The Deloitte Technology Fast 50 2019 Australia program recognises and profiles fast growing technology companies. Now in its nineteenth year in Australia, the program ranks the 50 fastest growing public or private technology companies, based on percentage revenue growth over three years (2017 to 2019).

fast growth inspires us all
to see what’s possible when
it comes to meeting and
exceeding client expectations.

808% increase
in female representation
this year
(13 companies in 2019
versus 9 in 2018)

808% average growth
this year
(versus 592% in 2018)

3 female founders/
co-founders/female
CEOs in the top 10
(compared with zero
in the top 10 for 2018)

16% listed this year
(versus 26% in 2018)

12% QLD
58% NSW
2% ACT
28% VIC

Attributes and ‘trailblazing’ secret ingredients

Timely. Tenacious. Trailblazers.

Sectors to watch out for

Sector split

Leadership top three

Rising Star top three

Tech Fast Female top three

Tech Fast 50 top three

Geographic split

...speed scalability tenacity determination ambition

Software
Fintech
Direct to consumer
IT managed services
Digital/media
Communications/WiFi/internet
Healthcare
Education

39 first timers
21 repeat entrants

ZOOZ Group 5,215%
Marque Group 3,596%
Weploy 3,074%

Brighte 8,881%
Modibodi 1,402%
Flora & Fauna 673%
A word from Josh Tanchel
Deloitte Private Partner & Technology Fast 50 Lead

Timely. Tenacious. Trailblazers.
These are just some of the words that come to mind when I think of our top 50 list this year – bringing together a group of diverse organisations that are changing the tech landscape one idea at a time.

Each year we are inspired to see the incredible quality, determination and vision of our participants and the way they have forged successful businesses as tech leaders across the industry. Their fast growth inspires us all to see what's possible when it comes to meeting and exceeding client expectations.

We are delighted to announce that the Deloitte Tech Fast 50 2019 Australia winner is WithYouWithMe – an inspiring organisation that trains military veteran talent and job seekers to help them find their career and land their perfect job. WithYouWithMe achieved a phenomenal 13,361 percent growth over the three-year period!

Tech Fast 50 top three
Congratulations to all our Tech Fast 50 2019 winners, with a special shout out to the top three: WithYouWithMe, Brighte and Modibodi – see their profiles from page 17.

Leadership top three
Those Australian tech companies that feature in our Tech Fast 50 list and had revenue over $50m in FY19 are Afterpay Touch Group, Sargon and Zip Co – see their profiles from page 22.

Tech Fast Female top three
A new award category for 2019, these are tech organisations who made our Tech Fast 50 list and have been founded or co-founded by a female or currently have a female CEO. We're delighted to announce that the top three for the first year are: Brighte, Modibodi and Flora & Fauna – see their profiles from page 28.

Rising Star top three
These high-growth nominating companies don't qualify for the Tech Fast 50 list as they have been trading for less than three years, but they are our Rising Stars: ZOOZ Group, Marque Group and Weploy – see their profiles from page 34.
Foreword

Winning observations: what did we notice this year?

Every year we are in awe of the tech companies that appear on our list. They bring to life the very best of the industry when it comes to determination, dedication and laser focused attention to detail. The benchmark on quality, social impact, cutting-edge solutions and client centricity increases exponentially year on year.

Our Tech Fast 50 had an average growth of 808 percent – showcasing the incredibly high benchmark being set. Across the country we see a geographic split, with representation from NSW (58%), Victoria (28%), Queensland (12%) and the ACT (2%).

When it comes to a sector lens, it was interesting to see a broad allocation across different areas. This year the tech organisations that featured were split as follows: direct to consumer (18%), fintech (18%), software (26%), IT managed services (14%), digital/media (12%), healthcare (4%), communications/WiFi/internet related (6%) and education (2%).

Another key observation in this year’s cohort comes in the form of direct to consumer business models. With 18 percent of the top 50 in this category, it’s valuable to explore the way in which this model drives a direct link to consumers – enabling scale, speed to market and agility to be achieved quickly. A call out to Modibodi, Koh, Flora & Fauna as direct to consumer tech businesses achieving phenomenal growth.

Is there a formula for success?

What’s fascinating to see is that the more we look for a specific formula for success, the more we realise it’s not a one size fits all approach. There is great diversity across all the tech businesses featured, each with their own growth story.

