Deloitte Technology
Fast 50 Central Europe 2018
Powerful Connections
Welcome to the Deloitte Technology Fast 50 Central Europe 2018

The Deloitte Technology Fast 50 in Central Europe is a programme that recognises and profiles fast growing technology companies in the region. The programme, which is now in its 19th year, ranks the 50 fastest growing public or private technology companies.

The Technology Fast 50 award winners for 2018 are determined based on the revenue growth over four years (2014 to 2017). Revenue growth is calculated in local currency. Companies must have base-year operating revenues of €50,000 in 2014, 2015, 2016 and a current year operating revenue (2017) of at least €100,000. Exchange rates are based on the annual average given by the central bank of the company’s respective national currency.

Companies active in the following industry sectors are eligible:

- Communications;
- Environmental Technology;
- Fintech;
- Hardware;
- Healthcare and Life sciences;
- Media and Entertainment;
- Software.

Technology companies are invited to self-nominate for the programme via our website. Financial data of the companies are provided by the entrants themselves and is gathered via our online survey tool. This information is then cross-checked using each company’s financial statements which have been verified by their accountants or a registered auditor.

The Deloitte Technology Fast 50 in Central Europe is part of Deloitte’s global Fast 500 programme. For further information regarding the Deloitte Technology Fast 50 in Central Europe, please visit our website: www.deloitte.com/cefast50.
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Our sincere congratulations and respect go out to every company in every category of this year’s report. As ever, the standards of innovation and excellence you set are a powerful example to others.
Once again, this year’s Deloitte Technology Fast 50 in Central Europe gives us an early glimpse of some of the companies that in years to come will be fuelling our region’s economic success.

One of the stand-out points from this year’s report is that the participants’ average growth rate has again exceeded that of the previous year. This time, it has significantly surpassed the extremely impressive 1,127 per cent from 2017 to stand at a remarkable 1,290 per cent. I’m also delighted to note that a full 60 per cent of this year’s participants are first-time entrants, again highlighting the sheer speed with which our most dynamic and exciting young companies are evolving.

In addition, it is good to see three of 2017’s Rising Stars – those high-growth businesses that are as yet too young to be included in the Fast 50 table – established in the top 10 of the main listing. That bodes well for the prospects of the 2018 class of Rising Stars.

This year is particularly notable for the launch of a new award initiative marking out those innovative companies that are doing most to contribute to achieving at least one of the United Nations’ Sustainable Development Goals (SDGs). This is particularly exciting for us, as investor interest continues to grow around the good that companies can do for society and the environment.

The first winner of the Social Impact award is Poland’s Saule Technologies. The company has developed the next generation of solar-panel technology, using a thin, flexible foil that can be wrapped around buildings. Many congratulations go to the Saule team, as well as to the two companies that were closely behind them. These are Gina Software (from the Czech Republic) and Nexbio (from Poland), both of whom greatly impressed the judges.

Heartfelt congratulations are also due to Lithuania’s Brolis Semiconductors, the winners of the 2018 Most Disruptive Innovation (MDI) award for their non-invasive blood-reading sensor. The award reflects our belief that this is a company with enormous potential for revolutionising its market.

Our sincere congratulations and respect go out to every company in every category of this year’s report. As ever, the standards of innovation and excellence you set are a powerful example to others. I would just like to add how proud we are that the Fast 50 programme gives us the opportunity to highlight your achievements to a wider audience.

Agnieszka Zielińska
Partner, Financial Advisory Services
Fast 50 Programme Leader
Deloitte Central Europe
I am intrigued once again to consider what the future holds for the businesses featured in the report. They have already proven their exceptional qualities of foresight, commitment and imagination to get to this stage of their development.
Insights from the Clients & Industries Leader

Yet again, I am enormously impressed to consider the innovation, entrepreneurial flair, commitment and determination that lie behind so many of the stories that make up the Deloitte Central Europe Fast 50 report.

My congratulations go to everybody involved at any level with these disruptive forces for change. But I must focus in particular on the winners in the three main categories in the report. First, the winner of the Fast 50 itself. This is 3D printer company Prusa Research of the Czech Republic, which grew at the quite astonishing rate of more than 17,000 per cent.

Then there is the winner of Rising Stars category, for companies that are too small and young to get into the main ranking. This year, that distinction goes to smart technology business INCLUDE of Croatia. And finally, the winner of the Big 5 category, which caters for more established businesses that no longer have the supercharged growth rate to compete equally with smaller companies in Fast 50. This year’s winner, as in 2017, is Czech online retailer, ZOOT.

I would also like to congratulate Brolis Semiconductors and Saule Technologies, the winners respectively of the Most Disruptive Innovation award and the inaugural Social Impact award.

Joining the Deloitte Fast 50 ‘club’ is a powerful statement for the dynamic young companies that meet the programme’s criteria, enabling them to join the fast-growing family across the world of businesses that have been recognised in Deloitte’s EMEA, US and Asia Pacific Fast 500 initiatives.

This year, I am intrigued once again to consider what the future holds for the businesses featured in the report. They have already proven their exceptional qualities of foresight, commitment and imagination to get to this stage of their development. I am confident that these same qualities will enable them to achieve even more in the years ahead.

Gavin Flook
Partner, Clients & Industries Leader
Deloitte Central Europe
2018 Technology Fast 50 ranking

Criteria for 2018 Technology Fast 50

Companies must meet a number of criteria to be considered eligible for the main CE Fast 50 ranking:

- Have base-year operating revenues of at least €50,000 in 2014, 2015, 2016 and a current year operating revenue (2017) of at least €100,000.
- Own proprietary intellectual property or proprietary technology, sold to customers in products that contribute to a majority of the company’s operating revenues.
- Have an ownership structure that excludes majority-owned subsidiaries of strategic entities.
- Headquarters in a Central European country (Albania, Bulgaria, Bosnia & Herzegovina, Croatia, the Czech Republic, Estonia, Hungary, Kosovo, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia or Slovenia).

Winners are then selected by ranking their revenue growth over the four years from 2014 to 2017.
Fast 50 category overview

Companies broken down by industry segments:

- Average company growth: 1290%
- COMMUNICATION: 32
- ENVIRONMENTAL TECHNOLOGY: 7
- FINTECH: 11
- MEDIA & ENTERTAINMENT: 30
- HEALTHCARE & LIFE SCIENCES: 6
- SOFTWARE: 14
- HARDWARE: 20

Countries:
- Poland: 18
- Croatia: 7
- Hungary: 2
- Czech Republic: 7
- Romania: 1
- Slovakia: 3
- Latvia: 2
- Lithuania: 8
- Estonia: 1
- Bosnia and Herzegovina: 1

2017 COMPANIES ALSO IN 2018 FAST 50
Companies broken down by countries:

- **Poland**: 18
- **Croatia**: 7
- **Hungary**: 2
- **Romania**: 1
- **Slovakia**: 3
- **Bosnia and Herzegovina**: 1
- **Czech Republic**: 7
- **Estonia**: 1
- **Lithuania**: 8
- **Latvia**: 2
- **Bosnia and Herzegovina**: 1

Total companies: 30

Companies also in 2018 FAST 50:

- **Poland**: 6
- **Croatia**: 11
- **Hungary**: 2
- **Romania**: 1
- **Slovakia**: 3
- **Lithuania**: 8
- **Latvia**: 2
- **Estonia**: 1
- **Bosnia and Herzegovina**: 1

Total companies: 20
Prusa Research: printers that print printers

In the west, their printers are mostly bought by individuals, in the east by companies. While there is some truth in this generalisation, DIY enthusiasts and designers are the same in every country.

This is why earlier this year Prusa Research launched PrusaLab, opening up its Prague premises as a shared space where anyone can go every Wednesday to print something. As founder and CEO Josef Průša says, “Try it, the significance of 3D printing is increasing every year”.

A year since the company was first successful in the CE Fast 50 and EMEA Fast 500 initiatives, it is progressing fast.

“We are catching up on a lot of backlog in terms of building the organisational structure,” says Josef Průša. “We are introducing new processes, which takes a great deal of time but is now necessary for further growth. In the meantime, we have built a factory to produce filaments – the plastic feedstock for printers. We are launching production for our printers directly at our premises in Holešovice, Prague. And we are about to present a new 3D printing technology in New York.”

The company’s printers print components for other printers, and now it is self-sufficient in filaments too. This begs the question if there is anything at all that Prusa Research cannot print for itself.

Josef Průša believes that time is a limiting factor. “We would need an eighth day in the week, and maybe even a ninth and a tenth,” he says. “But seriously, we do manufacture components for more printers, filaments and software. Prusa Lab is not just an open workshop, but also a prototype workshop. So we are really able to manufacture almost everything ourselves.”

As well as inviting the public to Prusa Lab, the company also allows them to visit the ‘farm’, a room where components are printed. Is this openness a factor in its success?

“There are naturally things we don’t show, but openness is certainly a significant part of our activity,” Mr Průša continues. “When you learn to be open, you don’t needlessly waste time during development by trying to protect your secrets. It saves a lot of energy. We would of course like to use patents, but that would significantly slow down development, and by extension limit our further growth.”

Today, when 3D printing is mentioned, Prusa Research comes to mind automatically as a pioneering force. What other plans does it have for educating the public?

“The biggest limitation on 3D printing is the fact that it still remains a difficult process for many people. Our goal is therefore to make the technology more accessible, so that even your grandmother would be able to print something,” says Mr Průša.
“We also want to support technical education, because that is the only right type of education nowadays. But young children don't have many opportunities to try 3D printing. So our goal is to encourage them not to be afraid of pursuing a technical education and to be better friends with technology.”

If I were establishing the company again now, I would start appointing people around me much sooner. I had to do a lot of things on my own in the beginning, which is of course no longer possible due to our growth and size.

Josef Průša, CEO, Prusa Research s.r.o.
It is a great honour for us at RTB House to be included in the Deloitte Technology Fast 50. We aim to constantly bring our solution to ever higher levels and provide our clients with even better results. Being in the ranking is proof of our success, which couldn’t be achieved without our game-changing technology, 100 per cent based on deep learning, and high levels of client satisfaction.

Daniel Surmacz, COO, RTB House S.A.

We wish to share our success with our customers and employees, which makes our organisation stronger and more motivated.

Alen Baibekov, Igor Demcakov, CEOs, Booking Group SIA

We work hard to be the customer’s first choice for online shopping. As a leader in e-commerce, we feel a strong obligation to educate buyers and guarantee maximising their shopping satisfaction. Seeking to further strengthen the trust of our customers and set ever-higher service standards means we need always to be developing and staying one step ahead. In my opinion, there are a few keys to our success: educating customers about online shopping; effective logistics; continuous investments in improving our service quality; and ensuring we carry the widest choice of goods for sale in the region.

Dainius Liulys, CEO, Pigu, UAB
Our mission is to bring interactive entertainment to every player in any corner of the world!

