BRITAIN'S 100 SMES WITH THE FASTEST-GROWING OVERSEAS SALES

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5 Symetrica 5 II CDEnviro 7 Monty Bojangles 8 Igosote 9 Military 1st 0 Wool Warehouse 11 The Pi Hut 12 The Pi Hut 12 The Pi Hut 12 The Pi Hut 13 Xcoed 14 26 Minerva Research 15 High0 16 Ditto 17 Croud 18 REPL Group 19 44 Welland Fower 19 Croud 19 Croud 19 Croud 19 Croud 10 Croud 10 Fill Company 10 Croud 10 Fill Company 11 Fill Company 12 Fill Company 13 Fill Company 14 Fill Company 15 Sush Pupple UK 16 Chess Dynamics 16 Bonds 17 Company 18 Fill Company 18 Fill Company 19 Fill Company 19 Fill Company 10 Fill Company 11 Fill Company 11 Fill Company 12 Fill Company 13 Fill Company 14 Fill Company 15 Suspenyacht Tende 16 Bonds 17 First Position 18 Anthesis 18 Anthesis 18 Fill Company 19 Fill Company 10 Fill Company 11 Fill Company 11 Fill Company 12 Fill Company 13 Fill Company 14 Fill Company 15 Fill Company 16 Fill Company 16 Fill Company 16 Fill Company 17 Fill Company 18 Fill Compa	Detection equipment me Recycling services provide services provides retailed on International services servic	anufacture Southampton er Surrey r Surrey r Wimbledon er Co Tyone er Surrey r Wimbledon hanchester Lamington S er Suffolk monty Central Londo er Central Londonhire Co Burrogate retailer Fisea eveloper Fisea Hend Henps hener North Yorkshire Hend Henps hener North Yorkshire High Wycomb er High Wycomb er High Wycomb er High Wycomb er Her Sussex Lamington	Sep 17	7 13.2 83% 17.0 83 18.0 43 17.0 83 18.0 43 17.0 83 17.0 83 17.0 83 18.0 18.0 18.0 18.0 18.0 18.0 18.0 18.0	9,758 4,264 *1,805 *6,930 *13,455 *1,932 *14,253 *9,179 13,115 *5,200 6,479 *3,428 *4,225 9,788 *17,676 5,684 *10,284 *10,284 *10,159 *4,100 *6,034 *1,030 *1,159 *4,000 *6,034 *1,030 *	10,838 10,901 *5,173 *7,450 *16,879 *7,490 *17,325 *15,177 19,760 *8,598 14,398 *7,569 *7,774 16,958 20,101 19,584 *19,120 *11,015 *5,810 *7,667	59 47 23 45 25 41 6 34 137 33 268 50 83 206 23 50 117 80 16	Its technology is used at ports across the world to detect the materials used in dirty bombs. Companies in four continents use its technology to reduce water sent to landful! Its largest market is the U.S., where customers bought 75 tons of its chocolate truffiles last year. More than 950°C, deale are generated overeass, manify from Celests in the Middle East and C. Dispatches more than 35,000 online orders such month from its Manchester varietous its range of 20,000 products is popular in the U.S. Austrial and New Zealand Sells Raspberry Pt computers and accessories to customers in more than 50 countries has plants to start poenting in China to serve the growing Alain market Recently entered into a partnership with a U.S finited him to help reduce card fraud Last year if launched in Spain's ED color legis and sourced desian Canada, China and Quart Last year if launched in Spain's ED color legis and sourced desian Canada, China and Quart Last year in Launched in Spain's ED color legis and sourced desian Canada, China and Quart Last year in Launched in Spain's ED color legis and sourced desian Canada, China and Quart Last year than 1500 digital marketing experts who help deliver campaigns in 107 countrie Usat some include Marke & Spencer, Arpos and Aldr's U.S business it diesel generators power schools. Dissopials and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guesta spearances on 1 V slopping channels in the U.S and Germ He founder makes regular guesta spearances on 1 V slopping channels in the U.S and Germ He founder makes regular guesta spearances on 1 V slopping channels in the U.S and Germ He founder makes regular guesta spearances on 1 V slopping channels in the U.S and Germ He founder makes regular guesta spearances on 1 V slopping channels in the U.S and Germ Help of the makes regular guesta spearances on 1 V slopping channels in the U.S and Germ Help of the makes regular guesta spearances on 1 V
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O Wool Warehouse I Thee Pite I Thee I Thee Pite I Thee Pite I Thee I T	Craft products retailer Online electronics retailer Furniture designer and If management consult Beauty supplement dev Cloud software develor Cloud software develor Cloud software develor Digital marketing agend If consultancy Generator manufacture Logistics equipment dev Logistics equipment der Ty and film producer relation Ty and film producer Specialist cladding develor Online consumer good Marketing technology Private jet hire platform Pet food manufacture Co Civil and structural engil If infrastructure consult Frozen drinks distributo Defence systems engin Craft products retailer Touchszeren developer To	er Suffolk Auffolk	Dea May 17 Dea Mar 17 Dea Dea Mar 17 Dea Dea Mar 17 Dea Dea Dea Dea Dea Dea Dea Dea Mar 17 Dea Dea Dea Mar 17 Dea Dea Mar 17 Dea Dea Mar 17 Dea Dea Mar 17	7 111.41% 7 105.91% 7 105.91% 6 102.39% 7 105.91% 7 99.53% 7 99.53% 7 96.36% 7 96.36% 7 96.34% 7 96.43% 6 92.99% 7 92.11% 6 91.71% 7 91.65% 7 92.11% 6 91.71% 7 91.65% 7 93.52%	*1,932 **4,253 *9,179 13,115 *5,200 6,479 *3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	*7,490 *17,325 *15,177 19,760 *8,598 14,398 *7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	41 6 34 137 33 268 50 83 206 23 50 117 80	Its range of 20,000 products is popular in the US. Australia and New Zealand Sells Raspberry Tecomputers and accessories to customers in more than 50 countries Has plans to start operating in China to serve the growing Asian market Recently entered into a partnership with a US fitnetch firm to help reduce card fraud Last year it aunched in Spain's El Corte Inglés and secured deals in Canada, China and Qutar is opening its new US haedquarters in Kansas City next morth! Works with more than 150,000 music acts and last year opened offices in India, Makos Lind Has a network of 1200 digital marketing experts who help deliver campaigns in 107 countrie Customers include Marke & Spencer, Arpos and Aldi's US business Its diseal generators power schook, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guest appearances on I'v Hosping channels in the US and Germ He founder makes regular guest appearances on I'v Hosping channels in the US and Germ He founder makes regular guest appearances on I'v Hosping channels in the US and Germ He founder makes regular guest appearances on I'v Hosping channels in the US and Germ
2 1 Naughtone 2 3 Xceed 2 5 Minerva Research 3 5 Ditto 5 Ditto 6 Croud 6 A Welland Power 9 Deletower 9	Online electronics retail Furniture designer and in Furniture designer and in If management consult If management consult If management consult Beauty supplement device Cloud software develog Online music distributo Digital marketing agenc If consultancy Generator manufacture Logastics equipment dis Type of the consultancy Specialist closticing deve Specialist closticing develope If and in producer Private jet him particular Private jet him particular If and in the particular If and in the particular If in frastructure consult If in frastructure consult If in frastructure consult Orden caystems engle Craft products retailer Touchszeren develope Touchsz	er Suffolk manufacturer North Yorkshir ancy Central Londo sloper Central Londo er Central Londo er Central Londo in Liverpool y East London Warwickshire Lincolnshire Co Dom of Liverpool Lincolnshire Lincolnshire Co Dom of Liverpool Lincolnshire Co Dom of Liverpool Lincolnshire Co Dom of Liverpool Lincolnshire Co Dom of Lincolnshire Co Dom of Lincolnshire	Apr 17 May 17 May 17 May 17 May 17 Mar 17 Mar 17 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Mar 17 Dec 16 Mar 17 Mar 17 Dec 16 Mar 17 Dec 16 De	7 107.95% 102.39% 102.39% 7 99.53% 7 99.53% 7 99.53% 7 96.16% 7 95.34% 7 95.34% 7 92.47% 7 92.11% 8 99.71% 8 99.71% 8 99.71% 8 99.71% 8 99.71% 8 99.71% 8 99.71% 9 99.71	*9,179 13,115 *5,200 6,479 *3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	*15,177 19,760 *8,598 14,398 *7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	34 137 33 268 50 83 206 23 50 117 80	Selfs Raspberry Pf. computers and accessories to customers in more than 50 countries. Has plans to start operating in China to serve the growing Asian market. Recently entered into a partmership with a US firstech firm to help reduce card fraud. Last year it launched in Spairs E Core Inglés and secured delas in Cranada, China and Qatra Is opening its new US headdquarters in Kansac ICV prext month. Works with more than 150,000 music acts and sat year opened offices in India, Mexico and Has a network of 1,200 digital marketing operts who help deliver campaigns in 107 countries Customers include Marks & Spencer, Argos and Aldris US business its desel generators power schook, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guesta popularanos on IV soloping channels in the US and Germ He founder makes regular guesta spenanos on IV soloping channels in the US and Germ He founder makes regular guesta spenanos on IV soloping channels in the US and Germ
3 X cored 2 Mineray Research 3 In High Q 5 Mineray Research 5 In High Q 6 Mineray Research 6 REPL Group 4 Welland Power Pallestower Pallestower Pallestower Pallestower 15 Crafter's Compan 1 con Films 1 Con Film	If management consult he labs Beaty supplement develop Cloud software develop Online music distribution Digital marketing agenc If consultancy Generator manufacture Logistics equipment distribution Craft products retailer TV and filtin producer Specials Caldiding development of the Consultancy Generator manufacture Consultancy C	ancy Central Londo er Central Condo er Central Condo er Liverpool y East London Warwickshire rurbutor Cheshire Co Durham Co Durham Fristol Harrogate Sr Albare Hennel Hennys Hennel Henn	n Nov 16 n Jul 17 n Apr 17 Apr 17 Apr 17 Mar 18 Mar	6 102.29% 102.22% 7 99.53% 7 98.36% 7 98.36% 7 95.34% 7 95.34% 7 94.63% 7 92.99% 7 92.11% 6 10.10% 7 92.11% 6 3.52%	13,115 *5,200 6,479 *3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	19,760 *8,598 14,398 *7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	137 33 268 50 83 206 23 50 117 80	Recently entered into a partmership with a US finitech firm to help reduce card fraud Last year it launched in Spairs EL Cert heighs and secured deals in Canada, China and Qatra Is opening its new US headquarters in Kansac (Try next month Works with more than 150,000 music acts and last year opened offices in India, Mexico and Has a network of 1,200 digital marketing experts who help deliver campaigns in 107 countrie Customers include Marks & Spencer, Argos and Aldri SUS business its desel generators power schook, hospitals and police from in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent the founder makes regular guests appearances on V is looping channels in the US and Germ the founder makes regular guests appearances on V is looping channels in the US and Germ
20 Minerva Research 3 High0 5 Ditto 1 High0 6 Ditto 1 Croud 3 High0 6 REPL Group 1 High0 7 Croud 3 High0 7 Repl Group 1 High0 8 High0	h Labs Beauty supplement dev Cloud software develop. Chief music distributo Digital marketing agent If consultancy Generator manufacture Logistics equipment dis mion Craft products retailer TV and film producer Specialist cladding develop Online consumer good Marketing technology Private jet hire platform Pet food manufacture Co Civil and structural engil If infrastructure consult Frozen drinks distributo Defence systems enging Craft products retailer Touchszeren develope:	eloper Central Londo er Central Londo y East London Warwickshire r Lincolnshire r Lincolnshire r Lincolnshire r Do Durham Bristol bloper Harrogate retailer Essox eveloper Tyne and Wea St Albans Hemel Hemps hemeer North Yorkshir anoy Watford r High Wycomb ere West Sussax	n Jul 17 n Apr 17 Apr 17 Mar 17 Mar 17 Mar 17 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17	102.22% 99.53% 7 99.53% 7 99.66% 7 97.61% 7 94.63% 6 92.99% 7 92.11% 7 91.16% 7 91.16% 7 91.16% 8 8.26% 7 88.26% 7 83.52%	*5,200 6,479 *3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	*8,598 14,398 *7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	33 268 50 83 206 23 50 117 80	Last year it aunched in Spain's El Corte Inglés and secured deals in Canada, China and Qutar is opening its new US handquarter in Kansas City next morth Horis with more than 150,000 mais: acts and last year opened offices in India, Makes cit has a network of 1,200 digital marketing experts who help deliver campaigns in 107 countrie Oustomes include Marks & Spencer, Argos and Ald's US business it sides elegenerators power schools, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guests appearances on TV shopping channels in the US and Germ Horizons and Canada