What does appear to be common secret ingredients are the strong attributes of these tech organisations. They’re ambitious, determined, laser focused and operate within a thriving culture that is always open to new ideas – fuelled by cutting-edge insights.
Female leaders pave the way
We are delighted to have three businesses founded/co-founded by females or have a female CEO in our top 10 this year and a 44 percent increase in female representation overall. It’s fantastic to see these inspiring female leaders pave the way for future generations of female entrepreneurs as well as providing a network for support, ideas and on-going advice.

What’s next?
It’s a wonderful and dynamic time to be a part of this sector. As our Tech Fast 50 list illustrates, there are a myriad of interesting, engaging, successful and impressive companies trailblazing the tech landscape.

As the industry continues to thrive, we all have a role in shaping, cultivating and driving potential – locally, regionally and globally – fuelled by technology and innovation.

An enormous thank you goes to our sponsors ASX, DLA Piper and NAB for their endorsement of this year’s program. Your investment in and support of the tech industry is greatly appreciated.

We hope that when reading through this year’s list of winners, you are inspired by their success and fast growth. Across this diverse tech landscape we operate in, opportunity is there for the taking.

Congratulations to all of our Technology Fast 50 2019 Australia winners!
A word from ASX

Dominic Stevens
Managing Director and Chief Executive Officer

ASX is proud to be associated with the Deloitte Tech Fast 50 for the sixth consecutive year.

Congratulations to all the companies on this year’s list, especially the 2019 winner WithYouWithMe. Being a member of the Deloitte Tech Fast 50 is acknowledgement that you are leaders in your field.

Once again, we are delighted to see a diverse representation of ASX listed tech companies included among the finalists.

ASX is proud to sit at the heart of the Australian capital markets, helping domestic and international companies raise capital to grow and achieve their corporate goals, and enabling investors to build long-term wealth.

Australia has one of the fastest growing investable fund pools in the world – currently ranked 4th largest globally – and valued at over $2.7 trillion. Underpinned by the compulsory superannuation system introduced in the early 1990s, it is estimated to grow to over $10 trillion by 2035.

Similarly, the ASX technology sector also continues to expand. Since the beginning of 2014, there have been over 100 ASX technology IPOs, raising in excess of $4 billion in new capital. This list includes a number of past Deloitte Tech Fast 50 winners. We look forward to welcoming many more.

There are over 200 technology companies listed on ASX, with a combined market capitalisation exceeding $77 billion. Over 20 of these companies are represented in the S&P/ASX 300 Index. A strong tech representation gives investors diversity and helps maintain the relevance of the Australian market.

ASX is consistently ranked among the world’s leading exchanges for both number of IPOs and capital raised, and has emerged as the global home for mid-cap technology listings. In recent years, we’ve attracted a steady flow of listings from the US, New Zealand, Singapore, Israel and Ireland.

Innovative new technologies continue to challenge existing business models and create new opportunities across all industries. ASX is no stranger to this and we are proud of our history as an innovator and early adopter of new technology.

This is evident currently with our embrace of distributed ledger technology (DLT) as part of our project to replace the CHESS clearing and settlement system; and in our recently launched ASX DataSphere initiative to improve customer access to data and analytics.

We wish all Deloitte Tech Fast 50 winners a bright future. And again, thank Deloitte for continuing to elevate the profile of Australia’s most exciting crop of companies.
Sponsors

A word from DLA Piper

Amber Matthews  
Managing Partner Australia

DLA Piper is proud to sponsor this year’s Deloitte Tech Fast 50.

Congratulations to the 2019 winner WithYouWithMe and all who made this year’s list. It is inspiring to see such diverse, forward-thinking talent recognised and celebrated at this level.

Technology impacts every part of our lives. As a global law firm with a progressive mindset, DLA Piper thrives on helping our clients succeed in this transformative economy, so society can benefit from the advancements technology can bring.

We are passionate about innovation. Bold thinking and an entrepreneurial spirit is at the heart of our work, helping clients at all stages of the business life cycle – wherever they do business.

At DLA Piper, we work with many of the world’s leading technology companies. From start-ups to fast growing and mid-market businesses to mature global enterprises, our clients are companies that develop or create technology, are enabled by technology, or whose business model is fundamentally based on technology.

We are delighted to see this year’s Technology Fast 50 program include the newly created Tech Fast Female award, recognising Australia’s leading female entrepreneurs and businesses led by women. Congratulations to Brighte on winning this inaugural award. We look forward to seeing this category grow.