Šimon Šicko, CEO, PIXEL FEDERATION s.r.o.

Whatever the Q, we’ve got the A. That’s the #1 reason for our growth, and it also happens to be our slogan. We are a company of change with powerful processes that make our operations smooth and easy – and often fun, too. Secondly, we have inquisitive and motivated people who have answers to today’s most challenging questions. Success just follows.

Filip Ljubić, CEO, Q Software

Early on, we decided to head into uncharted waters. It was scary, but also exciting. For example, VR didn’t even exist for consumers five years ago. Now we are leading the industry and building the future of language learning in VR and AR.

Alexandru Iliescu, CEO, Mondly
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Industry</th>
<th>Percentage</th>
<th>Country</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Prusa Research s.r.o.</td>
<td>Hardware</td>
<td>17 118%</td>
<td>Czech Republic</td>
<td>This Czech 3D-printing company was founded by Josef Průša in 2009 as a one-man start-up. Within a few years, and without any external investments, it has evolved into one of the most innovative and fast-growing companies in the 3D industry. Today the company produces its own filaments and prints the parts for other printers. It has also founded PrusaLab – a marketplace and open workshop for all those interested in 3D printing.</td>
</tr>
<tr>
<td>2</td>
<td>Kiwi.com</td>
<td>Software</td>
<td>14 377%</td>
<td>Czech Republic</td>
<td>CEO Oliver Dlouhý together with Jozef Képesi set up Kiwi.com in 2012 to provide users with the cheapest flight itineraries and combinations. Kiwi.com serves customers across the world with 24/7 support. Today, the company sees more than 75 million flight searches every day and employs over 2000 people worldwide. The site makes travel affordable and easy, by allowing consumers to book everything from individual flights to complete flight itineraries across multiple airlines (both low cost and full-service) in a straightforward and cost-effective way. Kiwi.com has newly incorporated trains and buses into the web search getting closer to its goal of creating a one-stop-shop for travelers. In 2017, Kiwi.com entered the Deloitte Technology Fast 500 EMEA list in 7th place, becoming the highest ever ranked Czech company.</td>
</tr>
<tr>
<td>3</td>
<td>Q Software</td>
<td>Software</td>
<td>3 894%</td>
<td>Croatia</td>
<td>Q Software is a digital solutions provider operating through six offices, in Zurich, Belfast, Oslo, Los Angeles, Toronto and its Zagreb HQ. Using a fresh approach and senior talent, Q Software creates exceptional, cutting-edge digital solutions for clients in 20 territories worldwide, from Alaska to Dubai. Its unique methodology integrates creativity, strategy and technology in every project, while the expertise and experience of its people can provide answers to even the toughest questions. Whether you're developing a new product, running an online business, building a start-up from scratch or simply looking to expand your development team, Q Software will help you grow globally.</td>
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Sli.do s.r.o. | Software | 2 971%
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Slovakia
Peter Komorník
www.sli.do.com
Founded: 2013
Last Year’s Rank: n/a

Slido is an audience-interaction platform for meetings and events. It allows event organisers to crowd-source top questions to drive meaningful conversations, engage participants with live polls and capture valuable event data. Since its foundation in 2012, Slido has helped to transform over 160,000 events across more than 100 countries. Slido has been adopted by a number of renowned conferences including SXSW, Web Summit and Money20/20. It has worked with clients including Spotify, Lufthansa, the BBC and Oracle. Headquartered in Bratislava, Slovakia, Slido has a team of more than 120 people, with offices in London, New York, San Francisco and Singapore.

Pilulka Distribuce s.r.o. | Media & Entertainment | 1 681%
--- | --- | ---
Czech Republic
Petr Kasa
www.pilulka.cz
Founded: 2013
Last Year’s Rank: Rising Star 7

Pilulka is a customer-centric new retail project in the pharmacy sector. Pilulka.cz, Pilulka.sk and Pilulka.ro offer customers the opportunity to buy pharmaceuticals and other products through a wide network of partner pharmacies throughout the Czech Republic, Slovakia and Romania in a pleasant online environment. Pilulka also owns 35 physical pharmacies and manage almost 80 franchise stores in the Czech Republic. It was co-founded by experienced pharmacists with many years of professional experience. It uses stringent parameters in the careful selection of participating pharmacies.

Brolis Semiconductors, UAB | Hardware | 1 534%
--- | --- | ---
Lithuania
Dominykas Vizbaras
www.brolis-semicon.com
Founded: 2011
Last Year’s Rank: n/a

Brolis Semiconductors is a vertically-integrated, profitable, high-tech company based in Vilnius, Lithuania. It was established in 2011 by three brothers – Augustinas, Kristijonas and Dominykas Vizbaras. The company runs an advanced in-house semiconductor device design and production facility to manufacture long-wavelength semiconductor light sources. The most disruptive current project that is being run at BROLIS is the development of its non-invasive integrated laser-based blood constituent sensor. The BROLIS vision is to have such sensors integrated in every wearable, enabling people to monitor their health continuously.
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<thead>
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<th>Sector</th>
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<td>TenderHut S.A.</td>
<td>Software</td>
<td>Poland</td>
<td>1496%</td>
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<td></td>
<td>Poland</td>
<td></td>
<td>Robert Strzelecki</td>
<td></td>
</tr>
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<td></td>
<td><a href="http://www.tenderhut.com">www.tenderhut.com</a></td>
<td></td>
<td>2010</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Last Year's Rank: n/a</td>
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TenderHut's main specialisation is the provision of high-quality software for laboratory information management systems, dedicated IT systems, web services and mobile applications for companies from the enterprise sector, digital agencies and start-ups. Its main areas of focus are AI, big data, high-volume systems, VR and AR, security systems, user experience and design. Its products are: AR at the Laboratory (an integration of HoloLens with LIMS to provide a hands-free option for lab personnel); the Zonifero office management system (a mobile application with IoT); and the AutomatedCheckin flight travel assistant (a bot with machine learning).

<table>
<thead>
<tr>
<th>8</th>
<th>Proficio Marketing s.r.o.</th>
<th>Media &amp; Entertainment</th>
<th>Czech Republic</th>
<th>1228%</th>
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<td>Czech Republic</td>
<td></td>
<td>Petr Halík</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://www.proficio.cz">www.proficio.cz</a></td>
<td></td>
<td>2013</td>
<td></td>
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<tr>
<td></td>
<td>Last Year's Rank: n/a</td>
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After just five years' involvement in online marketing, PROFICIO is established as one of the top Czech digital agencies. Its professional work is certified by Google, Seznam and Facebook as well as by more than 100 satisfied clients. Over 40 PPC and programmatic, SEO, UX, content, creative and analysis specialists look after clients' complete marketing portfolios. Thanks to close cooperation between individual departments, Proficio can support complex strategies, ranging from increasing web performance and campaign delivery to social network management. It also develops tools which automate and increase campaign performance to make programmatic buying and reporting more effective.

<table>
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<tr>
<th>9</th>
<th>Salelifter Sp. z o.o.</th>
<th>Media &amp; Entertainment</th>
<th>Poland</th>
<th>1074%</th>
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<td></td>
<td>Poland</td>
<td></td>
<td>Roman Grygierek</td>
<td></td>
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<tr>
<td></td>
<td><a href="http://www.salelifter.com/pl">www.salelifter.com/pl</a></td>
<td></td>
<td>2013</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Last Year's Rank: Rising Star 6</td>
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Salelifter focuses on supporting sales processes through digital marketing alongside the enrichment, extension and monetisation of databases. Its original technological solutions ensure the precise identification of a target group, using geographical and behavioural data as well as users' present online activities. The company creates its own standards for data profiling based on verified data and its newest proprietary technologies. The special tools it has created include Expectus, used to verify and validate databases and contact forms, and Cyklop Data, used to collect and aggregate data together with precise advertising targeting.
<table>
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<tr>
<th>Rank</th>
<th>Company</th>
<th>Industry</th>
<th>Growth</th>
<th>Country</th>
<th>Founded</th>
<th>Last Year's Rank</th>
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<tr>
<td>10</td>
<td>Ars Futura d.o.o.</td>
<td>Software</td>
<td>914%</td>
<td>Croatia</td>
<td>2013</td>
<td>n/a</td>
<td>Founded in 2013, Ars Futura is a design-driven development agency with clients in the United States and Canada. The company has worked with a wide range of clients, from self-funded start-ups to large multi-national corporations, to deliver beautiful, functional and high-quality mobile and web applications. The team’s expertise lies in working closely with clients during all stages of product development to help identify and solve problems. The vision of the company is doing great work with great people who are dedicated to building products people love to use.</td>
</tr>
<tr>
<td>11</td>
<td>Zelená pošta s.r.o.</td>
<td>Software</td>
<td>867%</td>
<td>Slovakia</td>
<td>2012</td>
<td>n/a</td>
<td>Zelená pošta is a Slovak start-up connecting a team of committed colleagues who enjoy making people’s lives easier by creating innovative new technological solutions. It is currently the only provider of “hybrid” postal transformation services. The principle is simple – a customer sends an electronic document for Zelená pošta to print, envelope and submit on their behalf to the post office, saving the customer both cost and time.</td>
</tr>
<tr>
<td>12</td>
<td>Supercharge Kft.</td>
<td>Software</td>
<td>740%</td>
<td>Hungary</td>
<td>2010</td>
<td>n/a</td>
<td>Founded in 2010 by a group of Hungarian students, Supercharge creates digital products that make life easier for millions of users. The team designs and develops strategic applications for blue chip companies such as OTP Bank, Santander Bank and Delivery Hero, Hungary's largest food delivery marketplace. Today, the company employs nearly 100 software engineers, designers and other digital professionals in their Budapest and London offices.</td>
</tr>
</tbody>
</table>
Brolis is not a typical young technology company. We do not fit any “Silicon Valley” templates and we are not a company of vice presidents and advisors. We are a family-owned, profitable hardware-hard company of engineers and scientists. A team of difficult-to-pronounce names and strange accents, we create technology that did not exist before. And we are breaking the stereotype that says disruptive technology cannot be created in this part of Europe.

Kristijonas Vizbaras, co-founder and CTO, Brolis Semiconductors, UAB

It gives us great satisfaction to see international organisations appreciating our work. Our presence in the Deloitte Fast 50 ranking motivates us even more. It is a clear sign that the company’s development is on the right path.

Robert Strzelecki, CEO, TenderHut S.A.

The numbers matter more than feelings in marketing. And that is exactly the key to PROFICIO’s digital marketing success. The foundations we laid five years ago still support us today in a team that works with enthusiasm and focuses on profitable results and the growth of our clients. The right working atmosphere leads to stability not only within the team, but also in how we work with clients. This is why we can invest our energy in developing innovations, not repairing gaps.

