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Britain's private companies with the fastestgrowing 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.

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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** (No58) 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 (No111), which engineers parts for Formula One and Le Mans racing teams. Others include Rapha, the cycling clothing **firm** at No86 that supplies Team Sky with high-performance outfits for the Tour de France, and LGC, the analytical labs **firm** at No107, 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 No198 — facilities services provider OCS **Group** — the single largest employer with 70,000 staff worldwide.

Engineering is the dominant sector with 41 companies, including the No1 **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 (No10). 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.

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.

1 TANDOMMETALLURGICAL Metal processor 364.05% 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 metals is a profitable **business**—which is where Britain's Tandom Metallurgical **Group** comes in.

The Cheshire company was founded in 2008 when managing director Tom Muir, 57, and **commercial** director Andrew Lumsden, 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 **Chinook** 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 £21.9m 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&MSENERGY Engineering services 246.18% PD&MSEnergy 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 MARKGROUP **Energy** efficiency services 206.74% MarkGroup 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 BJSS 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.

BJSS is led by managing director Glynn Robinson, 49.

5 GLOBALPERSONALS 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 Pammenter, 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.

6 CROWNPRODUCTS 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 Coolelectric subsidiary imports Liebherr 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 ARROWSGROUP Recruitment consultancy 143.77% Co-founders James Parsons, 37, and Adrian Treacy, 34, set up this recruitment agency in 2003 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 ELBROOKCASHANDCARRY Cash and carry wholesaler 142.89% Managing director Fukhera 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 Chak 89 Indian restaurant in South London and Chak 89 film and TV studios in Middlesex.

10 DRON&DICKSON Electrical equipment supplier 135.27% With a team of professional abseilers, Dron & Dickson supplies and maintains electrical equipment in hazardous areas, including **oil** rigs and refineries. The Stirling 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** ships vulnerable to pirate attacks, PGI has diversified into protection services for industries and governments. It employs former intelligence and military personnel specialising in corporate intelligence, risk analysis and cyber security, and has offices in America, Tokyo, 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 superyachts. Its customers include companies, hospitals and schools. The Surrey-headquartered company has completed 400 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 iConnect 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 e-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, NTEnergy 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 Houlgrave, 54, retains a **stake** and Peter Taylor, 51, former managing director, took over as chief executive. Exports hit £6m in 2013.

17 SPENCER OGDEN 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 MUSICMAGPIE.CO.UK Online entertainment trader 108.38% Founded by Steve Oliver, 43, and Walter Gleeson, 48, this Cheshire-based company buys unwanted CDs, DVDs, electronics, games and branded clothes from consumers using its Musicmagpie 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, decluttr.com, and opened a store in Blackburn for its used fashion **brand**, Bradley Street.

19 MPMPRODUCTS Pet food producer 100.92% This pet food **firm** celebrated a milestone last year—selling its **millionth** unit of wet cat food worldwide. MPMP 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 Moshi 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 farther 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 FOUND OCEAN Offshore grouting specialist 91.23% Found Ocean 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 Ambienta 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 Hilden, 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 £3m last year.

28 VEROSOFTWARE 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** Battery 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 Wiggin, 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, reportedly 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 a £3.8m takeover of Australia's second-largest bus maker. Exports hit £165m in 2012 under chief executive Colin Robertson, 49.

32 ENTIÉR Facilities management services 74.73% Chief executive Peter Bruce, 48, and four colleagues set up Entiér six years ago to provide support services to the **oil** and gas industry off 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. Entiér opened an office in Houston in October and is expanding in Brazil.

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 *Workaholics* 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 JEB 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 to reach £36m in 2013. The **business** is led by founder Tony Cutmore, 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 and India, and recently won a Queen's Award for international trade. Its success has attracted new investors, with Investcorp buying out Langholm Capital for £100m in August 2013. Under chief executive David Milner, 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 and 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 exchange gains last year. Co-founder and chief executive Nick Day, 39, plans to expand in France and Germany.

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, 71, and Kate Cottingham, 69, 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 Harshadrai Patel, 71, the wholesaler posted exports of £100.5m last year and is exploring new markets in Africa and South America.

44 CARDINAL Shopfitter 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 Considine, 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 the 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 Margules, 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 protective modules to contain equipment 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 Eazfone 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, 52, **lead** the Bristol-based **firm**.

