

**BRITAIN'S 100 SMEs WITH THE FASTEST-GROWING OVERSEAS SALES**

**THE RULES OF ENGAGEMENT**

Rank 2017	Company	Activity	Headquarters location	Year end	Annual international sales growth over past 2 years	Latest international sales £000s	Staff	Comment	
1	<b>UNIDAYS</b>	Student verification services	Nottingham	Apr 17	299.32%	3,332	15,712	144	Its discount programmes are used by 8.5m students in 32 countries each month
2	<b>Mercato</b>	Software developer	Birmingham	Dec 16	197.09%	2,868	5,947	101	Supplies software to multinational companies including IBM and Lenovo
3	<b>Pimslott Productions</b>	Television producer	Edinburgh	Aug 17	180.95%	12,801	14,636	42	Its wildlife documentary Earth Live was broadcast live in more than 170 countries
4	<b>Telesna</b>	Control systems developer	Cambridge	Mar 17	189.70%	10,302	22,336	63	Its intelligents are used in more than 80 cities worldwide to save energy and cut maintenance costs
5	<b>EsSiCa</b>	Silicon chip designer	Wokingham	May 17	186.65%	6,093	7,198	42	Designs silicon chips used in mobile phones and driverless cars, from offices in the UK, US and India
6	<b>The TALL Group</b>	Printing services provider	Cheshire	Dec 16	178.50%	3,284	13,311	150	Supplies 20m ballot papers for Uganda's general election in 2016
7	<b>Outplay Entertainment</b>	Mobile games developer	Dundee	Dec 16	177.95%	14,870	15,585	170	Its Alien Crespa game has been downloaded by 20m players around the world
8	<b>George Baker Group</b>	Transport logistics consultancy	Suffolk	Jan 17	172.45%	7,037	17,156	58	Helps exporters navigate customs and delivers goods throughout Europe by road, rail and air
9	<b>Rockford</b>	Electrical component manufacturer	Suffolk	Dec 16	161.63%	6,142	16,087	283	Its electrical systems are used by aerospace and defence companies in the EU and Middle East
10	<b>Lifez Lifts</b>	Lift manufacturer	West Midlands	Dec 17	160.76%	8,232	12,488	142	Its freestanding lifts have been retrofitted into homes in more than 20 countries
11	<b>Kampa</b>	Camping equipment wholesaler	Essex	Dec 16	147.26%	6,128	23,333	24	Its AirFrame technology tents are distributed to South Korea, Denmark and Germany
12	<b>Reveal Media</b>	Body camera designer	Surrey	Dec 16	136.41%	1,615	8,168	37	Supplies body cameras to police and security forces in more than 30 countries
13	<b>Diamond</b>	Content marketing agency	Central London	Dec 16	134.16%	16,209	8,702	22	Places ads on global financial news sites including Marketwatch, Reuters and CNN Money
14	<b>AFI Architects</b>	Architect	Manchester	Jan 17	133.50%	2,579	9,312	47	Has worked on sports stadiums in Qatar, Iraq and Turkmenistan
15	<b>Symetrix</b>	Detection equipment manufacturer	Southampton	Sep 17	132.83%	9,758	10,838	59	Its technology is used at ports across the world to detect the materials used in dirty bombs
16	<b>ICDEwiring</b>	Recycling services provider	Co Tyrone	Dec 16	118.94%	4,264	10,901	47	Companies in four continents use its technology to reduce waste sent to landfill
17	<b>Monty Bojangles</b>	Chocolate manufacturer	Surrey	May 17	117.08%	1,805	5,173	23	Its largest market is the US, where customers bought 75 tons of its chocolate trifuffles last year
18	<b>Isopack</b>	Video analytics provider	Wimbledon	Dec 17	114.99%	6,930	7,450	45	More than 90% of sales are generated overseas, mainly from clients in the Middle East and China
19	<b>Military 1st</b>	Online military clothing retailer	Manchester	Jun 16	113.75%	13,455	16,679	25	Dispatches more than 35,000 online orders each month from its Manchester warehouse
20	<b>Wood Warehouse</b>	Craft products retailer	Bournemouth Spa	Mar 17	113.41%	1,332	7,480	41	Its range of 20,000 products is popular in the US, Australia and New Zealand
21	<b>The Pi Hut</b>	IT electronics retailer	Suffolk	Apr 17	107.95%	14,253	17,325	61	Sells Raspberry Pi computers and accessories to customers in more than 50 countries
22	<b>1 Naughtone</b>	Furniture designer and manufacturer	North Yorkshire	May 17	106.91%	9,179	15,177	34	Has plans to start operating in China to serve the growing Asian market
23	<b>3 Xceed</b>	IT management consultancy	Central London	Nov 16	102.39%	13,115	19,760	137	Recently entered into a partnership with US iTtech firm to help reduce cloud fraud
24	<b>Mineva Research Labs</b>	Beauty supplement developer	Central London	Jul 17	102.22%	5,200	8,598	33	Last year it launched in Spain's El Corte Ingles and secured deals in Canada, China and Qatar
25	<b>19nq</b>	Cloud software developer	Central London	Apr 17	99.53%	6,479	14,398	268	Is opening its new US headquarters in Kansas City next month
26	<b>West Ware</b>	Online music distributor	Leeds	Apr 17	98.38%	3,428	7,869	50	Works with more than 150,000 music acts and last year opened offices in India, Mexico and Spain
27	<b>Croud</b>	Digital marketing agency	East London	Mar 17	97.61%	4,225	7,714	83	Has a network of 1,200 digital marketing experts who help deliver campaigns in 107 countries
28	<b>465 RPL Group</b>	IT consultancy	Warrickshire	Mar 17	95.34%	1,788	16,958	206	Customers include Marks & Spencer, Argos and Aldi's US business
29	<b>44 Walland Power</b>	Generator manufacturer	Lincolnshire	Mar 17	94.63%	17,676	20,101	23	Its diesel generators power schools, hospitals and police stations in China and Pakistan
30	<b>Pallotter</b>	Logistics equipment distributor	Cheshire	Dec 16	92.99%	5,684	19,584	50	Says it has Europe's largest supply of pallets and cages for rent
31	<b>52 Crafts Companion</b>	TV and film producer	Manchester	Apr 17	92.47%	19,584	19,120	147	Sells its regular regular guest appearances on TV shopping channels in the US and Germany
32	<b>Icon Films</b>	IT and film producer	Bristol	Mar 17	92.11%	9,103	11,015	80	Its television shows have millions of viewers in the US, Europe and Middle East