Petr Halík, CEO, Proficio Marketing s.r.o.
The time when decisions were based on the individual opinions of a company’s owner are long gone. Today, internet marketing is based on data. The ability to analyse it, draw conclusions and make recommendations based on it is essential. Access to such data allows us to implement online campaigns more effectively and more accurately. That is why here, at Salelifer, we every day examine, process and draw conclusions from data, ensuring that our recommendations are always strictly related to selecting the right target group for a campaign – the one that delivers the most for our clients.

Roman Grygierek, CEO, Salelifter Sp. z o.o.

We started Ars Futura with a singular vision of how we wanted to run our company by putting the team and the product first. We offer everything we can to help our employees grow, learn and be motivated. When building a product, all of our efforts are focused on making it the best we can – from the first design drafts to the last feature implementation. Every product we build we consider our own. That is something our clients have recognised and I believe it is the key to our ongoing and future success.

Nikola Jakić, CEO, Ars Futura d.o.o.

We believe technology is not about changing the world, but to make people even happier, more productive, healthier and richer.

Marcin Ekiert, CEO, Yieldbird Sp. z o.o.
Trencadis is a technology company specialising in software solutions for government and the business environment. Established in 2007, it currently operates in four major Romanian cities (Bucharest, Cluj, Baia Mare and Oradea) with a turnover of EUR 5.96 million (2017). Its main lines of business are systems integration, software development and product management. All its units focus on continuous adaptation and improvement using the latest trends in technology, design and communication. The Trencadis product portfolio includes flexible solutions for key economic and social factors such as public administration, energy efficiency, public safety, transport and land management.

Microblink is a software R&D company on a mission to simplify data entry in mobile apps by using input from cameras. Based on advanced AI methods, it merges state-of-the-art computer vision and data-extraction technology, linking modern mobile apps with the physical world. Its software products can be easily integrated into any mobile or web app to read identity documents or simplify payments. Apps enabled with our technology delight users with a great user experience. Key metrics of the business include: self-funded; proprietary machine-learning technology and R&D; 350+ customers worldwide; 50+ banks; 100 million+ end users; and 80+ proud employees.

Qpony.pl Sp z o.o. is a mobile group that owns and develops leading smart-shopping apps in Poland and Ukraine. The company operates a leading online-to-offline shopper platform, driving marketing traffic for the biggest suppliers and retailers. Reaching 2.5 million shoppers each month, the Qpony mobile group is committed to enhancing and facilitating shopping through the use of mobile technologies. Its portfolio apps (Qpony, BLIX and Zdrowe Zakupy) help smart-shopping consumers find the best offers at the moment they need them, and offer the most effective way for retailers and brands to reach shoppers at the right place and time.
Yieldbird Sp. z o.o.

Yieldbird is a leading provider of yield-optimisation services, operating globally since 2009. Its main focus is on helping online publishers to increase their advertising revenue in the programmatic model. We support content creators in building advertising strategies that combine direct sales with programmatic sales. We also help them to choose the appropriate technology and provide them with dedicated apps and solutions. We currently work with 255 publishers from over 30 countries, generating over 3 billion ad impressions each month. Yieldbird is also the only company from the CEE region to be a Google Certified Publishing Partner.

Codedose Sp. z o.o.

Codedose is a highly specialised software company, located in Wrocław, Poland, that builds high-performance data processing systems. Our technology solution enables our clients to build cutting-edge data processing systems including: high-performance finance systems for investment banks, insurance companies and telcos; ultra-fast accommodation search engines that calculate price and availability in real time; and a global flight information system. The company invests heavily in new proprietary products such as a machine learning AI system for global HR firms.

StartupJobs.com s.r.o.

The aim of StartupJobs is to build the best start-up job portal in the world. The company has already helped over 8,000 talented people to find a new start-up job in the Czech Republic. International expansion started in 2018 with entry into Poland, and other countries will follow. The company believes that the most talented people need to work in start-ups where they can change the world through innovation.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Industry</th>
<th>Growth Rate</th>
<th>Country</th>
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<tr>
<td>19</td>
<td>Sponge, UAB</td>
<td>Hardware</td>
<td>600%</td>
<td>Lithuania</td>
</tr>
<tr>
<td>20</td>
<td>Piwik PRO Sp. z o.o.</td>
<td>Software</td>
<td>593%</td>
<td>Poland</td>
</tr>
<tr>
<td>21</td>
<td>Deeper, UAB</td>
<td>Hardware</td>
<td>580%</td>
<td>Lithuania</td>
</tr>
</tbody>
</table>

**Sponge, UAB**
- **Industry**: Hardware
- **Growth Rate**: 600%
- **Country**: Lithuania
- **Founded**: 2010
- **Last Year’s Rank**: n/a

Sponge is a young, enthusiastic company with a passion for active adventures. It believes that digital products change everyone’s lifestyle every day. Watches, cameras, power sources, earphones and speakers – it’s all about helping people live their lives actively. Sponge works day and night to make little things better, so when people use them, they can feel their digital adventure beginning.

**Piwik PRO Sp. z o.o.**
- **Industry**: Software
- **Growth Rate**: 593%
- **Country**: Poland
- **Founded**: 2013
- **Last Year’s Rank**: n/a

Founded in 2013, Piwik PRO has rapidly grown to over 100 employees. These include local sales teams in the key markets of Germany, Austria, Switzerland, Benelux, the UK, France and the US. Piwik PRO offers advanced analytics and marketing solutions to clients in data-sensitive industries. Its suite of products marries privacy by design, flexible hosting and full data ownership with enterprise-level features and support. It works with high-profile organisations such as the Government of the Netherlands, the European Commission, Accenture, HP Enterprise and global financial and telco corporations.

**Deeper, UAB**
- **Industry**: Hardware
- **Growth Rate**: 580%
- **Country**: Lithuania
- **Founded**: 2012
- **Last Year’s Rank**: 2

Deeper is a rapidly growing tech company that develops revolutionary smart devices for the fishing industry. It created and successfully distributed an entirely new product category, with the first ever castable, wireless fish-finder for anglers. Deeper now sells its smart sonars in over 50 markets worldwide, bringing incredible new fishing experiences to hundreds of thousands of anglers. In its first four years, Deeper’s turnover grew by over 7,000 per cent, leading it to be named by Deloitte as one of the fastest growing tech companies in Europe. Deeper has received numerous international awards, including a CES Innovation Award and a Digital Europe SME Award.
NSoft is an internationally recognised software solutions provider for the gaming and betting industry. The company has close to 250 employees and 92 customer companies operating in 27 countries. Its product portfolio includes turnkey solution for managing betting businesses, retail and omni-channel solutions, virtual sports betting, sportsbook and draw-based games. A combination of excellent products, uniquely skilled people and a trust-based team culture has played a key role in its growth. The company understands that strong, long-term partnerships are essential for sustainable growth. This is why NSoft has chosen Sportradar, the world's leading sports data provider, as its strategic partner.

INVENTI's main areas of expertise include software development and analysis, quality assurance, mobile applications and supporting start-ups. Its products include customer portals, integration software, testing-process outsourcing and mobile applications for tourism. Its key to success lies in the motto “It's about the people”, which it applies to its customers as well as its employees.

Exacaster is a big data predictive analytics technology company. It provides vertical AI solutions for telecommunications and retail companies addressing key sales and marketing challenges such as churn, usage prediction, product recommendations, segmentation and real-time dynamic pricing. It also provides three software platforms – the Data Lake, Smart Marketing Toolkit and Analytics API – that catalyse data-driven transformation. Exacaster’s skilled data-science team helps telcos and retailers accelerate their journeys with hands-on implementation services including consulting, outsourcing and 24/7 support.
We’re delighted to be featured in such a distinctive position on the Deloitte Fast 50 ranking. Since founding Supercharge in 2010 we have grown at an extremely fast pace. I would like to take the opportunity to thank our loyal customers for being with us on this journey. At the same time, I would also like to thank our passionate and talented team. They never stop pursuing our goal of becoming the best digital product house out there. However, this is only the beginning of the journey, as we are building brand new capabilities in fields like IoT and AI and expanding to new geographic areas. We very much look forward to the future as we grow from a start-up into an international brand.

András Tessényi, CEO, Supercharge Kft.

We had some ups and downs before achieving the results we have today. We kept going – and by thinking outside the box, we’ve built a local project into a machine-learning company that’s helping millions of users worldwide. We have never been driven solely by high growth and profits, but by technology and the determination to be the best at what we do. We are highly motivated to develop technology that delights users. All the achievements that have come out of Microblink are based on innovative thinking and delivery by the best team!

Izet Ždralović, Board Member, Microblink d.o.o.
Building great things is easy if you have the right people around you. At Qpony Group the human factor is the most important driving force behind the rapid acceleration of our company. Raised in the start-up culture, we have learned to focus on goals, take risks, talk openly about problems and treat ourselves as one big family. Our highly motivated team members are ready to stretch themselves and are not afraid of starting new initiatives. Thanks to this approach, our company has a growth rate to be proud of and is playing a vital role in the mobile revolution influencing the habits of millions of Polish shoppers.

Tomasz Jabłoński, CEO, Qpony.pl Sp. z o.o.

All companies will become data companies in the future, and the ability to instantly learn executable knowledge from massive data sets will distinguish the leaders from the followers.

Michał Głomba, CEO, Codedose Sp. z o.o.

Technology has very few limitations - only customer budgets and imagination.

Arkadiusz Kuchto, CEO, Online Technologies HR Sp. z o.o.
ZOOT a.s.

Czech Republic
Ladislav Trpák
www.zoot.cz
Founded: 2012
Last Year’s Rank: 15

ZOOT is more than an online clothes shop. It is also building the (Fashion) Retail 3.0, a revolutionary bridge between the e-commerce and brick-and-mortar worlds, with a strong focus on customer experience, technologies and fun. It sells more than 300 brands and has set up a physical network of “TRY BEFORE YOU BUY” pick-up points. Customers order online, try the clothes on and pay if they fit. ZOOT is based in Prague, but also services other Central European countries including Slovakia and Romania.

Online Technologies HR Sp. z o.o.

Poland
Arkadiusz Kuchto
www.hrlink.pl
Founded: 2012
Last Year’s Rank: n/a

Founded in August 2012, Online Technologies HR is an IT company based in Szczecin, Poland. The business is built around its proprietary HRlink.pl, an applicant-tracking system (ATS) based on the SaaS model. The company is one of the leading ATS suppliers in Poland, operating in line with trends in HR tech. It also supports hundreds of customers based in foreign markets. HRlink is integrated with more than 50 job-boards, creating a unique multi-posting network in local markets. Driven by customer needs, the company constantly develops its product to optimise the work of recruiters and automate processes.

Instarea s.r.o.