57 **PARK** LANE Car dealer 54.78% **Park** Lane is the British holding company for Australian motor racing 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 Horse 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 MARDIX Switchgear manufacturer 53.05% Banking and telecoms companies rely on Mardix to ensure the power grids in their computer data centres operate smoothly. The Cumbrian 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-fulfilment services. It is a big shareholder in Partnerlink, a consortium of 17 logistics firms in Britain and Ireland behind Partnerlink Europe. Under managing director Ian Beattie, 47, international sales reached £7m in 2013.

62 ENGINEGROUP 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 RALAWISE Clothing wholesaler 52.34% Founded in 1978 at the Batson family kitchen table, Ralawise is now a global wholesaler of promotional clothing, corporate workwear and leisurewear. It sells to more than 11,000 customers across Europe and operates a multilingual website in nine languages. Under twin brothers and joint managing directors, Jonathan and Jeff Batson, 50, international sales at the Deeside-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 BlackBook 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 Lyceum Capital-backed buyout in 2011, the Colchester company has acquired five resellers and eight software firms, including a £2.6m company in Paris offering business intelligence products. This helped international sales reach £2.8m in 2013.

69 SYNEXUS Clinical trials 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 across 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 £31m 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 Chaimo, 53, and Sophia Ciampa, 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 Petrobras petrol stations in Brazil and 6,500 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 CHPCONSULTING IT consultancy 49.47% Andrew Page, 51, and Ian Hargrave, 54, co-founded CHP in 1990, and its Alfa software and services are now 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 LKBENNETT 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 **Equity** 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 Regt 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 owned by Vision Capital, which backed a £90m buyout in 2007.

76 MIDWICH Audio-visual products distributor 48.62% From projectors to **commercial** displays, 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 PENNPHARMA Pharmaceutical services provider 48.19% PennPharma provides drug development and manufacturing services for more than 150 healthcare companies in Europe, Japan and 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 MRTYRE 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 EXPANDIGROUP Marketing agency 46.87% Expandi provides **business-to-business** marketing services for IT firms such as IBM, Microsoft and HP. The London **group**, which is led by managing director Raffaele Apostoliti, 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 Pochciol, 62, reported that international sales to continental Europe and America hit £9.7m in 2013.

83 INTERBEVUK 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 Australasia, 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 clubs. Exports reached an annualised £18.5m in 2014, and the company intends to open clubs 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.

88 TANGERINE CONFECTIONERY Confectionery manufacturer 44.14% Butterkist popcorn, WineGums 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 Sawrij, 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.

92 WARD RECYCLING Metal and waste recycler 42.23% The recent struggles of Europe's economy have driven Ward Recycling to find customers for its metals farther afield. It exports to foundries and steelworks worldwide from its Derbyshire base and new dockside facilities in Wales, and orders from India and Asia pushed international turnover to £41.7m in 2013.

Fourth-generation family members David and Michael Ward, 52 and 57 respectively, **lead** the **business**.

93 CTC AVIATION Airline pilot trainer 41.57% CTC is investing to capitalise on the growing worldwide demand for pilots. Chief executive Rob Clarke, 38, himself a former pilot, led a buyout backed by private **equity** house Inflexion in 2012 and has since opened training facilities in Arizona and expanded in New Zealand. CTC trains 2,000 pilots a year for 50 airlines, including Qatar Airways, easyJet, British Airways and Australia's Jetstar, helping international sales reach an annualised £5.4m in 2013.

94 TURNER PRICE Food wholesaler 41.22% This food wholesaler's products, such as confectionery, biscuits and sauces, are loved by expatriates. Turner Price also sells a wide range of frozen food and other groceries to more than 50 countries, all from its warehouse in Hull. Under managing director John Gould, 45, exports at the family-owned company rose to £10.1m in 2013.

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.

96 FOCUS PHARMACEUTICALS Pharmaceuticals licensing 40.78% Focus Pharmaceuticals was formed in 2003, when Mark Cresswell, 47, Roland Brown, 43, and Ray Maginley, 52, led a buyout of ADL Healthcare's generics **business**. The Staffordshire company licenses, markets, and distributes niche generic medicines throughout Britain, continental Europe and farther afield. It also develops pharmaceuticals to compete with branded drugs coming off patent. In 2013, it launched seven new products. Exports totalled £2m in 2013.

