

THE HOT 100 LIST 2008



Rank	Company	What they do	Headquarters	The boss	Sales 2007* (£000)	Sales 2004* (£000)	Profit margin (%)	Annual growth (%)
1	Markit Group	Derivatives market data provider	London	Lance Ugгла	53,020	1,428	29.2%	234%
2	Oceanteam 2000	Underwater support service provider	Great Yarmouth	Isabel Day	20,147	700	6.9%	206%
3	WCL	Management consultancy	London	Kieron White	6,201	151	23.6%	201%
4	Simply Biz	Provider of support services to IFAs	Huddersfield	Ken Davy	7,483	386	41.4%	169%
5	Head Resourcing	Recruitment agency	Edinburgh	Paul Atkinson	7,812	445	1.6%	160%
6	Rocela	Software developer	Edinburgh	Martin Mutch	20,638	1,190	4.3%	159%
7	Portable Multimedia	Maker of portable multimedia devices	Surrey	Graham Lambert	6,890	402	2.8%	158%
8	Derivatives Consulting Group	Derivatives consultancy	London	Jonathan Davies	9,361	278	18.7%	156%
9	Probuild Birmingham	Housebuilder	Birmingham	Anthony Sherlock	5,159	327	1.6%	151%
10	Custom Group	Sky installations	Kent	Simon Craig	10,428	687	2.1%	148%
11	TMTI (Talk Me Through It)	Technical support service provider	Frome	Crispin Thomas	5,060	343	24.9%	145%
12	Geotechnical Engineering & Marine Surveys	Geotechnical and marine survey consultancy	Bath	Johan Deschuyter	6,745	488	6.2%	140%
13	RJH Trading	Commodity trader	London	Charles Swindon	169,833	12,711	2.2%	137%
14	South Eastern Fuels	Fuel distributor	Chertsey	Robert Saw	68,324	5,137	0.4%	137%
15	2E2 Group	Computer network service provider	London	Terry Burt	143,114	15,698	1.3%	135%
16	ECU Group	Foreign currency fund manager	London	Alexander Jones	7,127	585	34.8%	130%
17	Digital Window	Affiliate service provider	London	Kevin Brown	9,785	809	12.2%	130%
18	GenQuip	Maker of mobile secure units	Port Talbot	Jeffrey Davies	6,742	561	7.5%	129%
19	Wheatley	Property developer	Letchworth	Harvey Baker	13,583	1,164	9.5%	127%
20	Alpharooms	Hotel booking agency	Sheffield	Jason Fry	5,522	510	7.7%	121%
21	Global Infusion Group	Caterer	Watford	Tony Laurenson	6,905	640	4.2%	121%
22	Dexion Capital	Hedge fund manager	London	Robin Bowie	8,414	780	2.7%	121%
23	Powertronic Drive Systems	Distributor of drives and motion controls	Henley-on-Thames	Robert Hale	5,176	492	3.9%	119%
24	Mint Financial Services	Independent financial adviser	Chesterfield	Paul Gains	13,088	1,245	2.8%	119%
25	Record'	Foreign currency fund manager	Berkshire	Neil Record	35,244	3,417	55.8%	118%
26	Modus Ventures	Property developer	Manchester	Brendan Flood	44,047	4,277	16.2%	118%
27	Bex Contracts	Construction contractor	Belvedere	Robert Bickley	5,935	580	11.7%	117%
28	Winton Capital Management	Hedge fund manager	London	David Harding	92,104	9,434	65.1%	114%
29	Movewithus Conveyancing	Provider of conveyancing services	St Ives	Sean King	5,140	564	30.4%	109%
30	Financial	Independent financial adviser	Cheltenham	Charlie Palmer	6,972	775	2.5%	108%
31	Dramatico Entertainment	Independent record producer	London	Mike Batt	23,785	1,822	9.6%	106%
32	Applecross Properties	Housebuilder	Edinburgh	Graham Aggett	46,627	5,900	5.3%	105%
33	Smarter Communications	Advertising agency	London	Graham Hawkey-Smith	11,773	1,215	1.1%	101%
34	Radley²	Maker of designer leather goods	London	Lowell Harder	42,286	5,263	16.2%	100%
