

Deloitte Technology Fast 50 Central Europe 2021 Frequently asked questions



This document contains answers to questions regarding the Programme, eligibility requirements, the application process, and information for award winners.

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About the Programme

1. What is the Deloitte Technology Fast 50 CE?

The [Deloitte Technology Fast 50 Central Europe](#) is a Programme that ranks 50 fast growing technology companies, public or private, based on percentage revenue growth over four years and includes all related industry sectors – communications, environmental technology, fintech, hardware, healthcare and life sciences, media and entertainment, software. This ranking is compiled from applications submitted directly to the Technology Fast 50 [online questionnaire](#). Technology Fast 50 award winners for 2020 in Central Europe are determined based on percentage fiscal year revenue growth during the period from 2017 to 2020. The ranking includes both public and private companies. Companies that are active in the technology sector for less than four years may be eligible to participate in the special Companies to Watch category of the Programme.

2. What is the Companies to Watch category

The Companies to Watch category showcases and ranks younger companies that do not fulfill the criteria for the main Fast 50 ranking yet. The category is broken down into two subcategories: Investment Stars and Growth Stars.

Investment Stars ranks 10 companies that have received the highest amount of investment between January 1, 2018 and May 31, 2021.

Growth Stars ranks 10 companies that have shown natural growth over a period of 3 years.

To learn more about the specific criteria, please refer to our [Application Guidelines](#).

3. What is the Impact Star category?

The Impact Stars (IS) is a special category which recognizes a company which successfully links great products/services with a positive impact on at least one of the following: society, business, innovativeness, environment and diversity.

Those interested in applying for the IS category must:

1. Sell a product and/or a service that makes an impact in the following fields:
 - Impact on the business, environment and society.
 - Diversity – amongst employees and/or management staff.
 - Unique assets and/or services development.
2. Be headquartered within Central Europe.

4. Can applications be made for the Technology Fast 50 Central Europe as well as for the Impact Star category?

Yes – you can apply for both. You can also apply for Fast 50 CE alone or just for Impact Stars (in such a case however, we will still ask you to complete the standard Fast 50 questionnaire – even if you do not meet the criteria of this main category and its subcategories).

5. Is participation in the Programme free of charge?

Yes.

6. Are revenues published?

No. The Technology Fast 50 ranking will disclose percentage revenue growth but will not disclose current- and base-year revenue amounts. Participants will be required to provide financial statements to Deloitte.

7. What are the Programme's important dates?

- Application Period: June 1st – August 31st, 2021.
- Winner Announcement: November 25th, 2021 on www.deloitte.com/cefast50.

In order to meet our Programme deadlines, we are unable to extend these dates for any reason. Failure to meet the above deadlines will preclude your company from participating.

8. What if I have any additional questions?

Please contact us at: cefast50@deloittece.com

9. Is there an awards ceremony?

Most of the countries across the region organize their own local awards ceremonies. Awarded companies will be notified in due time.

10. Is there a list of past winners?

Yes. The listing of historical winners is available [here](#).