Finally, thank you to Deloitte for providing a wonderful platform to profile Australia’s fastest growing technology companies. We wish all the Tech Fast 50 winners continued success!
A word from NAB

Cathryn Carver
Executive General Manager, Corporate & Institutional Banking

NAB is excited to be associated with the Deloitte Technology Fast 50 for the first time in 2019. This dynamic program has recognised many of Australia’s standout technology firms and we are proud to be a part of it.

Congratulations to all 50 of the firms on this year’s list. You’re in great company and we look forward to following your continued success. We hope you also find value in being part of a cohort of likeminded peers and the support, guidance and perspective that can offer.

In particular, we’d like to recognise overall winner WithYouWithMe, as well as category winners Afterpay Touch Group, Brighte and ZOOZ Group. It takes a great level of energy, foresight and capability to achieve (and sustain) the levels of growth you’ve demonstrated. Well done.

As Australia’s largest business bank, we place a high importance on the technology sector. Increased levels of innovation and productivity are critical to the continued growth of the Australian economy and its long-term competitiveness in the global market. You are at the forefront of that drive and are helping to create a more diverse and vibrant business community.

We’ve seen first-hand the impact that proactive support from a bank can have on technology companies at each stage of their journey. Many of our strongest client relationships – including several previous Tech Fast 50 firms – have been formed via partnerships from early stage, through growth, to maturity. Understanding different funding options, accessing lower-cost, non-dilutive capital, and optimising cross-border liquidity can enable steeper growth trajectories and maximises the capacity for investment in growth.

With this in mind, we have increased our support of the technology sector throughout 2019. In June, NAB announced a public commitment to provide $2 billion of debt funding to growing technology companies over the next five years. We’ve also launched a new team of specialist bankers focused exclusively on growth-stage technology companies, given the unique needs and rapidly developing nature of this sector.

Finally, thank you to Deloitte and our co-sponsors, ASX and DLA Piper, for continuing to shine a spotlight on the amazing progress and contribution this sector is making to the Australian economy.
Technology Fast 50

2019 Tech Fast 50 Winners
01 Tech Fast 50 | Winners

#01  WithYouWithMe  
     Growth 13,361%

#02  Brighte  
     Growth 8,881%

#03  Modibodi  
     Growth 1,402%
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Growth</th>
</tr>
</thead>
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<tr>
<td>#04</td>
<td>Koh</td>
<td>1,246%</td>
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<tr>
<td>#05</td>
<td>Zuuse</td>
<td>1,204%</td>
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<td>#06</td>
<td>Afterpay Touch Group (ASX: APT)</td>
<td>810%</td>
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<tr>
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<td>AutoGuru</td>
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<td>PLAYGROUND XYZ</td>
<td>678%</td>
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<td>#09</td>
<td>Flora &amp; Fauna</td>
<td>673%</td>
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<td>#10</td>
<td>Publift</td>
<td>652%</td>
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<tr>
<td>#11</td>
<td>Alcidion (ASX: ALC)</td>
<td>607%</td>
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<tr>
<td>#12</td>
<td>Sargon</td>
<td>596%</td>
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<tr>
<td>#13</td>
<td>Independent Reserve</td>
<td>576%</td>
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<td>#14</td>
<td>Practice Ignition</td>
<td>557%</td>
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<tr>
<td>#15</td>
<td>Impressive</td>
<td>543%</td>
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<td>Rank</td>
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<td>16</td>
<td>Vamp</td>
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<td>17</td>
<td>RateSetter</td>
<td>414%</td>
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<td>18</td>
<td>Zip Co (ASX:Z1P)</td>
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<td>19</td>
<td>RxMx</td>
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<td>Employment Hero</td>
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<td>Aussie Broadband</td>
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<td>24</td>
<td>Nexacu</td>
<td>265%</td>
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<td>25</td>
<td>Timelio</td>
<td>253%</td>
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<tr>
<td>26</td>
<td>Koala</td>
<td>243%</td>
</tr>
<tr>
<td>27</td>
<td>Car Next Door</td>
<td>238%</td>
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#28 Megaport (ASX:MP1) Growth 229%
#29 Appen (ASX:APX) Growth 228%
#30 AdactIn Growth 227%
#31 Roller Networks Growth 218%
#32 HIVERY Growth 201%
#33 MTP Services Growth 199%
#34 Skyfii (ASX:SKF) Growth 192%
#35 Araza Growth 186%
#36 MTB Direct Growth 185%
#37 FinoComp Growth 177%
#38 Engage Squared Growth 174%
#39 Xref (ASX:XF1) Growth 170%
#40 King Kong
Growth 168%

