customers such as Shell and BP and through distributor Halliburton. In 2012, it opened a manufacturing plant in America, helping international sales reach £36m in 2013. The business is led by founder Tony Outmore, 68.

38 TYRRELLS POTATO CRISPS
Crisps and snacks producer 69.85%

Known for its quintessentially English "posh" crisps, Tyrrells has expanded into emerging markets including China, Russia, India, and recently won a Queen's Award for international trade. Its success has attracted new investors, with Investcorp buying out Lingham Capital for £100m in August 2013. Under chief executive David Millner, 51, international sales were £9.5m in 2013.

39 EQUIP OUTDOOR TECHNOLOGIES
Outdoor clothing supplier 69.12%

Equip founder Matt Gowar, 43, started making gloves and gaiters for climbers in the early 90s. Today his company, which is staffed by outdoor enthusiasts, designs and supplies a wide range of technical outdoor clothing and equipment, having bought the Rab brand in 2003 and saved Lowe Alpine from administration in 2011. With operations in Europe, America and Canada, overseas sales hit £12.1m in 2013.

40 AYKROYD & SONS
Clothing manufacturer 66.69%

Aykroyd & Sons makes character children's nightwear for European high street retailers such as Tesco, BHS and M&S. The Greater Manchester company has production and printing facilities in China and Turkey where clothing is decorated with licensed images from Star Wars, Angry Birds, Spiderman, Thomas the Tank Engine, Disney film characters. Under twins David and Nigel Aykroyd, 63, great-grandsons of the founder, international sales hit £6.1m in 2013.

41 SMALL WORLD FINANCIAL
Payment services provider 64.97%

Small World uses proprietary technology to help people send money abroad from its branches and agents in 20 countries. It has a network of institutions paying out the money in 160 countries and says it processes 750,000 transactions a month. Its services are popular in Spain, Italy, Switzerland and America, and it generated £49.6m in fees and foreign



James Cottingham takes a 1855 Ferrari 857 \$ for a spin. The son of DK Engineering's founders David and Katie runs the Ferrari specialist with his two brothers

42 DK ENGINEERING
Ferrari restorer and dealer 64.64%

DK Engineering specialises in the restoration, sale, storage and race preparation of Ferrari road and racing cars. It works for collectors around the world, including Ralph Lauren, Eric Clapton and Sir Anthony Bamford, and growing demand in the face of scarce supply helped push international sales to £13.9m in 2013. Founded in 1977 by David V, 71, and Kate Cottingham, 49, the Hertfordshire company is now run by their sons, James, Jeremy and Justin.

43 INTERPORT
Pharmaceuticals wholesaler 63.89%

Interport sources drugs and other pharmacy products from the Continent for distributors and pharmacies in Britain, the Netherlands, Germany, Sweden, Poland, Dubai and Angola. Led by chairman Harshad Patel, 71, the wholesaler posted exports of £100.5m last year and is exploring new markets in Africa and South America.

44 CARDINAL
Shopperifter 63.02%

Cardinal fits out shops and offices for multinational customers including Nike, Primark and Boots. Fittings are designed and manufactured in Britain and at its subsidiary in China. Brian Coslindie, 75, founded the business in 1995, and his sons Paul, 49, and Timothy, 44, now run the company. Cardinal works across Europe, Australasia, Africa and the Middle and Far East, and its international sales reached £10.3m in 2012.

45 OIL CONSULTANTS
Recruitment consultancy 62.99%

This niche recruitment agency was founded in 1999 by oil and gas engineer Mark Cooper to provide well-testing contractors. Following investment from recruitment entrepreneurs Richard Fielding, 46, and Geoffrey Lennox, 57, in 2011 the company expanded the range of disciplines offered and opened offices in Brisbane, Houston, Indonesia and Malaysia. Under chief executive Helen Smith, 52, international sales reached £24.7m in 2013.

46 SALTIRE ENERGY
Oil drilling equipment provider 62.20%

Aberdeen-based Saltire Energy supplies drilling tools to the offshore oil and gas sector across the Middle East, Europe, Asia Pacific and Africa. It has subsidiaries in Singapore and Abu Dhabi and in 2012 expanded its presence in Africa and Norway by buying rental equipment supplier OMM. Under chief executive and owner Mike Loggie, 69, overseas revenues hit £20.1m in 2013.

47 KONDOR
Electronics accessories distributor 62.06%

This Dorset business has benefited from boom in smartphones and tablets. Kondor supplies electronics accessories, such as headphones, cases and speakers, to more than 18,500 stores in Britain and Europe, with exports reaching £5.7m in 2012. Customers include John Lewis, Tesco and Carphone Warehouse. Chief executive Rob Haycock, 47, led a management buyout in March, backed by private-equity firm HIG Capital.

48 WARRANT
Supply chain and logistics manager 60.40%

This Liverpool company provides sea, road and air freight services, and acts as an intermediary between ship owners and charterers such as Rio Tinto. It also offers warehousing and distribution for raw materials importers and specialises in recycled commodities and chemicals. Its bespoke supply-chain management system, Ingot, allows customers to track products from their start point to their destination. Warrant was bought by managing director Ian Jones, 45, in 2011. International sales reached an annualised £11.4m in 2013.

49 TIME PRODUCTS
Watch distributor 60.18%

This company owns Sekonda watches, a favourite of airlines and duty free concessions worldwide, selling 2m of the timepieces last year and clocking up international sales of £9.8m. It also specialises in luxury Swiss watches, such as Hublot, Piaget and Franck Muller, and claims its Bond Street store - named "Marcus" after chairman Marcus Margulies, 71 - houses one of the most important watch collections in the world.

50 PROSOURCE.IT
IT services provider 59.94%

The acquisition of a Houston-based IT training firm in 2012 helped this Aberdeen IT services provider boost international sales to £20.3m last year. Led by co-founders Stewart Proctor, 49, and Steve Mackie, 46, Prosource.it has benefited from the buoyant oil and gas sector. With offices in Houston, Dubai and Calgary, customers include BP, Maersk Oil and ConocoPhillips.

51 BRADGATE CONTAINERS
Equipment module manufacturer 59.72%

This Loughborough company makes fire-fighting equipment for the oil and gas sector, such as generators, switchgear and fire pumps. Customers from the oil and gas, petrochemical and rail sectors can specify modules offering fire and blast protection and engineered to withstand any environment. Bradgate recently shipped seven equipment rooms weighing 230 tons each to Chevron's Gorgon gasfields off the coast of northwest Australia. Exports reached £17.9m in 2013 under co-founder Patrick Stapleton, 64.

52 EXPRESS ENGINEERING
Precision engineer 58.48%

Express Engineering is a precision engineer with manufacturing facilities in Gateshead and Brazil. It produces parts and assemblies for the oil and gas sector, as well as the defence and aerospace industries. Acquisitions and investment in factories and machinery helped international sales reach £6.9m in 2013 under chief executive Nigel Davison, 49. In October, Express secured funding from private-equity house LDC to accelerate growth.

53 STAFFGROUP
Recruitment consultancy 58.31%

Founded in 2003 by Paul Flynn, 41, and Mark Znowski, 39, Staffgroup recruits mainly for the technology, finance and energy sectors. It works in more than 40 countries with customers such as Intel and Chevron, and has offices in mainland Europe and the Middle East. Recent expansion in Germany lifted international sales to £35.6m last year.

54 ERBEN
Packaging manufacturer 58.24%

This company manufactures packaging materials and machinery for the drinks, food, pharmaceuticals and healthcare industries. Customers include Diageo and Pernod Ricard. Founded in 1951 by Harry Erben, the business has been led by his son, Sasha, 37, since 2001. International sales reached £7.2m in 2012, with key markets being North America, South Africa and Ireland.

55 REDEEM
Electronic devices recycler 58.19%

Redeem recycles electronic devices, such as mobile phones, tablets, cameras and laptops for mobile network operators, corporate customers and consumers. Serial investor Trevor Bayley, 53, bought out the founder in 2011 and has since made six acquisitions - including rival Eazyfone in January - and appointed Claes Svensson, 52, as chief executive. With offices in Madrid, Estonia, Sweden, the United Arab Emirates and Hong Kong, international sales reached £37.8m this year.

56 A-GAS INTERNATIONAL
Chemicals and gases distributor 55.40%

A-Gas supplies environmentally friendly gases to replace harmful CFCs in products such as refrigerators and insulation foam. It is majority-owned by private-equity firm LDC, which backed a £70m buyout in 2011. A-Gas bought two companies in Australia and two in America the following year, lifting international sales to £97.7m in 2013. Founder and chairman John Rutley, 63, with newly-appointed chief executive Andrew Ambrose, 32, led the Bristol-based firm.