19 HighD Ditto Ortod 68 RPL Croup 44 Welland Power Pallstower Pallstower 52 Crafter's Compan Loon Films Biocidad 51 SaleCycle 52 SeleCycle 53 SaleCycle 53 SaleCycle 54 SeleCycle 54 SeleCycle 55 SeleCycle 55 SeleCycle 65 SeleCycle 66 SeleCycle 67 Forther SeleCycle 67 SeleCycle 68 SeleCycle 69 Hotolach 64 SeleCycle 68 SeleCycle 69 SeleCycle 69 SeleCycle 69 SeleCycle 60	Cloud software develop: Online music distributo Digital marketing agenc Florosultancy Generator manufacture Logistics equipment dis- Logistics equipment dis- Logistics equipment dis- Tivan dillin producer Specialist cladifing development Florosultance occurrence Marketing technology di Florosultance occurrence Co Coi di and structural engil Il infrastructure consultance Frozen drinis distributo Defence systems engile Craft products retailer Touchszeren develope	er Central Londo Liverpool Y East London Warwickshire r Lincofnshire r Lincofnshire Co Durham Distol Lincofnshire Co Durham Essex Eveloper Harogate Fetalier Essex Eveloper Tyme and Wea St Albans Hemel Hemps Hemel Hemps Anorth Yorkshire Anorth Yorkshire Fer High Wycomb Fer High Wycomb Fer High Sussex Entral Lincofnshire Essex E	n Apr 17 Apr 17 Apr 17 Mar 17 Mar 17 Dec 16 Mar 17 Mar 17 Mar 17 Mar 17 Mar 17 Dec 16 Dec 16 Dec 16	7 99.53% 7 99.61% 7 97.61% 7 95.34% 7 95.34% 6 92.99% 7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 88.26% 7 83.52% 6 80.27%	6,479 *3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	14,398 *7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	268 50 83 206 23 50 117 80	Is opening its new US headquaters in Kansas City next month Works with more hart 50,000 musc acts and last vare opened offices in India, Mexico and: Has a network of 1,200 digital marketing experts who help deliver campaigns in 107 countrie Customes include Marks & Spencer, Argos and Alfa's US business in Countrie Us deseal generators power schools, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent He founder makes regular guests appearances on IV slopping channels in the US and Germ He founder makes regular guests appearances on IV slopping channels in the US and Germ
Ditto Croud Croud Croud 46 REPL Group 44 Welland Power Palletover Pare Group Biodad 12 Digiflex 15 SaleCyde PrivateFly Pet Food UK & 1 Filt International Sulah Pupple UK Chess Dynamics Baker Ross TouchHebtx Pare Marker Pare Pare Palletover Pare Pare Pare Palletover Palletover Pare Pare Pare Palletover	Online music distributo Digital marketing apen If consultancy Generator manufacture Logistics equipment dis mion Craft products retailer TV and film producer Specialist cladding devel Online consumer good Marketing technology Private jet hire platform Pet food manufacture Co Civil and structural engil If infrastructure consult Frozen drinks distributo Defence systems enging Craft products retailer Touchszeren developer Touchszeren developer Touchszeren developer	Liverpool y East London Warnvickshire r Lincolnshire Co Durham Bristol sloper Harrogate retailer Essex eveeloper Harrogate St Albans Hemel Hemps hemer North Yorkshir anoy Watford r High Wycomb r West Sussex	Apr 17 Mar 17 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Lead Dec 16 Mar 17 Mar 17 Mar 17 Lead Dec 16 Dec 16 Dec 16 Dec 16	7 98.36% 7 97.61% 7 95.34% 7 94.63% 6 92.99% 7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 83.26% 7 83.52% 5 80.27%	*3,428 *4,225 9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	*7,569 *7,714 16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	50 83 206 23 50 117 80	Works with more than 150,000 maio: acts and last year opened offices in India, Mexico and Has a network of 1,200 digital marketing experts who help deliver campaign in 107 countrie Customers include Marks & Spencer, Argos and Ald's US Dusiness. It diseal generators power schools, bospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent. The founder makes regular guests appearances on TV shopping channels in the US and Germ the founder makes regular guests appearances on TV shopping channels in the US and Germ.
de Rept. Croud 4.4 Welland Power 4.5 Welland Power 5.5 Crafter's Compan 5.5 Crafter's Compan 5.6 Decided 5.7 Sept.	Digital materiting agence If consultancy Generator manufacture Logistics equipment dis- Logistics equipment dis- representation of the production of the production of the product of the product of the production of the productio	y East London Warwickshire r Lincolrshire r Lincolrshire C Durham Bristol Idoper Harrogate retailer Essex veeloper Tyee and Wea Hemel Hemps Arbana Arbana Hemel Hemps Arbana Arbana Hemel Hemps H	Mar 17	7 95.34% 7 94.63% 6 92.99% 7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 83.52% 5 80.27%	9,788 17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	16,958 20,101 19,584 *19,120 11,015 *5,810 *7,667	206 23 50 117 80 16	Has a network of 1,200 digital marketing experts who help deliver campaigns in 107 countrie Customers include Marks & Spenner, Agros and Alfz is US business Its diesel generators power schools, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guest appearances on Y shopping channels in the US and Germ The founder makes regular guest appearances on Y shopping channels in the US and Germ
Palletower	Generator manufacture Logistics equipment dis- inion Craft products retailer T van diffin producer Specialist cladding developed Online consumer goods Marketing technology of Tec	r Linconshire tributor Cheshire Co Durham Bristol sloper Harrogate retailer Essex eveloper Tyne and Wea \$x i Albans Hemel Hemps heme North Yorkshie ancy Watford r High Wycomb per West Sussex	Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Dec 16 Mar 17 Mar 17 Mar 17 Mar 17 Mar 17 Lead Dec 16 Mar 17 Dec 16	7 94.63% 6 92.99% 7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 88.26% 6 80.27%	17,676 5,684 *10,284 9,103 *1,159 *4,100 6,034	20,101 19,584 *19,120 11,015 *5,810 *7,667	23 50 117 80 16	Its diesel generators power schools, hospitals and police stations in China and Pakistan Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guest appearances on TV shopping channels in the US and Germ
Palletower	Logistics equipment dis inion Craft products retailer T van diffin producer Specialist cladding device Specialist cladding device Online consumer good: Marketing technology of Private jet hire jatform Pet food manufacturer Co Civil and structural engine II infrastructure consulti II infrastructure Frozen drinks distributo Defence systems engine Craft products retailer Touchszeren develoge Touchszeren developer.	tributor Cheshire Co Durham Bristol Br	Dec 16 Mar 17 Mar 17 Dec 16 Mar 17 Mar 17 Mar 17 Mar 17 May 17 Lead Dec 16 Mar 17 Dec 16 Dec 16	6 92.99% 7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 88.26% 8 3.52% 6 80.27%	5,684 *10,284 9,103 *1,159 *4,100 6,034	19,584 *19,120 11,015 *5,810 *7,667	50 117 80 16	Says it has Europe's largest supply of pallets and cages for rent The founder makes regular guest appearances on TV shopping channels in the US and Germ
52 Critter's Companion Critter's Companion Con Films Biocidad Con Film	or an order products retailer T and fifth producer Specialist cladding dev Online consumer goods Marketing technology of Pristate jet hire platform Pet food manufacturer Co Covid and structural engine I il infrastructure consulin Fiozen drinks distributo Defence systems engine Craft products retailer Touchscreen developer	Co Durham Bristol loloper Harrogate retailer Essex eveloper St Albans Hemel Hemps neer North Yorkshid ancy Watford re High Wycomb per West Sussex	Mar 17 Mar 17 Dec 16 Mar 17 Mar 17 Mar 17 May 17 Lead Dec 16 Mar 17 Dec 16	7 92.47% 7 92.11% 6 91.71% 7 91.16% 7 88.26% 7 83.52% 6 80.27%	*10,284 9,103 *1,159 *4,100 6,034	*19,120 11,015 *5,810 *7,667	117 80 16	The founder makes regular guest appearances on TV shopping channels in the US and Germ
icon Films Bioclad 22 Digillex 15 Salecycle 25 PrivateFly Pet Food UK PC Richardson & C Film Internal Sale F	TV and film producer Specialist cladding dev Online consumer goods Marketing technology of Marketing technology of Private jet hire platform Pet food manufacturer Co Civil and structural egind ast ructural egind If infrastructure consults Frozen drinks distributo Defence systems enging Craft products retailer Touchscreen developer	Bristol bloper Harrogate retailer Essex eveloper Tyne and Wea St Albans Hemel Hemps neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	Mar 17 Dec 16 Mar 17 r Mar 17 May 17 tead Dec 16 e Mar 17 Dec 16	7 92.11% 6 91.71% 7 91.16% 7 88.26% 7 83.52% 6 80.27%	9,103 *1,159 *4,100 6,034	11,015 *5,810 *7,667	80 16	Its television shows have millions of viewers in the US, Europe and Middle East
22 Digilles 125 PrivateFy 126 PrivateFy 127 PrivateFy 127 PrivateFy 128	Specialist cladding dew Online consumer goods Marketing technology of Private jet hire planform Pet food manufacturer Co Civil and structural enging If infrastructure consult Frozen dininks distributed Defence systems engin Craft products retailer Touchscreen dewoloper	retailer Essex eveloper Tyne and Wea St Albans Hemel Hemps neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	Mar 17 r Mar 17 May 17 May 17 tead Dec 16 e Mar 17 Dec 16	7 91.16% 7 88.26% 7 83.52% 6 80.27%	*4,100 6,034	*7,667	10	
15 SaleCycle 25 PrivateTy Pet Food UK Chess Dynamics Blaker Robe Blaker Rob Bryter Blaker Blaker Blaker Rob Bryter Blaker Blak	Marketing technology d Private jet hire platform Pet food manufacturer Co Civil and structural engi If infrastructure consult Frozen drinks distributo Defence systems engin Craft products retailer Touchscreen developer	eveloper Tyne and Wea St Albans Hemel Hemps neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	May 17 May 17 tead Dec 16 e Mar 17 Dec 16	7 88.26% 7 83.52% 6 80.27%	6,034			Sells hygienic wall cladding across Australasia, the Americas and the Middle East
25 PrivateFly Pet Food UK PC Bichardson & 64 PC Bichardson & 64 PC Bichardson & 64 PIIInt International Slush Pupple UK Chess Dynamics Baker Ross TouchNetix 9 Holovis SuperyachTendin Bonds First Position 22 LPW Technology Virtual Clarify Nosy Crow 8 Anthesis Red Arch Bryte 13 Red Arch Bryte 14 Red Ross Bryte Wester Ross Fish The Paraca Group User Silver Bryte Silverlining Furnit Net Wester Ross Fish The Paraca Group Carpenter & Found Silverlining Furnit Silverli	Private jet hire platform Pet food manufacturer Co Civil and structural engil If infrastructure consult Frozen drinks distributo Defence systems engin Craft products retailer Touchscreen developer	St Albans Hemel Hemps neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	May 17 tead Dec 16 e Mar 17 Dec 16	7 83.52% 6 80.27%			44	Has Amazon Marketplace stores in seven countries
Per Food UK PG Bichardson & I Filt International Slush Puper See See See See See See See See See S	Pet food manufacturer Co Civil and structural engi iii IT infrastructure consult Frozen drinks distributo Defence systems engin Craft products retailer Touchscreen developer	Hemel Hemps neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	tead Dec 16 e Mar 17 Dec 16	80.27%		*22,217	159 31	Has converted more than 500m abandoned transactions into sales for 600 international bra Acquired a private aviation firm last November as part of its US expansion plans
PC Richardson J. Film International Slush Puppie UK Chess Dynamics Baker Ross TouchMetix Holovis Superyacht Tende Bonds First Position J. Virtual Clarity Rosy Crow Anthesis Red Arch Syrte Red Arch Syrte Sirve S	Co Civil and structural engi il IT infrastructure consult Frozen drinks distributo Defence systems engin Craft products retailer Touchscreen developer	neer North Yorkshir ancy Watford r High Wycomb eer West Sussex	e Mar 17 Dec 16		13,640	10,254	25	Sells its Barking Heads, Meowing Heads and AATU brands in Russia and the Far East
Slush Pappie LM. Chess Pynamics Baker Ross Touchhletix 9 Holovis Sluperyacht Tende Bonds First Position 22 LEW Technology Virtual Callority Nosy Crow 8 Anthesis Red Arch Bryter 18 Anthesis Red Arch Sylvinian State Switzer 18 Net Sylvinian State Switzer 18 Net Sylvinian Switzer 18 Net Sylvinian Switzer 18 Net World Sports Switzer 18 Net World Sports Slivinian Switzer 18 Net World Sports Solvinian Switzer 18 Net World Switzer 18 Net	Frozen drinks distributo Defence systems engin Craft products retailer Touchscreen developer	r High Wycomb eer West Sussex		7 79.76%	3,862	7,241	69	Has a five-year maintenance contract for Qatar's tallest skyscraper, the Aspire Tower
Chess Oyunnics Baker Ross TouchHets TouchHets Superyacht Tende Bonds First Position Bonds First Position First Position Nosy Crow Anthesis Red Arch Bryter B	Defence systems engin Craft products retailer Touchscreen developer	eer West Sussex			9,607	20,162	33	Has 10 overseas offices, including an outpost in Botswana