97 ABBEY FORGED PRODUCTS Steel products forger 40.68% This Sheffield **firm** forges bespoke steel components for subcontractors in the **oil** and gas industry that build pipelines, rigs and refineries for multinationals such as BP, Exxon and Statoil. Managing director Jackie Neal, 64, founded the **business** with her husband Roger, 71, in 1983 and they are now rapidly expanding its global footprint, with international sales reaching £10.1m in 2013.

98 MTL Contract manufacturer 40.42% MTL counts international blue-chip firms such as Bombardier, Rheinmetall and BAESystems among its customers. The Rotherham **group** makes aluminium and steel parts for military vehicles, construction equipment and offshore wind farms for clients across Europe, America, the Middle East, Africa and India. Managing director Henry Shirman, 68, increased exports to £7.8m in 2013.

99 HYPERION INSURANCE Insurance broker and underwriter 39.58% This international insurance broker and underwriting **group** was formed in 1994 when chief executive David Howden, 50, led a buyout from Lloyd's broker SBJ. The company has since grown organically and through multiple acquisitions and joint ventures across the Asia Pacific region, the Americas, the Middle East and Europe, and now has 83 offices in 33 countries. International turnover rose to £123.4m in 2013.

100 SPOONER INDUSTRIES Industrial machine manufacturer 39.49% Established in 1932 by William Spooner to make drying machines for the local textile industry, this **company**, based in Ilkley, West Yorkshire, now makes ovens, dryers, coolers and pollution abatement equipment for the paper, metals, plastics and food preparation sectors. Australasia, Europe and Africa are significant export markets and Spooner Industries has offices in America and **China**. Under managing director Michael Brook, 53, international sales reached £20.7m 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 LeafNut 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 farther 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 Creative video, Mitcorp, Total Audio and Gearbox. Underco-founder Alison Baxter, 55, international sales hit £6.9m in 2013.

103 BENRIACH DISTILLERY Whisky distillery 38.38% This Edinburgh company was founded when its management acquired a Speyside whisky distillery from Pernod Ricard 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 HARDERBROS 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 WHOLESAL 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, Greece 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 Critchley, 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, **China** and India, generating international sales of £99.1m in 2013. Founded in 1842, it works across sectors including pharmaceuticals and agricultural bioscience. 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 pickles, 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 bases in New York and Los Angeles. Led by co-founder Robin Shenfield, 58, it is majority-owned by private **equity firm** Equistone. International sales hit £75m in 2013.

110 AIR ENERGI 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 Inspirec 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, 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 Last, 45, the company has three British sites and European and Asian manufacturing partners, and it had overseas sales of £11.5m last year.

112 BYBOX Delivery systems 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 Rees Withers, 61.

114 FREEWORLDTRADING 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. Underchairman Sanjoy 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 PRETAMANGER Sandwich shop operator 33.87% Bridgepoint, the private-**equity** owner of PretAManger, 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 STREETCRANE 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 SWANMILL HOLDINGS Paper tableware manufacturer 32.37% Led by managing director David Byk, 46, this Kent **firm** makes napkins, Christmas crackers, gift wrap and tinsel at its factories in Swanley, Kent and Hirwaun, 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 Hancox, 57, Aubrey Day, 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 CMSCEPCOR Crushing equipment supplier 32.07% CMSCEpcor 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 Leicestershire-based **firm** also provides repair services and has just opened a £3m technical centre. Exports, which are mainly to Russia and West Africa, reached £15.6m in 2013 and managing director Matthew Weare, 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 competitor and has been investing in hire equipment and export **operations**. International sales expanded to reach £5.6m in 2013.

127 GRAINGER AND WORRALL 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, swimsuits 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 hirer 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 Dougie McGilvray, 69. In 2010, Dunedin Capital Partners backed a secondary buyout from NVMP Private **Equity**, valuing Weldex 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 Tyre wholesaler and manufacturer 29.98% Treadsetters teamed up with a Chinese tyre company to **buy** Covpress, 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 telecoms 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, India 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 Premier 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 Cheesemaker 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. It is led by sixth generation family members Paul and Nicholas Barber, both 71, and exports, excluding 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 Antony 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 Bloomingdale's 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 Germany, 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 Regions of the world and the number of league-table firms doing their main **business** there. Many firms export to more than one foreign market
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 havemadeoffice layouts moreflexible, drivingdemandfor the **company's** productsand helping international sales reach£5.5m in 2013.The companyis ledby Mino Vernashi, 52.

