

Tech Track 100 press release

Sunday 16 September 2012



20 COMPANIES IN SOUTHEAST OF ENGLAND WIN PLACES ON LEAGUE TABLE OF BRITAIN'S FASTEST-GROWING TECHNOLOGY FIRMS

Published today, the success of 20 southeast of England technology companies is being showcased in the **Sunday Times Hiscox Tech Track 100**, a league table that ranks Britain's private technology, media and telecoms (TMT) companies with the fastest-growing sales over three years.

The 20 companies headquartered in the southeast of England on the league table (compared to 13 last year) have made a strong contribution to the local economy over the last three years, despite the tough economic conditions. Together they employ **1,352 people** and have achieved combined sales of **£270m**.

The top company in the region is **ZBD Solutions**, which has made it onto the league table for the first time. The Ascot-based company has developed ultra low-power LCD screens that are being used as a high-tech paper substitute by its customers, which include European supermarket chains. The company was spun out of Qinetiq in 2000 and, in 2009, brought in chief executive Shaun Gray to commercialise its product. Its backers include Trillium International and DFJ Esprit. Sales grew 213% a year, from £396,000 in 2009 to £12.1m in 2012

There are six companies each on the league table from Berkshire and Hampshire. They include video-conferencing services provider **BCS Global**, which is based in Slough; and digital technology consultancy **Farncombe**, which is located in Basingstoke.

The southeast firms appear on the table alongside companies from around the UK, including online lender **Wonga**, entertainment trader **musicMagpie.co.uk**, and content recognition services provider **Shazam**.

The Tech Track 100 league table and awards programme is sponsored by **Hiscox** and **Barclays**, and compiled by **Fast Track**, the Oxford-based networking events and research company. Steve Langan, Managing Director of Hiscox UK and Ireland, the title sponsor of the league table, commented:

"Just as London 2012 will inspire young athletes, so too should the stories behind these Tech Track companies inspire the next generation of entrepreneurs. Brainy, tenacious and above all hard working, these privately owned businesses deserve every bit of recognition for their important contribution to our economy."

Southeast of England fastest-growing technology companies, ordered by county

Location of HQ and county	Rank [2011 rank]	Company Activity	Annual sales growth over 3 yrs	Latest sales (£000)	Staff	Latest FYE‡	Comment
Ascot, Berkshire	5	ZBD Solutions <i>E-paper display developer</i>	213%	†12,114	61	Mar 12	Spun out of Qinetiq in 2000 and spent eight years developing its 'epaper' technology
Slough, Berkshire	15	BCS Global <i>Video-conferencing services provider</i>	138%	5,941	20	Dec 11	The NHS uses its videoconferencing services to support smokers who want to quit
Reading, Berkshire	51	Invenio Business Solutions <i>IT consultancy</i>	60%	†5,513	51	Mar 12	Implemented the tax management software for the Republic of Maldives
Slough, Berkshire	83 [18]	Innovise <i>Software developer</i>	44%	19,018	160	Sep 11	Has bought 13 companies in eight years and now has more than 700 customers