11. What is the ranking based on?

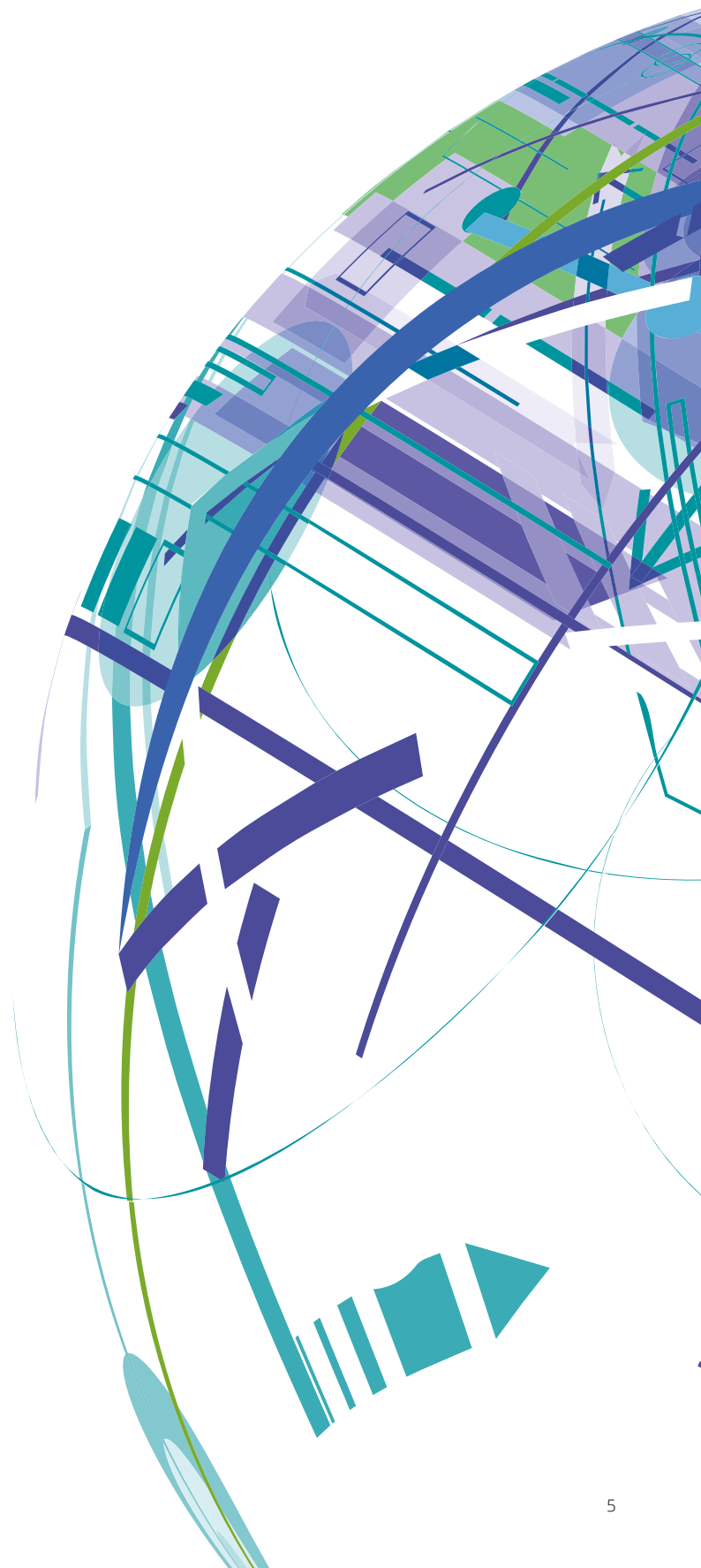
Award winners are determined based on percentage fiscal year revenue growth over a defined period. The Fast 50 Programme ranks companies based on year revenues - it is an indication of past growth. It does not take into account current performance or profitability. The Technology Fast 50 ranking discloses percentage revenue growth. Revenue is not disclosed, however, participants are required to provide financial statements to Deloitte.

12. Where do entries for the Programme come from?

Entries for the Programme come from applications submitted directly to the Technology Fast 50 [online questionnaire](#).

13. How long has the Programme been around?

2021 marks the Programme's 22nd edition.



Eligibility requirements

14. Does a company have to be publicly listed?

No, both private and public companies are welcome to enter.

15. What to do to apply?

All companies must complete an [online application](#) and provide the Technology Fast 50 team with the financial statements. These documents must be sent via email upon completion of the entire application (August 14th, 2020). Please send all statements and supporting documentation to cefast50@deloittece.com.

16. Are the eligibility requirements for the 2021 Programme the same as the 2020 Programme?

Yes.

17. What financial information must be submitted?

We require final version of annual financial statements (with auditor's opinion and report - if applicable) signed in line with local requirements of the corporate/accounting law.

The financial statements must contain standalone data. Consolidated financial statements will not be accepted. The financial statements must be submitted in full version (including in particular balance sheets, income statements and notes, comprising a summary of significant accounting policies and other explanatory notes). Extracts from the financial statements (e.g. only income statements or balance sheets without notes) will not be accepted.

For those interested in applying for Investment Stars, please note that we require financial statements that clearly show any and all Investments received during the stated time period. Should your financial statements not clearly indicate Investment amounts, you must provide additional documentation that confirms and clearly shows any investments made.