Slovakia
Martin Záhumenský
www.instarea.com
Founded: 2008
Last Year’s Rank: n/a

Instarea specialises in monetising data – processing big data for mobile providers and banks. The company analyses how masses of people behave in the physical world, giving clients the ability to communicate with these masses via its “Market Locator” solution. The concept of data monetisation is well developed with clients in Slovakia (including Slovak Telekom, Orange and O2), the Czech Republic and the Middle East, and it is developing rapidly in other countries too. Instarea is investing in development and technology with the aim of integrating AI into the world of IoT and automated operations.
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<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Industry</th>
<th>Growth Rate</th>
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</thead>
<tbody>
<tr>
<td>28</td>
<td>Gamekit S.A.</td>
<td>Media &amp; Entertainment</td>
<td>453%</td>
</tr>
</tbody>
</table>

[Poland](#)  
-Damian Krystian Sikora  
-gamekit.info  
-Founded: 2013  
-Last Year’s Rank: n/a

Gamekit is a gaming company, which has a mission to change the gaming industry by making all games available for free. Gamers collect points which are exchangeable for a wide range of games, gift cards, skins just by playing games and completing quests developed by Gamekit’s clients. At the same time advertisers interested in the gamers audience benefit from precisely this targeted traffic. Having extensive knowledge about our users based on an enormous database, we mastered how to reach gamers with fitting advertising. With operations in 20 countries and 16 million registered users, Gamekit is one of the world’s biggest platforms of its kind.

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<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Industry</th>
<th>Growth Rate</th>
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<tbody>
<tr>
<td>29</td>
<td>Absolvent.pl Sp. z o.o.</td>
<td>Software</td>
<td>445%</td>
</tr>
</tbody>
</table>

[Poland](#)  
-Dominik Wiegand  
-Founded: 2013  
-Last Year’s Rank: 5

Polish HR technology company Absolvent Group has three main lines of business. Its Kiwi Jobs recruitment app aims to streamline the hiring and job search processes by focusing on low-skilled, high-turnover jobs. Absolvent Consulting is a strategic consultancy in the area of HR and employer branding. Absolvent.pl and Absolvent Talent Days are respectively the largest recruitment platforms and the biggest and most prestigious job and internship fairs for students and young graduates in Poland.

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<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Industry</th>
<th>Growth Rate</th>
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<tbody>
<tr>
<td>30</td>
<td>eazyBI SIA</td>
<td>Software</td>
<td>442%</td>
</tr>
</tbody>
</table>

[Latvia](#)  
-Raimonds Simanovskis  
-www.eazybi.com  
-Founded: 2011  
-Last Year’s Rank: 18

eazyBI is the software development company behind a powerful visualisation, data analysis and business intelligence web application used by thousands of customers from many different countries. With eazyBI, users can create reports, charts and dashboards with an easy-to-use drag-and-drop user interface. They can also visualise data using many types of interactive charts. eazyBI can integrate with many standard data sources, and users can import data from other data sources too.
### Good one, UAB

**Lithuania**

Tomas Varnas

[www.goodone.lt](http://www.goodone.lt)

**Founded:** 2009

**Last Year’s Rank:** 8

Good one is a boutique digital performance agency, specialising in the fields of SEO, SEM, digital media planning and delivery, PPC, web analytics and CRO. With a primary focus on working with market leaders across the Baltic region, Good one now also operates in the UK, US, Germany and France. As digital marketing becomes more and more competitive, it believes that artificial intelligence and machine learning solutions are the key to success for its clients’ digital performance.

### RTB House S.A.

**Poland**

Robert Dyczkowski

[www.rtbhouse.com](http://www.rtbhouse.com)

**Founded:** 2013

**Last Year’s Rank:** n/a

RTB House is a global company that provides state-of-the-art retargeting technology for top brands worldwide. Its proprietary ad buying engine is the first and only in the world to be powered entirely by deep learning algorithms, enabling advertisers to generate outstanding results and reach their short, mid and long-term goals. Founded in 2012, and with offices in all major cities, RTB House serves campaigns for more than 1,500 clients across EMEA, APAC and the Americas regions. In 2018, after successfully deploying deep learning into 100% of its algorithms, RTB House launched AI Marketing Lab. The new division is focused on creating an environment for inventing and developing new mar-tech solutions.

### TV Žaidimai, UAB

**Lithuania**

Mindaugas Stanelis

[www.betgames.tv](http://www.betgames.tv)

**Founded:** 2012

**Last Year’s Rank:** 13

betgames.tv is a developer and distributor of its own video-streamed live games. The company works on a B2B principle, delivering a content and accounting module for gambling operators such as sportsbooks, casinos and poker rooms. The company has combined fixed odds betting with lotteries and other games of chance. The makeover of games was inspired by a quote from Leonardo da Vinci: “Simplicity is the ultimate sophistication”. The company offers services for online and land-based businesses. There are nine games in its portfolio and over 350 outcomes to bet on. The company has held a Remote Operating Licence from the UK Gambling Commission (UKGC) since 2015.
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<tr>
<th>Rank</th>
<th>Company</th>
<th>Industry</th>
<th>Growth Rate</th>
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<tbody>
<tr>
<td>34</td>
<td>Scoro Software OÜ</td>
<td>Software</td>
<td>392%</td>
</tr>
<tr>
<td>35</td>
<td>Time Solutions Sp. z o.o.</td>
<td>Software</td>
<td>380%</td>
</tr>
<tr>
<td>36</td>
<td>Rimac Automobili d.o.o.</td>
<td>Hardware</td>
<td>361%</td>
</tr>
</tbody>
</table>

**Scoro Software OÜ**
- **Estonia**
- **Fred Krieger**
- **www.scoro.com**
- Founded: 2001
- Last Year’s Rank: 42

Scoro is the most comprehensive all-in-one business management software for professional and creative companies. The solution helps businesses to run as smoothly and efficiently as possible – from sales right through to billing. Scoro has a team of over 60 people in offices across Europe and the US, and customers in more than 40 countries worldwide. The company achieved a growth rate of 392% between 2014 and 2017 – the result of a truly innovative product and forward-thinking leadership supported by strong teamwork.

**Time Solutions Sp. z o.o.**
- **Poland**
- **Kamil Rudnicki**
- **www.timecamp.com**
- Founded: 2010
- Last Year’s Rank: n/a

Time Solutions Sp. z o.o. is the producer of easy-to-use time-tracking software called TimeCamp, which has 2,000 customers serving more than 50,000 users across the world. TimeCamp is a seamless time tracker that helps businesses complete their timesheets correctly, increasing billable hours and productivity and providing insights on project profitability. TimeCamp customers range from individuals and freelancers up to companies with more than 5,000 employees.

**Rimac Automobili d.o.o.**
- **Croatia**
- **Mate Rimac**
- **www.rimac-automobili.com**
- Founded: 2009
- Last Year’s Rank: 10

Rimac is a technology powerhouse, manufacturing electric hypercars and providing full technology solutions to global automotive manufacturers. Founded in 2009 with its headquarters in Croatia, Rimac is built upon the passion and vision of the company’s founder and CEO, Mate Rimac. The company’s flagship hypercars, the Concept_One, and the C_Two are designed, developed and manufactured in-house. What started as a garage project is now a 400-person company and full electrification partner for many global automotive manufacturers. Rimac specialises in high-voltage battery technology, electric powertrains, the development of digital interfaces and ADAS systems.
Sponge products are created for adventurers. I’m very glad that our team leads active lives, as this helps us to create perfect products. We started Sponge with two types of mp3 player which we sold in our local market. We have now extended our product range and are selling all over the world. We started exporting our products two years ago, and we are opening new markets every year. I think this is a very important motivation to keep us going forward.

**Edgaras Gargažinas, CEO, Sponge, UAB**

We owe the success of Piwik PRO to our many fantastic people, their brilliant ideas and their great dedication. But I believe such success wouldn’t have been possible without the general dynamic development of Europe as a whole and the steps we have taken to increase awareness about data privacy, security and protection.

**Maciej Zawadziński, CEO, Piwik PRO Sp. z o.o.**

When you are satisfied with what you know or what you have achieved, you are no longer relevant, whether as a person or as a business.

**Martin Záhumenský, CEO, Instarea s.r.o.**
It’s an honour for Deeper to be included in the Deloitte Technology Fast 50 ranking for a second successive year. This year, we have entered a new stage of growth and expansion with the aim of maintaining leadership of the global fishing market and creating new smart products for anglers, while retaining our innovative way of approaching every process – from manufacturing to sales strategy and marketing. At Deeper, we never stop innovating – developing new products, improving user experience and finding new ways to connect with the angling community.

Aurelijus Liubinas, CEO, Deeper, UAB

We have proven that strong and steady growth is not a result of chance, but of work, innovation and the familiarity of our products on the global market. NSoft has achieved two major business goals – first, we have enabled our clients to grow with us due to the proven business model. Second, we have grown into a company employing almost 250 outstanding employees. The first 10 years of work are behind us, and now we are facing new challenges and creating new products. But it is imperative that we always maintain the same recognisable quality.

Igor Krezić, founder/CEO, NSoft d.o.o. Mostar
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<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Industry</th>
<th>Last Year's Rank</th>
<th>Growth Rate</th>
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</thead>
<tbody>
<tr>
<td>37</td>
<td>Grupa TENSE Sp. z o.o. Sp. k.</td>
<td>Media &amp; Entertainment</td>
<td>32</td>
<td>355%</td>
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<td></td>
<td>Poland</td>
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<td></td>
<td>Michał Więcław</td>
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<td><a href="http://www.grupa-tense.pl">www.grupa-tense.pl</a></td>
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<td></td>
<td>Founded: 2011</td>
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<td>Last Year’s Rank: 32</td>
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<td>Digital marketing agency Grupa TENSE has been a player in the Polish online advertising market for seven years, providing customers with flexible solutions based on the concept of inbound marketing. The company is one of Poland’s biggest and most dynamic search engine optimisation providers. Its main offer comprises SEO, Google Ads and Facebook Ads campaigns, content publishing and influencer and image marketing. Grupa TENSE became a member of Google Partners Premier in 2017, an accolade marking only those agencies that hire leading specialists.</td>
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<tr>
<td>38</td>
<td>Adeo Web, UAB</td>
<td>Software</td>
<td>33</td>
<td>340%</td>
</tr>
<tr>
<td></td>
<td>Lithuania</td>
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<tr>
<td></td>
<td>Paulius Nagys</td>
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<td><a href="http://www.adeoweb.biz">www.adeoweb.biz</a></td>
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<tr>
<td></td>
<td>Founded: 2009</td>
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<td></td>
<td>Last Year’s Rank: 33</td>
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<td>With its proven technical and analytic approach, Adeo Web has been providing successful ecommerce solutions for nine years. Specialising in Magento application integration, acceleration, search optimisation and product data management, it also creates effective digital connections with proven user experience strategies. Its culture of strong values and transparent service enables it to use metrics that matter, giving it the agility and focus needed to help customers grow their success by taking advantage of quick-to-market solutions.</td>
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<tr>
<td>39</td>
<td>Great Interactive Sp. z o.o.</td>
<td>Software</td>
<td>n/a</td>
<td>319%</td>
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<tr>
<td></td>
<td>Poland</td>
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<tr>
<td></td>
<td>Grzegorz Primus</td>
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<td></td>
<td><a href="http://www.greatengage.com">www.greatengage.com</a></td>
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<tr>
<td></td>
<td>Founded: 2012</td>
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<td></td>
<td>Last Year’s Rank: n/a</td>
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<td>Poland’s Great Interactive has been working in the area of gamification since 2012. Over the course of six years, it has completed 48 major projects, enabling it to test theory in practice and understand which mechanisms are the most effective. Today, the company has a team of 30 specialists in psychology, marketing, game design and programming. The sum total of this shared experience and using the potential of new technologies allows the company to fully support its clients in building a lasting commitment to their organisations.</td>
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<td>Rank</td>
<td>Company Name</td>
<td>Industry</td>
<td>Growth Rate</td>
<td>Country</td>
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<tr>
<td>40</td>
<td>Infinum d.o.o.</td>
<td>Software</td>
<td>315%</td>
<td>Croatia</td>
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<td></td>
<td>Tomislav Car</td>
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<td><a href="http://www.infinum.co">www.infinum.co</a></td>
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<tr>
<td></td>
<td>Founded: 2005</td>
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<tr>
<td></td>
<td>Last Year’s Rank: 49</td>
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Infinum is an independent design and development agency founded in 2005. Now, with a team of over 160 specialists, it is delivering high-end software solutions to global clients ranging from exciting start-ups to established enterprises across different industry verticals. Infinum’s expertise lies in building digital products that make businesses more efficient and customers’ lives easier. Many awards prove the quality of the company’s work. Its specialists are happy to share their knowledge on Infinum’s blog and demonstrate their commitment to the community through various initiatives such as the Infinum Academy.