35	King.com	Operator of gaming websites	London	Riccardo Zacconi	12,868	1,611	7.3%	100%
36	Lebara Group	Provider of pre-paid phone cards	London	Yoganathan Ratheesan	55,268	6,970	1.9%	99%
37	O-Bit Telecom	Telecoms services reseller	Amersham	Dave Breith	7,719	998	8.8%	98%
38	Delcon Construction	Construction contractor	London	Maurice O'Connell	10,206	1,359	12.1%	96%
39	Vtesse Networks	Telecoms service provider	Hertford	Aidan Paul	17,315	2,323	2.2%	95%
40	Widget UK	Mobile gadget retailer	Stevenage	Mark Needham	27,024	3,632	1.9%	95%
41	The Parched Parrot	Drinks wholesaler	Dartford	Craig Richards	87,858	11,857	1.2%	95%
42	Scotia Homes	Housebuilder	Ellon	Martin Bruce	71,935	10,081	13.2%	93%
43	Astbury Marsden	Recruitment agency	London	Jonathan Nicholson	18,251	2,571	8.3%	92%
44	HQuk	Online retailer and hair salon	London	Henry Goldenberg	8,798	1,263	3.5%	91%
45	Unanims Consulting	Media agency	London	Khalil Ibrahim	13,515	1,972	4.8%	90%
46	Ten Lifestyle Management	Provider of lifestyle management services	London	Alex Cheatle	7,101	1,556	3.5%	90%
47	Premium Appliance Brands	Maker of domestic electronic goods	Warrington	Guy Weaver	20,613	3,047	1.2%	89%
48	Audley Travel Group	Tour operator	Witney	Craig Burkinshaw	36,341	5,425	3.1%	89%

49	Excelian	IT consultancy	London	John King	5,389	808	9.0%	88%
50	Oriel Securities	Stockbroker	London	Simon Bragg	18,808	2,832	22.8%	88%
51	Sitec Group	Engineering consultancy	Bath	Leonard Medlock	73,796	11,129	4.0%	88%
52	York Wines	Beverage broker	York	Stuart Vass	67,668	10,527	1.8%	86%
53	Think W3	Travel services provider	London	Stuart Bensusan	7,369	1,148	19.3%	86%
54	Prestige Finance	Money lender	Watford	Simon Stern	6,502	1,022	40.3%	85%
55	Derek Raphael Holdings	Metal trader	London	Andy Raphael	328,117	51,845	2.3%	85%
56	Axiom Process	Maker of liquid solid separation equipment	Aberdeen	Marshall Bailey	5,347	849	14.3%	85%
57	Maxxima	Recruitment agency	Essex	Graham Gough	10,513	1,776	8.6%	81%
58	Net-A-Porter	Online fashion retailer	London	Natalie Massenet	37,196	6,321	5.7%	81%
59	J&J Tranfield	Producer of meat products	Sheffield	Mike Hutchinson	109,178	23,823	1.9%	79%
60	7City Group	Financial training provider	London	Jonathan Shaw	11,239	2,038	9.9%	77%
61	Goldtrail Travel	Travel agency	New Malden	Kadir Aydin	29,498	5,371	0.9%	76%
62	Maria Mallaband Care Group	Care home operator	Leeds	Phil Burgan	17,685	3,242	4.9%	76%
63	Cashcade	Online casino operator	London	Patrick Southon	7,570	1,456	5.5%	73%
64	Giant Group	Business services provider	London	Matthew Brown	109,459	21,203	9.8%	73%
65	Samitel	Telecoms service provider	London	Ahmed Farah	11,265	2,207	3.3%	72%
66	AdConnection	Media agency	London	Declan Reddington	7,004	1,385	4.3%	72%
67	Greenenergy International	Environmentally friendly fuel generator	London	Andrew Owens	1,195,060	239,535	1.5%	71%
68	Hometrack Data Systems	Housing market information provider	Bedfordshire	David Catt	5,766	580	20.9%	71%
69	MX Telecom	Mobile software developer	London	Mark Fitzgerald	45,199	9,170	3.6%	70%
70	Really Useful Products	Maker of plastic storage boxes	Normanton	Mike Pickles	12,713	2,600	5.7%	70%