Baker Ross TouchNebx 9 Holovis SuperyachTendo Bonds First Position 20 LPW Technology Virtual Clerk Nosy Crow 8 Anthesis Red Neth Byter Service 18 Pet Brands Sandbedburs Wester Ross Fish The Pearco Group Carpener & Pates Silverlining Funit A Net World Sol	Craft products retailer Touchscreen developer		e Dec 16		3,995	18,193	94	Says it has sold 175bn cups of its syrup and crushed ice drinks in Europe since 1974
Touchhetix Je Holovis Super yach Tende Bonds First Position First Siddhylicious Nyte Software Wester Roas Fisht The Pearce Group Carpenter & Pates Silveilvining Furity First Silveilvining Furity Forensic Risk Allia Forensic Risk Allia Forensic Risk Allia Chalelsom Rarewwese	Touchscreen developer		Apr 17 Dec 16		8,551 5,770	16,536 22,465	98 86	Its Sea Eagle surveillance systems are in service on the aircraft carrier HMS Queen Elizabeth Sells more than 3,000 craft products via 10 websites
9 Holovis Superyach Tende Bonds First Position 20 LeW Technology Virtual Claw Technology Virtual Claw Technology Virtual Claw Red Arch Bryter 80 Archesis Red Arch Bryter 13 Kiddylicious Sandbag Whys Softwar Tah The Pearce Group Carpenter & Patte Silverlining Furnit Al Net World Soft Forensic Risk Allie Of Charlie Best Chelsom Rarewwes		Hampshire	Dec 17		*4,845	*5,231	11	Has sold more than 500,000 touchscreens in countries such as Germany, Sweden and Aust
Bonds First Position 20 LPW Technology Virtual Clark Neosy Crow 8 Anthesis Red Arch Byter 20 Pet Brands Sandbay Sandbay Sandbay Legal Clark Wester Roser Enh The Pearco Group Carpenter & Pates Silverlining Funit All Net World Spot Forensic Risk Allia Challed Son Chelsom Rarewayes	Sensory experience dev		Jan 17		11,111	14,560	105	Last year it designed a 3D hovercraft ride for a Hunger Games-themed attraction in Dubai
First Position First Position Virtual Clarity Nasy Crow 8 Anthesis Red Arch Bryter 28 Pet Brands 13 Kiddylicious Sandbag Niyte Software Wester Roas Fisht The Pearce Group Carpenter & Pates Silverlining Funit Net World Sports Forensic Risk Allia 9 Charle Bess Chelesom Rarewwes			Oct 17		*5,400	*5,500	10	Supplies toys such as slides to superyachts made in Germany and Holland
29 LPW Technology Virtual Calony Nosy Crow Sany Crow Ansy Crow Sany Crow Bryter 28 Pet Brands 18 Kiddylicious Sandbag Nyto Software Wester Kosa Fisht The Pearce Group Carpenter & Pates Silverlining Farmt 3 Net World Sports Forensic Risk Allia C Challe Bos Challe Bos Challe Bos Challe Ross Chelsom Rarewwes	Steel castings manufact		Sep 17		*12,092	*22,211	300	Bought a 22-acre factory in Scunthorpe in 2016, expanding its manufacturing capabilities
Virtual Clarity Nosy Crow 8 Anthesis Red Arch Bryter 28 Pet Brands 13 Kiddylicious Sandbag Niyte Software Wester Ross Fish The Pearce Group Carpenter & Pates Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves	Dancewear retailer Metal powder manufact	Devon urer Cheshire	Aug 17 Dec 16		*4,508 *7,668	*15,416	75 82	Sells its leotards and ballet skirts to customers in 69 countries worldwide Partners in 13 countries distribute its metal powders for 3D printing
8 Anthesis Red Arch Bryter 28 Pet Brands 13 Kiddylicious Sandbag Nyte Software Wester Ross Flish The Pearce Group Carpenter & Pates Silverining Furnit 43 Net World Sports Forensic Risk Allie 96 Charlie Bears Chelsom Rarewaves	IT consultancy	Central Londo			19,145	23.303	61	Last March Virginia-based DXC Technology took a minority stake in the firm for an undisclose
Red Arch Bryter Bryter Per Brands Riddylicious Sandbag Nlyte Software Wester Ross Fish The Pearce Group Carpenter & Pates Silverlining Furnit A Net World Sports Forensic Risk Allie G Charlie Bears Chelsom Rarewaves	Children's book publish				*4,861	*9,003	27	Publishes children's books in 39 languages
Bryter 28 Pet Brands 13 Kiddylicious Sandbag Nyte Software Wester Ross Flish The Pearce Group Carpenter & Patets Silverning Furnit 43 Net World Sports Forensic Risk Allie 96 Charlie Bears Chelsom Rarewaves	Sustainability consultan				6,486	9,118	158	Helps US customers Target and The North Face improve supply chain sustainability
28 Pet Brands 13 Kiddylicious Sandbag Nlyte Software Wester Ross Fish The Pearce Group Carpenter & Patets Silver/lining Furnit 43 Net World Sports Forense Risk Allia 96 Charlie Bears Chelsom Rarewaves	Automotive component Market researcher	supplier Northamptons Central Londo			*8,903 *5,049	*9,651 *6.473	64 20	Says it made 70% of all exhausts for BMW's M-series range
13 Kiddylicious Sandbag Nyte Software Wester Ross Fishe The Pearce Groupu Carpenter & Pates Silverlining Furnit 43 Net World Sports Forensic Risk Allie 96 Charlie Bears Chelsom Rarewaves	Pet accessory manufact				*6.268	*15.900	44	Plans to open an office in Singapore to service the growing Asian market Has a portfolio of own-label brands that are sold to retailers in more than 50 countries
Nlyte Software Wester Ross Fishe The Pearce Group Carpenter & Pates Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves	Children's snack manuf	acturer Buckinghamsl	nire Dec 17	7 56.88%	*3,148	*16,022	25	Is launching in Central America, including El Salvador and Nicaragua, next month
Wester Ross Fishe The Pearce Group Carpenter & Pater Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves	Music merchandise dist		Mar 17		13,861	19,512	59	Is expanding in the US, having opened a base in Los Angeles in 2011
The Pearce Group Carpenter & Pater Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves	Software developer eries Salmon farmer	Central Londo			21,016 8.876	22,160 14.277	114 55	In 2016 it bought New Jersey-based software developer FieldView for an undisclosed sum
Carpenter & Pater Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves		Scottish Highl ider St Albans	ands Dec 16 Mar 17		6.652	14,277	123	Produces sashimi-quality salmon in Scotland and exports it to Japan, the US and the Middle Its eco-friendly animal bedding is used by racehorse owners overseas
Silverlining Furnit 43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves			Dec 16		21,781	23,141	341	Exports pipe support equipment to 34 countries worldwide including Nigeria and Brunei
43 Net World Sports Forensic Risk Allia 96 Charlie Bears Chelsom Rarewaves	ture Bespoke furniture manu	facturer Wrexham	Jul 17	54.87%	*5,364	*6,105	57	Plans to start installing its furniture in private jets of the rich and famous
96 Charlie Bears Chelsom Rarewaves	 Online sports goods ret 	ailer Wrexham	Sep 17		*11,334	*18,230	87	Plans to make customer service available 24/7 to help its clients in different time zones
Chelsom Rarewaves		nsultancy Central Londo Cornwall	n Dec 16 Jun 16	5 53.35% 5 52.33%	13,614 *2,867	17,070 *8,572	36 29	Has offices in America and Europe, which serve clients such as Rolls-Royce
Rarewaves	Teddy bear wholesaler Lighting manufacturer	Blackpool	Dec 16		5.005	11.437	60	Produces 500,000 teddy bears a year that are sold in 37 countries Supplies lamps, lighting and chandeliers to hotels and cruise liners in 70 countries
	Music and electronics re		Aug 17		*14,668	*17,693	19	Has sold to more than 9m music and video lovers since it launched in 2005
PMD Group	Material surfacing speci		Dec 16	51.05%	1,937	9,361	109	Has a subsidiary in India and distributors as far afield as Vietnam and Thailand
PortSwigger Web	Security Cyber-security software	developer Cheshire	Oct 17		*7,380	*8,133	27	Started by a professional hacker and now sells security testing software in 120 countries
59 Foregenix 16 Search Laborator	Cyber-security consulta ry Online marketing agenc	ncy Wiltshire v Leeds	Sep 17 Oct 17		*5,151 4,477	*7,153 10.958	94	Has offices in the US, Germany, Australia, South Africa and Uruguay Its multilingual staff run search engine marketing campaigns for clients in more than 18 cou
Denny Bros	Printing services provid	er Bury St Edmur	ids Dec 16		1,629	7,537	88	Sells print machinery to companies in countries including Australia and Malaysia
B2B International		Central Londo		6 46.14%	5,399	8,625	156	Last year it relocated its Beijing office and expanded its team there to 30 researchers
Hanson Wade	Conference provider	Central Londo			15,236	16,383	106	Its conferences and events in three continents were attended by 5,000 people last year
Green Light Packa			Dec 16		*3,106	*6,110	20	Its website is available in 12 languages
30 Fentimans 48 Lineup Systems	Drinks manufacturer Advertising technology	Northumberla developer Central Londo	nd Dec 16 n Jun 17		8,065 *6,763	24,141 *8,561	47 90	US taste for pink grapefruit is helping drive overseas sales Plans to double its operations in the US and Canada this year
50 Vegware	Compostable packaging	manufacturer Edinburgh	Jan 17		3,362	14,927	50	Has offices in the US, Australia and Hong Kong, and distributors in the Middle East and Carib
Hague Print Media	ia Printing services provid	er West Yorkshire	Dec 16	6 44.21%	4,538	18,024	73	Supplies 1bn alcohol duty stamps to Tanzania each year
78 M Squared	Laser technology devel	oper Glasgow	Feb 17		11,784	13,295	90	Sales to the US, where it has two offices, account for more than half of turnover
Y International (U Metrasens	JK) Grocery exporter Metal detection technol	Birmingham ogy developer Malvern	Jan 17 Oct 17		23,629 *9,270	23,629 *10,317	185 57	Exports 500 sea freight containers and 4,000 air freight pallets of groceries every year Exports to 44 countries include magnetic contraband detection systems
Dotmatics	Data management softs	vare developer Hertfordshire	Dec 16		9,956	12,820	84	Received backing from Scottish Equity Partners last year to strengthen its global operations
FreestyleXtreme	Sports goods retailer	Bristol	Jul 17		*8,560	*10,771	67	Last July it upgraded its warehouse to include an Al-enabled stock control system
Team17	Video game developer	West Yorkshire	Dec 16	6 41.49%	11,507	13,458	89	Sells its titles worldwide through distributors such as Sony, Microsoft, Apple and Google
Abacus Lighting	Exterior lighting manufa		Apr 17		9,176	22,230	159	Its lights are in more than 40 airports globally
Cawston Press	Drinks manufacturer	Southeast Lon der Chelmsford	don Dec 16 Mar 17		1,866	9,678	14 55	Produces juices in Germany and Britain; its biggest export market is the US
Commodity Centr Dints Internationa		der Chelmsford rovider Central Londo	Mar 17 n May 17		6,980 *10,786	20,099 *10,895	55 12	Delivers cereals, cocoa and coffee beans to factories and roasteries across Europe Plans to win new mining customers in Chile and Tanzania this year
Sanglier	al Supply chain consisses a				5,241	14,280	52	Expanding its product range has boosted sales in Europe
Semafone	 Supply chain services p Adhesives manufacture 		Dec 16		4,437	8,313	77	Its Cardprotect software is used by AO.com, Santander and Sky
Neg Earth Lights			Mar 17		6,155	15,043	74	Artists such as Adele, Muse and Phil Collins have used its entertainment lighting services
Puckator	Adhesives manufacture Payment services devel Entertainment lighting p	Cornwall	Dec 16		9,070	14,833	160	Has offices in Turin, Valencia and Xiamen, China
LTS International	Adhesives manufacture Payment services devel Entertainment lighting p Giftware wholesaler		Sep 16		7,217	7,597	45	Has worked on sustainability and development projects in more than 100 countries
Oceala 53 Language Connec	Adhesives manufacture Payment services devel Entertainment lighting p Giftware wholesaler Sustainability consultan	cy Edinburgh	Mar 17 n Sep 17		10,661 *2,478	17,182 *8,334	11 75	Sells recovered waste products including paper and plastic to countries such as China and Its network of 6,000 freelancers can translate more than 150 languages
Ignis Sanguage Connec	Adhesives manufacture Payment services devel Entertainment lighting r Giftware wholesaler Sustainability consultar Recycling services prov	cy Edinburgh ider Leicestershire			*3,558	*6,782	40	Helps customers including DHL, Marriott and Pernod Ricard expand internationally
67 LA Micro UK	Adhesives manufacture Payment services devel Entertainment lighting j Giftware wholesaler Sustainability consultar Recycling services prov ct Translation services pro	cy Edinburgh ider Leicestershire vider Central Londo		7 37.42%	*13,648	*23,415	41	Has over 5,000 customers in 19 countries
Codex	Adhesives manufacture Payment services devel Entertainment lighting Giftware wholesaler Sustainabilty consultar Recycling services pro ct Translation services pro Digital marketing agen If hardware distributor	cy Edinburgh ider Leicestershire vider Central Londo y Fulham, Londo Windsor	Apr 17	37.19%	2,811	9,380	30	The latest Star Wars movie, The Last Jedi, was created using its equipment
91 Kit for Kids Brandon Medical	Adhesives manufacture Payment services devel Entertainment lighting Giftware wholesaler Sustainabilty consultar Recycling services pro ct Translation services pro Digital marketing agen If hardware distributor	cy Edinburgh ider Leicestershire vider Central Londo y Fulham, Londo Windsor nent developer Central Londo	Apr 17		*2,494	*7.088	125	Its products are sold in more than 30 countries