| 41   | Telum d.o.o.          | Media & Entertainment | 313%        | Croatia     |
|      | Mario Ivić            |                |             |             |
|      | www.telum-marketing.com |                |             |             |
|      | Founded: 2008         |                |             |             |
|      | Last Year’s Rank: 25  |                |             |             |

Telum is a data-driven performance agency that specialises in web analytics and Pay-Per-Click (PPC) platforms. As well as PPC campaign-management, the company is developing its own ad-campaign management technology and the Midas content-discovery network. The focus for further development is on areas including big data, AI, data collection and monetisation. Telum is a Google Premier Partner.

| 42   | NRD CS, UAB           | Software       | 302%        | Lithuania   |
|      | Dr. Vilius Benetis    |                |             |             |
|      | www.nrdcs.lt          |                |             |             |
|      | Founded: 2013         |                |             |             |
|      | Last Year’s Rank: n/a |                |             |             |

NRD Cyber Security is a cybersecurity consulting, incident-response and applied research company. It focuses on services for specialised public-service providers (such as law enforcement, national computer security incident response teams, telcos, national communication regulators and national critical infrastructure), the finance industry and corporations with high data sensitivity.
Creotech Instruments S.A. was founded by a group of Polish scientists, who are consistently developing their competence in designing and assembling high-reliability electronics. Creotech has participated in numerous prestigious space projects related to the search for traces of life on Mars, studying mysterious gamma-ray flashes in the outer layers of the Earth’s atmosphere and tracking potentially dangerous objects circulating around our planet. Creotech also specialises in the manufacture and supply of components and specialised equipment for research institutions including CERN in Geneva, GSI and DESY. The company is also developing its own microsatellite platform, HyperSat.

Printbox allows companies to sell custom photo products. It is a complete package containing ready-to-go e-commerce, which works on customer domains and with their branding. It also contains HTML5 editors, optimised for products from photobooks and calendars to invitations and canvases, and a production module that prepares print-ready files. Printbox uses the SaaS model, so customers need no IT knowledge to run the system. The 40-strong business has taken just a few years to achieve a leading position in the personalisation market. Top brands choose Printbox, and it is constantly called the most usable and well-designed solution.

SMARTFRONT was established in 2011 to deliver high-quality business solutions from Budapest. Its product is Smart ERP, a flexible, web-based ERP solution for SMEs that provides excellent user experience and an integrated collaboration toolset. The company’s primary goal is to facilitate the growth needs of companies in the wholesale, manufacturing and service management industries. As well as development, technology and ergonomic issues, its experience also embraces organisational and project-management expertise. Smartfront is proud to have won the “Top 100 Favorite workplace award” in 2017.
Luxon LED is the fastest-growing lighting manufacturer in Europe. The company’s aim is to give its customers the best available return on their lighting investments. Its offer focuses on three main segments: industry, commercial buildings/offices, and street lighting. As one of the pioneers for the industry, it implements its own IoT platform and new technology solutions to allow clients to achieve the greatest possible benefits from the lighting infrastructure in their facilities.

Profico is a fast-growing full-service digital agency and technology solution provider that has helped many clients across the world boost their business, from Fortune 500 companies to SMEs. The company’s 30+ employees are focused on software design and development in mobile, web and IoT-based technologies. Profico is also a provider of Smart City solutions, building its own software products and IoT-based systems. One of the company’s leading products is the Parquin Smart Street Parking System, a smart parking solution that enables cities to provide dynamic traffic control, data-driven decision making, directions to available parking spots and payment.

Arranging almost half a million car rentals in over 43,000 locations each year, Booking Group is a cutting-edge global e-commerce business based in the heart of Latvia. The company’s mission is to achieve the highest quality of customer service, delivered with a sense of warmth, friendliness and individual pride in the company’s spirit.
Vercom specialises in providing tools for automated multi-channel mass communications via email and mobile channels. Originally, Vercom was a provider of programming solutions for Netia, GTS and Inea. However, thanks to technological progress and changing customer preferences, it now focuses on developing tools for automated mobile messaging (SMS, MMS, VMS, push) and email (previously also fax and voice messaging). Due to the increasing importance of mobile web text-messaging apps, such as Viber, WhatsApp, Messenger and others, the company is currently working on services that send marketing and transactional messages to end users.

STATSCORE is a progressive Polish company with vast experience in the sports-data market. Founded in 2012, STATSCORE remains focused on building the world's biggest sports data centre, where anyone can find, sell or buy data on more than 100 sports. It also wishes to create an environment where all employees can constantly focus on his or her development. The company's aim is to help its partners achieve their goals by collecting, organising and delivering high-quality sports data, widgets and mini-sites. It has successfully tracked, captured, compiled and distributed sports data in various forms since its creation, using the latest technology, skills and knowledge.
Exacaster returns to the CE Fast 50 thanks to our amazing people and customers. We are on a long-term mission to automate most customer-base management decisions with AI. By focusing mainly on telecoms and retail verticals, we can offer state-of-the-art customer profiling, AI-powered “next best offer” and customer-journey automation capabilities that few other companies worldwide can match. Our secret is our company culture that embraces a mindset of learning and growth.

Šarūnas Chomentauskas, CEO, Exacaster, UAB

This is an extremely exciting time for HR tech companies. Technology is transforming the way the industry works and changes are additionally fuelled by macroeconomic shifts that are reshaping society and the business landscape alike.

Dominik Wiegand, CEO, Absolvent.pl Sp. z o.o.

We are passionate about our work and want to contribute to the health of our planet by making the mass rollout of electric vehicles possible in the very near future.

Peter Badík, CEO, GreenWay Infrastructure s.r.o.
Big 5 awards

Criteria for Big 5

This ranks large companies that have achieved extraordinary growth over four years. Eligible companies must meet the same criteria as the main Fast 50 ranking, with the exception that annual revenue in the final measured year (2017) must exceed €25 million.
Big 5 special category overview

Companies broken down by industry segments:

- Average company growth: **292%**
  - 3 NEW
  - 0 UP
  - 1 DOWN
  - 1 SAME
  - 2 2017 COMPANIES ALSO IN 2018 BIG 5

- 3 SOFTWARE
- 3 MEDIA & ENTERTAINMENT
- 2 HEALTHCARE & LIFE SCIENCES
- 2 HARDWARE
- 2 ENVIRONMENTAL TECHNOLOGY
- 2 FINTECH
- 2 COMMUNICATION
Companies broken down by countries

- Slovakia: 1
- Czech Republic: 1
- Poland: 1
- Latvia: 1
- Lithuania: 1
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Sector</th>
<th>Growth Rate</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ZOOT a.s.</td>
<td>Software</td>
<td>513%</td>
<td>Czech Republic</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Ladislav Trpák</td>
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<td><a href="http://www.zoot.cz">www.zoot.cz</a></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Founded: 2012</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Last Year's Rank: 1</td>
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ZOOT is more than an online clothes shop. It is also building the (Fashion) Retail 3.0, a revolutionary bridge between the e-commerce and brick-and-mortar worlds, with a strong focus on customer experience, technologies and fun. It sells more than 300 brands and has set up a physical network of “TRY BEFORE YOU BUY” pick-up points. Customers order online, try the clothes on and pay if they fit. ZOOT is based in Prague, but also services other Central European countries including Slovakia and Romania.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Sector</th>
<th>Growth Rate</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>RTB House S.A.</td>
<td>Media &amp; Entertainment</td>
<td>415%</td>
<td>Poland</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Robert Dyczkowski</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.rtbhouse.com">www.rtbhouse.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Founded: 2013</td>
</tr>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Last Year's Rank: n/a</td>
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</tbody>
</table>

RTB House is a global company that provides state-of-the-art retargeting technology for top brands worldwide. Its proprietary ad buying engine is the first and only in the world to be powered entirely by deep learning algorithms, enabling advertisers to generate outstanding results and reach their short, mid and long-term goals. Founded in 2012, and with offices in all major cities, RTB House serves campaigns for more than 1,500 clients across EMEA, APAC and the Americas regions. In 2018, after successfully deploying deep learning into 100% of its algorithms, RTB House launched AI Marketing Lab. The new division is focused on creating an environment for inventing and developing new mar-tech solutions.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Sector</th>
<th>Growth Rate</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Booking Group SIA</td>
<td>Software</td>
<td>271%</td>
<td>Latvia</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Alen Baibekov; Igor Demcakov</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.economybookings.com">www.economybookings.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Founded: 2008</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Last Year's Rank: n/a</td>
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</tbody>
</table>

Arranging almost half a million car rentals in over 43,000 locations each year, Booking Group is a cutting-edge global e-commerce business based in the heart of Latvia. The company’s mission is to achieve the highest quality of customer service, delivered with a sense of warmth, friendliness and individual pride in the company’s spirit.
Pigu UAB is the largest e-commerce market player in the Baltic States, owning three online shops: Pigu.lt in Lithuania, 220.lv in Latvia and Kaup24.ee in Estonia. The company's core line of business is the online sale of consumer goods (computer hardware, sports equipment, clothing and footwear, household goods and appliances, cosmetics, perfumery and more). Since 2015 the group has been managed by MCI, one of the largest private equity investment companies in Central and Eastern Europe. Pigu is the first and only company from Lithuania that has been among the five fastest-growing large Central European technology companies for four years in a row.