146 MEGGER Electrical products manufacturer 28.61% Ledby chairman Peter Frank, 68, this **firm** designs andmakes electrical test deviceswhich 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£164min 2013.

147 COINS Software provider 28.38% Coins provides **business** software to construction companies such as Taylor Wimpey,to help themimprove margins and service delivery.The Slough **firm** has 62,000 users in 36 countries with offices in America, Ireland, the United Arab Emirates, Australia,HongKong 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 ROCCOFORTE HOTELS Luxury **hotel** owner and manager 28.36% The Forte familynameis synonymous with hotels. After Granada's hostile takeover of the Fortecompany 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£133.3m in 2013.Anewhotel will open in Jeddah, Saudi Arabia, this year.

149 CHARLES TYRWHITT SHIRTS Clothing retailer 28.04% This Londonbusiness has **sold** classic menswearsince 1986 and isownedand runby 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 GLOBALENERGY **Energy** services provider 27.83% This Invernesscompanybuilds and maintains engineering equipment for the **energy**, **oil** and gas sectors. In 2012, founder and chairman Roy MacGregor, 61, solda25%**stake** to Japanese conglomerate Mitsui to help fund international expansion. Global **Energy** has since bought four Australian companies and the region isnowits largest overseas market, helping international sales rise to£54.3m in 2013.

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

152 151 PRODUCTS Household goods manufacturer 27.05% Thiscompanywas spun out of the Shonn family's cash and carry **business** in 1997 by Richard Shonn, 36,and his father Steven, 63. 151 Products supplies discount retailers and distributors with morethan 2,000 consumer goods, such as kitchenware and DIY items, and is namedafter 151 Great Ducie Street in Manchester,whereit 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 Essexcompany posted overseas sales of £38.1m last year.

154 GLENALMOND Energycomponents 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 byownerBarbara Mincher, 61, is opening a facility in Brazil to target the South American **energy** market, and invested inavalve 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 asingle shop in Watford toamultimillionpound **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 Manchestercompanyprovides outsourcedHRand health and safety services for customers including Laura Ashley and Betfred—also co-founded by Peninsula owners Peter and Fred Done, 67 and 71 respectively. Itsnewservice, HRFace2Face, offers legal experts to take charge of redundancies, dismissals and disciplinary procedures. The **firm** bought a65%**stake** in AustralianHRspecialist Employsure 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 BRITAM 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 Alfie Cheyne, 50.

161 WILLIAM COOK Metal engineer 25.92% 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 wig maker 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 **China** and sold to 5,000 stockists in 42 countries. Under chairman Ray Peckett, 69, the **company's** international sales grew to £17.3m in 2012.

164 RK HARRISON Insurance broker 25.53% RK 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 Abdelhamid Guedroudj, 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 US and Europe, and is expanding in the Middle East, Africa and South America.

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 five 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, Tonka, 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 DEMONTWEEDS Motorsports retailer 23.93% DemonTweed 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 £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 provides 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% JacTravel 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 CARTEBLANCHE GREETINGS Greeting card publisher 23.83% Tatty Teddy is the star of Carte Blanche's "MetoYou" 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 actress Emma Thompson. International sales climbed to £21m this year.

175 BRANDSLAM **Brand** management agency 23.42% Brand management company Brand Slam was founded in 2007 by Canadian Marcia Kilgore, 45. The London firm owns FitFlop, 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 FitFlop 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 WOODMACKENZIE **Energy** research consultancy 22.65% This Edinburgh-headquartered company 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

tomore 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 OC&C CONSULTANTS Strategy consultancy 22.64% This strategic consulting firm advises mid to large businesses on how to grow profitably. OC&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 £11.3m in 2013 under managing partner David Krucik, 48.

181 HHG GLOBAL Marketing services provider 22.62% Since leading a buyout in 2003, chief executive Robert 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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