18. Can you provide more information on what you mean by:

• Registration number

A unique combination of numbers and, in some cases, letters. The company registration number (also known as the company number or registration number) is used to identify a company and verify the fact that it is an entity registered officially.

• Subsidiary of another company

A company with stock that is more than 50% controlled by another company, which is usually referred to as the parent company or the holding company.

• Own proprietary* technology

Each participant of the ranking must own proprietary intellectual property or proprietary technology, sold to customers in products that contribute to a majority of the company's operating revenues. It has to meet the following criteria:

- Own proprietary technology that contributes to a significant portion of the company's operating revenues.
- Manufacture a technology related product.
- Devote a significant proportion of operating revenues to research and development of technology.
- Be technology intensive, or use unique technology to solve problems.

• Gross operating revenue

Revenue (sales) generated from a company's day-to-day business activities, which means revenue posted from selling the company's products and services.

19. Are rankings based on fiscal- or calendar-year revenues?

The ranking is based on fiscal year revenue growth from 2017 to 2020 (full four years are required).

*Proprietary technology is any combination of processes, tools, techniques or systems of interrelated connections that are the property of a business or an individual. These combinations provide a benefit or competitive advantage to the owners of proprietary technologies. Companies that are capable of developing useful proprietary technologies in-house are rewarded with a valuable asset: they can either use it exclusively or profit from the sale of licensing of their technology to other parties. Access to valuable proprietary technologies can also be purchased, but this option is often costlier and comes with greater restrictions on the use of underlying technologies.

Source: investopedia.com

20. What constitutes a majority of the company's operating revenues?

A majority is defined as greater than 50%.

21. What are the choices for industry classification?

Companies are classified in one of the following industry categories:

- Communications
- Environmental Technology
- Fintech
- Hardware
- Healthcare and Life Sciences
- Media and Entertainment
- Software

Every applicant must fall under one and only one category to participate.

22. How are industry classifications determined?

Companies self-select industry classification when completing the [online application form](#).

23. Are service providers or consulting firms eligible for the Deloitte Technology Fast 50 CE?

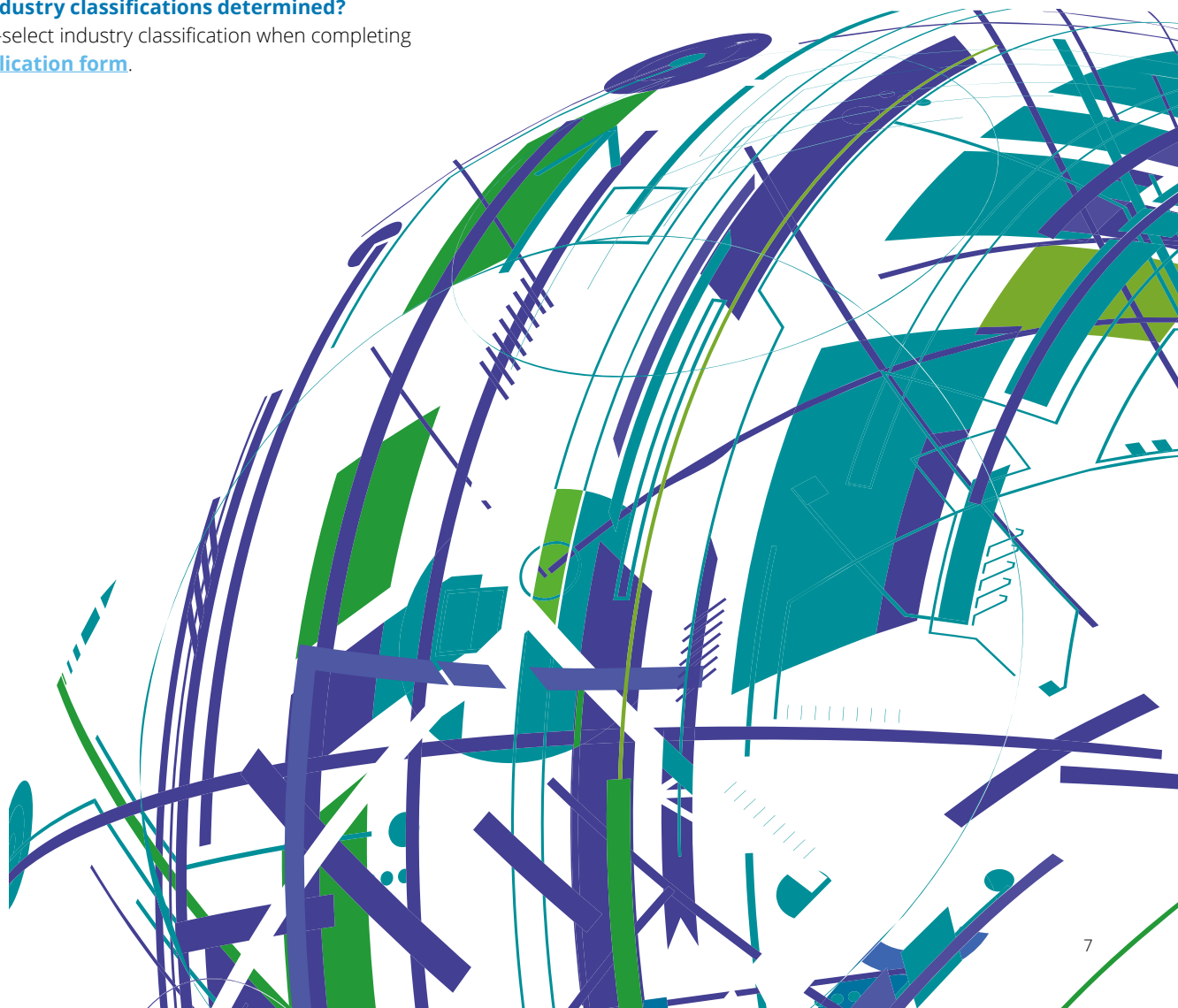
No. Consulting companies, professional service firms, resellers, and others are not eligible.