#41 Cashrewards
Growth 164%

#42 Adore Beauty
Growth 162%

#43 TechConnect IT Solutions
Growth 161%

#44 Rezdy
Growth 160%

#45 Idea 11
Growth 159%

#46 Oreta
Growth 158%

#47 Payment Logic
Growth 157%

#48 Brandlink
Growth 152%

#49 Concrete Playground
Growth 142%

#50 ELMO (ASX:ELO)
Growth 142%
WithYouWithMe is a rapidly growing market network tech company that is helping get the right people into the right jobs. We’re changing the way companies hire by shifting the focus from who you know and what school you attended, to what your potential is to be successful.

Our co-founders experienced the painful military veteran transition and set out to change a broken process. We have since uncovered a more widespread problem with underemployment and complicated hiring processes.

The WithYouWithMe Academy was built in response and we are now working to level the job seeker playing field and help people uncover their full potential and look at talent differently. We live by our incorruptible values.
We're bringing the best energy and home innovations to Australian families.

At Brighte we believe that every family deserves access to a sustainable and comfortable home.

Everything we do is based around our core belief that families deserve an affordable way to pay. We want families to invest in their homes, to live more comfortable lives and to feel empowered in their decisions.

We want to make paying so easy, that it’s something you never have to think about again.
Our story goes with a different flow:
It all began when we started to ask questions. Ones like: With all the advances in technology, why hasn't underwear evolved? And: Why have women's personal hygiene products stayed the same for centuries? This thinking led us to our next question:
What if there was a beautiful and functional line of underwear that helped us feel safe, sassy and sustainable, all day?

Modibodi began in late 2013, but it took almost two years of picking, prodding, prototyping, washing, wearing, testing and fine-tuning to develop. We consulted with up to 100 textile engineers and fibre companies (both in the USA and Australia). We conducted close to 1,000 scientific tests. And we worked with leading Australian lingerie designers and manufacturers to create our patented finished product.
Technology Fast 50

2019 Leadership Award Winners
#01
**Afterpay Touch Group (ASX: APT)**
Growth 810%

#02
Sargon
Growth 596%

#03
**Zip Co (ASX:Z1P)**
Growth 404%

#04
Aussie Broadband
Growth 308%

#05
Koala
Growth 243%

#06
**Appen (ASX:APX)**
Growth 228%

#07
Araza
Growth 186%

#08
**Adore Beauty**
Growth 162%
Leadership Award

#01 Afterpay Touch Group
afterpaytouch.com

Afterpay Touch Group (ATG) is a technology-driven payments company with a mission to make purchasing feel great for a global customer base. ATG comprises the Afterpay and Touch products and businesses. Afterpay is driving retail innovation by allowing leading retailers to offer a ‘buy now, receive now, pay later’ service that does not require end-customers to enter into a traditional loan or pay any upfront fees or interest to Afterpay.

Afterpay currently has around 4.3 million active customers and approximately 30,600 active retail merchants on-boarded. Touch comprises innovative digital payment businesses servicing major consumer-facing organisations in the telecommunications, health and convenience retail sectors in Australia and overseas.
Creating infrastructure to power the world’s next generation of funds and financial products.

In 2013 we launched Good Super, an Australian retail retirement (superannuation) fund. We encountered a broader industry burdened by unnecessary complexity, structural conflicts, bureaucracy and legacy infrastructure. And we found we weren’t the only ones held back by these constraints.

Other fund managers and financial product providers told us they were also feeling the weight of increasing compliance and administrative obligations, and the tension between remaining compliant while also focused on growth.

So, with backing from significant global investors, we founded Sargon to provide a dynamic response to the regulatory complexity and cumbersome systems that hindered growth and burdened much of the retirement and investment industry in Australia, and beyond.
At Zip, we create delightful payment experiences that give you the freedom to live for the moment, love your tomorrow, and own your every day. That’s why we offer Zip Pay, Zip Money and Pocketbook.

Zip Pay is a friendly, interest free payment solution for everyday spending, and Zip Money is great for life’s bigger buys.