57 PARK LANE
Car dealer 54.78%

Park Lane is the British holding company for Australian-based team Triple Eight Race Engineering, which competes

in the V8 Supercars championship. Originally part of a British team, racing entrepreneur Roland Dane, 57, bought the outfit in 2003 and has led it to five drivers' championships in the last six years. The group also operates a car dealership in Hampshire, and reports international sales of £27.8m in 2012.

58 ARENA
Event services provider 54.49%

Arena benefited from global exposure after it built the spectacular Hore Guards Parade's beach volleyball arena for the 2012 Olympics. The events firm has landed contracts to provide seating and tented structures for sports events including the Abu Dhabi Grand Prix, the Brazilian World Cup and the Rio 2016 Olympics. International sales reached an annualised £10.5m in 2012 and Arena acquired companies in America and Asia the following year. It is led by chief executive Greg Lawless, 54, and backed by private-equity houses MML Capital and Sports Investment Partners.

59 RPV
Valve distributor 53.97%

Owner Robert Palmer, 46, started his Suffolk business 20 years ago with a £6,000 redundancy payment. Today, with valves worth £60m held in five warehouses, RPV can offer very fast delivery times to its global oil and gas customers, which helped exports reach £37.6m in 2013. The company also provides engineering, testing and coating services following two acquisitions in 2012 and 2013.

60 MARDY
Switchgear manufacturer 53.05%

Banking and telecoms companies rely on Mardy to ensure the power grids in their computer data centres operate smoothly. The Cambrian firm designs and makes electrical switchboards, power management systems and power distribution units for customers in

Europe, the Middle East and Asia, and had international sales of £5.6m last year. Managing director David Gardner, 44, has been investing in manufacturing facilities in Kendal.

61 KNIGHTS OF OLD
Logistics services provider 53.05%

Knights of Old is a logistics business based in Northamptonshire, whose operations cover Britain, Ireland and mainland Europe. The group has 200 trucks, some named after Arthurian knights, as well as warehousing, packing and e-fulfillment services. It is a big shareholder in Partnerlink, a consortium of 17 logistics firms in Britain and Ireland behind Partnerlink Lor Beattie, 47, managing director Ian Beattie, 47, international sales reached £7m in 2013.

62 ENGINE GROUP
Marketing agency 52.75%

Four acquisitions in America and China since 2010 have helped this London marketing and communications group expand overseas. Campaigns for customers including Unilever, Apple and Samsung generated overseas sales of £35.8m in 2013, with digital services representing 60% of global turnover. Chief executive Peter Scott, 67, recently bought Shanghai Digital and social agency FlipScript, which counts Bally, Hermès and Starbucks as clients.

63 RALWAISE
Clothing wholesaler 52.34%

Founded in 1978 at the Batson family kitchen table, Ralwaise is now a global wholesaler of promotional clothing, corporate wear and leisurewear. It sells to more than 11,000 customers across Europe and operates a multi-currency website in nine languages. Under twin brothers and joint managing directors, Jonathan and Jeff Batson, 50, international sales at the Beside-based business reached £6.7m in 2012.

64 THE LICENSING COMPANY
Brand licensing agency 51.85%

Founded in 1996 by Angela Farrugia, 49 and Melvin Thomas, 48, this agency represents some of the world's best-known brands, including Coca-Cola, Jeep and Budweiser, in 88 countries. It licenses their brands across other products in food and drink, home furnishings and clothing. TLC has eight offices across Europe, America and Asia. Overseas turnover reached £33.9m last year, representing more than 80% of total sales.

65 BOB MARTIN
Pet care products maker 51.18%

Bob Martin founded this business more than 120 years ago, making vitamin powders for dogs. The Somerset group has since expanded to cater for all household pets, and also makes food, grooming and health products. The company, still owned by the Martin family, has been investing in overseas markets that include South Africa, Germany and Australia. International sales reached £6.5m in 2012.

66 LEISURE PASS GROUP
Tourism marketing manager 50.77%

The Leisure Pass Group runs smartcards that give tourists cheaper entry to attractions in cities including London, New York, Paris, Berlin and Philadelphia. Customers include tourists, travel agents, hotels and airlines, earning the company £16.2m in international sales last year. The London firm is led by chief executive Darran Evans, 50, and majority-owned by private-equity firm Primary Capital, which backed a £30m buyout in 2012.

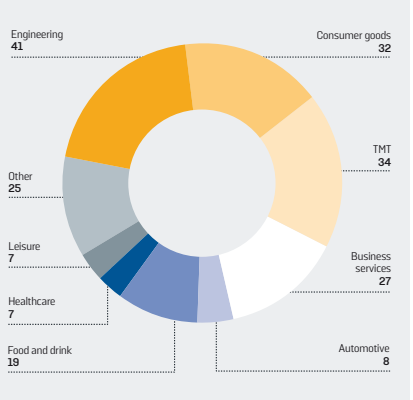
67 CONTENT MEDIA
Media services provider 50.41%

The Dutch war film Black Book is one of 250 movies sold by Content Media, which delisted from the Alternative Investment Market in 2012. The company, backed by private-equity firm Syntek Capital, also holds the rights to more than 4,000 hours of television programmes. International sales hit £44.6m in 2013, and chief executive John Schmidt, 61, has since bought a stake in a Finnish production company and made an acquisition in China.

68 ACCESS
Software consultant and developer 50.33%

Access develops project management, business intelligence, financial, HR and supply chain software for 5,000 organisations throughout Britain, Ireland and France, ranging from The Wellcome Trust to DHL. Since chief executive Chris Bayne, 43, led a Lycum Capital-backed buyout in 2011, the Colchester company has acquired five resellers and eight software firms, offering a £2.6m company in Paris including business intelligence products. This helped international sales reach £2.8m in 2013.

Sector breakdown of the International Track 200*



*Includes 62 manufacturers, 70 that make products in the UK

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69 SYNEXUS
Pharmaceutical manager 50.32%
This Lancashire firm recruits patients and conducts clinical trials for top pharmaceutical and research organisations. It performs trials across numerous disciplines, specialising in cardiovascular, diabetes, obesity, musculo-skeletal and respiratory conditions. Following a string of acquisitions, it now operates 19 research centres in Germany, Eastern Europe and South Africa. International sales reached £19.3m in 2013 under chief executive Christophe Berthoux, 52.

70 CHI & PARTNERS
Advertising agency 50.15%
CHI & Partners is an advertising agency that manages campaigns for customers such as Samsung, Lexus, Argos and Diageo. The company was co-founded by chairman Johnny Hornby, 47, in 2001. It has a global network of offices with hubs in London, New York and Singapore, and international sales, which represent gross billings, hit £13m last year. Advertising giant WPP owns a minority stake in the business.

71 APRICOT
Fashion retailer 49.86%
London-based Apricot sells clothing in 10 standalone stores and more than 350 concessions at retailers such as New Look and Debenhams. Philip Chalmo, 53, and Sophia Clampa, 34, established the brand in 2007, and started their export drive three years ago. Germany has been the company's key overseas market, accounting for more than two-thirds of its £6m international sales this year.

72 UKASH
Online payment provider 49.67%
Three thousand Petrosbras petrol stations in Brazil and 1,000 Canadian Post branches are the latest outlets to sell Ukash vouchers, which enable people to shop online without a bank card. Chief executive David Hunter, 48, has successfully targeted cash-driven economies and regions with migrant communities, boosting international sales to £19.8m in 2013.

73 CHP CONSULTING
IT consultancy 49.47%
Andrew Page, 51, and Ian Hargrave, 54, co-founded CHP in 1990, and its Alfa software and services are used globally by customers including Mercedes-Benz Financial Services and Nordea Finance. These firms provide finance to help companies and individuals buy anything from cars to aircraft, and the Alfa system helps them run their businesses more efficiently. International sales expanded to reach £11.9m in 2012.

74 LK BENNETT
Women's fashion retailer 49.47%
Linda Bennett, 51, started with a single shoe shop in Wimbledon in 1990. Today the company has 141 stores and concessions worldwide and loyal fans that include the Duchess of Cambridge. New store openings in America, Europe and the Middle East boosted international sales to £27.4m in 2013. Phoenix Equity Partners and Sirius Equities backed a £100m buyout in 2008. Sirius co-founder Robert Bensoussan, 56, is chairman and also took over as chief executive in February.

75 JDR
Subsea cable manufacturer 48.97%
JDR takes its name from British firm Jacques Cable Systems and Dutch rival De Reus Special Cable, which merged in 1998. It designs and manufactures subsea cables for energy projects including German wind farms and oil and gas fields in West Africa, Asia, the Middle East and Australia. International sales reached £115.8m in 2012. Led by chairman Pat Herbert, 67, JDR is backed by Vision Capital, which owned a £90m buyout in 2007.

