

UP-SCALERS – Cambridge’s fastest growing companies

What is meant by an up-scaler?

We define a 'scale-up' as an enterprise with average annualised growth in employees or turnover greater than 20 per cent per annum over a three year period, and with more than 5 employees at the beginning of the observation period. Only employment and turnover figures provided by the firms are used in these calculations (i.e. not estimates).

Employment Up-scalers

The **42 companies** that grew their employment by 20% pa or more over the past three years created an impressive **3,650 new jobs**. The knowledge intensive sectors were responsible for 1,245 (i.e. 34%) of these jobs – 700 in Life Sciences and Healthcare and 545 in other knowledge intensive sectors. The education and charity company sector created 1,010 jobs in the last three years and other sectors added the remaining 1,395 jobs.

The tables below show the up-scaled companies with their sector, employment size and growth of employment pa over the past three years; and are separated into two size groups.

Table 1 Employment Up-scalers – fast growth companies with 100 or more employees

Table 2 Employment Up-scalers – fast growth companies with fewer than 100 employees

Turnover Up-scalers

The **73 companies** that grew their turnover by 20% pa or more over the past three years created **additional turnover of £1,112m**. The knowledge intensive sectors were responsible for an increase in turnover of £450m (i.e. 40%) of this – £267m in Life Sciences and Healthcare and £183m in other knowledge intensive sectors. In the non-KI sectors additional turnover came from Wholesale and Retail Distribution (£241m), Conventional Manufacturing (£115m), Property and Finance (£112m), Education and Charity sector (£91m) and other sectors added the remaining £103m.

The tables below show the up-scaled companies with their sector, turnover size and growth of turnover pa over the past three years; and are separated into two size groups.

Table 3 Turnover Up-scalers – fast growth companies with 100 or more employees

Table 4 Turnover Up-scalers – fast growth companies with fewer than 100 employees

Those companies that achieved both

The **21 companies** that achieved 20% growth over the last three years in both employment and turnover are shown in Table 5.

Table 1 Employment Up-scalers – fast growth companies with 100 or more employees

Company name	Broad Cambridge Ahead sector	2014-15 employment	3yr employment growth %pa
Hotel Chocolat Group Limited	Manufacturing	816	34.5
Abcam PLC	Life Science and Healthcare	734	35.2
Comberton Academy Trust	Education, arts, charities, social care	499	34.1
Arena Event Services Group Limited	Other Services	437	20.3
Fauna & Flora International	Education, arts, charities, social care	356	48.8
Camfed International	Education, arts, charities, social care	270	112.8
Ubisense Group PLC	Information Technology and Telecoms	250	21.9
Samuel Ward Academy Trust	Education, arts, charities, social care	245	31.0
Alpha CRC Limited	Knowledge Intensive Professional Services	226	23.5
Syngenta UK Limited	Manufacturing	207	23.8
Getinge UK Limited	Life Science and Healthcare	186	25.5
Lifepius Europe Limited	Wholesale and retail distribution	182	33.8
Nightlayer Leek Company Ltd.	Primary	178	27.4
Mistras Group Limited	Manufacturing	175	28.2
A.J.N. Steelstock Ltd.	Wholesale and retail distribution	122	20.3
Horizon Discovery Group PLC	Life Science and Healthcare	119	36.3
MTK Wireless Limited	Information Technology and Telecoms	113	30.4
Murkett Brothers (Holdings) Limited	Wholesale and retail distribution	113	57.4

Table 2 Employment Up-scalers – fast growth companies with fewer than 100 employees

Company name	Broad Cambridge Ahead sector	2014-15 employment	3yr employment growth %pa
Execujet (UK) Limited	Transport and travel	98	59.8
Rspb Sales Limited	Primary	73	29.0
G'S Growers Limited	Primary	73	87.9
Solarflare Communications Limited	Information Technology and Telecoms	71	20.1
Movewithus Conveyancing Limited	Other Services	70	29.8
Cambridge Commodities Limited	Wholesale and retail distribution	61	45.0
Bluegnome Limited	Life Science and Healthcare	59	20.2
Alzheimer's Research UK	Life Science and Healthcare	58	26.0
Chessum Plants Ltd	Other Business Services	52	27.7
David Ball Group Limited	Manufacturing	50	29.5
Kymab Limited	Life Science and Healthcare	49	39.6
Cambridgeshire Mental Welfare Association Limited	Education, arts, charities, social care	46	66.3
Child Light Limited	Education, arts, charities, social care	42	28.1
Digital Dispatch (Intl) Ltd	Information Technology and Telecoms	42	44.2
Cambridge Assessment Overseas Limited	Education, arts, charities, social care	39	37.5
Optimal Payments Limited (now Paysafe Financial Services Ltd)	Property and finance	36	72.6
Huntingdon Gymnastics Club Limited	Other Services	31	57.1
IFM Europe Limited	Information Technology and Telecoms	28	36.5
Morpho Detection (UK) Limited	Other Business Services	26	26.0
The Voluntary Network	Education, arts, charities, social care	22	22.4
Bicycle Therapeutics Limited	Life Science and Healthcare	20	49.4
Optimal Payments (UK) Limited (now Pays Services UK Ltd)	Other Business Services	17	28.6
Bluestone Capital Management Limited	Property and finance	15	23.3
The Dales Trust	Other Services	11	22.4

