



**Deloitte Technology Fast 50  
Central Europe 2019**  
Frequently asked questions

**50** | **Technology Fast 50**  
2019 CENTRAL EUROPE

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

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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# About the Programme

## 1. What is the Deloitte Technology Fast 50 CE and Deloitte Technology Fast 500 EMEA?

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 2019 in Central Europe are determined based on percentage fiscal year revenue growth during the period from 2015 to 2018. 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 Rising Star category of the Programme. The Big 5 category recognizes those technology companies which are too big to compete in growth rates with smaller companies participating in the main Fast 50 ranking but are still growing at a rapid pace for their size. More about the eligibility criteria you can find on the [website](#).

The [Deloitte Technology Fast 500™ EMEA](#) Programme is an objective industry ranking that recognizes the fastest-growing technology companies in Europe, the Middle East, and Africa (EMEA) during the past four years. The Programme is supported by the Deloitte Technology Fast 50 initiatives, which rank high-growth technology companies by location or specifically defined geographic area (such as Deloitte Technology Fast 50 Central Europe).

To enter the Fast 500 EMEA Programme you need to register via your local country Programme (i.e. Technology Fast 50 Central Europe). Please note that in order to qualify for the Deloitte Technology Fast 500 EMEA, a company needs to have base-year operating revenues of EUROS 50,000 (2015) and a current year (2018) operating revenue of at least EUROS 1,000,000 (EUROS 100,000 in 2018 are Fast 50 CE requirements).

## 2. What are the Most Disruptive Innovation and Social Impact awards?

The award for the 'Most Disruptive Innovation' (MDI) was introduced by Deloitte Central Europe in 2016. It recognizes a Central European company that develops a unique and innovative product or provides services that have a revolutionary impact on the market.

Those interested in applying for the MDI award must:

- develop a technology that disrupts the market,
- be headquartered within Central Europe.

Special award for Social Impact (SI) was introduced by Deloitte Central Europe and Ashoka in 2018. It recognizes a company which successfully links great digital products/services with a positive impact on society and/or the environment.

Those interested in applying for the SI award must:

1. Sell a product and/or a service that makes a clear contribution to the achievement of at least one of the [Sustainable Development Goals 2030 \(SDGs\) of United Nations](#)
2. Be headquartered within Central Europe.

Examples:

- digital, easy to use solutions which improves quality of education
- innovative solution for waste management
- smart city solutions etc.

*Please note that CSR activity of the company won't count and only real product and/or service offered by the company which links to the implementation to SDGs will be taken into consideration for this award.*

## 3. Can applications be made for the Technology Fast 50 Central Europe as well as for the Most Disruptive Innovation and/or Social Impact awards?

Yes – you can apply for all three. You can also apply for Fast 50 CE alone or just for MDI and/or SI (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).

**4. Is participation in the Programme free of charge?**

Yes.

**5. 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.

**6. What are the Programme's important dates?**

- Application period: May 1<sup>st</sup> – July 31<sup>st</sup>, 2019.
- Winners announcement: October 17<sup>th</sup>, 2019 on [www.deloitte.com/cefast50](http://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.

**7. What if I have any additional questions?**

Please contact us at: [cefast50@deloittece.com](mailto:cefast50@deloittece.com)

**8. 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.

**9. Is there a list of past winners?**

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

**10. 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.

**11. Where do entries for the Programme come from?**

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

**12. How long has the Programme been around?**

2019 marks the Programme's 20<sup>th</sup> edition.



# Eligibility requirements

## 13. How do companies qualify for the Deloitte Technology Fast 50 awards categories?

To be eligible for each of the Deloitte Technology Fast 50 awards categories, your company must meet certain criteria. The criteria for each category can be found on the [website](#).

## 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 (July 31<sup>st</sup>, 2019). Please send all statements and supporting documentation to [cefast50@deloittece.com](mailto:cefast50@deloittece.com).

## 16. Are the eligibility requirements for the 2019 Programme the same as the 2018 Programme?

Yes. Detailed information about criteria can be found on the [website](#).

## 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 (e.g. in Poland financial statements must be signed by management board and a person responsible for bookkeeping). The signed financial statements must be scanned and submitted in the non-editable pdf version.

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.

## 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.

### • **R&D**

Research and development refers to innovative activities undertaken by companies in developing new services or products, or improving existing services or products.

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

The ranking is based on fiscal year revenue growth from 2015 to 2018 (full four years are required).

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\*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.

**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 and Deloitte Technology Fast 500 EMEA?**

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 2019 Programme.



# Application process

## **26. Is there an application fee?**

No.

## **27. When is the deadline to apply?**

The application period begins on May 1<sup>st</sup>, 2019, and closes on July 31<sup>st</sup>, 2019. 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 with your survey. You have to complete this until July 31<sup>st</sup>.