76 MIDWICH
Audio-visual products distributor 48.62%
From projects to commercial displays, the Norfolk-based Midwich distributes security, printing and digital equipment and says it is the largest specialist audio-visual distributor in Britain. Over the last two years chief executive Stephen Fenby, 50, has invested in operations in France and made acquisitions in Germany, New Zealand and Australia, which helped international sales expand to £47.9m in 2013.

77 ST GILES INTERNATIONAL
International language school 48.57%
Students from Switzerland, Korea and Japan are among the 100 nationalities that learn English at St Giles' seven language schools in Britain, New York, San Francisco and Vancouver. The London company was founded in 1955 by Paul and Diana Lindsay and is now run by their son Mark, 55. The company also offers summer schools for younger pupils at 17 locations and generated international sales of £10.2m in 2012.

78 PENN PHARMA
Pharmaceutical services provider 48.19%
Penn Pharma provides drug development and manufacturing services for more than 150 healthcare companies in Europe and North America. It also supplies services for clinical trials, such as drug labelling, packing and distribution, and it recently opened a manufacturing plant for potent compounds in South Wales. Under chief executive Richard Yarwood, 59, Penn's international sales reached £39m in 2013.

79 MR TYRE
Tyre retailer 48.00%
Thousands of garages across Britain, Europe, North America and East Asia are supplied with tyres and exhaust systems from Mr Tyre's Birmingham warehouse. The company also has 26 fast-fit outlets in the Midlands, and supplies Dunlop rallying and racing tyres to motorsport enthusiasts. Under owner and chairman, Arwyn Williams, 58, exports reached £4.4m in 2012.

80 JML
Household goods supplier 47.45%
Shoppers at Carrefour in Belgium or Tesco in central Europe can buy this retailer's household goods. Founded in 1986 by chairman John Mills, 76, it now sells in 85 countries through shops, catalogues, the internet and its television shopping channels. International sales at JML expanded to reach £34m in 2013, with its ironing board covers a particular hit – JML has sold more than 20m of them around the world.

81 EXPANDED GROUP
Marketing agency 46.87%
Expanded provides business-to-business marketing services for IT firms such as IBM, Microsoft and HP. The London group, which is led by managing director Rafaele Apolloni, 47, has 25 offices and eight joint ventures spanning five continents. Its key markets are Japan, Germany, Italy and France, and the company is now looking to expand into North America, China and India. Setting up new offices and joint ventures in Europe, Asia and North America helped to boost the company's international sales to £38.9m in 2012.

82 MANTHORPE
Engineer, building products 46.68%
This family business is made up of two divisions, covering engineering and building products. Manthorpe supplies precision-engineered parts to power-generation, aerospace and defence sectors worldwide, while its buildings division makes and sells insulation and ventilation products for the housing market. The Derbyshire firm, led by founder Paul Pocheoil, 62, reported that international sales to continental Europe and America hit £9.7m in 2013.

83 INTERBEV UK
Drinks wholesaler 45.63%
Each year Ascot-based Interbev exports more than 3m cases of soft and alcoholic drinks, ranging from British beers to international brands. Its customers, primarily in western Europe, Asia and Australia, include airport duty-free shops and cruise ships. Former county cricketer Steve Brogan, 44, founded the firm in 2008 and international sales have grown to £33.9m in 2013.

84 NIFTYLIFT
Lift manufacturer 45.53%
Engineer and Niftylift chairman Roger Bowden, 66, founded this Milton Keynes company in 1982. It designs and makes mobile hydraulic platforms, such as cherry pickers and access lifts, for construction and maintenance. Its main export markets are America, Holland, Australia, Germany and France. Under managing director John Keely, 53, sales abroad totalled £35.8m in 2012.

85 HONEYGLADE
Contemporary art gallery 45.29%
Honeyglade is the holding company for the Victoria Miro art gallery. Founded in 1985 by contemporary art gallerist Victoria Miro, 69, the business operates from three central London exhibition spaces – two galleries in northeast London and a third space opened in Mayfair last year. Exports to institutions and private collections in Europe, North America, South America and Asia helped international sales reach £18m in 2012.

86 RAPHA
Cycling apparel maker and retailer 44.86%
With Rapha, Simon Mottram, 48, has built an international cycling brand with a strong following in America and Japan in the 10 years since he founded the business. Its range of premium cycling clothing – which includes the Team Sky kit since it became its official supplier – is sold online and through its cycle shops. Exports reached an annualised £18.5m in 2014, and the company intends to open outlets in Manchester, Los Angeles, Tokyo and Amsterdam this year.

87 BARRETT STEEL
Steel stockholder 44.85%
Winning new customers in the oil and gas and renewable energy sectors is the key to this steel stockholder's strategy for continued growth. In January, managing director James Barrett, 59, launched a new division to specifically target the global energy markets, which – along with a facility in Houston, Texas, bought by Barrett in 2011 – helped international sales expand to reach £30.7m in 2013. The Yorkshire company stocks more than 80,000 tons of steel in 28 depots across Britain.

Visual effects company
The Mill creates eye-catching digital content for advertisers



88 TANGERINE CONFECTIONERY
Confectionery manufacturer 44.14%
Butterkist popcorn, Wine Gums and Liquorice Allsorts are among the wide range of confectionery made by this Blackpool business. Backed by private equity firm Blackstone, and under chairman Steven Joseph, 62, international sales increased to £20.9m in 2012. The firm's largest export markets are Ireland, Canada and Denmark.

89 LEO
Waste meat processor 44.10%
With seven sites across Britain and one in Ireland, this Yorkshire firm collects and recycles more than 650,000 tons of animal by-products and food waste, and then processes them to produce pet food ingredients and biofuels. The business has recently been investing in new technology and is now building a biomass plant at its site in Aberdeen. Under owner Daniel Sawly, 45, international sales, mainly to the Continent, grew to £20.4m in 2013.

90 BET365
Online bookmaker 42.93%
Customers gambled nearly £20bn with bet365 last year – up 57%. As well as having a flutter on a variety of sports, customers can also bet on the financial markets and play casino games or watch one of 40,000 live sports events shown annually. The firm attracts gamblers from 200 countries, helping international sales rise to £988.9m this year. Bet365 is owned and run by the Coates family.

91 CORE ASSETS
Foster agency 42.79%
This business has its headquarters in Worcestershire and was founded in 1994 by social worker Jim Cockburn, 64, and foster-carer Jan Rees, 73, to provide foster placements for children in Britain. It expanded into Ireland in 2005 and, responding to the global move towards the outsourcing of foster care, now has 20 offices across 11 countries in Australasia, Europe and North America. The company employs more than 1,000 staff and its expansion overseas pushed international sales to £18.9m in 2012.

95 LA INTERNATIONAL
IT recruitment consultancy 40.91%
LA International supplies IT and engineering contractors to organisations such as Nato, Hewlett-Packard and Huawei, and also provides security-cleared contractors to the British government. Founder and chief executive Paul Lukic, 61, has invested in the company's international division, targeting growth markets, and now provides services to multinationals across 23 countries. It is based in Stoke-on-Trent and employs 94 staff. Overseas sales reached £36m in 2013.

101 HARVARD ENGINEERING
Lighting control manufacturer 39.00%
Founded by John McDonnell, 50, Harvard Engineering provides lighting control systems and components that help save energy. Its LeafNet wireless control system for street lighting has been installed by more than 100 local authorities across the world. The Yorkshire firm has sales representatives across Asia, Australia and Europe, and in 2012 opened offices in America, helping international sales climb to £9.5m in 2013.

102 CVP
Audio-visual equipment supplier 38.94%
Warwickshire firm CVP sells and rents broadcast equipment to the television industry in Europe and further afield, from its six locations in Britain – it has the contract to renew and then provide support for all the cameras used by journalists at the BBC, for example. It has made three acquisitions since 2008 and its brands include Creativevideo, MiCorp, Total Audio and Gearbox. Under co-founder Alison Barber, 65, international sales hit £6.9m in 2013.

103 BERNIACH DISTILLERY
Whisky distillery 38.38%
This Edinburgh company was founded when its management acquired a Speyside whisky distillery from Pernod in 2004 for £5.4m in 2004 – it has gone on to buy two further distilleries. Its overseas markets include the emerging economies of China, Russia, Poland, Ukraine and South Africa. Under managing director and master blender Billy Walker, 69, international sales grew to £25.5m in 2013.

104 HARDER BROS
Sausage casings manufacturer 38.28%
Harder Bros has benefited from the rising price of sausage casings as fewer of the lambs that provide the raw material are reared worldwide. The casings are processed in Leeds and Middlesbrough and exported to Germany, France, Holland and Spain. Overseas sales reached £20.5m in 2013, under managing director James Harder, 49, the third generation of the Harder family to run the company.