33	<b>Bioclad</b>	Specialist cladding developer	Harrigate	Dec 16	91.71%	1,159	5,810	16	Sells its high-tech wall cladding across Australia, the Americas and the Middle East
34	<b>22 Digiflex</b>	Online consumer goods retailer	Essex	Mar 17	91.16%	4,100	7,667	44	Has Amazon Marketplace stores in seven countries
35	<b>15 SaleCycle</b>	Marketing technology developer	Tynes and Wear	Mar 17	88.26%	6,034	12,003	159	Has converted more than 500m abandoned transactions into sales for 600 international brands
36	<b>25 PrivateFly</b>	Private jet hire platform	St Albans	May 17	83.52%	15,308	22,217	31	Acquired a private aviation firm last November as part of its US expansion plans
37	<b>Pet Food UK</b>	Pet food manufacturer	Northampton	Apr 17	82.73%	9,440	10,254	61	Sells its Barkley Hops, Mowbray Hops and ATU brands in Russia and the Far East
38	<b>PC Richardson &amp; Co</b>	Civil and structural engineer	North Yorkshire	Mar 17	79.76%	3,862	7,241	69	Has a five-year maintenance contract for Qatar's tallest skyscraper, the Aspire Tower
39	<b>Flint International</b>	IT infrastructure consultancy	Watford	Dec 16	77.48%	9,607	20,162	33	Has 10 overseas offices, including an outpost in Botswana
40	<b>Slush Puppie UK</b>	Frozen drinks distributor	High Wycombe	Dec 16	77.37%	3,959	18,193	94	Says it has sold 175m cups of its syrup and crushed ice drinks in Europe since 1974
41	<b>Chess Dynamics</b>	Defence systems engineer	West Sussex	Apr 17	76.24%	8,551	16,336	98	Its Sea Eagle surveillance systems are in service on the aircraft carrier HMS Queen Elizabeth
42	<b>Baker Ross Fabrics</b>	Craft products retailer	Leeds	Apr 17	75.07%	7,078	27,465	98	Sells more than 3,000 craft products a year that are sold in 37 countries
43	<b>TouchNexis</b>	Touchscreen developer	Hampshire	Dec 17	73.88%	8,485	5,231	11	Has sold more than 500,000 touchscreens in countries such as Germany, Sweden and Austria
44	<b>9 Holvis</b>	Senior experience developer	Leicestershire	Jan 17	71.56%	11,111	14,560	105	Last year it designed a 3D hovercraft ride for a Hunger Games-themed attraction in Dubai
45	<b>Supercacht Tenders and Toys</b>	Yacht equipment supplier	Ipwich	Oct 17	68.95%	5,400	5,500	10	Supplies toys such as slides to superyachts made in Germany and Holland
46	<b>Bonds</b>	Steel castings manufacturer	Co Durham	Sep 17	66.90%	12,092	22,211	300	Bought a 22-acre factory in Scarborough in 2016, expanding its manufacturing capabilities
47	<b>First Position</b>	Dancewear retailer	Devon	Apr 17	63.50%	15,416	15,416	75	Sells its leotards and ballet skirts to customers in 69 countries worldwide
48	<b>29 FW Technology</b>	Cyber security consultant	Cheshire	Dec 16	63.86%	17,669	10,408	48	Partners in 13 countries distribute its metal powders for 3D printing
49	<b>Virtual Clarity</b>	IT consultancy	Central London	Dec 16	62.89%	19,145	23,303	61	Last March Virginia-based CXO Technology took a minority stake in the firm for an undisclosed sum
50	<b>Nosy Crow</b>	Children's book publisher	Central London	Dec 16	59.16%	4,861	9,003	27	Publishes children's books in 39 languages
51	<b>8 Anthesia</b>	Sustainability consultancy	Central London	Dec 16	58.96%	6,486	9,118	158	Helps UK customers Target and The North Face improve supply chain sustainability
52	<b>Rid Arch</b>	Automotive component supplier	Northamptonshire	Jul 17	58.25%	8,903	9,651	64	Says it made 70% of all exhausts for BMW's M-series range
53	<b>Fryfor</b>	Medical researcher	Central London	Dec 16	58.17%	1,048	8,473	24	Has an office in Singapore to service its growing Asian market
54	<b>28 Pet Brands</b>	Pet accessory manufacturer	West Yorkshire	Jan 17	57.92%	6,268	18,900	44	Has a portfolio of own-label brands that are sold to retailers in more than 50 countries
55	<b>13 Kiddilyvixen</b>	Children's snack manufacturer	Buckinghamshire	Dec 17	56.88%	3,148	16,022	25	Is launching in Central America, including El Salvador and Nicaragua, next month
56	<b>Sandbag</b>	Music merchandise distributor	Reading	Mar 17	56.39%	13,861	19,512	89	Is expanding in the US, having opened a base in Los Angeles in 2011
57	<b>Nlyte Software</b>	Software developer	Central London	Dec 16	55.87%	2,016	22,160	114	In 2016 it bought New Jersey-based software developer FieldView for an undisclosed sum
58	<b>Weston Ross Fisheries</b>	Seafood manufacturer	Scottish Highlands	Dec 16	55.87%	8,276	14,277	55	Exports its salmon to more than 40 countries including the US, Japan, the US and the Middle East
59	<b>The Pearce Group</b>	Recycling services provider	St Albans	Mar 17	55.18%	6,652	14,974	123	Its eco-friendly animal bedding is used by acrobathos overseas
60	<b>Carpenter &amp; Paterson</b>	Pipe suspension equipment	Powys	Dec 16	54.89%	21,781	23,141	341	Exports pipe suspension equipment to 34 countries worldwide including Nigeria and Brunei
61	<b>Silverlirng Furniture</b>	Bespoke furniture manufacturer	Wrexham	Jul 17	54.87%	5,364	6,105	57	Plans to start installing its furniture in private jets of the rich and famous
62	<b>43 Net World Sports</b>	Online sports goods retailer	Wrexham	Jul 17	54.53%	11,334	18,230	87	Plans to make customer service available 24/7 to help its clients in different time zones
63	<b>Forensic Risk Alliance</b>	Forensic accounting consultancy	Central London	Dec 16	53.35%	13,614	17,070	36	Has offices in America and Europe, which serve clients such as Rolls-Royce
64	<b>96 Charlie Bears</b>	Teddy bear wholesaler	Cornwall	Jun 16	52.33%	2,867	8,572	29	Produces 500,000 teddy bears a year that are sold in 37 countries
65	<b>Cholemic</b>	Lighting manufacturer	Blackpool	Dec 16	52.13%	5,005	11,437	60	Supplies lamps, lighting and chandeliers to hotels and cruise liners in 70 countries