## **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](mailto:cefast50@deloittece.com).

## **31. Is there a hard copy of the application form that we can review prior to starting the online application process?**

Yes. You can find it on the [website](#).

## **32. How is the percentage growth calculated?**

Percentage revenue growth is computed as:  
[(FY'18 revenue – FY'15 revenue) / FY'15 revenue] x 100.

## **33. 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.

## **34. 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

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

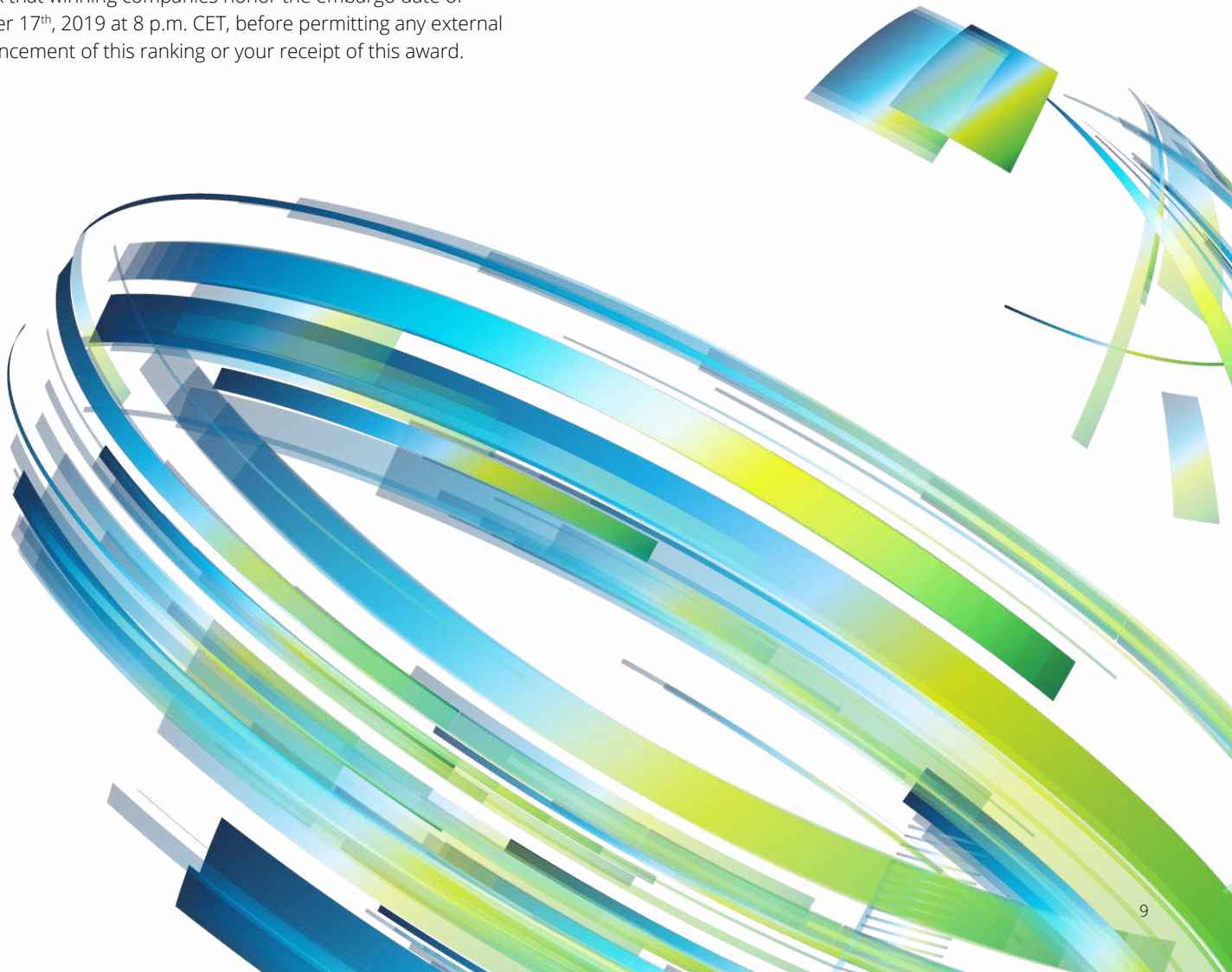
Please contact us at [cefast50@deloittece.com](mailto:cefast50@deloittece.com).

**36. Where can we find the winners list?**

The list will be published on [www.deloitte.com/cefast50](http://www.deloitte.com/cefast50) on the evening of October 17<sup>th</sup>, 2019.

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

We ask that winning companies honor the embargo date of October 17<sup>th</sup>, 2019 at 8 p.m. CET, before permitting any external announcement of this ranking or your receipt of this award.







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