

DELOITTE FAST 50 - FAQ

I. About the Program

What is the Technology Fast 50 and Fast 500?

The Deloitte Technology Fast 50 and Fast 500 is Deloitte's leading technology awards program. Combining technological innovation, entrepreneurship, and rapid growth, Fast50 / 500 companies — large, small, public, and private — span a variety of industry sectors and are leaders in hardware, software, telecom, semiconductors, life sciences, and emerging areas such as clean technology. These companies are on the cutting edge and are transforming the way we do business today.

The Technology Fast 50 provides a ranking of the fastest growing technology, media, telecommunications, life sciences, and clean technology companies in Iceland. This ranking is compiled from applications submitted directly to the Technology Fast 50 website – fast50.is – and public company database research conducted by Deloitte. Technology Fast 50 award winners for 2015 are determined based on percentage fiscal year revenue growth during the period from 2011 to 2014. The ranking includes both public and private companies.

Is there an application fee?

No.

Are revenues published?

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

What are the program's important dates?

- **Application period:** June 1st – September 21st, 2015
- **Winner's announcement:** October 23rd, 2015
- **Congratulatory event:** Information will be published on www.fast50.is.

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

Are there similar programs around the world?

Yes. Deloitte has Technology Fast 500 programs in Asia Pacific and EMEA (Europe, the Middle East, and Africa) and in 2015 for the first time a Global Fast 100 program.

Who are the primary contacts?

Iceland – Haraldur I. Birgisson, fast50@deloitte.is

United States — Kevin Schimmel and Dina Bettinsoli, Fast500@deloitte.com

Canada — Jazmin Bolanos, Fast50@deloitte.ca

Asia Pacific — Yvonne Dow, AsiaPacFast500@deloitte.com

EMEA — Karen Hogger, emeafast500@deloitte.co.uk

Does the program use social media?

Yes. See www.fast50.is for the Facebook and LinkedIn page.

Is there an awards ceremony?

Awards are presented during an event on October 23rd 2015. More information on will be published later on www.fast50.is.

Is there a list of past winners?

Yes. On the Global, EMEA, North America and Asia Pacific websites there are lists of past winners.

What is the ranking based on?

Award winners are determined based on percentage fiscal year revenue growth over a defined period. Because the program ranks companies based on fiscal year revenues, it is an indication of past growth. It does not take into account current performance or profitability.

Where do entries for the program come from?

Entries for the program come from applications submitted directly to the Technology Fast 50 website – www.fast50.is – and public company database research conducted by Deloitte.

How many companies apply to the program each year?

Each year, participating Deloitte Member Firms receive hundreds of applications. This is the first year in which Deloitte Iceland holds the Technology Fast 50 program.

Have any companies continuously ranked on the list since the inception of the program?

No.

Why are there not more repeat companies?

Because the Technology Fast 50/500 is based on fiscal year revenue growth over a defined period, each company's baseline revenue can increase dramatically each year. A company can be very successful but not rank. The Technology Fast 50/500 ranks companies that have experienced exceptionally fast growth. It is not a measurement of current revenue, stock performance, profitability, or anticipated future success.

How long has the program been around?

The program was founded in 1995 and celebrates its twenty first year in 2015

II. Eligibility requirements

How do companies qualify?

Eligibility requirements can be found on www.fast50.is.

Are the eligibility requirements for the 2015 program the same as the 2014 program?

No. Beginning with the 2015 program, percentage revenue growth will be calculated over 4 years instead of 5. Base-year will be fiscal year end 2011 and the current-year will be fiscal year end 2014. This change will allow younger companies to participate in the program.

Additionally, Deloitte has consolidated industry categories. Scientific/technical instrumentation and Computer/peripheral categories will roll up into the new Electronic devices category. The Clean technology category has been renamed Energy tech. Media & entertainment has been renamed Digital content/media/entertainment.

What financial information must be submitted?

- Audited financial statements, including the signed audit report by an independent public accountant.

- Reviewed financial statements, including the signed review report by an independent public accountant.
- Federal tax return as submitted to the Directorate of Internal Revenue (DIR) and signed by a “Company Officer,” page 1 only.

If the return was filed electronically and does not include a signature, please provide the “signed e-file authorization form” along with page 1.

For companies who are not able to meet the revenue support deadline of September 21st, 2015, the following option is available for fiscal year 2014 revenue amounts only:

- Unaudited/unreviewed internal financial statements along with the name of your independent public accountant and an estimate of when the audited/reviewed financial statements will be available.

Does a company have to be publicly held to qualify?

No, but private companies and public companies traded via over-the-counter exchanges must submit an online application.

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

The ranking is based on fiscal year revenue growth from 2011 to 2014.