66	<b>Rarewaves</b>	Music and electronics retailer	West London	Aug 17	51.34%	14,668	17,693	19	Has sold to more than 5m music and video lovers since it launched in 2005
67	<b>PMD Group</b>	Material surfacing specialist	Coventry	Dec 16	51.05%	1,937	9,361	109	Has a subsidiary in India and distributors as far afield as Vietnam and Thailand
68	<b>PortSwiggley Web Security</b>	Cyber-security software developer	Cheshire	Oct 17	50.62%	7,380	8,133	27	Started by a professional hacker and now sells security testing software to 120 countries
69	<b>59 Centman</b>	Cyber security consultancy	Wirthing	Sep 17	49.39%	5,351	7,333	94	Has offices in the US, Germany, Australia, South Africa and Uruguay
70	<b>16 Search Laboratory</b>	Online marketing agency	Leeds	Oct 17	47.64%	4,477	10,958	132	Its multilingual staff run search engine marketing campaigns for clients in more than 18 countries
71	<b>Denny Bros</b>	Printing services provider	Bury St Edmunds	Dec 16	46.40%	1,629	7,537	88	Sells print machinery to companies in countries including Australia and Malaysia
72	<b>B2B International</b>	Market researcher	Dec 16	46.14%	5,399	8,625	156	Last year it relocated its Beijing office and expanded its team there to 20 researchers	
73	<b>Hanson Wade</b>	Conference provider	Central London	Dec 17	45.92%	15,236	16,383	106	Its conferences and events in three continents were attended by 5,000 people last year
74	<b>Green Light Packaging</b>	Biodegradable packaging maker	Cardiff	Dec 16	45.87%	3,106	6,110	20	Its website is available in 12 languages
75	<b>30 Centman</b>	Crust manufacturer	Northampton	Dec 16	45.80%	8,065	24,141	47	US taste for pink grapefruit is helping drive overseas sales
76	<b>48 Lineup Systems</b>	Advertising technology developer	Central London	Jan 17	45.67%	7,673	8,561	90	Plans to double its operations in the US and Canada this year
77	<b>50 Vegware</b>	Compostable packaging manufacturer	Edinburgh	Jan 17	44.39%	3,362	14,927	50	Has offices in the US, Australia and Hong Kong, and distributors in the Middle East and Caribbean
78	<b>Hague Print Media</b>	Printing services provider	West Yorkshire	Dec 16	44.27%	4,538	18,024	73	Supplies 10n alcohol duty stamps to Tanzania each year
79	<b>78 M Squared</b>	Laser technology developer	Glasgow	Feb 17	43.78%	11,784	13,295	90	Sales to the US, where it has two offices, account for more than half of turnover
80	<b>Y International (UK)</b>	International exporter	Birmingham	Dec 16	43.68%	23,629	23,629	186	Exports 500 sea freight containers and 4,000 air freight pallets of groceries every year
81	<b>Metrasens</b>	Metal detection technology developer	Malvern	Oct 17	43.38%	2,970	10,317	57	Exports to 44 countries include magnetic contraband detection systems
82	<b>Dotmatics</b>	Data management software developer	Hertfordshire	Dec 16	42.87%	9,956	12,820	84	Received backing from Scottish Equity Partners last year to strengthen its global operations
83	<b>FreestyleXtreme</b>	Sports goods retailer	Bristol	Jul 17	41.56%	8,560	10,771	67	Last July it upgraded its warehouse to include an AI-enabled control system
84	<b>Team17</b>	Video game developer	West Yorkshire	Dec 16	41.49%	11,507	13,458	89	Sells its titles worldwide through distributors such as Sony, Microsoft, Apple and Google
85	<b>Albeco Lighting</b>	Outdoor lighting manufacturer	Co Llandudno	Apr 17	41.10%	9,176	22,230	159	Its lights are in more than 40 airports globally
86	<b>Cawston Press</b>	Drinks manufacturer	Southland	Dec 16	40.80%	1,866	9,678	14	Produces juices in Germany and Britain, its biggest export market is the US
87	<b>Commodity Centre</b>	Logistics services provider	Chelmsford	Mar 17	40.78%	6,980	20,099	55	Delivers cereals, coffee and coffee beans to factories and roasteries across Europe
88	<b>Dints International</b>	Supply chain services provider	Central London	May 17	40.45%	10,786	10,895	12	Plans to win new mining customers in Chile and Tanzania this year
89	<b>Sangler</b>	Adhesives manufacturer	Nottinghamshire	Apr 17	39.48%	5,241	14,280	52	Expanding its product range has boosted sales in Europe
90	<b>Semafone</b>	Payment services developer	Guildford	Dec 16	39.22%	4,437	8,313	77	Its Cardprotect software is used by A.O. com, Santander and Sky
91	<b>Big Earth Lights</b>	Outdoor lighting provider	West London	Mar 17	39.02%	6,155	15,043	74	Artists such as Adele, Muse and Phil Collins have used its entertainment lighting services
92	<b>Puckator</b>	Gifware wholesaler	Cornwall	Dec 16	38.99%	9,070	14,833	160	Has offices in Turin, Valencia and Xiamen, China
93	<b>LTS International</b>	Sustainability consultancy	Edinburgh	Sep 16	38.81%	7,217	7,597	45	Has worked on sustainability and development projects in more than 100 countries
94	<b>Oceala</b>	Recycling services provider	Leicestershire	Mar 17	38.67%	10,661	17,182	11	Sells recovered waste products including paper and plastic to countries such as China and India
95	<b>53 Language Connect</b>	Translation services provider	Central London	Apr 17	38.38%	2,478	8,334	75	Its network of 6,000 freelancers can translate more than 150 languages
96	<b>13n</b>	Mobile marketing agency	Central London	Mar 17	38.15%	13,568	16,382	44	Has worked on campaigns including DHL, M&S and Pernod Ricard expand internationally
97	<b>LA Micro UK</b>	IT hardware distributor	Windsor	Apr 17	37.42%	13,648	23,415	41	Has over 5,000 customers in 19 countries
98	<b>Codex</b>	Cinematography equipment developer	Central London	Dec 16	37.19%	2,811	9,380	30	The latest Star Wars movie, The Last Jedi, was created using its equipment
99	<b>91 Kit for Kids</b>	Children's products manufacturer	Kent	Feb 17	36.95%	2,494	7,088	125	Its products are sold in more than 30 countries
100	<b>Brandon Medical</b>	Medical equipment manufacturer	Leeds	Oct 16	36.05%	2,585	6,173	5	