Table 3 Turnover Up-scalers – fast growth companies with 100 or more employees

Company name	Broad Cambridge Ahead sector	2014-15 turnover £m	3yr sales growth pa
Illumina Cambridge Limited	Life Science and Healthcare	285.5	36.3
Silver Street Automotive Limited	Wholesale and retail distribution	134.7	44.4
Lifepius Europe Limited	Wholesale and retail distribution	109.9	39.1
Cambridge Education Group Limited	Education, arts, charities, social care	90.6	27.5
Hotel Chocolat Group Limited	Manufacturing	75.7	30.0
Andros UK Limited	Manufacturing	69.2	61.2
Mick George Limited	Construction and utilities	54.2	24.3
Murkett Brothers (Holdings) Ltd	Wholesale and retail distribution	42.2	73.8
Getinge UK Limited	Life Science and Healthcare	37.5	34.3
Camfed International	Education, arts, charities, social care	31.2	29.9
Samuel Ward Academy Trust	Education, arts, charities, social care	30.9	27.5
Trans-Siberian Gold PLC	Primary	29.6	56.8
Hinxton Hall Limited	Life Science and Healthcare	28.7	20.5
Red Gate Enterprises Limited	Information Technology and Telecoms	27.6	61.7
Linaro Limited	Information Technology and Telecoms	24.0	23.0
Mistras Group Limited	Manufacturing	21.7	30.2
Heraeus Noblelight Limited	Manufacturing	21.0	24.7
KMG Systems Limited	Manufacturing	17.5	21.1
Mimeo Limited	Manufacturing	15.3	29.8
MTK Wireless Limited	Information Technology and Telecoms	13.8	21.6
Horizon Discovery Group PLC	Life Science and Healthcare	11.9	50.2

Table 4 Turnover Up-scalers – fast growth companies with fewer than 100 employees

Company name	Broad Cambridge Ahead sector	2014-15 turnover £m	3yr sales growth pa
Cantab Capital Partners LLP	Property and finance	98.0	35.4
Longsand Limited	Information Technology and Telecoms	67.0	105.3
Almaren Limited	Property and finance	50.2	47.5
Belchim Crop Protection Limited	Wholesale and retail distribution	35.1	20.9
Displaylink (UK) Limited	Knowledge Intensive Professional Services	33.8	64.8
Astex Therapeutics Limited	Life Science and Healthcare	33.3	34.3
Cambridge Commodities Limited	Wholesale and retail distribution	26.9	32.8
TOY Brokers Holdings Limited	Manufacturing	26.7	23.6
Tillomed Holdings Limited (becomes Emcure Pharma)	Life Science and Healthcare	25.0	23.4
Bluegnome Limited	Life Science and Healthcare	22.8	24.5
Rational Windows (UK) Limited	Wholesale and retail distribution	19.7	21.5
Optimal Payments Limited (now Paysafe Financial Services Ltd)	Property and finance	19.0	20.7
Movewithus Conveyancing Limited	Other Services	15.9	21.9
Alertme.Com Ltd	Information Technology and Telecoms	14.7	24.7
Alzheimer's Research UK	Life Science and Healthcare	14.2	20.2
Artisan (UK) PLC	Construction and utilities	14.0	23.6
Voice Commerce Limited	Property and finance	13.6	40.9
U-Blox Melbourn Ltd	Information Technology and Telecoms	13.1	628.3