105 ABRA WHOLESALE
Consumer products wholesaler 37.94%
Dee Thaya, 42, and his wife Bhavani, 41, founded Abra Wholesale in 2003 as a cash and carry, and the company now trades from a 75,000 sq ft warehouse in Edmonton, north London, stocking groceries, toiletries, tobacco and licensed goods. It exports to West African countries such as Nigeria and Ghana, as well as to the Middle East, America and Malta. Exports reached £13.1m in 2014.

106 SEVERN GLOCON
Industrial valve manufacturer 37.57%
Severn Glocon manufactures industrial valves for extreme environments. The Gloucester firm supplies the liquefied natural gas and oil industries, and its customers include the world's biggest producer Saudi Aramco, as well as Malaysia's Petronas. Under chief executive Maurice Greig, 65, overseas sales reached £65.2m in 2013.

107 LGC
Analytical services laboratory 36.91%
LGC operates laboratories in 22 countries across Europe and America, as well as sites in Brazil and China, and is generating international sales of £99.1m in 2013. Founded in 1842, it works across sectors including pharmaceuticals and agricultural biochemistry. LGC is owned by private-equity firm Bridgepoint Capital following a £257m buyout in 2010. Chief executive Tim Robinson, 50, was appointed in May 2013.

108 P&B FOODS
Food wholesaler 36.77%
P&B Foods takes its name from the company's founders: Thakorbha Patel, 74, and Mohinder Bhatia, 64. The Bradford wholesaler distributes Asian and oriental ingredients, such as rice, spices, lentils, flour and noodles, to retailers such as Tesco. Exports, mostly to the EU, reached £4.4m in 2013 and the company is investing £10m in a new distribution centre in Bradford.

109 THE MILL
Visual effects studio 36.09%
The Mill creates digital content and visual effects for advertisers. Its largest market is America, where it opened a Chicago studio last year to complement existing ones in New York and Los Angeles. Led by co-founder Robin Sheffield, 58, it is majority-owned by private-equity firm Equistone. International sales hit £75m in 2013.

110 AIR ENERGY
Recruitment consultancy 35.39%
Air Energi finds technical staff for oil and gas customers such as Statoil, BP, ExxonMobil and Shell. The Manchester firm recently bought New Zealand consultancy Inspiro to add to hubs in Houston, Doha, Singapore and Brisbane and a further 36 offices worldwide. Strong demand from liquefied natural gas projects in Australasia and the Middle East boosted international sales to £290.3m in 2013 under chief executive Duncan Gregson, 50.

111 FORMAPLEX
Tooling manufacturer 34.93%
Formaplex specialises in plastic and carbon composite components for pattern moulding and tooling for Formula One, international motor racing teams and the Ministry of Defence's Foxhound combat vehicle. Led by managing director Michael East, 45, the company has three British sites and European and Asian manufacturing partners, and it had overseas sales of £11.5m last year.

Flight club Rob Clarke, chief executive of CTC Aviation, which trains more than 2,000 pilots a year for airlines around the world

6 / INTERNATIONAL TRACK 200

112 BYBOX
Delivery services operator 34.76%
ByBox has an international network of lockers to which drivers can deliver 24 hours a day, allowing businesses and consumers to pick up packages when convenient. It also offers distribution services and supply-chain management software. Under chief executive Stuart Miller, 46, international sales hit £8.7m in 2012, operating mainly in Europe, ByBox has expanded into America, New Zealand and Israel in the last two years.

113 COGNITA
Schools operator 34.49%
In 2004, former government chief inspector of schools Sir Chris Woodhead founded Cognita, which now comprises 65 private schools in Britain, Spain, Singapore, Thailand, Vietnam, Chile and Brazil. Last year, Bregal Capital sold part of its stake to private-equity firm KKR – the investment will be used to fund expansion in Asia and Latin America. Overseas sales reached £112.6m last year under chief executive Res Withers, 61.

114 FREEWORLD TRADING
Dried fruit and nut wholesaler 34.16%
This Edinburgh company trades in dried fruit, nuts and seeds, which it sources through its subsidiary in China and partnerships in Turkey, South America and California. It also offers free-trade and organic produce and says it buys more than 20% of the world's crop of Brazil nuts. Customers include packaging companies that stock supermarkets in Germany, France and Scandinavia. Under chairman Sanjoo Das, 58, exports grew to £28m in 2013.

115 NEXT VENTURES
Recruitment consultancy 33.99%
Founded in 2001 by Richard Lacey, 44, and Darren Rosenfield, 40, this recruiter places IT candidates skilled in business enterprise applications, including Oracle and SAP. It offers permanent and contract services globally, and has more than 50 multi-lingual consultants working from offices in London and Düsseldorf. International sales to 21 countries reached £19m in 2012.

116 PRET A MANGER
Sandwich shop operator 33.87%
Bridgepoint, the private-equity owner of Pret A Manger, refinanced the sandwich company's debt to the tune of £375m last year to help fund its international expansion. Pret already has 80 sandwich shops abroad, with more than 50 stores in four American cities, as well as outlets in Hong Kong and Paris. Overseas sales reached an annualised £82.2m in 2012 under chief executive Clive Schlee, 55.

117 NEAL'S YARD REMEDIES
Health and beauty products maker 33.67%
Neal's Yard makes and sells organic natural beauty and health products. Romy Fraser founded the self-styled apothecary in 1981 in Covent Garden. Peter Kindersley, 73, of publisher Dorling Kindersley fame, bought her out in 2005 and now runs the company with his son Barnabas, 43. Consumers seeking certified organic brands have made the blue-bottled products popular in America and Asia, where the firm is targeting expansion. Exports hit an annualised £4.9m in 2013.

118 STREET CRANE
Crane manufacturer 33.41%
With machines used by luxury yacht-makers, steel stockholders and on the Crossrail project, Street Crane is Britain's largest manufacturer of overhead factory cranes. Assembled cranes are too heavy to export but the Derbyshire company sends hoists, components and controls to equipment manufacturers abroad, generating overseas sales of £19.6m in 2013. Martin Street, 59 – chairman of the company founded by his father – is investing £3m in new manufacturing facilities.

119 WIGGLE
Online sports goods retailer 32.80%
Wiggle sells cycling and triathlon products online to customers in 80 countries. Key growth markets are Europe and Australasia, with exports reaching £82.7m in 2013. Bridgepoint, the private-equity firm, bought a majority stake in the Portsmouth business in 2011, valuing it at £180m, and has funded the launch of 12 new websites for overseas buyers, most recently Wiggle.se in Sweden. Stefan Barden, 51, formerly UK chief executive of food distributor Brakes Bros, became chief executive last year.

120 SWAN MILL HOLDINGS
Paper tableware manufacturer 32.37%
Led by managing director David Byk, 46, this Kent firm makes napkins, Christmas



The wheel deal: London-based Brompton Bicycles makes 40,000 folding bikes in the UK every year, exporting three-quarters of them to 44 countries around the world

crackers, gift wrap and tinsel at its factories in Swanley, Kent and Hirwain, Wales. Its distribution and manufacturing hub in Hong Kong produces a home baking range. International customers include Primark in Europe and Woolworths in Australia, as well as firms in Canada, New Zealand and Russia, generating £6.4m in international sales in 2013.

121 MORRIS LUBRICANTS
Lubricants manufacturer 32.27%
Established by James Morris in 1869, this Shrewsbury firm blends more than 800 lubricants for cars, tractors, ships and construction vehicles. The oils – which have distinctive packaging featuring a Union Jack – sell well in Australia and the Middle East and are distributed to 80 countries. International sales grew to £9.1m in 2013 under managing director Andrew Goddard, 41, a fifth-generation descendant of the founder.

122 FRESHLINE
Haulier 32.15%
This haulage and distribution company transports flowers and fresh food for wholesalers and growers in Germany, the Netherlands, Belgium and Spain, with international sales reaching an annualised £12.6m in 2013. The Lincolnshire firm, founded in 1996 by Robin Hancock, 57, Audrey Davey, 55, and Martin Tate, 47, offers logistics services to food manufacturers, importers, and supermarkets across Europe.

123 TUNNOCK'S
Biscuit and cake maker 32.14%
Founded in 1890 when Thomas Tunnock bought a baker's shop in Glasgow, today Tunnock's iconic products include Caramel Wafers, Teacakes, Snowballs and Caramel Logs. The company exports to 40 countries including Saudi Arabia, Canada, Japan, the Caribbean and Kuwait, generating international sales of £8.1m in 2013. Managing director Boyd Tunnock, 81, is the founder's grandson.

124 ARGUS MEDIA
Energy information provider 32.10%
Argus provides news, analysis and price information for global energy and commodity traders, as well as governments and international agencies. With offices in London and 19 of the world's principal commodity centres, sales to Europe, the Americas, the former Soviet republics and Asia all experienced strong growth, pushing international sales to £80m in 2013. In the same year, chairman and chief executive Adrian Binks, 59, also bought three American petrochemical information firms.