**6 The TALL Group 178.50%**

**Printing services provider**  
Governments, electoral commissions and banks around the world are customers of this Cheshire-based group. Its products include scanners that securely process cheques and bank documents. It also prints sensitive papers, such as polling cards and university degree certificates. Led by Martin Ridda, 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.

**7 Outplay Entertainment 177.95%**

**Mobile games developer**  
More than 20m people have downloaded this company's Alien Creeps game in which players vie to save the world from extraterrestrial 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.

**8 George Baker Group 172.45%**

**Transport logistics consultancy**  
Founded by George Baker, 66, in 1982, this business is now run by his son David, 33. Based in the port of Felixstowe, it helps exporters, including 300 freight companies, navigate through customs. It also provides warehousing and transport to deliver goods 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.

**9 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 and 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 Caterpillar. It operates from three UK manufacturing sites and has an office in the United Arab Emirates.

**10 Stiltz Lifts 160.76%**

**Lift manufacturer**  
This company's freestanding lifts plug into domestic electrical sockets as an alternative to stairlifts and have been 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%**

**Camping equipment wholesaler**  
Tents named after British beaches – including Studland, Crove and Hayling – are distributed by Kampa to retailers in South Korea, Germany and Denmark. The Essex firm also sells caravan and camping essentials, such as rapid-dissolve lavatory paper and collapsible washing-up bowls, and it has developed its own lightweight tent and motorhome awnings. Exports hit £6.1m in 2016 under managing director Mark Lawless, 58, who opened a new distribution centre in Holland last year.

**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 Alasdair Field, 52. The firm says it supplies the majority of police forces in France and Australia; international sales were £1.6m in 2016.



Pitch the tents: camping and caravanning kit are the speciality of Kampa (No 11), which has boosted exports to countries such as South Korea, Germany and Denmark

**13 Dianomi 134.16%**

**Content marketing agency**  
Founded in 2003 by Cabell de Marcellis, 49, Raphael Queisser, 43, and Rupert Hodson, 45, this London firm places more than 3.5bn ads every month in 300 online financial publications. Its platform lets clients define their target audience by demographics and location. Offices in Sydney and New York helped Dianomi generate international sales, in the form of fees, of £6.2m in 2016.

**14 AFL Architects 133.50%**

**Architect**  
This architect oversaw the upgrade of Manchester United's Old Trafford stadium and the redevelopment of Edgbaston cricket ground, which last year hosted the first floodlit Test match in the Middle East, Singapore and Canada, and distributors in Australia. Its clients include 26 international airports that use its patented software to detect events such as perimeter intrusion, abandoned vehicles or loitering. Its technology analyses video camera footage in real time to identify and track any potential dangers. Ispotek is led by chairman Lemn Lomax, 69.

**15 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 sells 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 £9.8m in 2017, with 92% destined for the US.

**16 CDEnviro 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.

**17 Monty Bojangles 117.08%**

**Chocolate manufacturer**  
Chocoloholics in China, the US and Saudi Arabia are getting their fix from this firm's truffles, which have names such as Milky Mischief, Choocy 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 Ispotek 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 international airports that use its patented software to detect events such as perimeter intrusion, abandoned vehicles or loitering. Its technology analyses video camera footage in real time to identify and track any potential dangers. Ispotek is led by chairman Lemn Lomax, 69.

