

Deloitte Technology Fast 50
Central Europe 2023
Application guidelines

50 | **Technology Fast 50**
2023 CENTRAL EUROPE

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Before you apply...

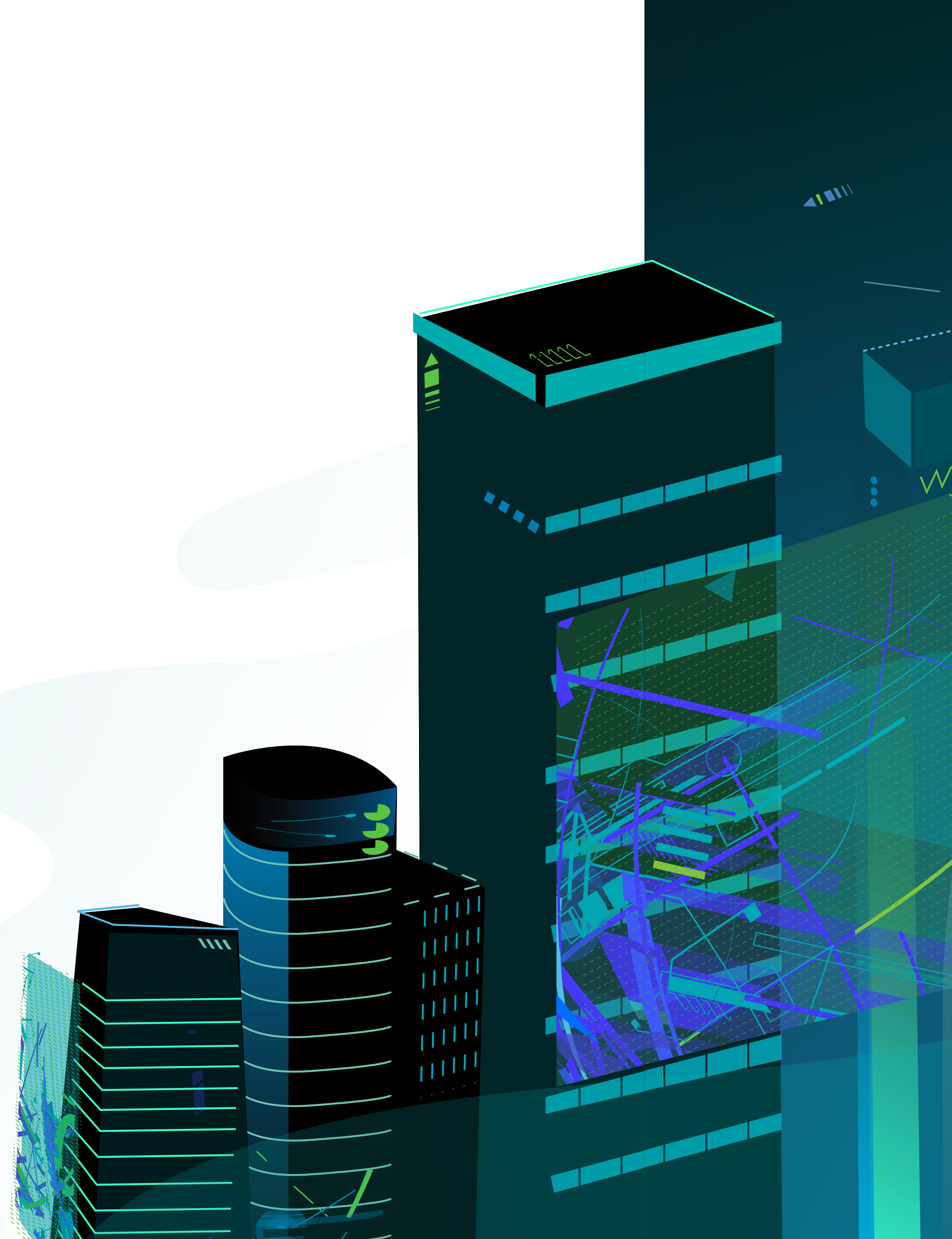
Do you have everything you need?