125 CMS CEPCOR
Crushing equipment supplier 32.07%
CMS Cepcor makes replacement parts for crusher machinery, which it supplies to mining and aggregate companies operating in more than 120 countries. It offers 10,000 product lines, some for machines dating back 50 years. The Leicester-based firm also provides repair services and has just opened a £2m technical centre. Exports, which are mainly to Russia and West Africa, reached £15.6m in 2013 and managing director Matthew Wear, 43, plans to expand sales in South America.

126 PROGRESS GROUP
Power generator supplier 32.03%
This Leeds-based company supplies generators and emergency power equipment to businesses across Europe. The business was founded in 1956 and operations director, Adrian Kemp, 55, led a buyout from the founder's family in 2007. Following an HSBC-backed £4.4m refinancing in 2011, managing director Mark Henstock, 43, bought a Bradford company and has been investing in hire equipment and export operations. International sales expanded to reach £5.6m in 2013.

127 GRAINGER AND WORRAL
Castings manufacturer 31.98%
Founded in 1946, this Shropshire aluminium and iron castings business is led by brothers Matthew and James Grainger, 50 and 48 respectively, and remains family owned. It supplies the motorsport, defence and aerospace industries and has developed complex engine block castings for demanding customers, including Formula One teams, Aston Martin and Bentley. Exports reached £20.4m in 2013 and markets include America, China and the EU.

128 QUANTA CONSULTANCY
Recruitment consultancy 31.84%
Founded 22 years ago by Stephen Trigg, 64, this recruitment agency posted overseas sales of £21.6m in 2013. The Hertfordshire-based company specialises in finding process engineers to work in the European pharmaceutical industry, and uses linguists to recruit staff for some of the largest drugs firms in 25 countries around the world. Quanta also recruits technical personnel for the offshore wind farm and semi-conductor sectors.

129 CELTIC MINING
Coal miner 31.66%
This company produces more than 1m tons of coal a year from its sites in South Wales for domestic, industrial and

electricity-generation in Britain and mainland Europe. Its customers range from domestic heating in Belgium, France and Germany to industry in Norway and France. Under founder Richard Walters, 34, international sales reached £12.2m in 2013.

130 ENDAVA
IT services provider 31.22%
Endava designs and manages IT infrastructure for multinational companies in retail, banking, insurance and publishing. The London firm has development centres across Romania, Moldova and Macedonia and opened offices in New York and Atlanta to increase its American presence. After its merger with IT consultancy Alpheus in February, it also has a Frankfurt office. Under chief executive John Cotterell, 53, international sales hit £6.3m in 2013.

131 AGENT PROVOCATEUR
Luxury lingerie retailer 30.94%
Mentioned in the erotic novel Fifty Shades of Grey, this iconic lingerie brand has been busy opening retail outlets around the world and plans to open its hundredth boutique this year. Its offering of luxury underwear, swimwear and accessories generated £22.9m in exports in 2013. The London firm recently teamed up with actress Penelope Cruz and her sister Monica to develop a cheaper wholesale range. L'Agent, which chief executive Garry Hogarth, 59, expects to grow quickly.

132 WELDEX
Crane hire 30.86%
This Inverness crane-hire firm provides equipment to oil, gas, renewable energy and construction sectors worldwide, and also hires out personnel. Its cranes helped build stadiums for the London Olympics, and work installing turbines for onshore and offshore wind farms saw international sales reach £6.4m in 2012 under founder Douglas McGilvray, 69. In 2010, Duneidin Capital Partners backed a secondary buyout from NVM Private Equity, valuing Weldon at £100m.

133 LIGENTIA
Supply chain manager 30.50%
Founded in 1996 by Nick Jones, 48, Ligentia manages supply chains for retailers, manufacturers and miners. It has offices across Europe and the Asia Pacific region, as well as teams working in 60 cities in China, India, Europe and North America. International sales were £15.8m in 2013, boosted by an Australian office opened in 2012.

134 YORK MAILING
Commercial printer 30.39%
York Mailing prints catalogues, newspaper flyers and direct mail items for large retailers at its factories in York, Scarborough and Leeds. It acquired the latter site last August when it bought The Lettershop Group following a £10m investment from the Business Growth Fund. It is led by founder and chief executive Chris Ingram, 49, and group managing director Mike Newbould, 43. International sales, mainly to Ireland and Scandinavia, hit £12.2m in 2013.

135 BROMPTON BICYCLE
Bicycle manufacturer 30.21%
These quirky folding bikes are built by hand in London from 1,200 mostly specially-made parts. Founder Andrew Richie, 67, designed his first Brompton in 1975 and managing director Will Butler-Adams, 40, has since driven expansion. Three-quarters of the 40,000 bikes made each year are exported to 44 countries, generating £19.4m in 2014. Its first British shop opened in Covent Garden last year, adding to sites in Kobe, Shanghai, Hamburg and Amsterdam.

136 TREADSETTERS
Tire wholesaler and manufacturer 29.98%
Treadsetters teamed up with a Chinese tyre company to buy Covprex, one of the Midlands' oldest manufacturers, in a £30m deal last year. Telford-based Treadsetters is a distributor for the Chinese firm, as well as other premium and budget tyre brands, which it exports

to 35 countries. International sales hit £34.1m in 2013 under chairman and co-founder Peter Smith, 69.

137 OLIVER VALVES
Valve manufacturer 29.98%
This Cheshire company completed a £13.2m contract last year to supply high-performance valves and control systems to the Barzan gas project off the Qatar coast. With customers in the energy and petrochemical sectors, the Middle East is one of its biggest markets. Founder and chairman Michael Oliver, 75, recently opened offices in Brazil and Texas, adding to those in Asia and the Middle East. Exports hit £25.6m in 2013.

138 GRAVITY MEDIA
TV production equipment provider 29.88%
Gravity Media – founded in 2000 after a management buyout from Gearhouse – sells or rents equipment for television studios, control rooms and for outside broadcasts. With offices in Britain, America, Australia and Qatar, it also undertakes location work, televising some of the world's most watched live events, including Formula One motor racing and the Australian Open tennis. Under founder John Newton, 50, international sales hit £28.8m in 2012.

139 TRAC INTERNATIONAL
Engineering services provider 29.64%
Trac provides engineering support, products, services and training for oil, gas and telecom customers. Its subsidiaries include Trac Oil & Gas, which inspects and maintains offshore and onshore facilities and has an office in Australia, and wireless technology specialist Radio Design, operating in Finland and China. These two companies are run by the Hawthorn brothers, Daniel, 44, and Eric, 51. Overseas sales reached £11.3m in 2013.

140 ULTRA FINISHING
Bathroom fitting supplier 29.58%
Under the brand names Hudson Reed, Ultra and The Remedy Bathroom Collection, this Burnley group designs, manufactures and distributes bathroom, kitchen and home improvement products. Managing director Stephen Heys, 57, set up the firm in a disused air raid shelter in 1982. The acquisition of two Chinese bathroom product manufacturers in 2012 helped international sales hit £11.9m that year.

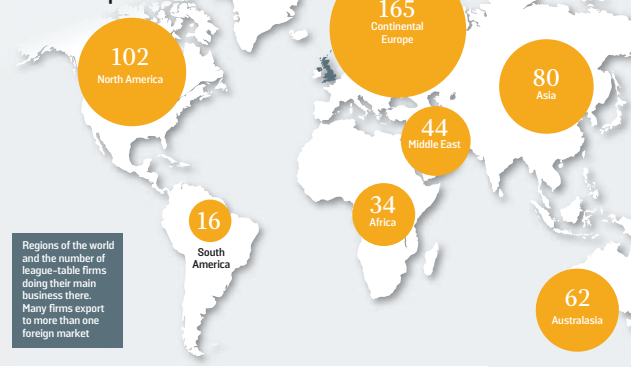
141 BARBER'S
Cheesemonger 29.46%
The Barber family have been farming and cheesemaking in Somerset since 1833. The dairy supplies supermarkets and sells to 30 countries, including America, where its premium Barber's 1833 cheddar is a particular favourite. It also has a joint venture exporting whey protein. Managing director Stephen family members Paul and Nicholas Barber, both 71, and exports, including the joint venture, hit £8.6m in 2013.

142 JOSEPH JOSEPH
Household goods manufacturer 29.23%
With a keen interest in form and function, twin brothers Richard and Anthony Joseph, 39, started their business in 2003 selling just one product – a glass chopping board. Within 18 months they were selling their innovative kitchenware to department stores in France, Germany, Japan and South America, and now sell 360 products to more than 100 countries. Customers include 'Bloombergable' in America, Isetan in Japan and KaDeWe in Germany, and overseas sales were £25.8m in 2013.