THE RULES OF ENGAGEMENT

The annual Sunday Times
Lloyds SME Export Track 100
league table, now in its
fourth year, ranks Britains
private SMEs (small and
medium-sized enterprises)
in order of fastest-growing
international sales.

Definition SME set defined
Definition SME and set defined
Definition SME and set defined
sales of 55m to 625m in
their latest year of accounts.
Exporters with sales of more
than £25m are ranked in our
sister table, the International
Track 200, published in June.
Criteria Companies have to
be registered in the UK and
be independent, unquoted
and be independent, unquoted
and ultimate holding
companies. International
sales growth is measured
by compound annual
growth rate (CACR) over the
latest two financial years.
Annualised international
sales prowth is measured
by compound annual
sales have to be greater than
150,000 in the base year,
exceed 20% of total sales in
the latest year and show a
rise from the previous year.
Companies have to be
making an operating profit
in their latest year
Recruitment and paprofit
in their latest year.
Recruitment Excluded
companies include pure
property developers,
financial trading companies
and I LPs.

and LLPs.

Data collection Sources used include Bureau van Dijk's Fame and Experian's MarketlQ, with additional data analytics from SimilarWeb. Some SimilarWeb. Some companies are nominated by themselves or by advisers, others are identified through our research. Where accounts are not available at Companies House, we use draft accounts.

Incomplete data Most small firms file abbreviated

firms file abbreviated accounts, while others may not disclose geographical sales. For this reason, sales and international sales and international sales are not available. There may, therefore, be omissions. We welcome nominations for next year's table. Disclaimer The firms in the maximum sale of the sal

Sponsors Fast Track's sole source of revenue is from sponsors. We thank our title sponsor Lloyds Bank, our main sponsors DHL Express and Heathrow, and the Exporting is GREAT campaign for their support. Nominations for next year are welcome at info@fastrack.co.uk or fasttrack.co.uk.

fame

Invest in Heathrow and business can really begin to soar

East or west, the opportunities are there for British firms - but only with an airport big enough to cope





Heathrow is proud of its role as Britain's front door

realmow sprout or of case Britain's front door - last year we welcomed a record 78m passengers to this country. But what is not so well known is that we are also the country's biggest port by value for non-EU trade. In 2017, more than 2100hn worth of cargo passed through our airport, nearly all of it in the holds of passenger aircraft. That trade is crucial to the success of ambitious British companies, such as those in the SME.

Export Track 100, and to

Export Track 100, and to our wider economy as Britain prepares to leave the European Union. Take Gilpin Bradley, managing director of Wester Ross Fisheries (No 58), who says good logistics and robust trasport infrastructure are "util" to

logistics and robust transport infrastructure are "vital" to his business. The salmon farmer is based in Ullapool in the Scottish Highlands and more than 90% of his company's airfreight is dispatched from Heathrow – just a part of the 41,000 tons, or 2290m worth, of salmon

part of the 41,000 tons, or 2290m worth, of salmon transported via the airport last year. Bradley said: "Delivering fresh, on time, is essential. Our salmon will be enjoyed in a top New York or Tokyo restaurant only three days after swimming in a beautiful Scottish sea loch." Graeme Malcolm leads a yery different business.

a very different business – the laser technology firm M Squared (No 79) – but also depends on airfreight. Malcolm said: "We

manufacture everything at our Glasgow headquarters and 80%-90% of our high-end products are exported. It is essential that Britain has excellent transportation routes with overseas markets to facilitate joined-up, timely delivery to our customers."

These testimonies and those of many other UK companies show the companies show the importance of Heathrow for businesses sending high-value, time-sensitive commodities around the world. Research recently carried out by Frontier Economics found our existing Chinese connections alone contributed £510m annually to the British economy, in large part because of the trade benefits they create.

generation of businesses seize the opportunity to reach the world's markets, last year we launched a scheme to help SMEs plan their export strategy. Our World of Opportunity



Salmon from Wester Ross Fisheries (No 58) in Ullapool is flown to New York and Tokyo

programme provides small firms with grants of £2,000 to facilitate new market research or attend trade fairs and build business. We're running this programme again this year and I'm confident that some of the businesses we're

helping now are future contenders for the SME Export Track 100. So the opportunities Heathrow presents to UK companies of all sizes are clear. But we have a problem. Heathrow is full, while our European airpor

competitors continue to build up vital trade connections and new routes. We need to expand our airport in order to continue to provide growth opportunities to UK SMEs, and the reliable long-haul connections an outward-

looking Britain needs in order to succeed. Parliament is expected to vote in the first half of this year on our expansion plans and a public consultation is running until March 28. As we negotiate our exit from the EU, the urgent need for this investment has only increased. And Heathrow's plans will ensure that expansion leads to direct benefits for SMEs across the

begansson feats to unext be benefits for SMEs across the Today, 30% of the £1.5m we spend each year with our £2.00 suppliers is with UKbased SMEs – such as the wireless controls systems specialist Teleras, No 4 on this year's league table, which has worked with us to provide more energy-efficient lighting solutions to parking at Terminal 5. Through one way we can do that is through our successful business summits. These are held in 10 locations across the UK and provide SMEs with the

chance to meet Heathrow's suppliers face to face and win contracts at our airport. We are also establishing four logistics hubs around the country to act as off site manufacturing and assembly points for components. We received over 120 applications from potential sites and have now longlisted 65, which we'll be visiting this year – starring this month with a trip to Vortshire by our chairman Lord begitnen. It's clear that with I start for the property of th Eventually, I'd like every single company in future editions of SME Export Track 100 to say they have been directly and positively affected by the growth of Heathrow – Britain's global gateway.

Emma Gilthorpe is executive director expansion at Heathrow

ay Times February 25, 201

SME EXPORT TRACK 100 Heathrow

6 The TALL Group 178.50%
Printing services provider
Governments, electron world are
consuments, electron world are
customers of this Cheshire-based
group. Its products include scanners
that securely process cheques and
bank documents. It also prints sensib appers, such as polling cards and
university degree certificates. Led
by Martin Ruda, 65, it ships millions
of documents each year to clients
across the Middle East, Africa and the
Caribbean. In 2016 it provided 20m
ballot papers for Uganda's general
election, helping exports hit £3.8m.

election, helping exports hit £3.8m.

7 Outplay Entertainment 177.95% Mobile games developer More than 20m people have downloaded this company's Allen Creeps game, in which players vie to save the world from extraterestrial invaders. Its other free games include Castle Creeps, downloaded 5m times within 7 months of launch. Serial entrepreneurs and brothers Richard and Douglas Hare, 47 and 50, returned from California to start the Dundee studio in 2010. Revenue is from in-app purchases and, with 95% of players overseas, exports climbed to £14.9m in 2016.

to E14-9m in 2016.

8 George Baker Group 172.45%
Transport logistics consultancy
Founded by George Baker, 66, in 1982,
this business is now run by his son
His business is now run by his son
Felinstowe, it helps exporters, including
Felinstowe, it helps exporters, including
Job freight companies, navigate through
customs. It also provides warehousing
and transport to deliver good
throughout Europe by road, rail or air,
Last year its international sales hit £7m
and it opened a new office in Romania.
In 2018 it plans to increase its presence
in eastern Europe.

n eastern Europe.

P Rockford 161.63%

Electrical component manufacturer
Exports hit £6.5m on sales of £16.1m at
Rockford in 2016, thanks to overseas
customers in the aerospace, defence an
industrial sectors. Led by managing
director Peter Lion, 55, it develops
electrical components and wiring that
are used in helicopters, aircraft and
armoured vehicles. The Suffolk firm has
clients across Europe and the Middle
East, including Lockheed Martin, BAE
Systems and Caterpillan. It operates from
three UK manufacturing sites and has
an office in the United Arab Emirates.

an office in the United Arab Emirates.

10 Stills Lifts 160.76%
Lift manufacturer
This company's freestanding lifts plug
into domestic electric sockets as an
retrofitted into homes in more than 20
countries. Australians Cameron Gillespie
and Lachlan Faulkner, both 31, moved
to the West Midlands to set up a UK
headquarters in 2010. Cameron's father
Peter, 64, and brother James, 33, are
based at Stiltz's factory in Shanghai.
Strong sales in France, Germany and the
US helped exports hit £6.2m last year.

11 Kampa 147.26%

11 Kampa 147.26%
Camping equipment wholesaler
Tents named after Biritish beachesincluding Studland, Croyde and Hayling
- are distributed by Kampa to retailers
in South Korea, Germany and Demmark.
The Essex firm also sells caravan and
camping essentials, such as rapiddissolve lavatory paper and collapsible
washing-up bowls, and it has developed
its own lightweight tent and motorhome
awnings. Exports hit fc.6 min 2016
under managing director Mark Lawless,
SR, who opened a new distribution
centre in Holland last year.

12 Reveal Media 136.41%

12 Reveal Media 136.41%
Body camera designer
Police forces, prison wardens and
security staff in more than 40 countries
are among the users of this Surrey firm's
body-worn cameras. The devices
provide high-quality video and audio
recordings of an incident, the business
also sells software to manage evidence
gathered. It was founded in 2002 by
chief executive Alasdati Field, 52. The
firm says it supplies the majority of
police forces in France and Australia;
international sales were £1.6m in 2016.



omi 134.16%

13 Dianomi 134.16% Content marketting agency Founded in 2003 by Cabell de Marcellus, 49, Raphael Queisser, 43, and Rupert Hodson, 45, this London firm places more than 3.5h and severy month in 300 online financial publications. Its platform lets clients define their traget audience by demographics and location. Offices in Sydney and New York helped Dianomi generate international sales, in the form of Ires, of 162. In in 2016.

in the form of fees, of £6.2m in 2016.