24. What if my company is acquired after we submit my application?

Companies that are acquired prior to the finalization of the list are not eligible to participate. We strive to publish a list that is as current as possible.

25. I've entered in previous years, can I use last year's registration?

No, due to Data Protection policy information from previous years' registration is not stored. Entrants are required to complete a [new registration](#) for the 2021 Programme.



Application process

26. Is there an application fee?

No.

27. When is the deadline to apply?

The application period begins on June 1st, 2021, and closes on August 31st, 2021. There are no extensions. Failure to meet the above deadline will preclude your company from participating.

28. Does the application form have to be completed online?

Yes. Applications may only be submitted [online](#).

29. Can the online application form be saved and completed at a later time?

Yes, the application form can be saved and completed at a later time. Once you put your email in the [online questionnaire](#), you will receive an individual link to your survey. You have to complete this until August 31st.

30. How will we know the online application form was received by Deloitte?

The applicant will receive an automated email notification indicating that the online application was received by Deloitte. If you still have questions about your application form please email cefast50@deloittece.com.

31. How is the percentage growth calculated?

Percentage revenue growth is computed as:
$$[(FY'20 \text{ revenue} - FY'17 \text{ revenue}) / FY'17 \text{ revenue}] \times 100$$

32. Does the Programme require that we provide supporting documentation for revenue amounts and is there any situation in which we can submit percentage revenue growth instead of providing the revenue amounts?

Yes, we require supporting documentation. In order to accurately rank the Technology Fast 50 applicants and to assist Deloitte in the validation of information provided during the application process, applications are required to submit revenue amounts along with supporting documentation. No, we do not accept percentage revenue growth figures.

33. Deloitte is our company's accounting firm. Would you have access to the audited financial statements via this relationship or do we still need to submit them via the application process?

Even though Deloitte is your auditor, you are required to apply and provide all requested information.