Pixel Federation is a Slovak game development company, founded in 2007 by four game industry enthusiasts. Today, its 150 geeks are on a mission to entertain players all around the world with beautiful bite-size games. Over 1.5 million monthly active users immerse themselves in Pixel's games, becoming the greatest railway tycoons in TrainStation, the most famous adventurers in Diggy's Adventure, the mightiest heroes of Emporea: Realms of War and Magic or the most successful entrepreneurs in BIG Shopkeeper. The company believes every gamer should have a chance to play, so it makes its games available for free.
Luxon is not a job, it’s a lifestyle!

Krzysztof Ostrowski, CEO, Luxon Sp. z o.o.

Demand for personalisation is growing. Along with the increase in visual communication, this is driving growth in the market for photo products. People are taking more photos than ever before, mainly due to the increasing number of mobile phones with cameras. And they want their photos to come alive in a number of physical, personal products, like photobooks, calendars, wall art and more. Print-industry software must follow trends and reflect what people need. The factor with the greatest impact on how we work is the drive toward simplicity.

Katarzyna Michałowska, PR & Marketing specialist, Printbox Sp. z o.o.

We provide a web-based ERP solution designed to meet all the needs of small and midsize companies.

Károly Schramm, CEO, SmartFront Kft.

The key to our success is a wide product selection, excellent service and data-driven approach.

Petr Liesner, CEO, BIBLOO
We are glad to be in the Fast50 listing for the second successive year. We are participating to demonstrate that even a small company from Latvia without big investments can build a growing and profitable international business.

**Raimonds Simanovskis, CEO, eazyBI SIA**

“Whatever you are be a good one” – a famous quote from Abraham Lincoln, which we adopted as our own on day one. Either you do it right, or you don’t do it at all. This motto is at the core of our company and at the core of each and every one of our team – a team of experts who work hard to be the best in their fields. That’s what has kept us growing nine years in a row, and is sure to keep us growing in future.

**Tomas Varnas, CEO, Good one, UAB**

Tracking time is something that nobody likes to do. So why not automate the process and make it as easy as possible? That’s our goal at TimeCamp.

**Kamil Rudnicki, CEO, Time Solutions Sp. z o.o.**

Done is better than perfect.

**Peter Hrbáčik, CEO, itrinity s.r.o.**
Rising Star awards

Criteria for Rising Star

Deloitte ranks companies that show great potential but are too new to meet the minimum of four years in operation criterion for the main Fast 50 category. Companies must have exceeded €30,000 in each of the last three years (2015 – 2017).
Rising Star special category overview

Average company growth

1144%
Companies broken down by countries:

- **Czech Republic**: 5
- **Croatia**: 1
- **Romania**: 1
- **Lithuania**: 1
- **Slovakia**: 2
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>INCLUDE d.o.o.</td>
<td>Hardware</td>
<td>1,950%</td>
</tr>
<tr>
<td>2</td>
<td>itrinity s.r.o.</td>
<td>Software</td>
<td>1,555%</td>
</tr>
<tr>
<td>3</td>
<td>3Dsimo s.r.o.</td>
<td>Hardware</td>
<td>1,461%</td>
</tr>
</tbody>
</table>

**1. INCLUDE d.o.o.**

- **Country:** Croatia
- **Founder:** Ivan Mrvoš
- **Website:** [www.include.eu](http://www.include.eu)
- **Founded:** 2014
- **Last Year's Rank:** n/a

Include is a Croatian hardware company, founded by young innovator Ivan Mrvoš. We earned recognition following a large investment in 2017, quickly becoming one of Europe's leading producers of smart street furniture. Based in Solin, Croatia, in a 2,000m² facility with 35 highly educated employees, we are recognised as a serious development IoT platform, growing rapidly in terms of company size, sales volumes and global reach. With a footprint of more than 800 benches in 36 markets around the world, we are involved in many major 'Smart City' projects and have made our presence known in 250 cities and municipalities across five continents.

**2. itrinity s.r.o.**

- **Country:** Slovakia
- **Founder:** Peter Hrbáčik
- **Websites:** [www.itrinity.com](http://www.itrinity.com), [www.mangools.com](http://www.mangools.com)
- **Founded:** 2009
- **Last Year's Rank:** n/a

Founder and CEO Peter Hrbáčik launched the first version of the KWFinder tool in 2014. Originally designed for personal use, this has quickly become one of the world’s most popular keyword-analysis tools. There are now five products in the company’s line-up, all integrated under the Mangools brand. The team consists of eight colleagues with the mission of making SEO available to everyone, from beginners to professionals. A great user experience, innovative design, data quality and customer support are the company's top priorities. Mangools has more than 350,000 users across the world, including AirBnb, Adidas and Deloitte.

**3. 3Dsimo s.r.o.**

- **Country:** Czech Republic
- **Founder:** David Paškevič
- **Website:** [www.3dsimo.com](http://www.3dsimo.com)
- **Founded:** 2014
- **Last Year's Rank:** n/a

3Dsimo is a tech company that invents and develops products for the 3D-printing, education and hobby markets. 3Dsimo introduced its first product, 3Dpen, in September 2013. Since then, it has undertaken a journey with several products leading to its current flagship, the multifunctional “3Dsimo mini” tool. This project generated over US$750,000 in sales in 2017. It is currently being replaced by an upgraded “3Dsimo Multipro” model. The company’s intellectual property has been registered in 151 countries by the World Intellectual Property Organisation.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Industry</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>OsmoDry.cz s.r.o.</td>
<td>Environmental Technology</td>
<td>1349%</td>
</tr>
<tr>
<td>5</td>
<td>GreenWay Infrastructure s.r.o.</td>
<td>Environmental Technology</td>
<td>1123%</td>
</tr>
<tr>
<td>6</td>
<td>Sewio Networks s.r.o.</td>
<td>Hardware</td>
<td>947%</td>
</tr>
</tbody>
</table>

**OsmoDry.cz s.r.o.**
- **Czech Republic**
- **František Churý**
- **www.osmodry.cz**
- **Founded: 2014**
- **Last Year’s Rank: n/a**

OsmoDry.cz s.r.o. solves moisture-related issues in homes. Its mission is to help people live without the risks inherent in mouldy environments. The product is a device which uses OsmoDry's own technology to combat the moisture and mould caused by rising damp. It doesn't require invasive interior works that might damage a property’s architectural value. The company oversees the product cycle from R&D, through to sale and installation. To date, OsmoDry's technology has helped save over 2,500 buildings. Its initial markets are the Czech Republic and Slovakia. Expansion into 10 European markets is ongoing.

**GreenWay Infrastructure s.r.o.**
- **Slovakia**
- **Peter Badík**
- **www.greenwaynetwork.com**
- **Founded: 2014**
- **Last Year’s Rank: n/a**

Greenway’s vision is to help make Central and Eastern Europe cleaner, healthier and less dependent on oil thanks to the widespread use of electric vehicles. It is now the region’s largest charging service provider, building and operating a nationwide vehicle-charging infrastructure in Poland and Slovakia. The company foresees a future where intelligent and interconnected networks of charging facilities and electric vehicles can be integrated into a new energy system based on renewables and smart grid and energy-storage applications.

**Sewio Networks s.r.o.**
- **Czech Republic**
- **Milan Šimek**
- **www.sewio.net**
- **Founded: 2014**
- **Last Year’s Rank: n/a**

Sewio Networks is the manufacturer of a real-time location system (RTLS) for indoor positioning that drives business results for companies in the intralogistics, retail, sport, entertainment and livestock industries. The Sewio system is built on ultra-wide band technology (UWB) and delivered with the RTLS Studio remote management and visualisation software. It gives partners and customers a precise, easy-to-integrate, reliable and fully scalable IoT solution for indoor tracking that allows process visibility, boosts production efficiency, simplifies the inventory process and increases safety. Sewio customers include Volkswagen, Budvar, Pirelli, Matador, TPCA and Škoda.
Mondly is a leading language-learning platform that uses state-of-the-art technologies to help people learn languages in a fun, fast and efficient way. Language learning can often be drudgery, not only in school, but also as an adult when there are so many distractions. Traditional learning techniques are often not adapted to today’s lifestyle and people are looking for quick, intuitive and, above all, captivating solutions. This is where Mondly steps in. The platform fills the conversational gap left by traditional learning by using new technologies like chatbots with speech recognition, augmented reality and virtual reality to create immersive learning experiences.

CGTrader is one of the world’s leading 3D model marketplaces with 1.5 million users and over 700,000 3D models for computer graphics, virtual/augmented reality and gaming. 3D artists, design studios and businesses share and sell their models on CGTrader. Enterprise and business customers can choose from a wide collection of high-quality 3D models, which they can use in projects to decrease development time and save resources. Customers can also hire designers for custom jobs.

BIBLOO is an international e-shop for premium fashion. Founded in 2015, the company now sells over 130 labels in 31 countries across Europe and is rapidly growing every year. It also collaborates with local fashion designers and celebrities on creating exclusive limited collections. It has its own photo/video studios to ensure the best visual presentation for products. Keys to success are its wide product selection, excellent service and a data-driven approach. Customers frequently praise its speed of delivery. Its premium delivery service, BIBLOO EXPRESS, operates in and around Prague, ensuring delivery to home or office within two hours of an order being placed.
Rohlik.cz is a Czech online grocery store founded in 2014. It is the largest player in online food distribution in the Czech Republic. The unique proposition of this store is its two hour same day delivery and the massive complexity of this task is handled by in-house developed systems and last-mile logistics. Rohlik.cz currently operates in seven Czech cities. It first worked in Prague and Brno, then expanded to Pilsen, Liberec, Hradec Králové and Pardubice in 2017. It is available for 2.5 million inhabitants.
Automating business processes, in combination with great employees, has enabled us to grow fast while still remaining a small and agile team. In future, we will focus on gradually scaling up our team while making it a priority to maintain the high quality of our work.

**Mario Ivić, CEO, Telum d.o.o.**

I feel so lucky to work with all my colleagues and to be involved in a company with such great growth. Everyone here is inspiring, creative and intelligent. Our clients are constantly amazed by the incredible job we do. There's not much time to unwind but that's because we love what we do – it never feels like work.

**Vytautas Kacerauskas, Head of Business Development, TV Žaidimai, UAB**

Event technology has to become invisible before it can be truly effective.