What you need to apply:

1. CEO and marketing/PR team contact information,
2. Company details: address/registration number/website /ownership structure/etc.,
3. FY'2022 financial statements*,
4. FY'2021 financial statements*,
5. FY'2020 financial statements*,
6. FY'2019 financial statements*,
7. Proprietary technology description.

* Financial statements must be sent via email upon completion of the entire application.

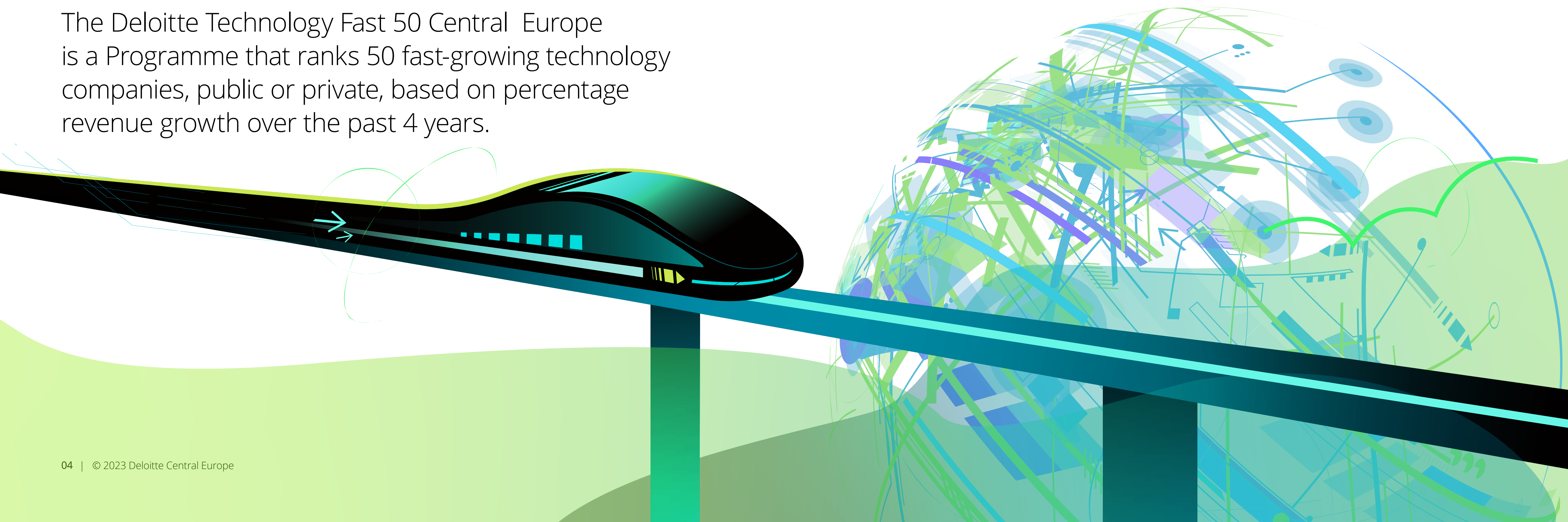
Please send all statements and supporting documentation to cefast50@deloittece.com.



Technology Fast 50

Eligibility Requirements

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 the past 4 years.



In order to be eligible for the **Technology Fast 50** Central Europe Programme companies must:

1. **Be in business a minimum of 4 years** - founded on or prior to **December 31, 2018**.
2. **Own proprietary intellectual property or proprietary technology**, sold to customers in products that contribute to a majority of the company's operating revenues.
 - 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.
3. **Have base-year operating revenues of €50,000 in 2019, 2020, 2021** and a current year operating revenue **(2022) of at least €100,000**.
4. Be headquartered within Central Europe.*

Note:

Subsidiaries or divisions of companies are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

The application should go through the country where the operational HQ is located.

