



The Sunday Times Virgin Fast Track 100 league table ranks Britain's 100 private companies with the fastest-growing sales over their latest three years.

Over the last six years, we have been delighted to sponsor Fast Track 100 - an innovative research initiative delivered by Fast Track, in association with The Sunday Times - which showcases some of the very best entrepreneurial activity in the UK. Entrepreneurs play an increasingly important role in driving economic growth and we are committed to helping them at every stage of their journey - from start-up, through to growth, and then to exit if the time is right.

[Click here to view the latest Fast Track 100 league table.](#)

### What is a fast track 100 company?

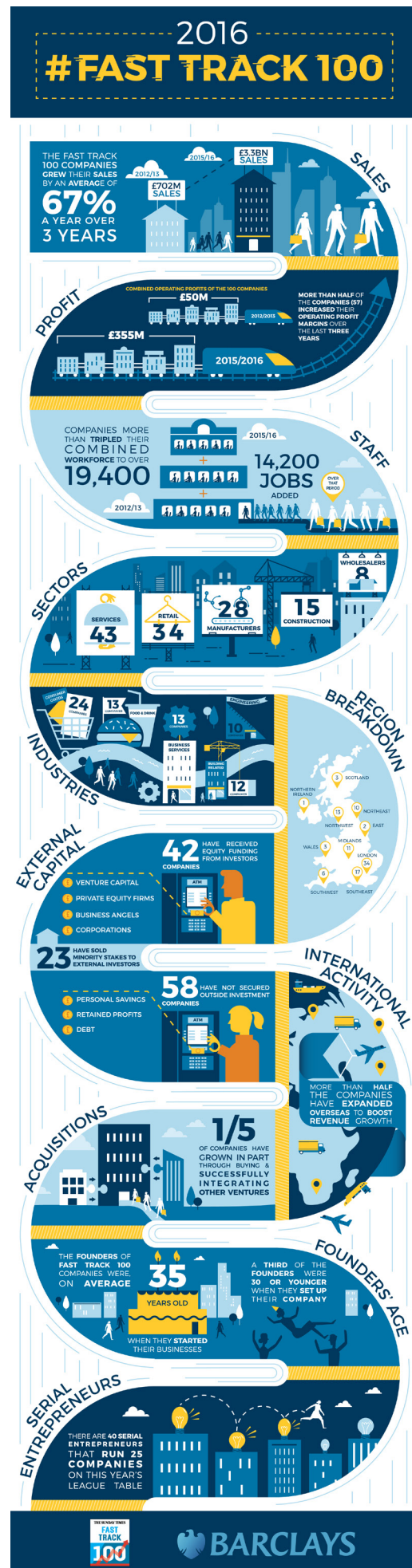
Typically, these companies were founded in the last 10 years, are owned and run by entrepreneurs, and have between 20 and 500 employees. There will be an average 3 years of sales growth ranging between 50% and 200% per year, with sales revenue ranging between £5 million and £100 million.

Each year the research and rankings are published in The Sunday Times, and after a series of intimate regional dinners around the UK, there is a fitting conference and awards finale.

### Key findings

There were some fascinating results in the latest report, including:

- The largest sector is services, followed by retail and manufacturers respectively
- Fast Track 100 companies employ a total of 19,400 people
- The founders of Fast Track 100 companies are on average 35 years old when they start their company



## The Sunday Times 2016 #fasttrack100 sponsored by Barclays

The 20th annual Sunday Times Virgin Fast Track 100 league table ranks Britain's 100 private companies with the fastest-growing sales over their latest three years.

### Sales

The Fast Track 100 companies increased their sales by an average of 67% over 3 years.

Combined sales increased over three years from a total of £702m in 2012/13 to £3.3bn in 2015/16.

### Profits

Combined operating profits of the 100 companies were £355m in 2015/16.

More than half of the companies (57) increased their operating profit margins over the last three years.

### Staff

The 100 companies added 14,200 jobs over the three years – some as a result of acquisitions.

This combined to a total of 19,400 jobs in 2015/16

### Sector breakdown

The two largest sectors are Services (43 companies) and Retail (34).

- 43 services
- 34 retail
- 28 manufacturers, either directly or indirectly (by outsourcing to third parties)
- 15 construction
- 8 wholesalers

### Industries

The two largest industries are Consumer goods (24 companies), followed by Food and drink (13).

- Consumer goods (24)
- Food and drink (13)
- Business services (13)
- Building related (12)
- Engineering (10)

### Regional breakdown

Greater London is home to the highest proportion of Fast Track 100 companies and is the base for nearly two fifths (34) of the companies. The next highest is the South East with 17.

Last year there were more companies in London (39).

- London 34
- Southeast 17
- Northeast (incl. Yorkshire) 10
- Northwest 13
- Midlands 11
- Southwest 6
- Scotland 3
- East 2
- Wales 3
- Northern Ireland 1

### External capital

42 companies have received equity funding from investors such as venture capital, private equity firms, business angels or corporations.

23 of these have sold minority stakes to external investors.

58 companies that have not secured outside investment have typically been financed through personal savings, retained profits, or debt.

### International activity

52 companies have expanded overseas to boost revenue growth.

### Founder's age

The founders of Fast Track 100 companies were, on average, 35 years old when they started their businesses. A third of the founders were 30 or younger when they set up their company.

### Our work with entrepreneurs

Barclays has been helping entrepreneurs throughout its 326-year history and we are proud to have relationships with many iconic entrepreneurs and innovative high-growth businesses.

Barclays is capable of delivering solutions that address both your business and personal ambitions at every step along your journey.

Our approach is built on forging long-lasting relationships through dedicated and aligned expertise, providing innovative funding solutions and connecting you to our wide network to ensure you and your business are given every opportunity to take advantage of what Barclays has to offer.

**For more information about how Barclays is supporting entrepreneurs, visit:**

<https://entrepreneurs.barclays/>

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