14 AFL Architects 133.50%

Architect
This architect oversaw the upgrade of
This architect United's Old Trafford
stadium and the redevelopment of
Edgbaston cricket ground, which last
year hosted the first floodlif Test match
in England. The Manchester firm also
designs residential developments,
hospitals and schools, in locations
from South Africa to Turkmenistan.
International sales grew to £2.6m last
year under Phil Osborne, \$8, helped by
large project wins in China and Qatar.

Is Symetrica 132.83%
Detection equipment manufacturer
This Southampton University spin-out
designs and makes handheld detectors
that can identify materials used in dirty
bombs. It selfs to customs and border
agencies, including the US Department
of Homeland Security, and its patented
technology is used in drive-through
scanners at ports across the world.
Under chief executive Heddwyn Davies,
65, exports rose to 99.8m in 2017, with
92% destined for the US.

16 CDEnviro 118.94%

16 CDE wire 118,94% Recycling services provider Chairman Tony Convery, 57, spun out this Co Tyrone company from the construction firm CDE Global in 2011. Its technologies are used to reduce waste, recover materials and generate energy. Its largest overseas markets are Australia and Switzerland, where it has installed facilities to recover aggregates from road-sweepings. Brendan McGurgan, 42, leads the firm, which had exports of £4.3m in 2016. After a drop in 2017, exports are set to jump this year thanks to an expanded international sales team.

nty Bojangles 117.08%

17 Monty Bojangles 117.08%
Chocolate manufacturer
Chocololics in China, the US and Saudi
Arabia are getting their fix from this
firm's truffles, which have names such
as Milky Mischief, Choccy Scoffy and
Cookie Moon. The Surrey chocolatier's
quirky packaging recounts the
adventures of Monty the cat, inspired
by the real-life feline companion of
founder Andrew Newlands, 36. Its
products are sold in Waitrose and Tesco,
as well as on Amazon and Alibaba.
Exports hit £1.8m in 2017.

18 Ipsotek 114.99% Video analytics provider Last year this Wimbledon-based firm generated exports of £6.9m from its offices in the Middle East, Singapore and Canada, and distributors in Australia. Its clients include 26 Australia. Its clients include 26 international airports that use its patented software to detect events such as perimeter incursion, abandoned vehicles or loitering. Its technology analyses video camera abandoned venicles of foltering. Its technology analyses video camera footage in real time to identify and track any potential dangers. Ipsotek is led by chairman Kevin Lomax, 69.

In Military 16113.75%
Online military clothing retailer
Michael Craybowski, 34, founded this
Manchester company from his bedroom
in 2008, after sporting a gap in the
market for selling military gear online.
It now retails products such as combat
uniforms, army rucksacks and survival
equipment. It has customers all over the
world and increased its exports to an
annualised 25. Sm in 2016 – more than
half of turnover for the first time –
thanks to the launch of international
websites and new products.

20 Wool Warehouse 111.41% Craft products retailer Frustration at not being able to find the right yarn for a crochet kit led husband-and-wife team Andrew and Holly Smith, 35 and 33, to set up this online retailer in 2012. The Leamingto Spa firm now stocks 20,000 products, including varse patterns, kits and including yarns, patterns, kits and needles. Its products are popular with 24 to 30-year-olds and internet forums and social media have driven word-ofand social media have driven word-of-mouth sales. Exports hit £1.9m last year, helped by offering next-day delivery to the US.

21 The Pi Hut 107.959

21 The PI Hut 107.06% Online electronics retailer This Suffolk firm sells kits to help customer build and program computers and robots. Most are compatible with the Raspberry Pi range of low-priced computers developed to teach programming. Founded in 2012 by managing director Jamie Mann, 27, The Pi Huts' westise sells 3,000 products, including 3D printer supplies, camera boards and memory cards loaded with software. International sales – primarily to France and Germany – hit an annualised £4.3m last year.

22 Naughtone 106.91%
Furniture designer designs furniture that graces offices, hotels and restaurants around the world for high-profile clients including Facebook, Amazon and Google. The North Yorkshire company uses skilled craftspeople and modern manufacturing methods to cromany uses skilled craftspeople and modern manufacturing methods to cromany of the profile of the profile

June 2016 for an undisclosed sum. New showrooms in London and Chicago helped exports hit £9.2m in 2017.

helped exports hit £9.2m in 2017.

23 Xceed 102.39%.

17 management consultancy
From offices in London, Edimburgh,
New York and Dublin, Xceed helps
New York and Dublin, Acced helps
New York and Dublin, Acced helps
and Survey of the Survey of the Survey of the Survey
Hardens. Here and Survey of the Survey of the Survey
Hardens. Here and Survey of the Survey of the Survey
Last August it added fraud detection to its capabilities through a strategic
partnership with the Atlanta-based
fintech firm First Performance Global.
Xceed is run by founder Gary Stewart,
St, chief executive John Casseny, S3,
and chairman John Turner, 60.

24 Minerva Research Labs 102.22%

24 Minerva Research Labs 102.22%
Beauty supplement developer
Managing director Tomy Sanguinetti, 51,
launched Minerva's first product – a
liquid supplement called Pure Gold
Collagen – in 2011 after two years of
development. He was inspired by Japan,
where people regularly use liquid
supplements in their health and beauty
regimes. The firm's Japanese-made
anti-ageing salves, masks, tablets and
drinks are sold globally, including in
Walgreens in the US and El Corte Inglés
in Spain. Growth in Italy, Spain and the
Middle East little di international sales to
E5.2m last year.

25.2m last year.

25.4m last year.

Cloud software developer
This London firm's software allows its
legal, hanking and corporate customers
to share information securely via the
cloud. HighQ was started in 2001 by
chief executive Ajay Patel, 45, and in
2016 Goldman Sachs, Morgan Stanley
and One Peak Partners invested \$50m
(C55m) to fund further expansion. It has
offices in the US, Europe and Australia,
and an R&D operation in India, helping
international sales reach £6.5m in 2017.

26 Ditto 98.36%

28 Ditto 98.36%
Online music distributor
Brothers Matt and Lee Parsons, 40
and 39, started Ditto in 2005 to help
unsigned music artists digitally publish
their work and distribute it to the likes o
l'Tunes and Spotify. It also has a Record
Label in a Box product, providing acts
with the tools to set up their own
business. Ditto works with more than
150,000 artists, including American
stars Suzi Quatro, Finch and Lil Wayne.
The Liverpool firm has 15 overseas
offices and recorded international
sales of £3.4m last year.

27 Croud 97.619

Digital marketing agency
This firm lists Amazon, Victoria's Secret
and DKNY as clients of its search engine
optimisation and analytics services.
From offices in London, Shrewsbury, From offices in London, Shrewsbury, New York and Sydney, it uses a global network of 1,200 digital marketing experts - "Croudies" - to drive campaigns across 107 countries in 77 languages. Founders Ben Knight, 37, and Luke Smith, 42, saw international sales, in the form of fees, reach £4.2m in 2017.

28 REPL 95.34%
IT consultancy
Winning projects in the US and Asia has helped this Warwickshire IT consultancy helped this Warwickshire IT consultancy grow. It advises customers on workforce and warehouse management, IT and back-office systems. Mike Callender, 47, and Chris Love, 41, founded the firm in 2007 and its client list includes Marks & Spencer, Aldi and Argos, for which it designed a children's Christmas wish list app. International sales hit 19-58 ml ast year, driven primarily by US clients.

29 Welland Power 94.63%

Generator manufacturer

Managing director Charlie Farrow, 37, is the third generation of his family to lead this Lincolnshire firm. Investment in its factory, machinery and TT systems, as well as the launch of a multi-language Facebook page, helped it secure clients in west Africa, China and Pakistan last year. About 95% of its generators end up abroad, providing power for schools, hospitals, airports and police stations. Exports rose to £17.7m in 2017.

MAIN MARKETS OF THE SME EXPORT TRACK 100 COMPANIES





30 Palletower 92.99%
Logistics equipment distributor
Coles in Australia, Pick in Pay in
South Affica and the Co-op in the UK
are some of the retailers using this
Cheshire firm's storage, handling and
distribution equipment. It stocks
250,000 products including warehouse
trolleys, plastic pallets and storage
cages, and says it has Europe's largest
supply of roll pallets for rent. Managing
director Matthew Palmer, 45, led a
buyout in 2012 and drove overseas sales
to £5.7m in 2016 by expanding into
markets such as South America.

31 Crafter's Companion 92.47%

31 Crafter's Companion 92.47% Craft products retailer Sara Davies, 33, set up this Co Durham firm while at university in 2005. Its first product, the Enveloper, was a handheld device for creating different-sized envelopes. It now stock 4,000 ftems, sold through its own websites, as well as retailers, shopping channel Hochanda and its three UK shops. Davies's regular TV appearances on QVC Germany and the US Home Shopping Network, plus a growing US wholesale network, helped international sales hit £10.3m in 2017.

TV and film producer
Husband and wife Harry and Laura
Marshall, 57 and 58, founded this firm
in their basement in Bristol in 1990. It
makes documentaries, natural history
and factual entertainment shows for
the BBC, ITV, Nat Geo Wild and the
Discovery Channel, with commissions
including Desert Seas, which was
narrated by Sir David Attenborough.
The success of foon's River Monsters
shows – the highest-rated series for
the American channel Animal Planet – shows – the highest-rated series for the American channel Animal Planet helped exports reach £9.1m last year

33 Bioclad 91.7%

Specialist cladding developer

While downsizing his cladding
installation firm following the 2008
recession, Lindsay McKenzie, 60, came
up with the idea of using antimicrobial
additives in wall cladding. He founded additives in wall cladding. He founded this Harrogate firm, which now sells hygienic wall cladding and floor coverings through partners such as the chemicals giant BASF, across North an Central America, Australasia and the Middle East. Exports hit E1.2m in 2016, thanks to its products being used in projects such as Jeddah Maternity and Children's Hospital in Saudi Arabia.

34 Digiflex 91.16%
Online consumer goods retailer
Chair covers, sports pouches and
headphones are just some of the
products this Essex retailer sells online
under its Trixes brand name. It has under its Trixes brand name. It has stores in seven countries on Amazon Markerplace and also sells through New Zealand's Trade Me platform and Darty in France. Managing director Ashley Cane, 40, founded the business in 2004. Launching an average of 5 new products a week helped international sales to £4.Im last year.

35 saleCycle 88.26%
Marketing technology developer
Technology developed by this Tyne
and Wear firm has encouraged online
shoppers to complete more than 500m
bandoned transactions, boosting sales
for 600 brands including Tommy
Hilfiger, Yees saint Laurent and Ikea.
Potential customers might see an
on-screen prompt or be tempted back
later by a text message or email. Chief
executive Dominic Edmunds, 40,
started the firm in 2010 and it has since
opened offices in the US, France and
Singapore. Exports hit £6m last year.

Singapore. Exports in Lom last year.

36 Privaste Jet hire platform

Privaste jet hire platform

The former Rad Piplior Adam Twidell and his wife Carol Cork, both 45, launched this St Albans firm in 2008. Its website and app enable customers to search for and book flights on 7,000 private jets. Increased uptake, including by celebrity jet-setters and high flying executives, helped international sales—the total value of bookings—reach Els.3m in 2017. Last November the company acquired a US avaitaon firm as part of plans to expand in the country.

37 Pet Food UK 80.27%

37 Pet Food UK 80.27%
Pet food manufacturer
Fat Dog Slim and Purr-Nickety are two
of this firm's distinctively packaged
and quirkily named premium pet foods
which are sold under its Barking Heads,
Meowing Heads and AATU brands. The recipes are popular with pet owners in Scandinavia, Ireland, Rus and the Czech Republic, lifting expo to an annualised £3.6m in 2016. Last to an annualised £3.6m in 2016. Last year founders Paul Hunter, 48, Dave O'Regan, 54, and Jim Moloney, 59, raised £5m from Piper Private Equity.

raised £5m from Piper Private Equity.