Table 4 continued

Company name	Broad Cambridge Ahead sector	2014-15 turnover £m	3yr sales growth pa
Beaphar UK Limited	Wholesale and retail distribution	13.0	37.2
Evalueserve UK Ltd	Other Business Services	12.4	26.9
J F Lindsay Construction Limited	Construction and utilities	12.2	21.2
Campbell Buchanan LLP	Construction and utilities	11.3	23.2
Execujet (UK) Limited	Transport and travel	9.0	47.0
Camgrain (Services) Limited	Primary	7.9	35.8
Critical Mail Continuity Services Limited	Information Technology and Telecoms	6.7	26.6
The Injured Jockeys Fund	Education, arts, charities, social care	6.7	20.3
CR Edit 360 Global Limited	Information Technology and Telecoms	6.5	43.3
RCT Construction Limited	Construction and utilities	4.5	24.4
Cambridge Nutritional Sciences Limited	Other Services	4.0	35.7
Optimal Payments (UK) Limited (now Pays Services UK Ltd)	Other Business Services	3.5	31.1
Howard Ventures Limited	Property and finance	3.1	44.6
The Anstey Quarry Company Limited	Primary	3.0	29.6
Cambridge Assessment Overseas Limited	Education, arts, charities, social care	3.0	50.9
Sandye Place Academy	Education, arts, charities, social care	2.8	42.2
Magpas	Other Services	2.8	69.1

Table 4 continued

Company name	Broad Cambridge Ahead sector	2014-15 turnover £m	3yr sales growth pa
Mmwm Holdings Limited	Other Business Services	2.7	29.2
Clovis Oncology UK Limited	Life Science and Healthcare	2.7	32.8
CEG Uclan Foundationcampus Limited	Education, arts, charities, social care	2.4	20.8
Internet Watch Foundation	Information Technology and Telecoms	2.3	21.4
The Ferry Project	Other Services	2.1	26.2
Woolf Institute	Education, arts, charities, social care	1.7	49.3
Jimmy's Cambridge	Other Services	1.3	24.9
Population Genetics Technologies Limited	Life Science and Healthcare	1.2	157.5
Child Light Limited	Education, arts, charities, social care	1.1	39.5
National Horseracing Museum(The)	Education, arts, charities, social care	1.0	20.8
Cambridgeshire Mental Welfare Association Limited	Education, arts, charities, social care	0.9	42.3
Stem Cell Sciences (UK) Limited	Life Science and Healthcare	0.8	21.3
Light Blue Optics Limited	Manufacturing	0.6	70.7
The Racing Centre Ltd.	Other Services	0.6	36.7
Huntingdon Gymnastics Club Limited	Other Services	0.6	22.1
The Voluntary Network	Education, arts, charities, social care	0.5	21.0
Debden Pre-School	Education, arts, charities, social care	0.04	21.2

Table 5 Turnover and Employment Up-scalers – companies that achieved both

Company name	Broad Cambridge Ahead sector	3yr employment growth %pa	3yr sales growth pa
Hotel Chocolat Group Limited	Manufacturing	34.5	30.0
Camfed International	Education, arts, charities, social care	112.8	29.9
Samuel Ward Academy Trust	Education, arts, charities, social care	31.0	27.5
Getinge UK Limited	Life Science and Healthcare	25.5	34.3
Lifepplus Europe Limited	Wholesale and retail distribution	33.8	39.1
Mistras Group Limited	Manufacturing	28.2	30.2
Horizon Discovery Group PLC	Life Science and Healthcare	36.3	50.2
Murkett Brothers (Holdings) Limited	Wholesale and retail distribution	57.4	73.8
MTK Wireless Limited	Information Technology and Telecoms	30.4	21.6
Execujet (UK) Limited	Transport and travel	59.8	47.0
Movewithus Conveyancing Limited	Other Services	29.8	21.9
Cambridge Commodities Limited	Wholesale and retail distribution	45.0	32.8
Bluegnome Limited	Life Science and Healthcare	20.2	24.5
Alzheimer's Research UK	Life Science and Healthcare	26.0	20.2
Cambridgeshire Mental Welfare Association Limited	Education, arts, charities, social care	66.3	42.3
Child Light Limited	Education, arts, charities, social care	28.1	39.5
Cambridge Assessment Overseas Limited	Education, arts, charities, social care	37.5	50.9
Optimal Payments Limited (now Paysafe Financial Services Ltd)	Property and finance	72.6	20.7
Huntingdon Gymnastics Club Limited	Other Services	57.1	22.1
The Voluntary Network	Education, arts, charities, social care	22.4	21.0
Optimal Payments (UK) Limited (now Pays Services UK Ltd)	Other Business Services	28.6	31.1

Methodology

This analysis covers companies with their primary trading address (or registered office if they do not provide a primary trading address) within 20 miles of the centre of Cambridge. We examine the global employment and turnover of these companies. Full details of the methodology used can be found in CBR Database Methodology <http://www.cambridgeahead.co.uk/wp-content/uploads/2016/02/CBR-Database-Methodology-Feb-2016.pdf>



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