* 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.

More information

A definition of the proprietary technology



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 inhouse 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.*



Note:

Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.

Consulting companies, professional service firms, resellers, and others are not eligible.

* Source: <https://www.investopedia.com/terms/p/proprietarytechnology.asp>



Percentage revenue growth is computed as:

$$[(FY'22 \text{ revenue} - FY'19 \text{ revenue}) / FY'19 \text{ revenue}] \times 100$$



Disclosures - percentage growth vs. revenue:

The Fast 50 ranking discloses percentage revenue growth.

Revenue is not disclosed, however, participants are required to provide revenue support to Deloitte.

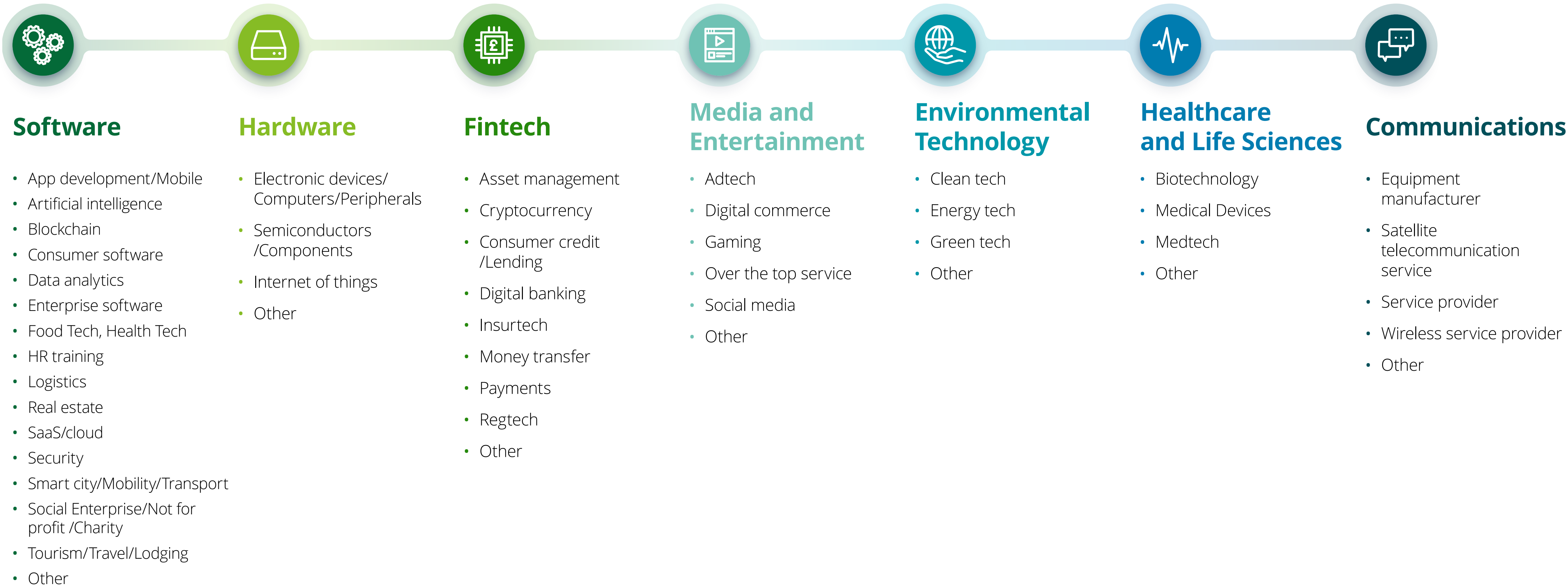


Companies are classified in one of the following industry segments:

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

Industry segments

Detailed information



Technology Fast 50

Question areas

1.

Has your company developed its own proprietary technology?
 - Yes
 - No
2.