143 MOUCHEL
Support services provider 28.80%
This Woking-based company, founded in 1888, designs and supervises large infrastructure projects worldwide. It has offices in the Middle East and Australia, where its joint venture has won three contracts worth collectively over £500m. Unsustainable debt and public sector spending cuts forced the company into administration in 2012, with its bankers agreeing a debt-for-equity swap. Chief executive Grant Rumbles, 56, returned Mouchel to profitability in 2013, when international sales reached £64.7m, close to its record year in 2009.

144 HAMMER
IT storage distributor 28.74%
Hammer customises, distributes and supports data storage products such as encrypted solid-state drives designed to operate in extreme environments for the military and high-frequency trading systems used by financial markets. The Basingstoke company sells throughout Europe and opened its first European subsidiary in Sweden in 2006. It now has offices in America, Belgium, France, Italy and the Netherlands, generating international sales of £54.2m in 2014. Hammer is led by managing director James Stidwill, 43.

Main markets of the International Track 200 companies



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145 ORANGEBOX
Office seating manufacturer 28.71%
Orangebox's chairs, sofas and pods furnish offices around the world for customers such as Wal-Mart and HSBC. Products are designed in rural Glamorgan, and made there and in Brazil, Toronto, Shanghai and Adelaide. Wireless technology and mobile phones have made office layouts more flexible, driving demand for the company's products and helping international sales reach £5.5m in 2013. The company is led by Mino Vernashi, 52.

146 MEGGER
Electrical products manufacturer 28.61%
Led by chairman Peter Frank, 68, this firm designs and makes electrical test devices which troubleshoot and predict the performance of anything from power cables to data networks. It has seven manufacturing sites in Europe and the US, and worldwide sales and marketing facilities. Acquisitions helped lift international sales to £16.4m in 2013.

147 COINS
Software provider 28.39%
Coins provides business software to construction companies such as Taylor Wimpey, to help them improve margins and service delivery. The Slough firm has 62,000 users in 36 countries with offices in America, including the United Arab Emirates, Australia, Hong Kong and Malaysia, and development staff in Russia. Strong growth in the Middle East helped overseas sales reach £14.1m in 2013, under co-founder and chairman Larry Sullivan, 60.

148 ROCCO FORTE HOTELS
Luxury hotel owner and manager 28.36%
The Forte family name is synonymous with hotels. After Granada's hostile takeover of the Forte company in 1996, Sir Rocco Forte, 69 – son of the original group's founder – established Rocco Forte Hotels. It has 11 luxury properties in Britain, continental Europe and Russia, and generated international sales of £13.3m in 2013. A new hotel will open in Jeddah, Saudi Arabia, this year.

149 CHARLES TYRWHITT SHIRTS
Clothing retailer 28.04%
This London business has sold classic menswear since 1986 and is owned and run by founder Nick Wheeler, 49. The retailer has 16 stores in Britain, five in the US, one in France and an online and mail order business in Australia and Germany. International sales were an annualised £58.6m last year, accounting for half of total sales.

150 GLOBAL ENERGY
Energy services provider 27.83%
This Inverness company builds and maintains engineering equipment for the energy, oil and gas sectors. In 2012, founder and chairman Roy MacGregor, 61, sold a 25% stake to Japanese conglomerate Mitsui to help fund international expansion. Global Energy has since bought four Australian companies and the region is now its largest overseas market, helping international sales rise to £54.3m in 2013.

151 GREY MATTER
Business software reseller 27.06%
Strong demand for Microsoft's Bing Maps – used by customers for fleet tracking and business intelligence – has helped boost the international sales of this Devon software wholesaler. Demand from Europe, the Middle East and the Far East helped international sales hit £2.6m in 2013. The firm is led by chairman Charles Cooke Hurle, 62.

152 151 PRODUCTS
Household goods manufacturer 27.05%
This company was spun out of the Shonm family's cash and carry business in 1997 by Richard Shonm, 36, and his father Steven, 63. 151 Products supplies discount retailers and distributors with more than 2,000 consumer goods, such as kitchenware and DIY items, and is named after 151 Great Ducie Street in Manchester, where it was originally based. Exports to Europe, the Middle East and Africa reached £2.8m in 2012.

153 TANGENT INTERNATIONAL
Recruitment consultancy 26.99%
Tangent International supplies mobile telecoms experts to blue-chip customers including Ericsson and Huawei. It has offices in Dallas, Dubai, Mexico City, Sydney and Malawi and has placed people in 175 countries, with the Middle East, America, Japan and North Africa being key markets. Under chief executive Simon Dear, 46, the Essex company posted overseas sales of £38.1m last year.

154 GLENALMOND
Energy components manufacturer 26.81%
This Glasgow business makes parts for valves and clads tool and piping systems

with corrosion-resistant alloys for customers in the oil and gas sector. The group, run by owner Barbara Mincher, 61, is opening a facility in Brazil to target the South American energy market, and invested in a valve components operation in Malaysia in 2008. Overseas turnover reached £31.4m in 2013.

155 SIGMA PHARMACEUTICALS
Pharmaceutical distributor 26.79%
Kenyan-born Bharat Shah, 64, founded Sigma Pharmaceuticals in 1975 and transformed it from a single shop in Watford to a multimillion pound business. Sigma supplies wholesalers, pharmacies, hospitals and dispensing doctors with medicines, dressings and over-the-counter products. Exports to Europe, Africa, the Caribbean, the Middle East and Asia have driven international sales to £26.1m in 2013.

156 PENINSULA
Employment law consultancy 26.70%
This Manchester company provides outsourced HR and health and safety services for customers including Laura Ashley and Bedford – also co-founded by Peninsula owners Peter and Fred Done, 67 and 71 respectively. Its new service, HR Face2Face, offers legal experts to take charge of redundancies, dismissals and disciplinary procedures. The firm bought a 65% stake in Australian HR specialist Employusure in 2012 for £1.6m, helping international turnover hit £6.8m in 2013.

157 DAVID MORRIS
Luxury jeweller 26.23%
This firm has designed one-off, handmade jewellery for Bond films since 1971, and tiaras for Miss World. Founded more than five decades ago by David Morris, 78, it is now run by his son, Jeremy, 52, who is the principal designer. With nine sites in the Middle East, Russia and Hong Kong, annualised international sales hit £39.7m in 2012.

158 BRITAIN DEFENCE
Risk management consultancy 26.17%
This London risk management company specialises in providing protection to oil and gas facilities in hostile environments in the Middle East. It was founded by Phillip Doughty, 60, in 1997, and its management has a UK Special Forces background. Its services include risk management advice, security services on the ground and training of local personnel. With offices in Dubai, Iraq, Saudi Arabia and Singapore, international sales were £28.8m in 2013.

159 BERWIN GROUP
Rubber and PVC manufacturer 25.98%
Rubber compounds manufacturer Berwin Group was founded over 60 years ago. Now led by chairman and managing director Glyn Williams, 62, the company develops bespoke products such as door and engine seals and hoses for vehicle makers, the oil and gas industry and the aerospace sector. Developing niche products for customers in Europe and America helped exports reach £14.4m in 2013.

160 ACE WINCHES
Winch manufacturer 25.98%
This Aberdeenshire firm manufactures and hires out winches and marine deck machinery and supplies supporting personnel for the global oil and gas, marine and renewable energy industries. The company operates across six continents and has a subsidiary business in Norway. International sales reached £26.2m in 2013, accounting for three quarters of total turnover. ACE Winches is run by founder Althea Cheyne, 50.

161 WILLIAM COOK
Metal engineer 25.93%
Japanese power stations, Slovenian high-speed trains, Britain's Challenger 2 tank and Paris' Charles de Gaulle airport all use specialist steel parts cast by this Yorkshire firm. William Cook founded the business in 1852 and, five generations later, Andrew Cook, 64, sits at the helm. Exports to continental Europe and America hit £35.6m in 2013.

162 GT GROUP
Precision engineer 25.89%
Counting Scania, BP and the likes of JCB and John Deere as customers, this engineering firm sells its exhaust control systems for diesel engines to more than 50 countries. Increasingly stringent European emissions legislation helped boost exports to £23.4m in 2013. The County Durham firm, founded by Geoff Turnbull, 68, in 1983, also makes valves and seals for safe petrochemical transfer.

163 RH SMITH & SONS
Fancy dress maker, distributor 25.81%
Founded in 1894 as a wigmaker for the judiciary, this family-run business now designs fancy dress and party goods, such as Elvis and Shrek costumes. Its products are designed in Leeds, made in



Building the future: construction consultancy Turner & Townsend designed Abu Dhabi international airport and is advising on the creation of Qatar's new coastal city, Lusail

China and sold to 5,000 stockists in 42 countries. Under chairman Ray Peckett, 69, the company's international sales rose to £17.3m in 2012.