38 PC Richardson & Co 79.76%.

Civil and structural engineer
International sales grew to 23.9m last
year at this North Yorishire firm,
thanks to strong demand for its Middle.

East. The business is led by managing
director Peter Richardson, 59, and most
of its overseas projects relate to oil, gas
and power infrastructure, but it also
works on projects such as maintaining
Qatar's tallest slyscraper. Staff at the
company – which celebrates its 100th
anniversary this year – have carried out
more than 5m hours of nuclear
decommissioning at Sellafield.

39 Fint International 77.48% IT infrastructure consultancy This Watford firm has designed and bulk wireless and data networks in more than 20 countries, including designing internet infrastructure for a new satellite station in Russia and upgrading a Europe-wide mobile data network. Film has 10 overseas offices and a joint venture in Saudi Arabia. Under managing director Nell Burbidge, 55, international sales grew to £9.6m in 2016. Future growth markets include Spain, Portugal and north Africa.

40 Slush Puppie UK 77.37% Frozen drinks distributor Frozen drinks distributor
The syrup and crushed ice drink was invented in Ohio in 1972. Two years later, Rajbh Peters, 87, brought the concept to Europe, selling undycombe. In 1990 the firm launched the young to the start of t

son, Mark, S9, is managing director.

41 Chess Dynamics 76.34%.

Defence systems engineer
This West Sussex firm supplies
electro-optical surveillance systems to
the military and defence industries.

HISO Queen Elizabeth. Its Sea Eagle
and Hawkeye systems provide 24-hour
surveillance, raget identification,
thermal imaging and long-range video
imaging, and are capable of controlling
weapons. Growth has been helped by
demand for its anti-drone equipment.
Managing director David Tuddenham,
41, established a Us subsidiary last year, demand for its anti-drone equipment.

Managing director David Tuddenham,
41, established a US subsidiary last year,
helping exports hit £8.6m.

42 Baker Ross 75.97% Craft products retailer

Craft products retailer
From party supplies to craft kits, Baker
Ross sells 3,000 products through 10
flosties and catalogues. The retailer
flosties on children's crafting, so most
schools, churches and playgroups.
The majority of exports are to Europe,
with marketing comparings in Germany,
France and Italy helping internations.
Sales reach 25.8m in 2016. The Essex firm was founded in 1974 by Patti Baker. 71, and is run by her son Paul, 49.

71, and is run by her son Paul, 49.

43 TouchNetix 73.88%

Touchscreen developer
TouchNetix designs touchscreens for industrial, medical and agricultural equipment. It has clients such as Philips and Siemens and its prodens for marine environments. The firms designs are made by partners in Korea, China and a British-owned factory in Oxfordshire. With Germany its biggest overseas market, exports rose to £4.8m last year. Under managing director Chris Ard, 57, the Hampshire firm plans to expand into the automotive sector this year.



THE 10 FASTEST-GROWING SME ECOMMERCE EXPORTERS

The growing importance of online sales has meant the number of ecommerce firms in the SME Export Track 100 has steadily increased since its launch in 2015. This year 17 feature — below are the 10 with the fastest-growing exports.

Year % annual Latest Total sales

			end	int'l sales growth	int'l sales £m	£m
19 Investe	Military 1st d in social media and develo	Online military clothing retailer oped localised websites to boost sale	Jun 16 s to Europe a	113.75% nd the US	3.5	6.9
20 Boostee	Wool Warehouse d by internet forums and so	Craft products retailer cial media, it sells eight balls of yarn a	May 17 minute to cu	111.41% stomers in 104	1.9 countries	7.5
21 Its web	The Pi Hut site sells more than 400 Ras	Online electronics retailer spberry Pi computer units a day to cu	Apr 17 stomers thro	107.95% ughout Europe	4.3	7.3
24 Custom		Beauty supplement developer geographically localised ad campaig	Jul 17 gns have boo	102.22% sted online eng	5.2 agement	8.6
34 Launch	Digiflex es 15 products a week, sellii	Online consumer goods retailer ng via Amazon Marketplace and othe	Mar 17 r online retail	91.16% ers in France, th	4.1 ne US and N	7.7 ew Zealand
37 Has eco	Pet Food UK ommerce customers in 12 co	Pet food manufacturer ountries and plans to launch a websit	Dec 16 e in Hong Kor	80.27% ng this summer	3.6	10.3
42 Uses In:	Baker Ross stagram, Pinterest and You'l	Craft products retailer Tube to showcase its products and se	Dec 16 lls via 10 inte	75.97% mational websit	5.8 tes in seven	22.5 languages
55 This mo	Kiddylicious onth it secured a deal to ope	Children's snack manufacturer n an online store with Alibaba's Tmall	Dec 17 , China's bigg	56.88% est ecommerce	3.1 e platform	16.0
56 Operate	Sandbag es retail websites for interna	Music merchandise distributor ational musicians, including Radiohea	Mar 17 ad, Nick Cave	56.39% and Stereopho	13.9 nics	19.5
62 Uses ec	Net World Sports commerce data to optimise	Online sports goods retailer its marketing, with repeat customers	Sep 17 now accoun	54.35% ting for 40% of	11.3 sales	18.2

44 Holovis 71.56%

44 Holovis 71.56%
Sensory experience developer
This Leicestershire firm designs
interactive experiences for clients from
theme parks to acrospace engineers.
Using its own augmented-reality and
multisensory technologies, it has
created near-miss simulators for staff
in high-risk industries, a virtual reality
engineering suite for BAE Systems
and an aerial experience for a Hunger
Games-inspired ride at Motiongate
Dubal. International sales rose to
EII.Im last year under chief executive
Stuart Hetherington, 44, helped by
offices in Shanghai and Florida.

offices in Shanghai and Florida.

45 Superyacht Tenders & Toys 68.59%
Yacht equipment supplier
Inflatable slides, submersibles and
water jet packs are on this lpswich
firm's product list. It also gives owners
advice on bulding, managing and
selling their superyachts. Founded in
201 by former yacht manager Josh
Richardson, 35, and his wife Claire, 40,
the firm says if fits out two-thirds of
German and Dutch new builds, as well
as supplying toys and accessories to
fleets owned by Middle Eastern royalty.
International sales were £5.4m in 2017.

46 Bonds 66.90%
Steel castings manufacturer
Steel castings weighing up to 30 tons are made at Bonds' facilities in Cumbria, Sheffield, Scunthorpe and Co Durham, where the firm also has its headquarters. The castings are made to order for customers. The castings are made to order for customers in the oil and gas, construction and power-generation industries and exported to 32 countries. Acquisitions and new manufacturing processes helped overseas sales hit E12.In last year. It is led by founder and chairman Paul Duncan, 69, and demand in the US, Australia and Denmark is expected to fuel growth.

Denmark is expected to fuel growth.

47 First Position 63.90%
Dancewear retailer
Leotards, catsuits and ballet skirts
are among the dancewear sold by this
firm, which also designs some of its
own products. Founded in 1978 by
former ballet teacher Anne Walker, the
Devon firm is now led by managing
director Kamlesh Raichura, 43. Exports
sos to 64.5m has they are the proposition of the commerce capability. It sells tickets to
dance events in the UK, treland and US
on its ticketing platform Stage Stubs.

on its ticketing platform Stage Stubs.

48 LPW Technology 63.86%

Metal powder manufacturer
Chief executive Phil Carroll, 40, set up
this firm in 2007, it selfs metal powders
such as turbine blades and medical
implants—to countries including
Germany, Italy and the US, where it also
has offices. Annualised exports hit
£77m in 2016 and last year it expanded
tis suthorised reseller network to 13
countries. Next month the Cheshire
firm will relocate to a £20m
manufacturing facility near Liverpool.

manufacturing facility near Liverpool.

49 Virtual Clarity 62.89%
17 consultancy
This London firm helps retail, financial
This London firm helps retail, financial
Consultancy
This London firm helps retail, financial
Central singual creates and nanufacturing
cleants migrate the rif systems to the
cloud. International sales grew to
EJ91m in 2006, thanks to demand
from multinationals. It has offices in
Amsterdam and Singapore; last October
it opened a base in Pittsburgh, its third
in the US. Last March the Virginia-based
IT services firm DKC Technology bought
aminority stake. Steve Peskin, 60, is
managing director.

managing director.

50 Nosy Crow 59.16%

Children's book publisher
This publisher was founded in 2010
by Kate Wilson, 53, former managing
director of Macmillan Children's Books,
The London firm publishes about 100
original children's books, ebooks and
apps a year. Its successes include the
Bizzy Bear titles, illustrated by Benji
Davies, and the Pip and Posy books,
illustrated by Axel Scheffler, each of
which have sold more than Im copies
worldwide. Trade in North America,
Australia and China helped
international sales hit £4.9m in 2016.

Want to get ahead? You'll have to shake things up a little

Companies can win customers in far-flung locations by offering something the locals don't





streets around the world.
The companies on this
year's league table show
what is possible. Many are
making hay in Europe, our
biggest trading partner and
the main overseas market

for 82 of the companies. This finding is echoed by a recent survey of 1,500 businesses we conducted in partnership with the British Chambers of Commerce, which found 44% planned to export to western Europe in the next three years, with 32% targeting eastern Europe. However, a lack of clarity surrounding Britain's future trading relations with Europe has encouraged some to explore new markets. For ecommerce companies in

nas Entouraget solar explore new markets. For ecommerce companies in particular, the US, Australia and Asia are popular growth markets. We would encourage businesses to not onsider these markets and, for those already doing so, giving customers greater delivery choices can bring additional, immediate rewards. Average basket values often grow by 70% when express delivery is offered.

Increasingly, British businesses are using the

increasingly, british businesses are using the internet to enter these markets at an early stage of their development. The cost of doing so is falling.

Far-flung customers are often happy to pay a premium to receive British goods as the property of the providing great opportunities to an online retailer, with reduced risks. Some I7 firms on this year's league table make a majority of their sales online. One brand that has benefited from market diversification is Wool Warehouse (No 20). It ships wool, acrylic, cotton and

diversification is Wool Warehouse (No 20). It ships wool, acrylic, cotton and alpaca yarrs, as well as patterns and accessories, to 104 countries and says ecommerce accounts for 98% of its sales. Holly and Andrew Smith, 33 and 35, own and run the Leamington Spa business, having set it up in 2012 after struggling to find the shades of yarn needed to rochet a blanket. The couple have expanded the retailer by upgrading its website to display prices in multiple currencies and by adding more diverse yarns to its range. These have proven particularly popular with 24 to 30-yearnds who accessed to the care of the country of the country

grown mostly through word of mouth on online communities," said Andrew Smith, who is the company's

managing director.
The business offers
next-day delivery to the US
with DHL Express, which
means American customers means American customs can often receive orders from Wool Warehouse fas than they would from US suppliers. "Brand Britain carries significant weight in the US and Canada." said Andrew, noting that yarns produced by UK manufacturers, such as West Yorkshire Spinners, are extremely nonular.

West Yorkshire Spinners, are extremely popular. Wool Warehouse has als benefited from a weaker pound as this provides favourable exchange rates for overseas customers, where the state of t international sales are the US, Australia, Canada and New Zealand," said Andrev Another company enjoying the benefits of winning international

customers is the bespoke lighting designer and manufacturer Chelsom (No 65), which started out as an antique shop on the Blackpool promenade. It is now run by the founders' son, chairman Robert Chelsom, 64, and his son Will, 36 who is managing

director, and creates decorative lighting ranging from crystal chandeliers to lamps with smartphone charging ports. The business has

expanded by supplying big hotel brands such as Four Seasons, Hilton and Marriott,

including Royal Caribbean and Crystal Cruises.
"We have achieved remarkable export growth particularly in North America, the Middle East and Europe," said Will Chelsom. The firm's growing reputation and design capabilities mean it trades

wherever hotels or ships are being built and generates nearly half of its EIL4m sales outside the UK. Exporters such as Chelsom and Workenbuse show the benefits of, as the adage puts it, not only the control of the c

the world.

By taking advantage of opportunities overseas, all the companies on this year's league table are growing their own ventures, increasing the prestige of British goods and helping to drive the economy.