**19 Military 1st 113.75%**

**Online military clothing retailer**  
Michael Grzybowski, 34, founded this Manchester company from his bedroom in 2008, after spotting 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 £3.5m 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 Leamington Spa firm now stocks 20,000 products, 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-of-mouth sales. Exports hit £1.9m last year, helped by offering next-day delivery to the US.

**21 The Pi Hut 107.95%**

**Online electronics retailer**  
This Suffolk firm sells kits to help customers 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 Hut's website 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 and manufacturer**  
This company 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 create pieces such as meeting tables, seats and bar stools. Co-founders Mark Hammond, 37, Kieron Bakewell, 39, and Matt Welsh, 41, sold a 50% non-controlling stake to the US furniture giant Herman Miller in 2017.

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

**23 Xceed 102.39%**

**IT management consultancy**  
From offices in London, Edinburgh, New York and Dublin, Xceed helps global banks, financial service firms and governments move legacy IT onto new platforms. International sales hit £13.1m in 2016, helped by continued demand in the US and strong growth in Europe. 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, 53, chief executive John Casserly, 53, and chairman John Turner, 60.

**24 Minerva Research Labs 102.22%**

**Beauty supplement developer**  
Managing director Tony 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 Ingles in Spain. Growth in Italy, Spain and the Middle East lifted international sales to £5.2m last year.

**25 HighQ 99.53%**

**Cloud software developer**  
This London firm's software allows its legal, banking 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 (£35m) 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%**

**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 of iTunes 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 ZU, Quatro, Finch and Lil Wayne. The Liverpool firm has 15 overseas offices and recorded international sales of £3.4m last year.

**27 Crowd 97.61%**

**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, 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 grow. It advises customers on workflow and warehouse management, IT and back-office systems. Mike Callender, 47, and Chris Love, 42, 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 £9.8m last 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. Investments in its factory, machinery and IT 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**



**EXPANDING HEATHROW IS HELPING BRITAIN BOOST EXPORTS**

Heathrow is Britain's biggest port by value for global markets outside the EU and Switzerland, handling over 30% of the UK's exports. Expansion will double our cargo capacity and create new domestic and international trading routes, helping more businesses across Britain reach out and trade with the world.

Heathrow expansion is part of the plan to strengthen Britain's future. That's why we are getting on with delivering Britain's new runway.

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Building for the future

TRADE INFO IS BY VALUE FOR 2016. EXCLUDES EXPORTS TO EU AND SWITZERLAND AND SOURCED FROM UKTRADEFINCOM

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www.heathrowexpansion.com/uk-growth-opportunities/trade-export-growth

HUGHES CRAFT DISTILLERY, ONE OF THE MANY BUSINESSES ACROSS THE UK THAT SUPPORT HEATHROW EXPANSION

**30 Palletower 92.99%**  
**Logistics equipment distributor**  
Coles in Australia, Pick n Pay in South Africa 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 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%**  
**Craft products retailer**  
Sara Davies, 33, set up this Co Durham firm while at university in 2005. Its first product, an Envelopes, was a handheld device for creating different-sized envelopes. It now stocks 4,000 items, 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.

**32 Icon Films 92.11%**  
**TV and film producer**  
Husband and wife Harry and Laura Marshall, 57 and 56, 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 Icon River Monsters shows – the highest-rated series for the American channel Animal Planet – helped exports reach £9.1m last year.

**33 Bioclad 91.71%**  
**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 this Harrogate firm, which now sells hygienic wall cladding and floor coverings through partners such as the chemicals giant BASF, across North and Central America, Australasia and the Middle East. Exports hit £1.2m 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 headbands are just some of the products this Essex retailer sells online under its Trixex brand name. It has stores in seven countries on Amazon Marketplace 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 15 new products a week helped international sales to £4.1m last year.

**35 SaleCycle 88.26%**  
**Marketing technology developer**  
Technology developed by this Tyne and Wear firm has encouraged online shopping by completing more than 100 abandoned transactions, boosting sales for 600 brands including Tommy Hilfiker, Yves 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.

**36 PrivateFly 83.52%**  
**Private jet hire platform**  
The former RAF pilot Adam Twidell and his wife, Cori, both 45, launched this St Albans firm in 2008. Its website and app enable customers to search for and book flights for 7,000 private jets. Increased uptake, including by celebrity jet-setters and high-flying executives, helped international sales – the total value of bookings – reach £15.3m in 2017. Last November the company acquired a US aviation firm as part of plans to expand in the country.

**37 Pet Food UK 80.27%**  
**Pet food manufacturer**  
Fat Dog Slim and Purr-Nickety are two of this firm's distinctively packaged and quickly named premium pet foods, which are sold under its Barkings Heads, Meowing Heads and AATU brands. The recipes are popular with pet owners in Scandinavia, Ireland, Russia and the Czech Republic, lifting exports 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.

**38 PC Richardson & Co 79.76%**  
**Civil and structural engineer**  
International sales grew to £3.9m last year at this North Yorkshire firm, thanks to strong demand for its engineering services from 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 skyscraper. Staff fit out the company – which celebrates its 100th anniversary this year – have carried out more than 5m hours of nuclear decommissioning at Sellafield.