71	Insure and Go Insurance Services	Travel insurance provider	Southend-on-Sea	Perry Wilson	19,513	4,017	10.6%	69%
72	Hays Travel	Travel agency	Northampton	John Hays	76,609	16,413	3.7%	67%
73	Offshore Procurement Services	Shoe importer	London	Ara Ashdjian	18,223	3,932	6.9%	67%
74	Meade-King, Robinson & Co	Oil and chemicals distributor	Liverpool	Phillip Tarleton	29,781	6,775	3.4%	64%
75	Acteon Group	Oilfield engineer and equipment supplier	Norwich	Paul Alcock	121,507	28,036	12.6%	63%
76	T&K Gallagher	Civil engineer	Manchester	Tom Gallagher	25,143	5,806	1.1%	63%
77	Personal Touch Financial Services	Independent financial adviser	Solihull	Mike Allison	76,696	17,769	2.9%	63%
78	Knightsbridge Guarding	Security services provider	London	Phillip Anthony	24,602	5,786	0.7%	62%
79	Entertainment TV	Video producer	London	Mark Cullen	16,414	3,887	10.7%	62%
80	The Imperial Event Company	Reseller of corporate hospitality packages	Leicester	Siobhan Billson	7,494	1,926	19.0%	62%
81	Audio Visual Machines	Audiovisual equipment supplier	Twickenham	Sandy MacPherson	9,579	2,341	6.9%	60%
82	Morgan Law Recruitment Consultancy	Recruitment agency	London	David Morgan	11,364	2,796	10.5%	60%
83	CSW Group	Software developer	Oxford	John Chelsum	8,190	1,696	3.1%	59%
84	Kybotech	E-commerce website operator	Newark	Charles Walton	24,502	6,102	7.2%	59%
85	Wireless Data Services	Wireless data provider	Poole	David Ffoulkes-Jones	35,067	9,012	6.4%	57%
86	Astus UK	Operator of a barter exchange for businesses	London	Frances Dickens	22,284	5,749	3.8%	57%
87	Quantix	Support services provider	Nottingham	Dick Salmon	5,923	1,531	17.8%	57%
88	Henry Howard Finance	Finance broker and finance house	Newport	Mark Crook	29,817	7,744	0.6%	57%
89	Archer-Hoblin Group	Construction contractor	London	David McEvoy	8,310	2,168	2.4%	57%
90	The Bank	Corporate communications agency	London	Rob Boughton	15,045	3,946	4.0%	56%
91	NSC Group	Software developer	Manchester	Howard Sherrington	51,294	13,483	5.7%	56%
92	Independent Forgings and Alloys	Maker of metal alloy products	Sheffield	Andy McGuinness	20,092	5,316	9.7%	56%
93	Phase Office Supplies	Online stationer	Chertsey	Alan Sames	8,451	2,244	2.0%	56%
94	EquiMedia	Direct marketing agency	Swindon	Andrew Burgess	15,740	4,204	3.2%	55%
95	NP Aerospace	Composite material products maker	Coventry	Roger Medwell	43,623	11,779	22.7%	55%
96	Covion	Facilities manager	Reading	David Steventon	24,797	6,752	5.2%	54%
97	Venn Group	Temporary employment agency	London	Philip Hanna	59,235	16,735	2.1%	54%
98	PX Manufacturing & Distribution	Electrical cable distributor	Cambridgeshire	Stanislaw Tetzowski	42,116	11,940	3.8%	52%
99	SmartSourcing	Recruitment agency	Newcastle	John Adlington	10,501	3,024	1.7%	51%
100	Go Interiors	Building material supplier	Harpenden	Gerard Abbott-Drake	15,997	4,666	3.2%	51%

Notes: † Floated 2 Acquired
 † Rankings are based on compound annual growth over a four-year period. All figures were taken from Companies House records on February 11, 2008. *The latest available figures are referred to as "2007" numbers, and typically refer to the 06/07 tax year, but in some cases may refer to accounts for 05/06. The corresponding figures for "2004" may therefore refer to accounts for 02/03.