Ian Wilson is chief executive of DHL Express UK & Ireland

SME EXPORT TRACK 100

51 Anthesis Group 58.96%

51 Anthesis Group 58.96% Sustainability consultancy This employee-owned consultancy helps customers make their supply chains more environmentally friendly and also prepares sustainability repor Chief executive Stuart McLachlan, 50, Chief executive Stuart McLachlan, 50, formed the group in 2013 and has made acquisitions in Germany, Sweden, North America and the United Arab Emirates, as well as opening offices in countries such as China and the Philippines. Working on overseas projects for customers such as Target, The North Face and the City of Stockholm helped international salest reach 6.5m in 2016.

international sales reach £6.5m in 2016.

22 Red Arch 58.25%

Automotive component supplier
From car badges to engine tuning kits
and cylinder heads, this enginer designs and makes specialist parts. It is
best known for its high-performance
designs and makes specialist parts, It is
best known for its high-performance
include the Chinese marque Changan
and BMW, for which it made 70% of
M-series exhausts. The firm was
founded by managing director Mike
Theaker, 51, in 2010 and exports hit
S2.9m last year. Research collaborations
with Loughborough University and a
new 15,000-sqrf size in Daventry are
expected to boost future growth.

53 Bryter 58.11% Market researcher Clients of this London market research Tim include Sony, Samsung, Astra Zeneca and Bayer. It has a focus on the technology and healthcare sectors and its largest market is the US, where it opened a New York office in 2016. Joint Its largest market is ure Gs, which is objected a between Vork office in 2016. Joint managing directors Ben Gibbons and Seb Martin, both 43, started Bryter in 2010 and lifted international sales to £5m last year. About 15% of sales are in Asia and it plans to open an office in Singapore to drive growth in the region.

Singapore to drive growth in the region.

54 Pet Brands 57.92%
Pet accessory manufacturer
Tough Tugger dog toys, Itello Kitty cat
scratchers and Alan Titchmarsh suet
blocks are some of the items sold by
this pet products manufacturer.
Brothers Ravi and Sunny Sharma, 31
and 33, bought the firm in 2009 and it
now sells to distributors in more than
50 countries, including Brazil, Australia
and China. Exports hit £6.3m in 2017,
thanks to a new showroom in India and
the opening of a state-of-the-art £2m
distribution facility at its headquarters
in Birstall, West Yorkshire.

in Birstall, West Yorkshire.

55 Kiddylicious 56.88%
Children's snack manufacturer
Buckinghamshire-based Kiddylicious
says two of its snacks for babies and
toddlers are eaten every second around
the world. Sally Preston, 53, founded
the firm in 2009 and has seen exports
grow to 23.im in 2017. Its snacks and
meals – including weggie straws and
spaghetti bolognese – are stocked in
27 countries, including Australia and
China. It is entering new markets this
year, with launches planned for central
America in March and South Africa in
April, via Walmart and Clicks stores.

April, via Waimart and Clicks stores.

56 Sandbag 56.33%

Music merchandise distributor

Adele, Daft Punk and Radiohead have
all used this firm's services, whiching
inscine critical manufacturing
music merchandise, such as videntify
records and T-shirts. The Reading firm
also provides artists with ticketing and
ecommerce platforms. Co-founders
Christiana Munro, 47, and Mel Maxwell,
48, won a Grammy in 2009 for their
special-edition design for Radiohead
box set In Rainbows. Their fellow
co-founder is for Newill, 50. Expansion
in the US – including opening an office
in Los Angeles in 2011 – helped boost
exports to E13.9m last year.

57 Nlyte Software 55.87%
Software developer
This firm's software is used to manage
data centres, optimising the use of
assets, resources and staff to reduce
costs. It has offices in India and
California and in 2016 it bought the
Naw Lersewheed coftware developer. New Jersey-based software developer FieldView. Its clients include six of the 10 biggest tech companies globally and



Vinyl frontier: Sandbag (No 56) designs and makes music m ng at the 2017 Glastonbury festiva

the US accounted for 90% of its £21m international sales in 2016. The London business is backed by investors, including Balderton Capital, and is run by Douglas Sabella, 59.

58 Wester Ross Fisheries 55.67%

58 Wester Ross Fisheries 55.67% Salmon farmer This Highland firm sells hand-reared salmon to resturants, retailers and distributors in the US, Switzerland, United Arab Emirates and Japan. Started in 1977, it was bought by four of its original staff in 2006, including Gilpin Bradley, 53, who is managing director. It feeds its salmon wrase and lumpfish to keep them healthy and avoids using antibiotics. Investment in social media has built the brand and connecting with new customers helped exports grow to £8.9m in 2016.

59 The Pearce Group 55.18%

59 The Pearce Group 55.18% Recycling services provider Simon Pearce, 59, heads this family-owned St Albans-based group, which has been in the recycling industry since 1869. It operates collection services for corporate and public sector clients, and manufactures compactors and balers used by hospitals, restaurants and factories. Under its ECObed brand it sells bedding made from waste paper and card to gamekeepers and raceborse owners around the world. Exports rose to £6.7m last year.

O Ecor, mi ist year.

60 Carpenter & Paterson 54.89%
Pipe suspension equipment
Founded in 1956, this company designs
and manufactures pipe supports,
principally for the power-generation
and oil and gas industries. Led by
managing director Jonathan Lee, 54,
the Welshpool company sells is
products in 34 countries across Europe,
Asia, Latin America and Africa. It has
manufacturing facilities in Thailand and
India, which helped international sales
reach E21.8m in 2016. It has 341 staff,
making it the largest employer on the
league table.

61 Silverlining Furniture 54.87%
Bespoke furniture manufacturer
Silverlining designs and makes
bespoke furniture for celebrities and
ultra-high-net-worth individuals ultra-high-net-worth individuals with the furniture for celebrities and
ultra-high-net-worth individuals with the furniture installed in how
with the furniture installed in how
and on yachts. Under founder Mark
Boddington, 53, Silverlining has
invested in innovation and product

development, helping the Wrexham firm increase exports to £5.4m last year. The US is its largest market, followed by Russia, Hong Kong and Qatar.

Alexan, noing and quanta 62 Net World Sports 54.35% Online sporting goods retailer Alex Loven, 30, started Net World Sports in 2009 with £13,000 savings from his Saturday job. its 1,000-strong product range is sold on more than 25 online marketplaces. The firm makes its own-brand forta football golasi at its base in Wrexham and last year trebled its warehouse capacity to £20,000 sq ft. The US is its biggest market and it is one of the most profitable firms on the league table. Exports hit £11.3m in 2017.

league table. Exports hit E11.3m in 20.

63 Forensic Risk Alliance 53.35%
Forensic accounting consultancy
This London firm provides support
to clients in more than 75 countries,
primarily in regulatory compliance,
which serve clients such as Rolls-Royc
Its team speals more than 30 languag
and it has worked on many of the
world's large cross-border financial
investigations over the past 15 years.
Exports more than doubled in 2016,
primarily in the primarily some compliance of the company's total revenue.

80% of the company's total revenue.

80% of the company's total revenue.

44 Charlie Bears 52.33%
Teddy bear wholesaler
Husband-and-wife team William and
Charlotte Morris, 43 and 46, launched
their first collection of 12 handmade
teddy bears in 2006. The business,
which is based in Launceston,
Cornwall, now produces more than
500,000 bears each year, selling
online and through 500 retailers in
37 countries. To ensure the bears
remain collectable, only a limited
number of each one is created – and
designs are often retired at the height
of demand. Growth in Australia, Japan
and Germany helped international
sales reach £2.9m in 2016.

65 Chelsom 52.13%
Lighting manufacturer
Founded as an antiques shop on
Blackpool's promenade by Reg and Kay
Chelsom in 1947, this speciality lighting
business is now run by their son

Robert, 64 and grandson Will, 36. It designs and makes decorative light fixtures for hotels, restaurants and cruise ships; clients include the Mandarin Oriental and Hilton hotels and Royal Caribbean cruises. With strong growth across North America, the Middle East and Europe, international sales topped £5m in 2016.

Rarewaves 51.14% sic and electronics retailer

Music and electronics retailer
Music industry veteran Brad Aspess, 61
— who owns more than 100,000 viny!
records— noticed a gap in the market
for selling music memorabilia online
and launched Rarewaves in 2005. Its
range of 500,000 products includes
music, video games, books and ink
cartridges, which it sells on
marketplaces such as Amazon, eBay
and France's Fnac. A weak pound and
US expansion helped international
sales reach £14.7m last year.

ing at the 2017 Glastonbury festival

67 PMD Group 51.05%
Material surfacing specialist
Richard Naylor and Eddie Marlow
founded PMD in 1957 with 25.500
prize money from a BBC-sponson of
prize money from a BBC-sponson
prize mone

68 PortSwigger Web Security 50.62% Cyber-security software developer Chief executive Dafydd Stuttard, 45, started developing his security testing software while working as a professional hacker for web security firms. In 2008 he began working full-time on his

business, which he named after his old hacker handle, PortSwigger. Organisations in 120 countries, from small businesses to giants Microsoft and Google, use the Cheshire firm's Burp Sulter range of testing tools. Exports account for 90% of sales and hit £7.4m last year. It is one of the league table's most profitable firms.

most prottable arms.

69 Foregenix 49,39%

Cyber-security consultancy
A rise in sophisticated and targeted
cyber-attacks, coupled with increasingly
stringent customer data protection
regulations, helped this cyber-security
consultancy to overseas sales of E5.2m
last year. It has a team of globe-trotting
cyber-crime consultants and its
malware scanners, website security
and payment protection software are
popular with multinational client
across Europe and North America. Led
by chief executive Andrew Hermood,
41, the Wilshire firm boosted its
international reach by opening offices
in Germany and Australia last year.

O Search Laboratory 47.64%
Online marketing agency
This Leeds agency helps companies
tap into new markets by improving
their rankings on search engines such
as China's Baidu and Russia's Yandex.
Started by Ian Harris, 49, in 2005, it
has run campaigns in more than 18
countries and its staff speak more than
St bearsome Deablitz the size of time countries and its start speak more tha 35 languages. Doubling the size of its New York team to 10 people helped 2017 exports reach £4.5m, including some media spend on behalf of client

some media spend on behalf of chents.

71 Denny Bros Group 46.40%

Printing services provider
Brothers Russell and Doug Denny set
up this Bury St Edmunds business after
returning from military service in 1945,
using a second-hand press to print
letterheads, invoices and race cards.

Now led by Russell's son Graham
Denny, 55, the group comprises nine
companies offering print services from
patented multi-page labels to signs and
garments. Strong growth in India and
sales of its print machinery to countries
including Australia and Malaysia helped
exports hit £1.6m in 2016.

72 B2B International 46.14%

72 B2B International 65.14% Market researcher Market researcher Father and son team Paul and Nick Fague, 70 and 43, set up this London firm in 1998 to provide business to business market research and insight services. It has since completed more than 3,500 studies for over 600 clients, including Microsoft, Mastercard and BP. In 2016 it carried out 175.000 interviews in 144 countre helping international sales grow to £5.4m. B2B has six overseas offices, including in Disseldorf and Chicago, and last year it relocated its Asia headquarters to Beijing, expanding its team there to 30 researchers.

team there to 30 researchers.

73 Hanson Wade 45.92%

Conference provider
Founded in 2008 by siblings Sarah
McCaldin, 47, Joanna Beattie, 45,
and Miles Harley, 41, Hanson Wade
runs more than 100 conferences and
events every year. It says 5,000 people
attended its events on three continents
last year, in cities such as Boston,
San Francisco and Berlin. Strong
growth in the US and hirring new staff
helped exports grow to 615.5 ni 2017.
It is expanding further into Asia
this year, with conferences in Singapore
and its first events in China.

Ad Green Light Packaging 45.87%.
Biodegradable packaging maker
International Packaging maker
International Packaging maker
International Packaging
Int owned by founder and chief exect Karl Yeo, 55, and Heygates, a flour milling firm that holds a 50% non-controlling stake.