**39 Flint International 77.84%**  
**IT infrastructure consultancy**  
This Watford firm has designed and built 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. Flint has 10 overseas offices and a joint venture in Saudi Arabia. Under managing director Neil Burbridge, 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**  
The syrup and crushed ice drink was invented in Ohio in 1972. Two years later, Ralph Peters, 87, brought the concept to Europe, selling under licence from his base in High Wycombe. In 1990 the firm launched the popular blue raspberry flavour drink in Europe; its other brands include Tango Ice Blast and Fanta Frozen. New products boosted exports to £4m in 2016. Ralph's son, Mark, 59, 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, including the navy's aircraft carrier HMS Queen Elizabeth. Its Sea 7000 and Hawkeye systems provide 24-hour surveillance, target 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, helping exports hit £8.6m.

**42 Baker Ross 75.97%**  
**Craft products retailer**  
From party supplies to craft kits, Baker Ross sells 3,000 products through 10 websites and catalogues. The retailer focuses on children's products, most sales to parents, but it also supplies schools, churches and playgroups. The majority of exports are to Europe, with marketing campaigns in Germany, France and Italy. Last year international sales reached £5.8m. The Essex firm was founded in 1974 by Patti Baker, 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 products include a saltwater-resistant screen for marine environments. The firm's designs are made by partners in Korea, China and a British-owned factory in Oxfordshire. With Germany its biggest overseas market, exports hit £3.5m last year. Under managing director Chris Ard, 57, the Hampshire firm plans to expand into the automotive sector this year.



Winged wonder: Kate Wilson's Nosy Crow (No 50) publishes more than 100 children's books, ebooks and apps each 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.

Rank	Company	Activity	Year end	% annual int'l sales growth	Latest int'l sales £m	Total sales £m
19	Military 1st	Online military clothing retailer	Jun 16	113.75%	3.5	6.9
20	Wool Warehouse	Craft products retailer	May 17	111.41%	1.9	7.5
21	The Pi Hut	Online electronics retailer	Apr 17	107.95%	4.3	7.3
24	Minerva Research Labs	Beauty supplement developer	Jul 17	102.22%	5.2	8.6
34	Digiflex	Online consumer goods retailer	Mar 17	91.16%	4.1	7.7
37	Pet Food UK	Pet food manufacturer	Dec 16	80.27%	3.6	10.3
42	Baker Ross	Craft products retailer	Dec 16	75.97%	5.8	22.5
55	Kiddilyicious	Children's snack manufacturer	Dec 17	56.88%	3.1	16.0
65	Sandbag	Music merchandise distributor	Mar 17	56.39%	13.9	19.5
62	Net World Sports	Online sports goods retailer	Sep 17	54.35%	11.3	18.2

**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



From Paris to Los Angeles, from Sydney to Shanghai, goods from the UK are in demand from customers who have an appetite for style and premium quality. Sales growth at home may be lacklustre, but look overseas and you'll find British traders taking market share in cities and high 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 particular, the US, Australia and Asia are popular growth markets. We would encourage businesses to consider 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 internet to enter these markets at an early stage before their development. The cost of doing so is falling.

Far-flung customers are often 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 can often receive orders from Wool Warehouse faster than they would from US suppliers. "Brand Britain carries significant weight in the US and Canada," said Andrew, noting that years produced by UK manufacturers, such as West Yorkshire Spinners, are extremely popular. Wool Warehouse has also benefited from a weaker pound as this provides favourable exchange rates for overseas customers, who make up about 25% of its total sales of £7.5m. "Our top four countries for international sales are the US, Australia, Canada and New Zealand," said Andrew. Another company enjoying the benefits of winning international

customers is the bespoke lighting designer and manufacturer Chelson (No 65), which started out as an antique shop on the Blackpool promenade. It is now run by the founders' son, chairman Robert Chelson, 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, and cruise operators



Chelson (No 65) worked with design studio MBDS on the lighting for Paris bar Pink Mamma

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

wherever hotels or ships are being built and generates nearly half of its £11.4m sales under the UK. Exporters such as Chelson and Wool Warehouse show the benefits of the league table, not putting all your eggs in one basket. This strategy will not always ensure a smooth road but it can help provide some protection against bumps along the way. At DHL Express, we support businesses that want to grow by accessing new markets. We can simplify the complexity of cross-border transactions and ensure expectations and individual delivery choices are met, wherever customers are in 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



**51 Anthesis Group 58.96%**  
**Sustainability consultancy**  
 This employee-owned consultancy helps customers make their supply chains more environmentally friendly and also prepares sustainability reports. 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 sales reach £6.5m in 2016.

**52 Red Arch 58.25%**  
**Automotive component supplier**  
 From car badges to engine tuning kits and cylinder heads, this engineer designs and makes specialist parts. It is best known for its high-performance exhaust systems and its customers 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 £8.9m last year. Research collaborations with Loughborough University and a new 15,000-sq-ft site in Daventry are expected to boost future growth.

**53 Bryter 58.11%**  
**Market research**  
 Clients of this London market research firm 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 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.

**54 Pet Brands 57.92%**  
**Pet accessory manufacturer**  
 Tough Tugger dog toys, Hello Kitty cat scratchers and Alan Titchmarsh siet 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.

**55 Kiddyletics 56.88%**  
**Children's snack manufacturer**  
 Bucklehamshire-based Kiddyletics 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 £3.1m in 2017. Its snacks and meals – including veggie 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.

**56 Sandbag 56.39%**  
**Music merchandise distributor**  
 Adele, Daft Punk and Radiohead have all used this firm's services, which include designing and manufacturing music merchandise, such as vinyl 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 Jof Newill, 50. Expansion in the US – including opening an office in Los Angeles in 2011 – helped boost exports to £13.9m 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 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 merchandise for bands including Radiohead, seen here performing at the 2017 Glastonbury festival

the US account 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%**  
**Salmon farmer**  
 This Highland firm sells hand-reared salmon to restaurants, 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 wrasse 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%**  
**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 racehorse owners around the world. Exports rose to £6.7m last 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 its products in 34 countries across Europe, Asia, Latin America and Africa. It has manufacturing facilities in Thailand and India, which helped international sales reach £21.8m 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. The average price for a piece is £150,000, with the furniture installed in homes 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.

