



Press Release
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Stiltz Home Lifts ranked as one of Britain's fastest growing SME exporters

Stiltz Home Lifts saw its sales grow by 86 per cent to more than £11million in 2018 making it one of the fastest-growing SME exporters in Britain.

The domestic lifts manufacturer was listed in the fifth annual *Sunday Times Lloyds SME Export Track 100* for an impressive third successive year in 34th position after the company was ranked seventh in 2016 and tenth in 2017.

The SME Export Track ranks the top 100 small and medium-sized private companies with the fastest-growing international sales over the last two years. The business was also the eighth highest-ranking business in the Midlands region.



Stiltz Home Lifts has installed its innovative range of domestic lifts in more than 30 countries which has helped increase export sales from £6.2m in 2017 to £11.1m in 2018, accounting for more than half of its total £19m revenue. The home lift specialist, founded in 2010, now employs around 190 staff.

Europe continues to be an important export market for Stiltz Home Lifts with strong international sales in northern Europe, and new distributors have recently been set up in a number of Mediterranean countries. However, the company has also driven further international expansion with approved partners now established in New Zealand, on the African continent, the Middle East and Far East in the past 12 months.

Stiltz Home Lifts chairman Mike Lord said: "We are once again delighted to be ranked as one Britain's fastest-growing SME exporters. British businesses are, of course, cautious about Brexit but this has not stopped us continuing to make Europe a big part of our export sales strategy as Stiltz clearly need to have a presence there.

"Sales of our products increased in Europe again and we now have our sights set on Southern Europe with dedicated on-the-ground business development in that territory. We have also targeted markets outside of Europe, in Asia and Africa, and we expect these markets to continue to grow significantly. Our Export Sales Manager Magda Starzak was a key appointee for Stiltz at the end of 2018, and is helping us achieve this objective.

"Our sales total demonstrates a huge demand for our unique range of home lifts around the world as more and more people become aware of how our products can improve homeowners' lives. At Stiltz, our aim is to 'democratise' home lifts by making them accessible to all and we will continue to explore other countries in order to extend our global reach further."



Jonathan Quin, CEO and co-founder at WorldFirst, the title sponsor, said: "At WorldFirst we'd like to be the first to congratulate all the businesses that feature on this year's top 100. International markets present tremendous opportunities for UK businesses and the rewards of being a successful exporter are clear from the growth demonstrated by all the businesses here. That said, there are challenges and risks too and so we should also recognise the brave and committed leadership that has got them to this point."

Liam Fox, Secretary of State for International Trade, said: "SMEs are fundamental to achieving our target of increasing exports as a percentage of GDP to 35 per cent, so it is vital we give them the recognition they deserve. The exporters listed in this year's SME Export Track 100 are pioneers whose example should be followed by ambitious businesses across the UK."

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