SECTOR BREAKDOWN FOR THE **SME EXPORT TRACK 100**







75 Fentimans 45.80%
Drinks manufacture
Since 1905, this Northumberland firm
has been infusing, blending and
botanically brewing ingredients such
as ginger, juniper and burdock to create
is upmarker tunixers and soft drinks.
Seven years ago, Pentimans started
focusing on exports and it now sells
to retailers in more than 70 countries
Strong sales in the US and new products, including a pink grapefruit tonic, helped exports reach £8.1m in 2016 Managing director Eldon Robson, 6 is the great-grandson of the founder Thomas Fentiman.

developer developer Lineup's cloud-based software, available in 21 languages, helps the world's largest print, digital and broadcast companies to track and manage their advertising sales. The firm's advertising sales. The firm's platform is used by more than 1,600 media brands, such as the Toronto Star, Time Inc and News UK, the publisher of The Sunday Times; it has 8,000 users in 33 countries. Under chief executive Michael Mendoza, 42, international sales at the London-based operation

77 Vegware 44.39%
Compostable packaging maker
This Edinburgh firm manufactures
completely compostable packaging.
Using plant-based materials such as, it
bioplastics or waster from sugar caused as, it
bioplastics or waster from sugar caused as, it
and catering disposables. The business
was founded in 2006 by managing
director joe Frankel, 41, and its clients
include food distributors, caterers and
office shops. It has operational bases in
the US, Australia and Hong Kong, and
distributors in the Middle East and
Caribbean. Strong demand from
eco-conscious consumers helped
exports climb to £3.4m in 2017.

Printing services provider
Exports hit 24.5.

Printing services provider
Exports hit 24.5 m in 2016 at this
specialist printing firm. The West
Yorkshire business supplies Tanzania
with the alcohol duty stamps every year,
produces cheques for four of Kenya's
deal to print the Papua New Goulinean
national raffle. It has customers in
50 countries and last year made its
second acquisition in Australia. The
company is led by managing director
Graham Wain, 64.

79 M Squared 43.87%

Laser technology developer
Started in 2006 by serial entrepreneu
Graeme Malcolm, 49, and Gareth Mak
53, this firm's lasers are used by resea 53, this firm's lasers are used by research institutions globally. Applications of its technologies include developing microscopes that can help diagnose Alzheimer's and cancer. In 2016 the Glasgow business secured a third round of funding from BGF, which helped drive exports to £II.8m in 2017. Last year it developed the UK's first commercial quantum gravimeter, a device that can survey underground infrastructure and oil and gas deposits.

80 Y International (UK) 43.69%
Grocery exporter
Y International's £20m distribution
centre in Birningham exports British
foods, paper goods and toiletries. Set
up in 20/2 by the Indian billionairor
y Itsusff Ali, 62, it supplies his LuLu group
of 15S supermarkets and malis in the
Middle East – where it is the top grocery
retailer – as well as outlets in India,
Malaysia, Indonesia and Egypt. Exports



w to £23.6m in 2017. It is in £36m to expand its premises and start supplying other retailers.

SI Metrasens 43.38%

Metal detection technology

Scientists Simon (Goodyear, S2, and Matt
Wooliscroft, 46, started Metrasens in
2005 to develop sensor technologies
that improve conventional sreening
methods. Its devices are used to check
patients for metal objects before MRI
scans, to detect contraband in prisons
and to stop confidential data being
smuggled out of high-security facilities.
The Malvern firm selfs to 44 countries
and exports rose to £9.3m last year.

82 Dotmatics 42.67%
Data management software
Spun out of the pharmaceutical bi
Merck by Stephen Gallagher, 44, a
Alastair Hill, 40, in 2005, Dotmati Merck by Stephen Gallagher, 44, and Alastair Hill, 40, in 2005, Dormatics develops software to support scientific research teams producing new drugs. Its suite of 14 products captures experiments and data, helping improve productivity, Offices in the US, Japan, South Korea and Australia helped international sales reach £10m in 2016. In October 2017 the Hertfordshire company raised an undisclosed amount from Scottish Equity Partners to help strengthen its global operations.

strengthen its global operations.

83 Freestyle/Xtreme 41.56%

Sports goods retailer

BMX bikers, skiers and skaters in more
than 60 countries browse this firm's

20 international websites to shop for
sportswear and equipment. But products
international websites to shop for
sportswear and equipment. But products
international seventies to shop for
sportswear and equipment and seventies.

10 bit preserved where upgraded its
15,000-sqft Bristol warehouse to include
a cloud-based Al-enabled stock control
system. This has helped it meet demand,
with the firm dispatching international
orders worth £8.6m last year. Shaun
Loushlin, 33, is managing director. Loughlin, 33, is managing director

84 Team17 41.49% Video game developer Chief executive Debbie Bestwick, 46, started this Vorkshire-based games developer best known for its Worms

nchise which has sold more tha franchise, which has sold more than 75m copies. It sells its titles worldwide through distributors such as Sony, Microsoft, Apple and Google. It secured 216.5m from private equity firm LDC in 2016, spending an undisclosed sum to acquire Mouldy Toof Studios, the Derby developer of popular prison-break game The Escapiss. International sales reached £11.5m in 2016.

reached £11.5m in 2016.

85 Abacus Lighting 41.10%
Exterior lighting manufacturer
Last year this Mansfield firm installed
100 lighting columns on an expressway
in Lusail, a new city being built in Qatar.
Its outdoor systems also light up St Petersburg's ring road, Callao port in
Peru and Carberra's sports stadium.
Exports grew to £9.2m last year under
managing director Camilla Wigmore, 30
who is a granddaughter of the founder.
Abacus was rescued from administratior
in 2013 by Intrinsic Equity with a £5m
capital injection and it remais a
majority shareholder.

86 Cawston Press 40.80% Drinks manufacturer Cawston Press produces sparkling and still drinks in the UK and Germany, and exports its eye-catching and colourful cans and packs to international markets such as Iceland and Australia. Exports such as Iceland and Australia. Exports grew to E1.9m in 2016 and investment abroad – including hiring three US staff last year – will boost sales as it targets the New York and Boston areas. It is led by Stew Ecarns, 43, and chaired by William Kendall, 56, who previously built New Covent Garden Soup and Green & Blacks chocolate.

87 Commodity Centre 40.78%

Logistics services provider
Each year this firm transports and stores
more than 500,000 tons of commodities
including dried fruit, nuts, sugar and
metals. In addition to its Essex metals. In addition to its Essex headquarters, the firm has warehouses in Hull and Belgium and two in Holland. Under chief executive Alec Gunn, 64 exports rose to E7m last year. With strong demand from customers on the Continent it plans to open two new storage units in Europe this year.

88 Dints International 40.45%
Supply-chain services provider
Dints' one-stoy shop for supply-chain
management includes helping firms
source, ship, replenish and finance new
supplies of heavy equipment and spare
parts. It works principally in the mining
industry and has clients operating in
remote parts of African countries
including Ghana and twory Coast. Under
chief executive Goff de Mowhay, 36,
it obtained a new financing facility with
UK Export Finance. Exports his £10.8m
last year. Continued client focus on cost
optimisation, particularly in Chile and
Ghana, will drive growth in 2018.

89 Sanglier 39.48%.
Adhesives manufacturer
Gas leak detection sprays, aerosol
lubricants and even artificial grass
adhesives are on this firm's list of
products, which it sells under its Sterling
and Tuskbond brands. Howard Marshall,
65. and Nied Davies. 59 set un Sandlier. and Tuskbond brands. Howard Marshall 65, and Nigel Davies, 59, set up Sanglier in 2002 after their American employer shut its UK arm. Exports grew to £5.2m last year, with destinations including Holland, Belgium and Poland, the last helped by employing Polish speakers at its Nottinghamshire headquarters.

90 Semafone 39 22%

Payment services developer Founders David Jackson and Charles Cooper-Driver, both 57, developed this Surrey company's patented telephone-payment method when working at a call centre. Its Cardprotect software masks keypad tones when consumers type card information into a phone keypad, so the payee cannot access the payment information. Semanfore started in 2009 of the payee cannot access the payment of the payee cannot access the payment information. Semanfore started in 2009 occupant with the control of the payee cannot access the payment of the payee cannot access the payment information. Selection in 25 occupant with the control of the payment of the payme

91Neg Earth Lights 39.02% Entertainment lighting provider The Cure and Happy Mondays performed at the Glastonbury festival in 1990 – the first year this west London firm provided the event's lighting and rigging systems. It has supplied the festival every year since, as well as

working on tours, sporting events and theatre productions for clients including Beyoncé and Cirque du Soleil. Joint managing directors Pip and Dave Ridgway, 56 and 57, lifted international sales to 66.2m last year, when the firm supplied the Rolling Stones' sell-out European tour.

Founded in 1990, this Cornwall-based Founded in 1990, this Cornwall-based company designs and produces giftware and other products for retailers. In addition to its base in Liskeard, it has offices in Turin and Valencia and cutsomers across western and central Europe. Led by managing director Mark Howard, 61, the company has invested heavily in showcasing its products at European trade fairs and in new product design, helping it expand international sales to 59 min 2016.

international sales to 69.1m in 2016.

93 LTS International 38.81%

Sustainability consultancy
Climate change, sustainable land use
and the illegal wildlife trade are some
of the issues being tackled with the help
of this consultancy. Scott Geller, 43,
Paddy Abbot, 51, and John Mayhew, 49,
head up the Edinburgh company, which
has worked on projects in more than
100 countries, in sectors including
agriculture, biodiversity, forestry and
water. International sales hit F7.2m in
2016, thanks to high-value projects
commissioned by global agencies
and an expansion of its monitoring
and evaluation division. and an expansion of its and evaluation division

94 Oceala 38.67% Recycling services provider This Leicester recycler processes wast packaging and sells high-grade plastic and paper-based materials to mills across Europe and the Far East. It was started in 1933 and all eight of founder George Smith's children work at the George Smith's children work at the firm, including his sons Mark, 54, and Martin, 53, who are joint managing directors. High demand from retailers wanting to improve their sustainability credentials and reduce landfill taxes helped exports hit £10.7m

95 Language Connect 38.38%
Translation services provider
Nestlé, Karen Millen and Slyscanner
are among the clients using this firm
are among the clients using this firm
setwork of 6.000 interpreters to
translate and localise documents,
contracts and marketing. It also works
with market research firms for clients
considering geographic expansion.
Managing director Ben Taylor, 37, and
his wife lowna Stepien. 44, started the
London firm in 2003. Overseas sales
hit E2.5m last year, when it also
opened an office in Dubai.

Digital marketing agency Founder Stephanie Whitak 62, launched this specialist brand marketing agency in 1989 with £10,000 of her 1989 with E10,000 of her own money. It creates promotional campaigns for clients looking to expand internationally, customers include the hotel groups Sheraton and Marriott, as well as Pernod Ricard, Fuller's and DHL. It increased international sales to 2.5.6m last year when it set up ignovation. Labs, a division to help identify and develop new technologies.

97 LA Micro UK 37.42%

More than 5,000 small businesses in More than 5,000 small businesses in 19 countries use this Windsor firm for 17 support and hardware refurbishment, and to host their phone systems this warehouse stocks 60,000 original computer parts, as well as configure-to-order servers and workstations, which it can deliver within 24 hours to customers in Europe. Demand in the US and China helped exports reach £13.6m last year and it recently started selling to India and Australia. Managing director Dave Bell, 53, founded the firm in 2004.

98 Codex 37.19% Cinematography equipment maker Paddington 2 and Star Wars: The Last Jedi are among the blockbuster movies Jedi are among the blockbuster movies created using this firm's video recording equipment. As well as easy-to-use recorders, Codex makes processing equipment that transfers footage from cameras for post-production work. The London business was started by Paul Bamborough, 88. Auitai Sinclair, 58, and Delwyn Holroyd, 48, in 2006. Setting up and wellings playeles, Paris, Beijing and Wellings playeles, Paris, Beijing and Wellings playeles, Paris, Beijing and Wellings playels, Paris, Beijing and Wellings playels.

99 Kit for Kids 36.95% Children's products manufacturer This Kent firm makes children's This Kent firm makes children's mattresses and furniture, including educational carpets and soft play seating. It has a factory in Romania and sells via a network of distributors and retailers to nurseries, schools and parents in the US, Europe and Middle East, where its new range of children's mattresses is new range of children's mattresses is new range of the executive Jan van der Velde, 54, set up Kit for Kids in 1993 and has overseen a expansion in exports to £2.5m in 2017. Last August's £3.7m investment from Connection Capital will drive international growth.

100 Brandon Medical 36.0

100 Brandon Medical 36.05% Medical equipment manufacturer This Leeds technology company makes medical equipment such as operating lights and tables for NISI agencies and hospitals around the world. It also supplies systems to prevent power cuts during operations and robotic arms that hand surgeons scalpels and other tools. Led by brothers Grame and Adrian Hall, 5s and 48, the firm increased international sales to £2.6m in 2016, boosted by strong growth in Asia.