**62 Net World Sports 54.35%**  
**Online sporting goods retailer**  
 Alex Lovén, 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 Forza football goals at its base in Wrexham and last year trebled its warehouse capacity to 120,000 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.

**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, financial investigations and data analytics. Founding partners Gregory Mason, 47, Frances McLeod, 52, and Tobias Durhie, 49, have opened six overseas offices, including sites in Washington, Zurich and Montreal, which serve clients such as Rolls-Royce. Its team speaks more than 30 languages 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, hitting £13.6m and accounting for 80% of the company's total revenue.

**64 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 shops, 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.

**66 Rarewaves 51.14%**  
**Music and electronics retailer**  
 Music industry veteran Brad Aspes, 61 – who owns more than 100,000 vinyl 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.

**67 PMD Group 51.05%**  
**Material surfacing specialist**  
 Richard Naylor and Eddie Marlow founded PMD in 1957 with £3,500 prize money from a BBC-sponsored "Be your own boss" competition. Now run by Richard's son Mark, 64, the firm specialises in making chemicals used to coat electronic and mechanical parts for clients in the automotive and aerospace industries. PMD makes the compounds at its Coventry facility and exports via a subsidiary in India and distributors as far afield as Vietnam and Thailand. International sales hit £1.9m in 2016.

**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 Suite 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.

**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 £5.2m 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 clients across Europe and North America. Led by chief executive Andrew Henwood, 41, the Wilshire firm boosted its international reach by opening offices in Germany and Australia last year.

**70 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 had campaigns in more than 18 countries and its staff speak more than 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 clients.

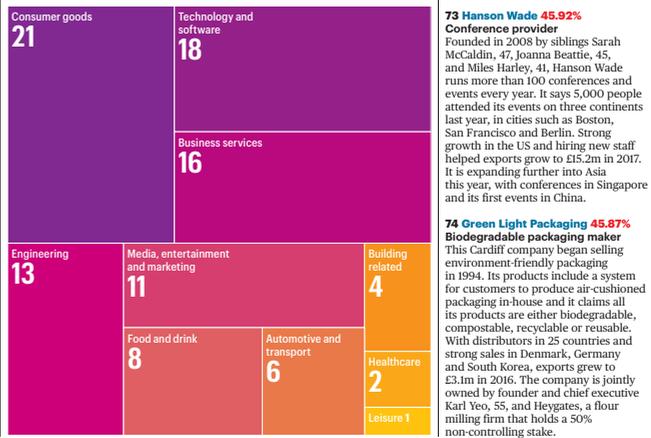
**71 Denny Bros Group 46.40%**  
**Printing services provider**  
 Brothers Russell and Doug Denny set up this Bury St Edmunds business after returning from military service in 1945, using a second-hand press to print letterheads, invoices and race cards. Now led by Russell's son Graham Denny, 55, the 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%**  
**Market researcher**  
 Father-and-son team Paul and Nick Hague, 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. Its research is used by business-to-business market research and insight services. It has since completed more than 3,500 studies for over 600 clients, including Microsoft. Its research is used by business-to-business market research and insight services. It has since completed more than 3,500 studies for over 600 clients, including Microsoft.

**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 hiring new staff helped exports grow to £15.2m in 2017. It is expanding further into Asia this year, with conferences in Singapore and its first events in China.

**74 Green Light Packaging 45.87%**  
**Biodegradable packaging maker**  
 This Cardiff company began selling environment-friendly packaging in 1994. Its products include a system for customers to produce air-cushioned packaging in-house and it claims all its products are either biodegradable, compostable, recyclable or reusable. With distributors in 25 countries and strong sales in Denmark, Germany and South Korea, exports grew to £3.1m in 2016. The company is jointly owned by founder and chief executive Karl Yeo, 55, and Heygates, a flour milling firm that holds a 50% non-controlling stake.

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



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**75 Fentimans 45.80%**  
**Drinks manufacturer**  
Since 1905, this Northumberland firm has been infusing, blending and botanically brewing ingredients such as ginger, juniper and burdock to create its upmarket mixers and soft drinks. Seven years ago, Fentimans 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, 67, is the great-grandson of the founder, Thomas Fentiman.

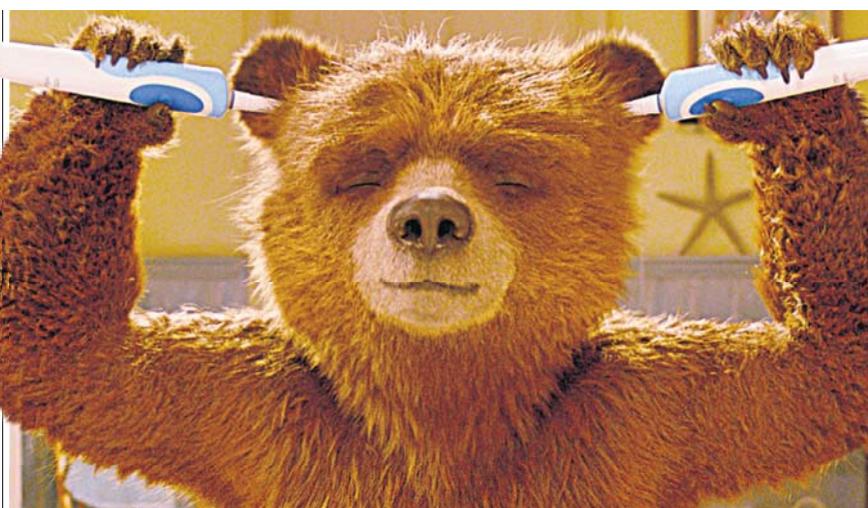
**76 Lineup Systems 45.67%**  
**Advertising technology developer**  
Lineup's cloud-based software, available in 21 languages, helps the world's largest print, digital and broadcast companies to track and manage their advertising sales. The firm's platform is used by more than 1,600 media brands, such 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 hit £6.8m last year.