164 RK HARRISON
Insurance broker 25.53%
R K Harrison is an employee-owned insurance broker whose customers are businesses and private individuals. Led by chief executive Paul Bridgwater, 47, this London-based company has eight offices in Britain and one in Bermuda. International sales reached £85.9m in 2013, with strong organic growth boosted by the acquisition of four businesses from rival Marsh in 2012.

165 NOVA OF LONDON
Fashion label 25.09%
Chairman Ajinder Chawla, 75, started selling clothes on a market stall in 1973. Today his garment business, still run by the Chawla family, supplies retailers and wholesalers across Europe, Canada, Singapore and the Middle East. Nova of London sells women's fashion including brand QED London, which it designs in Britain and sources from China, Asia and Turkey. Exports hit £7.4m in 2013.

166 PETROLEUM EXPERTS
Engineering software developer 24.97%
Chief executive Abdelmalik Guedrojdj, 59, has built this firm from a start-up in 1990 to international sales of £33.9m in 2013. The Edinburgh business develops software that helps energy firms model production and maximise the extraction of oil and gas. It has now grown beyond its traditional markets in the Middle East, Africa and South America.



Sophie Dahl models the latest creation from 200-year-old family-owned Jeweller Boodles

167 CROMWELL
Industrial equipment supplier 24.93%
From its origins in 1970 as a tool and engineering equipment shop in Leicester, Cromwell has grown into an international business. Today it sells tools, maintenance products and safety equipment to customers in 50 countries on 15 continents and has warehouses in 12 countries. Managing director Michael Kerins, 50, last year opened operations in Romania and Indonesia as well as expanding the company's business in China, all of which helped boost exports to £44m in 2013.

168 KIN-TEC
Recruitment consultancy 24.39%
This oil and gas industries recruiter was formed in 2008 when managing director Neil McCarthy, 42, led a management buyout of the business from recruitment firm Kinetic. The Manchester company places engineers and other technical specialists for clients such as Shell and ExxonMobil. With offices across America, the Middle East, Africa and Australia, international sales reached £13.3m in 2013.

169 HTI
Toy manufacturer and distributor 24.19%
HTI designs and manufactures children's toys for retailers and wholesalers in 75 countries, including Carrefour in Europe and Wal-Mart in North America. It has a wide portfolio of licensed and in-house brands, such as Barbie, Tomka, Teamsterz and Peppa Pig. Headquartered in Lancashire, the company also has operations in Germany and China. Under chairman John Hutt, 46, international sales reached £14m last year.

170 DEMON TWEEDS
Motorbikes retailer 23.93%
Demon Tweeds was founded in 1971 by racing driver and motor trade salesman Alan Minshaw to supply products for racing drivers, before expanding into car modification and the motorcycling market. Alan's son Jon Minshaw, 51, is now managing director and the company remains family-owned. Its website attracts overseas customers, who are supplied from its Wrexham warehouse, and international sales reached to £6.7m in 2012.

171 FREUDS
Public relations agency 23.91%
Chairman Matthew Freud, 50, sold a majority stake in his public relations firm to The Publicis Group in 2005, valuing it at €70m (£56m), but bought it back in 2011 for an undisclosed sum. Freud's main business is consumer and corporate public relations, which it caters to customers that include Asda, Sky, Mars and Pepsi. The group more than doubled its American revenues to £6.6m in 2012, and total international sales rose to £14.8m.

172 JACTRAVEL
Travel services provider 23.90%
JactTravel is an international wholesaler of travel services, supplying tour operators and travel companies with city hotel rooms around the world and tour packages for visitors to Britain and Ireland. The company offers hotels in over 1,200 cities and is expanding across the Middle East, South America and Asia. Under chief executive Terry Williamson, 58, international bookings rose to £127.6m in 2013.

173 CARTE BLANCHE GREETINGS
Greeting card publisher 23.83%
Tatty Teddy is the star of Carte Blanche's "Me to You" greeting card range, launched in 1995. The grey bear with the blue nose also features on clothing, figurines, wedding accessories and other gifts sold through retailers. The Chichester-based company has expanded into toys and digital games and licenses its brands worldwide. It opened a subsidiary in Australia in 2012 and international sales hit £12.8m that year, under founder and chairman Stephen Haines, 51.

174 BOODLES
Jewellery designer 23.50%
This family-owned jeweller was founded two centuries ago in Liverpool and is run by brothers Nicholas and Michael Wainwright, 66 and 56 respectively. Its exquisite pieces include the Greenfire necklace, crafted from Colombian emeralds and costing £2.8m. The firm's jewellery is popular with buyers from America, China, the Middle East and Russia, as well as celebrities including America's Anna Thompson. International sales climbed to £21m this year.

175 BRAND SLAM
Brand management agency 23.42%
Brand management company Brand Slam was founded in 2007 by Canadian Marcia Kilgore, 45. The London firm owns FIFtop, a footwear range worn by the likes of Michelle Obama, Chelsea Clinton and film director Sam Mendes. It also owns the Soap & Glory cosmetics brand, which is licensed to Boots and sold by beauty retailer Sephora across North America and Asia. The growing popularity of FIFtop in America helped overseas sales rise to £75.2m in 2012.

176 TURNER & TOWNSEND
Construction consultancy 23.39%
Turner & Townsend has been advising on the creation of Qatar's new coastal city Lusail as well as its rail scheme, one of the largest in the world. Chief executive Vincent Clancy, 49, has driven the global expansion of this construction consultancy, acquiring businesses in America, Norway and Hong Kong last year alone. The business now employs 3,600 staff in 33 countries, and international sales reached £170.5m in 2013.

177 PENTA CONSULTING
Recruitment consultancy 23.20%
Chief executive officer Paul Clark, 49, and sales director Richard Wilson, 48, set up this IT and telecoms recruitment consultancy in 1998 with a £127,000 loan from non-executive director, Robert Harverson, 53. The business has operated in 126 countries – working mainly for global telecoms companies – and handles work permits and travel arrangements for technical contractors. International sales reached £34.5m in 2013.

178 VOHKUS
Computer hardware reseller 23.03%
Among the international customers of this Hampshire-headquartered computer hardware reseller are businesses in the American entertainment industry. It is also in the process of upgrading IT systems for companies in the Seychelles. The company is run by co-founder Ritchie Sharma, 44, and focuses on medium-sized corporate customers. International sales, mainly to Europe, grew to £2.4m in 2013.

179 WOOD MACKENZIE
Energy research consultancy 22.65%
This Edinburgh-headquartered computer hardware reseller also provides research, analysis and forecasts to the oil, gas and mining industries and recently expanded into the petrochemicals sector. With 26 offices in 19 countries, Wood Mackenzie provides data to more than 900 companies, generating overseas turnover of £164.4m in 2012. Chief executive Stephen Halliday, 49, led a buyout in 2012 backed by private-equity firm Hellman & Friedman, valuing the group at £1.1bn.

180 O&C CONSULTANTS
Strategy consultancy 22.64%
This strategic consulting firm advises mid to large businesses on how to grow profitably. O&C operates in sectors such as retail, leisure, technology, services and media, and its customers include Argos, US private-equity firm CD&R, and business information group Experian. The London business has a global footprint and is expanding in America, Brazil, Turkey, China and Poland. International revenue reached £1.3m in 2013 under managing partner David Kruick, 48.

181 HH GLOBAL
Marketing services provider 22.62%
Since leading a buyout in 2003, chief executive Peter MacMillan, 42, has shaped this south London print brokerage into an international group providing marketing and media services for big brands. Google, Bayer and HP are among its customers, and its projects include printing the Pirelli calendar. It has offices in 30 countries across six continents and generated international sales of £82.8m in 2014.



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182 CORNELIUS
Chemicals distributor 21.97%
Cornelius has been busy opening offices across Europe, setting up its latest, in Moscow, last year. The firm distributes chemicals and ingredients from sites in Hertfordshire, Scandinavia, Poland, France and Russia, supplying customers in the cosmetics, food and drink and industrial markets. International sales were £12.6m this year, under chairman and chief executive Neville Prior, 53.

183 BIFOLD
Mechanical engineer 21.89%
Founded over a century ago as a supplier of valves for steamships and lamps for miners, Bifold now makes valves and pumps for the oil and gas industry. In 2012, LDC checked a £70m buyout led by managing director Gary Jacobson, 46. Offices in Manchester, Houston and Singapore helped international sales hit £25.5m in 2013.

184 OXYGEN8
Mobile services provider 21.60%
Music promoters, banks, high-street retailers and airlines, including Aer Lingus, use Oxygen8's mobile technology to communicate with their customers and enable them to purchase goods and services via mobile phones. Under founder and chairman Gary Corbett, 54, the Birmingham company has also expanded into mobile international money transactions. Strong revenue growth in Australia, East Africa and America helped international sales reach £48.1m in 2013.