**Peter Komorník, CEO, sli.do s.r.o.**
I believe that the team is the most important factor in a successful business. All results are the outcome of every team member’s contribution, dedication and ability to work with others. We bring value to every solution we provide – and the creation of that value is acknowledged, not only by our clients and partners but also by our team. What really matters is how much value we can create in a finite amount of time. Every form of recognition we receive is a victory for each and every member of the Adeo Web team. Being recognised in the Deloitte Fast 50 means a lot to us. As our business is built around recommendations, we see this as a critical enabler for us to take our next steps and become an even more successful company.

**Paulius Nagys, CEO, Adeo Web, UAB**

For over 10 years we have been creating and delivering innovative omni-channel communication solutions in the Saas software model. We are providing them to both market leaders, as well as to thousands of small and medium companies, in Poland and abroad. The correlation between the high annual revenue and profit confirms the effectiveness of the chosen development strategy.

**Krzysztof Szyszka, CEO, Vercom S.A.**
This is a special award for the ‘Most Disruptive Innovation’ whose inventiveness and deep technological know-how is enabling it to develop solutions with the potential to significantly disrupt established markets and value networks.
Brolis uses ultra-compact laser sensor to target the non-invasive measurement of glucose, lactates, urea and other blood constituents

Brolis Semiconductors (BROLIS) is a vertically-integrated, profitable high-tech company based in Vilnius, Lithuania. It was established in 2011 by three brothers – Augustinas, Kristijonas and Dominykas Vizbaras – as a spin-off from the elite German Walter Schottky Institute (Technical University Munich). (‘Brolis’ means ‘Brother’ in Lithuanian.)

Since early 2013, BROLIS has invested heavily in developing GaSb-based light sources and systems for sensing and defence applications. The company runs an advanced in-house design and production facility for the manufacturing of long-wavelength semiconductor light sources and producing electro-optical systems. From wafer level to final systems, BROLIS develops unique integrated cutting-edge technology solutions.

The most disruptive current project that is being run at BROLIS is the development of its non-invasive integrated laser-based blood constituent sensor. This project’s launch coincided with that of the company. It is based on a technological platform of antimonide-based semiconductor alloys, which allow various efficient light sources to be developed in the highly specific and largely unexplored spectral region between 1700 nm and 4,000 nm.

The unique feature of this spectral window lies in the strong absorption of various industrially, environmentally and medically important molecules. This enables the creation of optical, molecule-specific sensors, since the absorption spectrum of each molecule is unique (like a fingerprint).

The BROLIS team learned that not only do various gases have absorption in this spectral window, but so do some very important blood constituents including glucose, lactate, urea and albumin and many others. Moreover, the narrower range from 2,000 to 2,500 nm lies in the water-transmission window, is insensitive to skin colour and penetrates skin to a depth of 0.5 – 1mm. It therefore potentially allows one to sense molecules of interest through skin, penetrating down to the papillary dermis layer and interacting with blood constituents in the upper capillary layer.

Such interaction between light and blood molecules is a cornerstone of laser-based absorption spectroscopy, which allows one to make ultra-sensitive, molecule-specific sensors. In this process, light with a specific spectral signature is directed at the skin, penetrates it, interacts with blood molecules in the capillary and interstitial layer and is reflected back. This interaction changes the spectrum of light, meaning light that’s reflected back from the capillary layer now contains a spectrum with specific features of the molecules there.
Such light-molecule interactions have been known for decades, but the technology of suitable and affordable light sources did not exist until BROLIS developed it. In 2014, it launched the world’s first efficient mid-wave infrared gain-chips operating in the spectral region between 2,000 and 2,500nm. The first ever hybrid GaSb/SOI ultra-widely swept external cavity lasers followed two years later, providing the key foundation for the sensor. With five international patent applications filed (two already granted, three pending), BROLIS paved the way to demonstrating a sensor prototype in 2018 that could sense an albumin molecule non-invasively through the skin.

To make such a sensor affordable and potentially usable for consumer market applications, BROLIS had to down-scale the sensor’s complex electro-optical system to be compatible with consumer electronics gadgets. It took advantage of integrated silicon photonic circuits, where same CMOS fabrication processes as the ones that make computer chips are used. This enabled all passive opto-electrical components and the active light-emitter to be realised on a single monolithic chip by using hybrid integration. This, literally, makes it possible to downsize a complex electro-optical system from a footprint of 1 square metre to less than 5 square millimetres, and to utilise the compatibility of the silicon-platform with all currently used electronic circuits.

The BROLIS vision is to have such sensors integrated in every wearable, enabling people to monitor their health continuously. Such a solution would enormously aid diabetic and pre-diabetic patients (more than 400 million people are affected world-wide), where monitoring blood sugar is of critical importance. The ability to monitor lactate blood levels directly also has enormous potential in sports, allowing athletes to monitor their performance and recovery in real time and adjust workloads accordingly.

Lactate is also a very important marker for sepsis patients, where a non-invasive real-time solution could aid doctors’ decision-making processes and help to lower the risk of death to significantly below the current world average of 30 per cent. Other blood constituents, like urea, would add information about renal function. This would not only change the way healthcare systems work, but would provide as yet unseen insights into human body dynamics and the metabolism.
There is no morning at 8am! (David gets up regularly at 4am to be able to work from 5am onwards.)

David Paškevič, CEO, 3Dsimo s.r.o.

CGTrader was born with the notion that the market lacks a democratic place for 3D artists to sell their digital artwork. We are certain that rewarding artists fairly is the key factor that has enabled CGTrader to attract so many designers and quality 3D models to our platform in such a short time. As stock 3D models cost only a fraction of what is normally spent on creating 3D content, CGTrader’s value proposition has strongly resonated with the market and fuelled the company’s growth. CGTrader also offers solutions for businesses to solve their 3D challenges. With the development of technologies such as augmented and virtual reality, spatial computing and WebGL, it is becoming essential that 3D content creation is made more efficient. CGTrader and our growing multinational team is focused on completing solutions for the 3D market.

Dalia Lasaite, CEO, CGTrader, UAB
For Infinum, another year of growth is behind us. As we’ve grown to almost 170 people, significant future emphasis will be on organisational improvement. We want to make sure that everybody is happy and comfortable within the company as we’re going through these growth spurts. In future, I would like to highlight the growth of Productive, the software-as-a-service tool we provide for running agencies, consulting companies and other client-service businesses. Last year we nailed down the product-market fit, and now we’re seeing a return on that investment in the form of uptake by customers. So we’re placing emphasis on marketing, sales and customer care for Productive, as well as further refining the core product.

**Tomislav Car, CEO, Infinum d.o.o.**

We started out in 2014 with no money, trying to build the largest production company for smart street furniture in this part of Europe. Four years later, with 35 highly educated employees and products in 36 markets around the world, we can proudly say that being on the list of Deloitte Rising Stars is one of our company’s greatest accomplishments.

**Ivan Mrvoš, CEO, INCLUDE d.o.o.**
Social Impact award

This is a new special award for the company which most successfully links great digital products or services with a positive impact on society and/or the environment. The company must sell a product or service that makes a contribution to the achievement of at least one of the Sustainable Development Goals 2030 (SDGs) of United Nations.
Year one of the Social Impact Award

This year we have added an additional award to the Fast 50 ranking – Social Impact Award, which was designed to mark out those companies that contribute most effectively through their products or services to achieving at least one of the United Nations’ Sustainable Development Goals 2030 (SDGs)\(^1\).

Products that support the SDGs are estimated to provide market opportunities to the value of at least US$12 trillion. New technologies can contribute strongly to the achievement of social goals, for example by providing access to information and services via digital means, enabling collaborative networks and more effective resource management.

We have been seeing rapid growth of start-ups across the world in areas including:
- the agriculture and food industry,
- the sustainable growth of cities,
- energy and resources,
- health,
- education.

It is worth adding that the growth of tech businesses is driven by increasing regulation and pressure from consumers. For example, the European Commission has issued a series of documents promoting the circular economy, starting with packaging materials and forbidding single-use plastic.

Tech businesses that have a social purpose are attractive to investors, who are increasingly making decisions based not only on profits but also on benefits to society and the environment. Furthermore, Deloitte analysis reveals that tech businesses with a positive social impact are more appealing to millennials and talented professionals.

These two companies also highly impressed the judges and have been awarded with a 'Special Recognition':
- Gina Software s.r.o. (Czech Republic) - developers of software technology that enables users to navigate through difficult terrain, coordinate teams and exchange information effectively, making it appropriate for use by humanitarian organisations, firefighters etc.
- Nexbio Sp. z o.o. (Poland) - pioneers of biotech solutions that support better plant protection while diminishing pesticide use.

The winner of the Social Impact Award for 2018 was awarded to:
- Saule Sp. z o.o. (Poland) - pioneers in perovskite photovoltaics, creators of a new generation of solar panels in the form of thin, flexible foil.

The Social Impact Award is the initiative of Deloitte Central Europe and Ashoka, the global social entrepreneurship organisation. Deloitte globally is committed to supporting social innovations that make an Impact That Matters.

\(^1\) https://www.un.org/sustainabledevelopment/sustainable-development-goals/
Saule Technologies: pioneers in perovskite photovoltaics

Saule Technologies is one of the first companies in the world seeking to commercialise the use of perovskites (materials with the same crystal-like structure as calcium titanium oxide) in the new generation of photovoltaic cells. In its bid to develop the world’s most cost-competitive and versatile solar energy technology, it has pioneered the application of ink-jet printing to make flexible, light-weight, semi-transparent and efficient perovskite solar modules.

Its 35-strong team, including 25 scientists from 13 countries, is based in Wroclaw, Poland, in one of the most advanced optoelectronics laboratories in Europe.

During its short lifespan to date, the company has achieved several key milestones. In 2013, Olga Malinkiewicz developed a novel perovskite cell architecture as part of her PhD research at the University of Valencia. This enabled efficient perovskite to be fabricated at low temperatures for the first time.

This achievement, published in the Nature Photonics journal, had a worldwide impact in the solar industry and international media. Perovskite solar cells were nominated as one of the Top 10 scientific breakthroughs of the year.

The following year, Olga established Saule Technologies in partnership with two entrepreneurs, Piotr Krych and Artur Kupczunas. They presented the first ever inkjet-printed perovskite at the MRS Fall Meeting in Boston. Olga received the MIT Technology Review’s Innovators Under 35 award.

In 2015, Japanese entrepreneur and investor Hideo Sawada bought into Saule Technologies. With a Japanese investor on board, along with support from several research grants worth more than €20 million, Saule Technologies started to work on a large-scale prototype production line. The first real-life application of perovskite took place the next year in the shape of a functional mobile phone charger that can be powered by artificial light. Collaboration also began with Japan Aerospace Exploration Agency on incorporating perovskites into space applications.

During 2017, the company demonstrated a printed perovskite module to Ken Hyatt, Acting Under Secretary for International Trade at the U.S. Department of Commerce.

This year, Saule Technologies announced the signing of an agreement with Skanska’s commercial development business unit in Central Eastern Europe, making Skanska the first construction company to cover office buildings with semi-transparent perovskite solar cells on a commercial scale. Saule Technologies will be the technology provider.