**77 Vegware 44.39%**  
**Compostable packaging maker**  
This Edinburgh firm manufactures completely compostable packaging. Using plant-based materials such as bioplastics or waste from sugar cane, it makes more than 250 types of packaging and catering disposables. The business was founded in 2006 by managing director Joe Frankel, 41, and its clients include food distributors, caterers and coffee 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 £5.4m in 2017.

**78 Hagu Print Media 44.21%**  
**Printing services provider**  
Exports hit £4.5m in 2016 at this specialist printing firm. The West Yorkshire business supplies Tanzania with 1bn alcohol duty stamps every year, produces cheques for four of Kenya's biggest banks and recently secured a deal to print the Papua New Guinean 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 entrepreneurs Graeme Malcolm, 49, and Gareth Maker, 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 £11.8m 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 Birmingham exports British foods, paper goods and toiletries. Set up in 2012 by the Indian billionaire Yusuf Ali, 62, it supplies his Lulu group of 155 supermarkets and malls in the Middle East – where it is the top grocery retailer – as well as outlets in India, Malaysia, Indonesia and Egypt. Exports



Bear-faced cheek: specialist video and film equipment made by Codex (No 98) has been used for a number of recent blockbuster movies – including Paddington 2

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

**81 Metrasens 43.38%**  
**Metal detection technology**  
Scientists Simon Goodyear, 52, and Matt Wooliscroft, 46, started Metrasens in 2005 to develop sensor technologies that improve conventional screening 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 sells to 44 countries and exports rose to £9.5m last year.

**82 Dotmatics 42.67%**  
**Data management software**  
Spin out of the pharmaceutical business Merck by Stephen Gallagher, 44, and Alastair Hills, 40, in 2005, Dotmatics 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.

**83 FreestyleXtreme 41.56%**  
**Sports goods retailer**  
BMX bikers, skaters and skaters in more than 60 countries browse this firm's 20 international websites to shop for sportswear and equipment. Its products include Oakley sunglasses, GoPro cameras and Quiksilver jackets. Last July FreestyleXtreme upgraded its 15,000-sq-ft Bristol warehouse to include a cloud-based AI-enabled stock control system. This has helped it meet demand, with the firm dispatching international orders worth £8.6m last year. Shaun Loughlin, 33, is managing director.

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

franchise, which has sold more than 75m copies. It sells its titles worldwide through distributors such as Sony, Microsoft, Apple and Google. It secured £16.5m from private equity firm LDC in 2016, spending an undisclosed sum to acquire Moudley Toof Studios, the Derby developer of popular prison-break game The Escapists. International sales 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 Canberra'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 administration in 2013 by Intrinsic Equity with a £5m capital injection and it remains 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 grew to £1.9m 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 Steve Kearns, 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 headquarters, the firm has warehouses in Hull and Belgium and two in Holland. Under chief executive Alec Gunn, 64, exports rose to £7m 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-stop 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 Ivory Coast. Under chief executive Geoff de Mowbray, 36, it obtained a new financing facility with UK Export Finance. Exports hit £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 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. Semafone started in 2009 and in 2014 it raised £5m from BGF and Octopus Ventures. It has clients in 25 countries and international sales rose to £4.4m in 2016.

**91 Neg 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 £6.2m last year, when the firm supplied the Rolling Stones' sell-out European tour.

**92 Puckator 38.99%**  
**Gilware wholesaler**  
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 customers 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 £9.1m 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 £7.2m in 2016, thanks to high-value projects commissioned by global agencies and an expansion of its monitoring and evaluation division.

**94 Ocsala 38.67%**  
**Recycling services provider**  
This Leicester recycler processes waste packaging and sells high-grade plastic and paper-based materials to mills across Europe and the Far East. It was started in 1983 and all eight of founder 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 last year.

**95 Language Connect 38.38%**  
**Translation services provider**  
Nestlé, Karen Millen and Skyscanner are among the clients using this firm's network 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 Ivona Stepien, 44, started the London firm in 2003. Overseas sales hit £2.5m last year, when it also opened an office in Dubai.

**96 Iqnis 37.78%**  
**Digital marketing agency**  
Founder Stephanie Whitaker, 62, launched this specialist brand marketing agency in 1989 with £10,000 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 £3.6m last year when it set up Ignovation Labs, a division to help identify and develop new technologies.

**97 LA Micro UK 37.42%**  
**IT hardware distributor**  
More than 5,000 small businesses in 19 countries use this Windsor firm for IT support and hardware refurbishment, and to host their phone systems. Its 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 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, 68, Anita Sinclair, 55, and Delwyn Holroyd, 48, in 2006. Setting up offices in Los Angeles, Paris, Beijing and Wellington helped international sales hit £2.8m in 2016.

**99 Kit for Kids 36.95%**  
**Children's products manufacturer**  
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 proving popular. Chief executive Jan van der Velde, 54, set up Kit for Kids in 1993 and has overseen an expansion in exports to £2.5m in 2017. Last August's £3.7m investment from Connection Capital will drive international growth.

**100 Brandon Medical 36.05%**  
**Medical equipment manufacturer**  
This Leeds technology company makes medical equipment such as operating lights and tables for NHS 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 Graeme and Adrian Hall, 55 and 48, the firm increased international sales to £2.6m in 2016, boosted by strong growth in Asia.

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