



# 1000 COMPANIES TO INSPIRE 2016 BRITAIN



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2016

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## FOOD REVOLUTION

**J**ust Eat has changed the takeaway food game entirely, and has evolved into the world's leading digital marketplace for takeaway food delivery. It connects restaurants and consumers seamlessly with a secure platform on which to browse, choose and pay for food from local restaurants.

It now has 59,000 restaurant partners signed up and more than 11.5 million users, and is as firmly entrenched in British modern life as a trip to the local chippy on a Friday was ten years ago.

The company operates in 15 countries worldwide but the UK is its largest market and London is its home.

Launched in 2006, the company floated on the stock market in 2014. This, says Group CEO David Buttress, gave the company the financial strength to reinvest in the business and make selective acquisitions.

## JUST EAT

[www.justeat.com](http://www.justeat.com)  
Sector: Food & Drink  
Region: London



**"You must have the right resources to handle the stresses that rapid growth inevitably brings. We have always met these head on"**

"We've made bolt-on acquisitions to consolidate our leadership in several key markets, and made larger plays when opportunities to become immediate leaders in markets of scale have presented themselves," says David.

Managing a fast-growing business brings big challenges, as it scales up, and the company grew quickly even through the recession.

"You need to make sure you have the right resources to handle the stresses that rapid growth inevitably brings," says David. "We have always met these head on. In 2009, we accelerated our international expansion and are now clear leaders in 12 of our 15 markets."

And the future looks ripe for more growth as the sector begins to expand globally.

"The overall size of the takeaway delivery market in countries we operate in is over £22.9bn, and we intend to grow our leadership positions by continuing to invest in our technology and our people," says David.

"Our workforce will undoubtedly grow as this takes place."

## IN TOP GEAR

**T**om Hartley operates at the very top end of the luxury car market. Founded 40 years ago, it specialises in performance and classic cars that are normally 'unobtainable' from anywhere else for direct delivery.

Founder and Director, Tom Hartley says, "We're immediately flexible to the market's demand for marques like Rolls-Royce, Ferrari and Bentley, 24 hours a day, 365 days a year."

For Tom, customer service is paramount and central to the company's success. "We are always willing and able to deal with all

our customers' enquiries whatever the time of day, and we offer an instant response or advice that creates a great relationship with our customers. It's about dedication as well as reputation," he says.

The recession presented a great opportunity. "We don't rely on borrowing to buy our stock and many struggled because of this. Our average priced car is £100,000. It can run into tens of millions to purchase orders. We had the ability to react immediately to orders and that allowed us to capitalise."

## TOM HARTLEY

[www.tomhartley.com](http://www.tomhartley.com)  
Sector: Motor Vehicle Retail  
Region: Solihull



**33,001 countryside homes**  
48 with a tropical garden

**Zoopla**  
Selling your house



Tom Hartley's showroom has its own helipad for customers to literally drop in for their appointment

Zoopla's simple advertising drives millions of property hunters to its website every month

## BRICKS AND CLICKS

Zoopla prides itself on being the UK's most comprehensive online resource for property hunters, and a powerful marketing platform for related business partners. It owns and operates some of the biggest names in property like uswitch and PrimeLocation.

Zoopla's website has been one of the fastest growing since it was launched back in 2008. The site now attracts over 550 million visits each year.

CEO Alex Chesterton says: "We help consumers make smarter decisions. Each of our brands has a distinct market position attracting a unique audience and allowing us to deliver unrivalled exposure and leads for our partners."

He puts the company's success down to a simple formula: "Our innovative approach, our agility and a great team". Alex advises new businesses to "test and measure everything. Understanding what you can afford to spend is key."

## Zoopla Property Group

[www.zpg.co.uk](http://www.zpg.co.uk)  
Sector: Information Technology  
Region: Inner London

**"We help consumers make smarter decisions"**  
Alex Chesterton, Zoopla



**4m**

The number of leads generated on Zoopla's website for its business partners per month

**11.5m**

The number of Just Eat users globally

From Thai to Turkish, Just Eat delivers diverse cuisine from 59,000 restaurants

The company looked to expand overseas when the recession hit