The advantages of perovskite solar cells

**Versatility**
- Inkjet printing allows the design of free-form perovskite solar modules. The shapes and areas covered by each layer can be customised to meet specific requirements.

**Flexibility**
- Perovskite cells are resistant to damage caused by bending and folding. The flexibility of the final product depends only on the materials that form the substrate (base layer) and encapsulant (coating). The technology is compatible with virtually any substrate.
Semitransparency

- It is possible to obtain an almost complete range of transparency. However, users should take into account a roughly linear correlation between the transparency of the solar modules and declining efficiency.

Ultra-thin

- The thickness of a solar cell is around 500 nm (0.5 um). The total thickness of the module depends only on the substrate, the encapsulant and the barrier foil.

Light weight

- The weight of the solar cell is negligible compared to the substrate and encapsulants, so the total mass depends only on the materials used in these components. The approximate current weight of the Saule module is 730 g/m².

Wide range of colours

- The technology Saule uses enables the finished product to be finished in a wide range of colours with relative ease. This is especially desirable when building integrated applications, allowing architects to design with a great degree of freedom.

Levelised Cost of Electricity (LCOE)

- The LCOE of Saule Technologies cells is estimated at 0.056 USD/kWh. There is great potential for further price improvement, based on the realistic scenario of selling 10% efficient 1 m² modules at 58 USD/pc. Given the cost of production, there is a very high margin on sales and significant potential for possible future price reductions.

Low-temperature processing

- The production process for perovskite cells is carried out at temperatures ranging from room temperature for printing up to no higher than 120°C for annealing (heating and cooling to improve toughening).

Production simplicity

- Inkjet-printed perovskite solar modules require a relatively simple infrastructure. The cost of a production line capable of fabricating 720,000 m² of solar modules a year is estimated at €2.5 million.

Supply chain

- The synthesis of perovskites is a simple process. The materials required are cheap and commercially available.
Being among the finalists in this Deloitte award scheme is a great honour, proving the value of our mission to foster a partner ecosystem around Sewio technology that helps organisations to be more productive, cost-effective and safe. At Sewio, we turn the buzzwords of digital transformation, Industry 4.0 and Digital Twin into real cost savings and revenue streams, an approach reflected by the global market.

**Petr Passinger, CMO, Sewio Networks s.r.o.**

For me, Grupa TENSE isn’t just a business but a great place to meet fantastic people with wonderful ideas. During my studies at the Poznań University of Economics, I got the idea of starting a company. I noticed that a lot of companies offering great products and services struggle to attract customers. Their problem was the lack of appropriate online advertising. I knew exactly the right solution. As a result, I didn’t hesitate to use it as the basis for running a business. Today I manage one of the fastest-growing digital agencies in Europe, which specialises in search engine optimisation. This is the reason why we use “position matters” as the slogan of our brand.

**Michał Więcław, founder and CEO, Grupa TENSE Sp. z o.o. Sp. k.**
Entering Deloitte’s Fast 50 listing for the first time in 2017 was a great honour for a small, young company like ours was at the time. It was also a huge responsibility. After the initial motivational boost that came with the recognition, we felt obliged to continue our good work to confirm that this one-time entry was not a fluke. To achieve our goals as a fast-growing company, we had first to do our homework and build a strong backbone that could handle the weight of further growth. Our focus has not been on the market alone, but also on the people and working environment that we’ve created. We realise that companies can grow only if the people they employ grow with them, creating a stimulating environment based on mutual trust and confidence. That’s how we’ve built a winning team that can handle technological challenges of any size and complexity, and deliver cutting-edge products and services.

**Mateo Perak and Ante Matijaca, Directors, Profico**

We know that people are the real value of any business, and that’s why we focus on their needs.

**Grzegorz Primus, CEO, Great Interactive Sp. z o.o.**
I am very proud that our company has once again qualified for the prestigious Deloitte Technology Fast 50 Central Europe ranking, which is based on companies’ long-term financial results. This approach enables companies to make the list whose development and growth are characterised by consistency and stability. The fact that we have for several years been one of such a valuable group of technological companies from our region proves that our consistent development strategy is working well and contributing to the constant growth of Creotech’s value.

**Jacek Kosiec, CEO, Creotech Instruments S.A.**

NRD Cyber Security aims to make digital environments secure for citizens, organisations and countries. Cyber-attacks are getting more sophisticated in both their methods and their scale. Hence we are putting much effort into securing the most sensitive objects, especially those belonging to critical infrastructure, by building cyber resilience capacity, establishing security operation centres and providing advanced technology for efficient monitoring and incident handling. The rapid evolution of the cyber world keeps us on our toes – we are constantly looking for ways to detect and handle cyber threats, using established methods as well as investing in R&D.

**Dr. Vilius Benetis, CEO, NRD CS, UAB**
The dream was to make the world’s most powerful electric supercar. In less than a decade, Rimac Automobili grew from a garage project into a technology powerhouse, supplying key electrification systems to the global OEMs. Today, less than 1% of vehicles sold across the world are electric. That needs to be turned around. Demand is huge, and our challenge is to ramp up fast enough while maintaining quality and safety. Growing an automotive and technology company in a country that’s never had a car industry, has no venture capital funds and no pool of experienced employees was not a smooth ride. But I believe in the potential this 400-people-company has – we are changing the automotive industry from Croatia, one electric convert at a time.

**Mate Rimac, CEO, Rimac Automobili d.o.o.**

We constantly work hard to create a perfect environment for product development: choosing the best people, tech and tools, understanding what it means to be a developer and how to achieve a flow in coding. This allows us to build a platform much more quickly than our competitors – and it is our path to success.

**Michał Czaicki, CEO, Printbox Sp. z o.o.**
We like the concept of the Fast 50 programme, as we are quite competitive ourselves. We believe that activities of this kind support the entrepreneurial ecosystem across Central Europe. It’s an important inspiration for newly launched companies and people who are keen to bring new products and great value to their customers.

**František Churý, co-owner, OsmoDry.cz s.r.o.**

Together with our partners, we are building the biggest sports data centre in the world, where anyone can find useful sports data from more than 100 sports. In 2016 we were placed in the top ten of the Deloitte award for Rising Stars. This year we are ranked as one of the 50 fastest-growing technology companies in Central Eastern Europe. Such awards give us additional strength and – at the same time – make us aware of the great responsibility that comes with them. I’m proud to be the captain of an amazing team – the STATSCORE team! A team of great people who work hard to connect the world through sport and to improve the world of sport every single day.

**Tomasz Myalski, CEO, STATSCORE Sp. z o.o.**
Fast 50 ranking list
<table>
<thead>
<tr>
<th>Ranking</th>
<th>Company</th>
<th>Country</th>
<th>Growth rate (%)</th>
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Contacts

**CE Technology Fast 50 - Project Team**

Agnieszka Zielińska  
Partner  
Financial Advisory  
Central European Fast 50 Programme Leader  
azielinska@deloitteCE.com

Halina Frańczak  
Regional Director  
Clients and Markets  
Central Europe  
hfranczak@deloitteCE.com

Katarzyna Swat  
Regional Senior Manager  
Clients and Markets  
Central Europe  
kswat@deloitteCE.com

Izabela Krasuska  
Coordinator  
Clients and Markets  
Central Europe  
ikrasuska@deloitteCE.com

Michelle Tang  
Coordinator  
Clients and Markets  
Central Europe  
michetang@deloitteCE.com

**CE Technology Fast 50 - Digital Team**

Marek Lewandowski  
Manager  
Clients and Markets  
Central Europe  
marlewandowski@deloitteCE.com

Adam Jaśkiewicz  
Senior Coordinator  
Clients and Markets  
Central Europe  
ajaszkiewicz@deloitteCE.com

Mateusz Wójcik  
Senior Coordinator  
Clients and Markets  
Central Europe  
matwojcik@deloitteCE.com

Maria Krauze  
Coordinator  
Clients and Markets  
Central Europe  
mkrauze@deloitteCE.com

**CE Technology Fast 50 - Data Verification Team**

Damian Groński  
Director  
Tax  
Poland  
dgronski@deloitteCE.com

Katarzyna Grabias  
Accountant  
Tax  
Poland  
kgrabias@deloitteCE.com

Mateusz Szagun  
Accountant  
Tax  
Poland  
mszagun@deloittece.com

**CE Technology Fast 50 - Technology Verification Team**

Wojciech Górniak  
Director  
Consulting  
Poland  
wgorniak@deloitteCE.com

Fabian Bohdziul  
Director  
Financial Advisory  
Poland  
fbohdziul@deloitteCE.com

**Albania**

Ina Buli  
Manager  
Clients & Markets  
ibuli@deloitteCE.com

**Bosnia and Herzegovina**

Sabina Softić  
Partner and Country Leader  
Audit and Assurance  
ssoftic@deloitteCE.com

**Bulgaria**

Assen Dimov  
Partner  
Audit and Assurance  
adimov@deloitteCE.com

Dessislava Kirkova  
Manager  
Clients and Markets  
dkirkova@deloitteCE.com

Silviya Valcheva  
Coordinator  
Clients and Markets  
svalcheva@deloitteCE.com

**Croatia**

Zlatko Bazianec  
Partner  
Consulting  
zbazianec@deloitteCE.com

Natko Sertić  
Director  
Tax  
nsertic@deloitteCE.com

Ivana Bagić  
Senior Consultant  
Consulting  
ibagic@deloitteCE.com

**Muhamed Semić**  
Senior Manager  
Consulting  
msemic@deloitteCE.com

**Irina Nevstrujev Zarić**  
Assistant  
Clients and Markets  
inevstrujevzaric@deloitteCE.com
Czech Republic
Josip Živković – Šupuk
Coordinator
Clients and Markets
jzivkovic@deloitteCE.com

Senta Čermáková
Director
Innovations
scermakova@deloitteCE.com

Kateřina Novotná
Senior Manager
Tax
knovotna@deloitteCE.com

Estonia
Kristine Jarve
Partner
Tax and Legal
kjarve@deloitteCE.com

Polina Nazarova
Head of Business Development
pnazarova@deloitteCE.com

Poland
Fabian Bohdziul
Director
Financial Advisory
fbohdziul@deloitteCE.com

Małgorzata Reif
Manager
Clients and Markets
mreif@deloitteCE.com

Karolina Nižník
Coordinator
Clients and Markets
kni@deloitteCE.com

Romania
Dinu Bumbăcea
Partner-in-Charge
Consulting
dbumbacea@deloitteCE.com

Alina Mirea
Partner
Audit and Assurance
amirea@deloitteCE.com

Slovenia
Marjeta Končar
Manager
Financial Advisory
mkoncar@deloitteCE.com

Marijana Jularić
Manager
Clients and Markets
mjularic@deloitteCE.com
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