

# THE INTERNATIONAL BUSINESS OF THE YEAR

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## WINNER FDM GROUP PLC

OVER 90 per cent FDM's clients are international, and they include blue-chip operators in financial services, systems integration, software development, telecommunications, media and broadcasting, travel and transport. Last year, overseas operations accounted for 17 per cent of FDM's annual turnover. For 2009 the figure is forecast to be 22 per cent of a projected turnover of £55m. In the judges' view, the potential for further overseas growth is near limitless.

FDM was first incorporated in 1990 and opened its

first overseas offices on mainland Europe and in the USA between 1997 and 1999. It now works across seven global locations and counts 40 nationalities among its staff. Future plans include rolling out the FDM Academy concept to overseas locations and looking at new partnership arrangements to further strengthen the FDM proposition. The company is already partnering with a number of universities abroad and is part of Leonardo, a Benelux' regional programme for the development of IT skills.

## RUNNER UP CAMILLIN DENNY ARCHITECTS LIMITED



CAMILLIN DENNY Architects Limited combines design skills and wide practical experience with detailed construction knowledge that enables it to manage projects end to end. This approach has already won it exciting overseas contracts in Bosnia, Malta, Crete, Japan and Libya. Its work can also be seen closer to home at the Ricardo building in Shoreham and for Brighton's new student accommodation. The judges noted Camillin Denny's measured approach to both the opportunities and risks of its growing overseas portfolio. It invests in staff and equipment and has reorganised its cash flow to accommodate for the longer time it takes for international business fees to be paid.

## RUNNER UP HUGHES PUMPS LTD



HUGHES PUMPS Ltd is a family-owned precision engineering firm that manufactures high-pressure water jetting equipment. Recognised globally as an elite supplier in a specialist market its gear can cut concrete or strip the corrosion from a ship's deck with ease. Export business is growing for Hughes Pumps: today it stands at 70 per cent, up from 50 per cent three years ago and further growth to 90 per cent is predicted over the next five years. The judges were impressed with the business' financial performance against a tough background. Turnover has doubled in five years, and Hughes Pumps is confidently predicting a further 15 per cent increase in the next three years.