With Zip, it’s win-win. Customers love the freedom and flexibility we offer them. Our retail partners enjoy providing the best customer-experience at checkout. And to help everyone better manage their money, our award-winning Pocketbook App lets people track, budget and save.

Over 1,400,000 customers choose to pay with Zip, and we’re available online and instore at more than 17,000 retailers.
Technology Fast 50

2019 Tech Fast Female Award Winners
#01 Brighte  
Growth 8,881%

#02 Modibodi  
Growth 1,402%

#03 Flora & Fauna  
Growth 673%

#04 Alcidion (ASX: ALC)  
Growth 607%

#05 Sargon  
Growth 596%

#06 Timelio  
Growth 253%

#07 Appen (ASX: APX)  
Growth 228%
03 Tech Fast Female Award | Winner

#08 AdactIn
Growth 227%

#09 Araza
Growth 186%

#10 MTB Direct
Growth 185%

#11 Adore Beauty
Growth 162%

#12 Idea 11
Growth 159%

#13 Oreta
Growth 158%
Tech Fast Female Award

#01 Brighte
brighte.com.au

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Flora & Fauna is Australia’s largest 100% vegan beauty and lifestyle retailer. We are very passionate about living ethically, passionate about our environment and about natural alternatives.

There aren’t enough ethical products, and truly ethical businesses out there, so we’ve set about changing that to provide you with great choices that are carefully sourced, tried and tested. We like to think that we think like you, and thus give you the best experience possible.

We source the best ethical, eco, organic and vegan skincare, makeup, home, fashion, and lifestyle products out there, whether from Australia or beyond. We have a huge range with over 6000 products, 270+ brands, and absolutely nothing is tested on animals. Not now, not ever.
Technology Fast 50

2019 Rising Star Award Winners
#01  ZOOZ Group  
   Growth 5,215%

#02  Marque Group  
   Growth 3,596%

#03  Weploy  
   Growth 3,074%

#04  NEXION Networks  
   Growth 1,755%

#05  Inspiring Vacations  
   Growth 1,743%

#06  Tapp  
   Growth 1,612%

#07  Phoenix Advisory & Technology Services  
   Growth 1,514%

#08  Mantel Group  
   Growth 1,092%

#09  Equalution  
   Growth 987%
04 Tech Fast 50 Rising Star Award | Winners

#10 Appetiser
Growth 733%

#11 OrCA Technology
Growth 690%

#12 Half Dome Digital
Growth 683%

#13 ReadyTech (ASX:RDY)
Growth 481%

#14 LAB3
Growth 394%

#15 Click Management
Growth 382%

#16 Neighbourlytics
Growth 351%

#17 CitrusAd
Growth 284%

#18 Sonder
Growth 268%

#19 Arctic Intelligence
Growth 238%

#20 Claxon
Growth 197%
Rising Star Award

#01 ZOOZ Group
zooz.com.au

ZOOZ Group is a leading global social media and influencer management agency. ZOOZ Group forms close partnerships with client brands in order to understand and engage powerful influencers that hold extensive global audience reach.

By applying our distinctive know-how and expert capabilities we’re able to cultivate and implement innovative marketing strategies that specifically target influencers – thereby ensuring your brand message and its reach is both reinforced and pervasive.
#02 Marque Group
marque-group.com

A tech enabled, data driven approach delivering tomorrow's automotive business. Marque Group is uniquely positioned to inform and influence the global automotive industry. We provide innovative services and solutions for our clients, driven by data, intelligent insights and strategic analysis.

Through harnessing clients' data, we provide our customers with the right tools and insights, at the right time – helping them transform the way they do business. We empower our clients with knowledge and solutions to influence and drive results in an ever-changing market.

Marque Group was created to capitalise on an opportunity to coordinate and share knowledge across cutting-edge and complementary autotech organisations. Within the automotive landscape, our purpose is to create innovative solutions driven by data and intelligent insights that our customers want.
We knew there was a better way to hire temporary and contract staff, a way that was better for employers and employees.

Weploy promises the best administration and business support talent in Australia. We provide the ‘doers’ so organisations and business leaders can focus on what matters. We are the only demand staffing platform that has a quality guarantee, with each Weployee going through a six stage vetting process so they can add value to your business from the start.

We are building an empowered and fearless future of work, and we want you to be part of this future.
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