Location of HQ and county	Rank [2011 rank]	Company Activity	Annual sales growth over 3 yrs	Latest sales (£000)	Staff	Latest FYE‡	Comment
Bracknell, Berkshire	96	Portal <i>IT consultancy</i>	39%	†21,107	58	Mar 12	Has been named IBM's business software partner of the year
Wooburn Green, Bucks	72	CSA Waverley <i>IT services provider</i>	48%	*24,515	22	Jul 11	Won the 2011 award for HP Technology Services Partner of the Year
Southampton, Hampshire	18	Bowman Power <i>Electrical turbogenerator developer</i>	117%	8,439	70	Dec 11	Its generators capture lost heat energy from engine exhaust flow
Fareham, Hampshire	30 [9]	Peach Telecom <i>Telecoms services provider</i>	85%	7,711	54	Aug 11	Has acquired three competitors since inception and plans for more
Fareham, Hampshire	64 [64]	Premier Telecom <i>Telecoms services provider</i>	52%	17,387	98	Dec 11	Won Vodafone's Partner of the Year award in 2011 and 2012
Basingstoke, Hampshire	69	Siracom <i>Wireless technology consultancy</i>	50%	†7,828	16	Dec 11	Provides wireless IT services for primary and secondary schools
Basingstoke, Hampshire	90	Farncombe <i>Digital television consultancy</i>	41%	†6,954	35	Dec 11	Built the platform that underpins Freeview's digital terrestrial TV service
Portsmouth, Hampshire	95	Bell Microsystems <i>IT services provider</i>	39%	51,291	82	Sep 11	Opening offices in Melbourne and Hong Kong this year
Abingdon, Oxfordshire	52	Oxford Immunotec <i>Medical diagnostics provider</i>	59%	7,970	97	Dec 11	Sells its tuberculosis diagnosis product to hospitals in over 40 countries
Abingdon, Oxfordshire	27	P2i <i>Liquid repellent nano-coater</i>	91%	6,021	90	Jul 11	Its technology can protect up to 100,000 mobile phones per day from water damage
Wheatley, Oxfordshire	93	Autologic Diagnostics <i>Car maintenance software developer</i>	39%	†*15,008	93	Dec 11	Sells its software to 5,500 independent car workshops, most of which are in the US
Oxford, Oxfordshire	97	Zinc Ahead <i>Compliance software developer</i>	39%	†7,217	62	Mar 12	Opened an office in Sydney in June to support customers in the Asia Pacific region
Guildford, Surrey	38	Supermassive Games <i>Computer games developer</i>	76%	5,677	90	Dec 11	Nominated in 2011 for a Develop Excellence award as best new European studio
Reigate, Surrey	49 [46]	Udata Infrastructure <i>Network services provider</i>	63%	22,218	62	Jun 11	Provides bespoke telecoms solutions for businesses, schools, and GP surgeries
Leatherhead, Surrey	71	Staffcare <i>Pensions software developer</i>	49%	†5,663	63	Jun 12	Launching products to help companies cope with changing pensions regulations
Southwick, West Sussex	89	Focus Group <i>Communications services provider</i>	43%	†12,460	68	Nov 11	The Labour Party and London Broncos are among its customers

‡ FYE (financial year end) of latest available accounts

† Draft figure

* Annualised figure

The national picture

This year's Tech Track 100 companies achieved, on average, sales growth of 81% a year over the last three years of accounts, from a combined total of £521m in 2008/09 to £2.7bn in 2011/12. They more than tripled their combined workforce to **11,200** jobs over three years, with more than **7,500** jobs added over that period.

Two-thirds of the companies on the league table either have international operations or plan to grow overseas in the near future. These include renewable energy developers, consumer websites, and telecoms providers.

Companies in **digital media and entertainment**, such as digital marketing agencies and a mobile apps developers, made a strong showing on the league table, with 18 companies operating in this sector. Other

prominent industries include online consumer services (14), telecommunications (13) and management software developers (11). There were 10 companies involved in the outsourced IT services sector.

The majority of companies are headquartered in London (50) and the southeast (20). Of the remainder, nine are in the north, six each in the east and southwest, five in the Midlands, three in Scotland and one in Wales.

The full findings are published in a special four-page supplement within the Business section of **The Sunday Times** on 16 September, both in print and online, and on www.fasttrack.co.uk

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Notes for editors

Fast Track has published league tables of top-performing private companies with **The Sunday Times** for the past 16 years. Its invitation-only dinners provide a valuable opportunity for entrepreneurs to network and meet its sponsors. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

League table criteria

Companies had to be unquoted, independent and registered in Britain. They were ranked by compound annual growth rate (CAGR) in sales over their latest three financial years between 2008 and 2011 or 2009 and 2012.

The Tech Track 100 adopts the amended London Stock Exchange's (LSE) techMARK definition of a technology company as one 'that shows a commitment to innovation, research and product development, and operates in sectors including software, internet, telecoms and biotech'.

For financial years lasting for more or fewer than 52 trading weeks, figures were annualized on a simple pro-rata basis. Annualised sales had to exceed £250,000 in the base year (2008 or 2009) and £5m in the latest year (2011 or 2012). Companies also had to increase in sales in the latest year, but not necessarily be in profit.

The research was carried out by Fast Track between May and August. The majority of companies were interviewed by telephone or in person by the Fast Track team.

About Hiscox

Hiscox is a world leader in providing intelligent insurance solutions for the tech industry. From the sole trader to the global business, Hiscox insures over 150,000 small and medium sized businesses across Europe and the USA.

Hiscox products, underwriting approach and claims management expertise keep pace with the changing face of IT and the law that applies.

hiscox.co.uk/business-insurance

About Barclays

The Barclays Technology, Media and Telecoms corporate banking team have sector-focused relationship directors located across the UK. These specialists have the industry expertise and local knowledge to recognise the requirements of this diverse sector, and support the businesses within it.

This dedicated team works with most of the listed UK TMT companies and more than a quarter of all Tech Track 100 businesses operating in the sector.

www.barclays.com/corporatebanking