185 GAPUMA
Commodities trader 21.47%
Established in 1999 by Jack Bardakjian, 44, Gapuma trades commodities such as chemicals, fertilisers and ferrous metals. It also provides warehousing and manages logistics. Its main export markets are Africa – where it has offices in Kenya, Ghana, Nigeria and Uganda – and the Caribbean. The London-based company has recently expanded into pharmaceuticals and polymers and opened a procurement office in China in order to bolster trade in the region. International sales reached £51.5m in 2013.

186 TITAN ENTERTAINMENT
Publisher 21.47%
Selling all things cult and science fiction, this group comprises bookshop chain Forbidden Planet and Titan Publishing, which publishes Star Trek Magazine, the Wallace and Gromit and Dr Who comics, as well as graphic novels and film and TV tie-ins. It is owned by Vivian Cheung, 57,



Hard driving: Gary Jacobson, managing director of Bifold, which supplies the oil and gas industry, has boosted exports to £25m

and Nick Landau, 60, who opened the first Forbidden Planet shop in London in the 1970s, having started off distributing American comics. International sales, mainly to North America and Australasia, totalled £5.3m in 2012.

187 AIM AVIATION
Aircraft interior designer 21.32%
This Bournemouth business designs and manufactures cabin interiors for the world's big airlines. Its projects include a horseshoe bar with backlit waterfall for Emirates' Airbus A380, and a futuristic design for Virgin Atlantic's Upper Class suite. In 2013, international sales rose to £86.6m and the company opened a base in the Middle East. AIM Aviation is owned by private-equity firm TowerBrook and led by chief executive Mark Edwards, 60.

188 PELL FRISCHMANN
Consultant engineer 21.17%
Pell Frischmann is an engineering management consultancy and has

worked on large overseas projects, such as the first expressway in India, running 58 miles from Mumbai to Pune. Its more recent projects include the new £60m mathematics institute at Oxford, one of the first buildings to be completed in a £490m development at the university. The firm's London head office is supported by eight regional bases and large operations on the Continent, in Africa, the Middle East and India. Under chairman Wilem Frischmann, 83, international sales rose to £8.9m in 2013.

189 THE EMERSON GROUP
Builder, property developer 21.04%
Chairman Peter Emerson Jones, 79, founded this Cheshire business in 1959. The family-run firm plans to build more than 500 houses in Britain this year, as well as retail and commercial developments. The group also works in Florida and Portugal, where projects include golf courses, a beach front hotel, and residential and commercial properties. International turnover reached £22.6m in 2013.

190 PLATINUM BATTERIES
Industrial batteries distributor 20.97%
This Manchester business supplies batteries for a wide range of equipment, from jet skis and fire alarms to lawnmowers and golf buggies. Its brands include Platinum, Oklham, Tungstone and Cronpton, which it sources through partnerships with European and global manufacturers. The business was set up in 2002 by Stuart Dale, 54, and brothers Stewart and Christopher Taylor, 67 and 58 respectively. Exports, mainly to Europe, hit £3m last year.

191 THE HUT GROUP
Online retailer 20.79%
The Hut Group attracts more than 275,000 customers a year to its online shops, which include health and beauty websites Lookfantastic and Myprotein. It trades in nine languages and ten currencies, generating foreign sales of £65.3m in 2013. Matt Moulding, 42, and John Gallimore, 45, founded the group 10 years ago. Its backers include former

Marks & Spencer boss Sir Stuart Rose, and former chief executive of Tesco, Sir Terry Leahy.

192 RIPON SELECT FOODS
Food ingredient maker 20.59%
This North Yorkshire business celebrates its 40th anniversary this year. Ripon has an eight-acre site encompassing a flour mill as well as factories producing rusks, breadcrumbs and batter. The family firm is run by the founders' children Marlin Wood, 50, and Sarah Cooper, 52. Sales to international markets, including Europe, reached £2m last year.

193 MOTORHOG
Vehicle recycler 20.42%
This Doncaster-based business recycles parts from written off, unwanted, confiscated and abandoned vehicles. Motorhog started out as Doncaster Motor Spares in 1939 and brothers Richard and David Martin, 48 and 53 respectively, have expanded the company to 18 sites across Britain, following several acquisitions in 2013. Demand for parts and metal in Eastern Europe and Russia pushed exports to £2.9m in 2013.

194 ALBOURNE PARTNERS
Investment consultancy 20.41%
This London consultancy says that it has advised clients on more than £200bn of investments worldwide. Clients are typically hedge fund, private equity or real assets investors, who, for an annual fee, receive research and advice on topics such as how to create an investment portfolio and manage risk. Co-founder and managing director Simon Ruddick, 53, led the firm to its 16th consecutive year of turnover growth in 2013, when international sales reached £30.7m.

195 ORION GROUP
Recruitment consultancy 20.27%
Founded in 1987 by Alan Savage, 64, Orion has grown from a small recruitment agency to a global business with 43 offices across six continents. The Inverness firm supplies engineering and technical staff to the oil and gas industry, as well as other sectors such as IT, aerospace and mining. International sales reached £178.2m in 2012, representing half its total turnover. Customers include Shell and Canadian energy company Nexen.

196 FERGUSON
Oil and gas services provider 20.14%
This Aberdeen firm designs and makes offshore containers and modules for the oil and gas industry. Projects include

carriage-carrying units for BP's operations in the Caspian Sea, and accommodation modules for Australian oil and gas company Woodside. Ferguson Group generated international sales of £30.5m last year under chairman and chief executive Steven Ferguson, 54.

197 EASTLAND COMPOUNDING
Rubber products manufacturer 20.10%
This Manchester-based business manufactures rubber products, which it exports to more than 30 countries. Eastland mainly supplies the automotive sector, where its rubber is used for car parts such as engine belts and anti-vibration products. It delivers weekly throughout Europe via a distribution partnership, as well as running its own service in Britain. Exports reached £4.9m last year under chairman Chris Turner, 63.

198 OCS
Facilities services provider 19.83%
OCS provides maintenance, catering, security and cleaning services on five continents, and the company plans to double its 22,000 strong workforce in India to become the second largest British employer in the country after G4S. OCS is led by chief executive Chris Cracknell, 55, and owned by the descendants of Frederick Goodlife, who founded it in 1900. Growth across the Asia-Pacific region helped international sales reach £283.5m in 2013.

199 SPECSAVERS
Optical and hearing aid retailer 19.47%
Doug Perkins, 71, and his wife Dame Mary, 70, started the business in 1984 on a table tennis table in the spare bedroom of their Guernsey home. Today Specsavers employs more than 30,000 people at nearly 2,000 stores in Europe, Australia and New Zealand. The company says its success is partly due to its business model – each store is part-owned by the opticians running them, with Specsavers providing centralised marketing, IT, accounting and other services. International sales reached £847m last year.

200 EUROFFICE
Office products retailer 19.28%
This online retailer was co-founded by serial entrepreneur George Karhian, 49 in 1999. It sells 27,000 office products to small and medium-sized companies, and its systems, from ordering to invoicing, are automated, making it simpler to expand the business to new markets overseas. The company has a website in Italy and launched a German service in 2013, helping international sales reach £4.4m that year.

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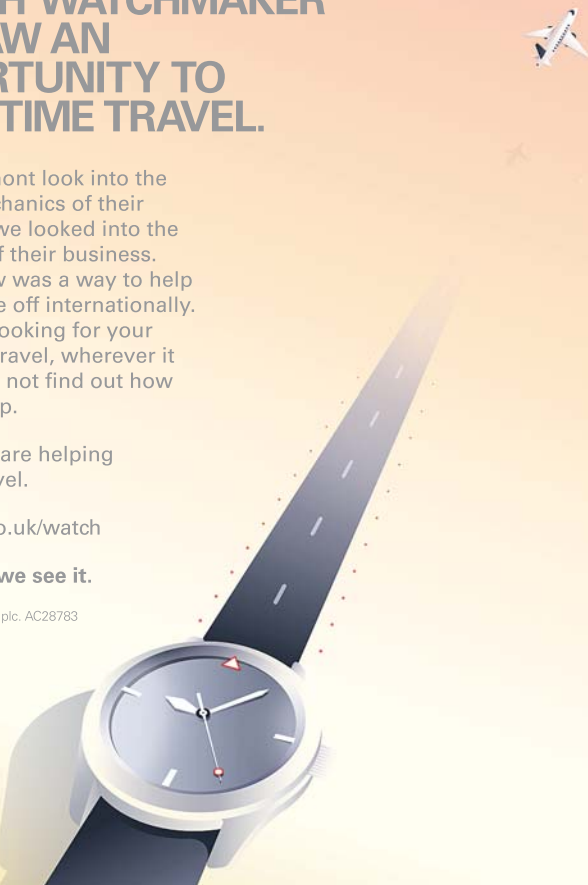
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