Information for award winners

34. Where can we find the Technology Fast 50 branded materials to put on my company website or marketing materials?

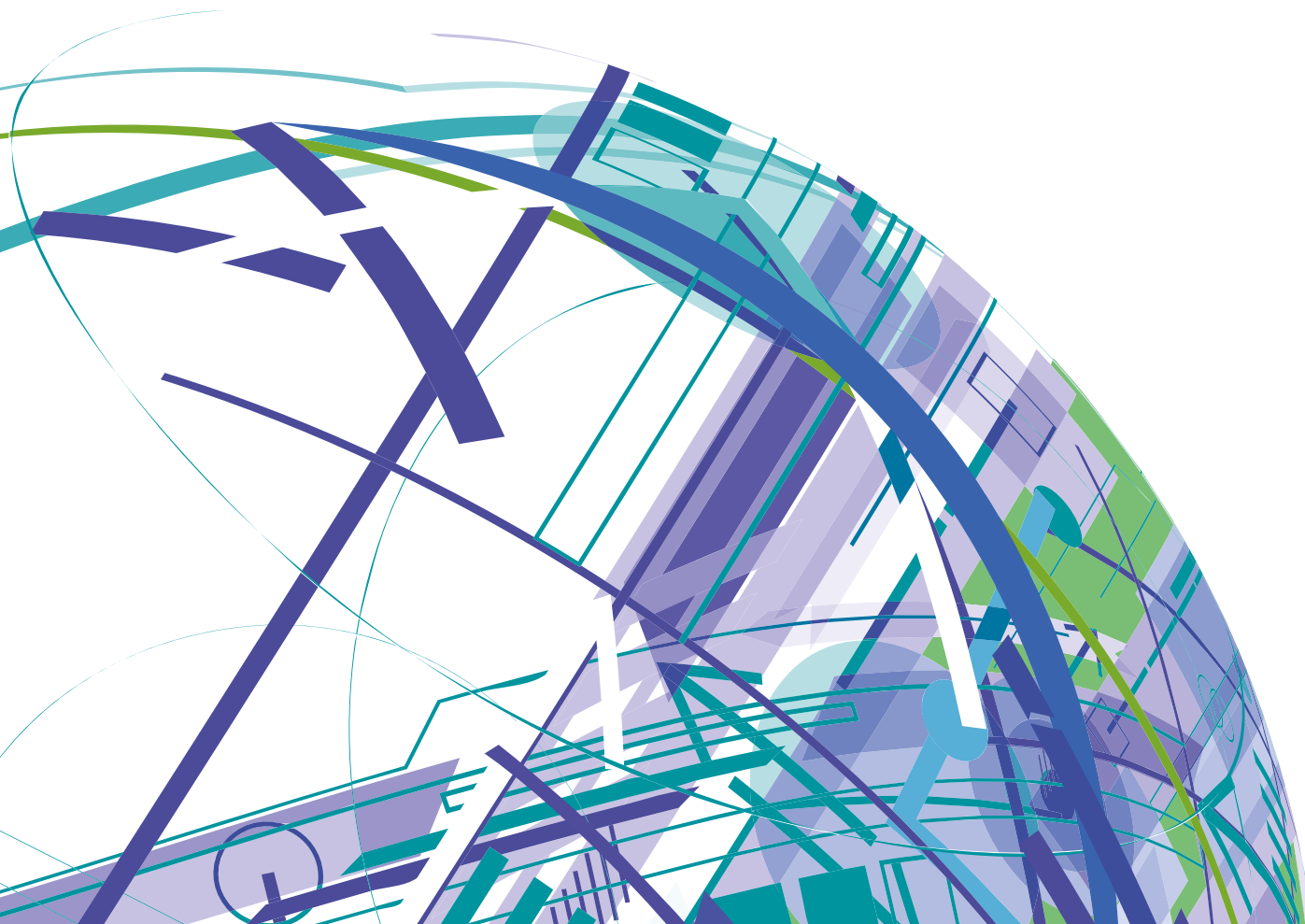
Please contact us at cefast50@deloittece.com.

35. Where can we find the winners list?

The list will be published on www.deloitte.com/cefast50 on the evening of November 25th, 2021.

36. When do winning companies issue their press releases and/or publicly announce their rankings?

We ask that winning companies honor the embargo date of November 25th, 2021 at 8 p.m. CET, before permitting any external announcement of this ranking or your receipt of this award.



The CE Fast 50 Programme is open to companies with headquarters based in the following countries: Estonia, Latvia, Lithuania, Poland, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Croatia, Bosnia and Herzegovina, Slovenia, Serbia, Montenegro, North Macedonia, Moldova, Albania and Kosovo.



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