Company information
 - Company name
 - Registration number
 - Company website
3.

Please choose the industry sector that best describes your business:
 - Communications
 - Environmental Technology
 - Fintech
 - Hardware
 - Healthcare and Life sciences
 - Media and Entertainment
 - Software
4.

Company location
 - Street
 - Postal code
 - City
 - Country
5.

Your contact details
 - Name (first, surname)
 - Position in company
 - E-mail
 - Contact number
6.

Details of the current Chief Executive Officer
 - Name (first, surname)
 - E-mail
7.

Is your company a subsidiary of another company (more than 50% controlled by another entity)?
 - Yes
 - No

If you choose 'Yes', please provide name of the company.
8.

When did your company officially begin to operate (month and year)?
9.

How many employees did your company have in 2019?
10.

How many employees did your company have in 2022?
11.

Please provide a description of your company and proprietary technology
12.

Gross operating revenues
 - Specify currency
 - Fiscal year start (month)
 - FY22
 - FY21
 - FY20
 - FY19

All financial statements must be sent to cefast50@deloittece.com
13.

Where did you hear about the Programme?
 - LinkedIn
 - Facebook
 - Previous Fast 50 Finalist
 - Media (newspaper/online/press)
 - Email notification - please specify the source
 - Deloitte employee
 - Programme Parter
 - Other

Companies to Watch

Eligibility requirements

This Technology Fast 50 Central Europe subcategory recognizes companies that are too young to be listed in Fast 50, but are growing rapidly.



Companies to Watch must:

1. **Be in business a minimum of 3 years** - founded on or prior to **December 31, 2019.***
2. **Own proprietary intellectual property or proprietary technology**, sold to customers in products that contribute to a majority of the company's operating revenues.
 - 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.
3. **Have base-year operating revenues of minimum €10,000 (2020)** and current year operating revenue of minimum **€30,000 (2022).**
4. **Be headquartered within Central Europe.****

* In justified cases, we accept companies founded between January 1 – 3, 2020.

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Note:

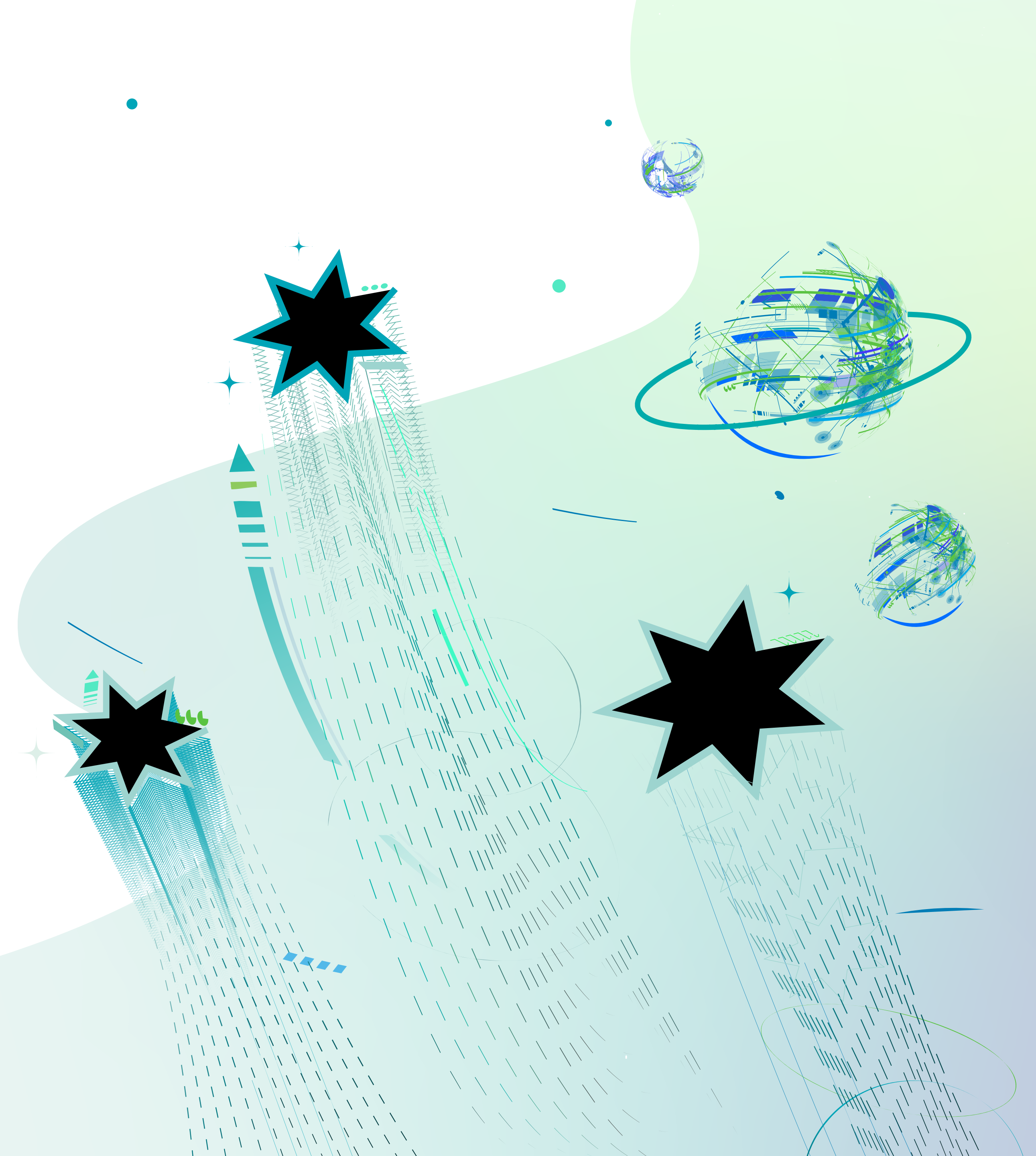
Subsidiaries or divisions of companies are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

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Impact Stars

Eligibility Requirements

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.