What constitutes a majority of the company’s operating revenues?

A majority is defined as greater than 50%.

What are the choices for industry classification?

Companies are classified in one of the following industry categories:

- Biotechnology/pharmaceutical
- Energy tech
- Communications/networking
- Digital content/media/entertainment
- Electronic devices/hardware
- Medical devices
- Semiconductor
- Software

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

How are industry classifications determined?

Companies self-select industry classification when completing the online application form.

Are service providers or consulting firms’ eligible for the Fast 50 / 500?

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

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.

III. Application process

Is there an application fee?

No.

When is the deadline to apply?

The application period begins on June 1st, 2015, and closes on September 21st, 2015. There are no extensions. Failure to meet the above deadline will preclude your company from participating.

All companies must complete an online application.

Public companies on the NASDAQ stock exchange are data mined by Deloitte from public databases.

Does the application form have to be completed online?

Yes. Applications may only be submitted online.

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

No. We strongly encourage you to review these materials prior to completing the application form. If any amendments are needed please check with the Fast 50 team, via email at Fast50@deloitte.is.

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

The application contact will receive an automated email notification indicating that the online application was received into the Deloitte database.

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

No.

I deleted my company's online application form. Is there any way to retrieve the application?

No. In order to be considered for the program, a new application will need to be completed and submitted by September 21st, 2015.

How is the percentage growth calculated?

$$[(\text{Current Year Revenue} - \text{Base Year Revenue}) / \text{Base Year Revenue}] \times 100 = \text{Percentage Growth}$$

Is there any situation in which we can submit percentage revenue growth instead of providing the revenue amounts?

No. In order to accurately rank the Fast 50 nominees 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. The use of these materials will be limited to the evaluation of the applicant's Technology Fast 50 eligibility.

Can we submit the required proprietary technology support at a later time?

No, proprietary technology support must be submitted with the application by September 21st, 2015.

Does the program require that we provide supporting documentation for revenue amounts?

Yes. In order to accurately rank the 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. The use of these materials will be limited to the evaluation of the applicant's Technology Fast 50 eligibility.

Can you provide more information on what to submit for proprietary technology support?

The proprietary technology statement should be a detailed description of your technology and how your customers use it. Often times, companies can leverage this information from materials that have already been developed (i.e., product brochure). The statement should be in either Word or PDF format. Additional information regarding applicant's revenue and proprietary technology may be requested.

We are in the process of completing the online application form and our CFO does not anticipate having the audited 2014 financial statements back in time for the application deadline. What other documents can we submit for 2014?

We can accept one of the following:

- Reviewed financial statements, including the signed review report by an independent public accountant.
- Federal tax return as submitted to the DIS and signed by a "Company Officer," page 1 only. If the return was filed electronically and does not include a signature, please provide the "signed e-file authorization form" along with page 1.

For companies who are not able to meet the application deadline of September 21st, 2015, the following option is available for fiscal year 2014 revenue amounts only:

- Unaudited/unreviewed internal financial statements along with the name of your independent public accountant and an estimate of when the audited/reviewed financial statements will be available.

More information on what needs to be submitted can be found [here](#).

Deloitte happens to be our company's accounting firm. Would you have access to the audited financial statements (tax returns) via this relationship or do we still need to submit them via the application process?

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

Our company's CEO/CFO has requested that Deloitte sign a NDA (nondisclosure agreement) in order to provide the requested revenue support (financial statements). Will Deloitte sign a NDA?

No. We are not able to provide a NDA.

If an NDA is not possible, can you provide the details of your privacy policy so that I can pass them along?

Yes. Our privacy policy can be found on www.deloitte.is.

IV. Information for award winners

Where can we find the Technology Fast 500 logo to put on my company website or marketing materials?

Please contact us at Fast50@deloitte.is.

Do winning companies receive an actual award?

Yes. Official Technology Fast 50 plaques for current winners will be presented at regional recognition events or delivered sometime after Congratulatory event on October 23rd, 2015.

How can my company order additional awards?

The award plaque is complimentary.

Where can we find official media guidance (press release) for winning companies?

In order to obtain the official media guidance, please contact us at Fast50@deloitte.is.

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 23rd, 2015 at 6:00 PM Icelandic time, before permitting any external announcement of this ranking or your receipt of this award.

Will the Technology Fast 50 ranking appear in the local or national press?

Deloitte will distribute a press release announcing the Technology Fast 50 award winners on October 23rd, 2015 at 6:00 PM Icelandic time.

As used in this document, "Deloitte" means Deloitte ehf. Please see www.deloitte.is for a detailed description of the legal structure of Deloitte. Certain services may not be available to attest clients under the rules and regulations of public accounting.

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