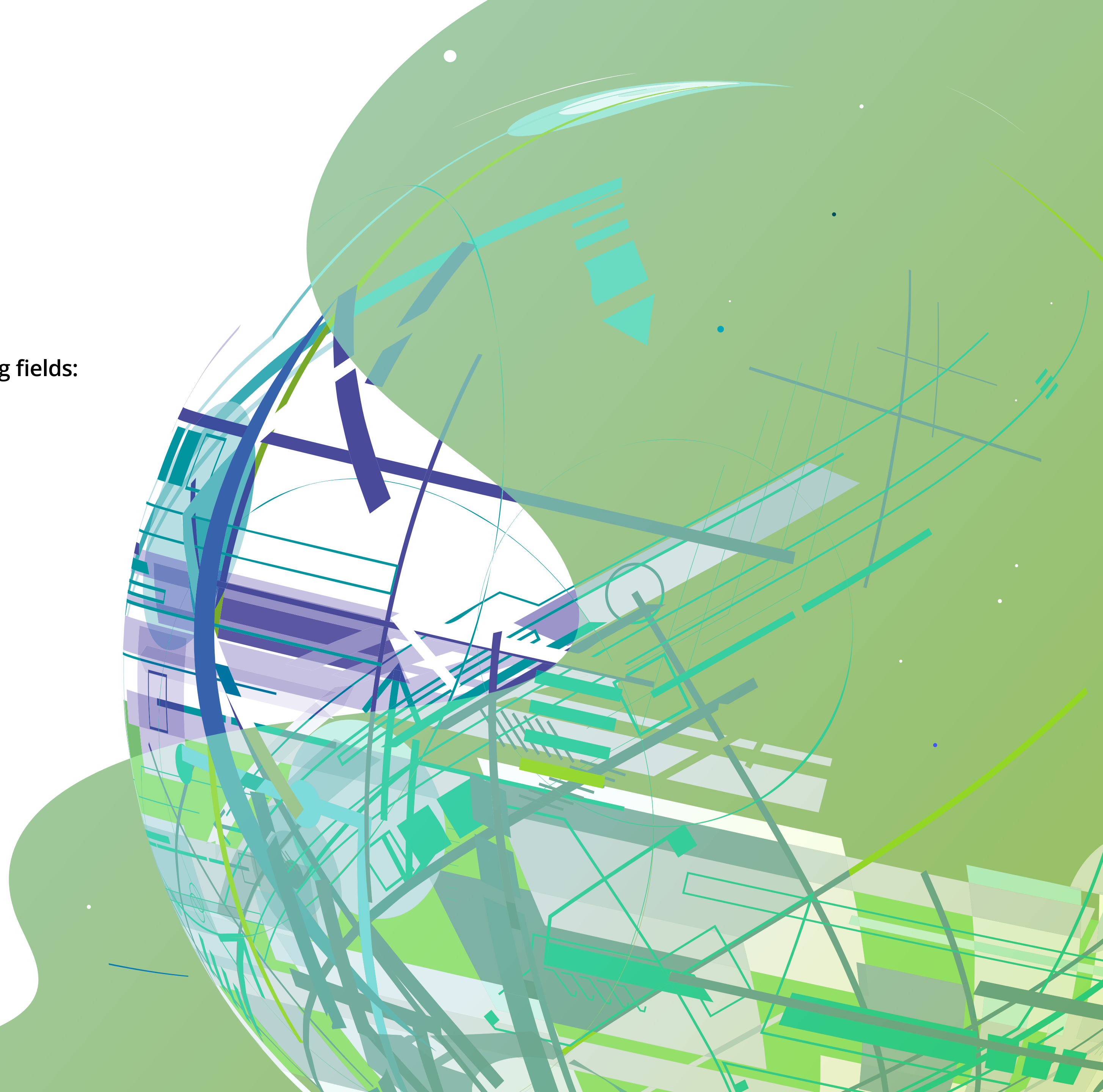
Those interested in applying for the **Impact Stars** category must:

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*.

- * 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



Impact Stars

Question areas

1. Those interested in entering the Impact Star category please complete the additional questionnaire, once you finish the Fast 50 application.

Is your company having positive impact by your products/services on at least one of the following: society, business, innovativeness, environment and diversity? If so, you can also apply for the Impact Star category, which is additional to the main Fast 50 category.

- Yes
- No

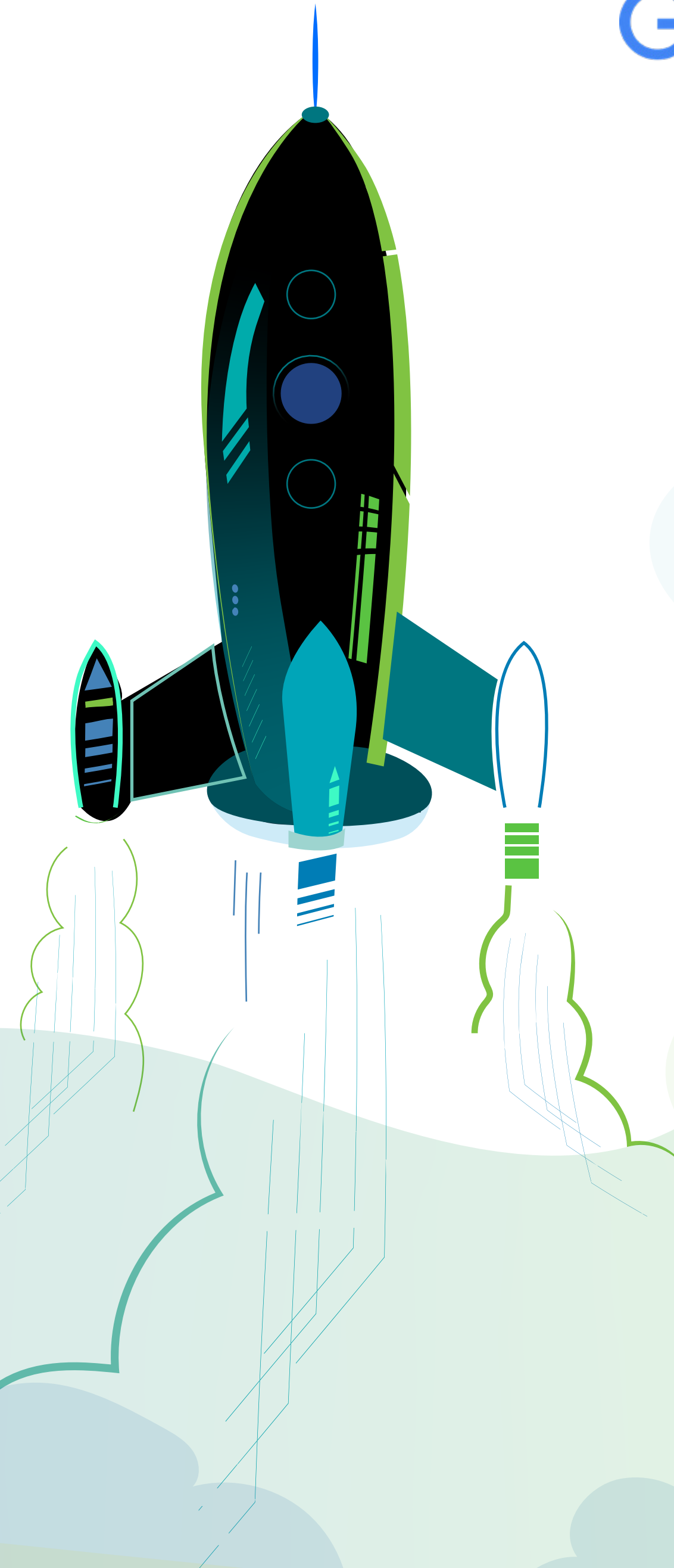
2. If you choose „Yes“, please explain how your products/services make an impact in the following fields:

- Impact on the business, environment and society.
- Diversity – amongst employees and/or management staff.
- Unique assets and/or services development.

CE Tech Rocketship!

Eligibility requirements

This is **special recognition by Google Cloud and Deloitte**, in which joint teams assess the companies' technologies and award those with the greatest business potential.



To be eligible for the **CE Tech Rocketship!** category companies must:

1. Develop high-quality, scalable solutions with the potential to serve the most demanding customers in the market.
2. Be headquartered within Central Europe.*

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Note:

There are several milestones to winning the award, of which we will inform the shortlisted companies.



CE Tech Rocketship!

Question areas

1. Those interested in applying for the CE Tech Rocketship! category, please fill out this additional part of the CE Fast 50 questionnaire.

Is your company building a technical solution which demonstrates technology excellence and is able to impact rapid growth of the business? If so, you can also apply for the CE Tech Rocketship! category, which is additional to the main Fast 50 category.

- Yes
- No

2. If you choose “Yes”, please explain how your solution looks like in the following fields:

- **Modern tech stack** - do you use recent tech stack recognized by experts in the market?
- **Scalability** - is your solution able to scale 10 times without significant changes?
- **Uniqueness** - what makes your solution special and unique?
- **Maturity** - please describe briefly all processes around your solution. How it is created? What tools are used in the process? How are you measuring success and keeping solution alive in production?



Are you ready?

Apply now!

All questions and comments can be sent to

cefast50@deloittece.com



To find out more visit

www.deloitte.com/cefast50



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