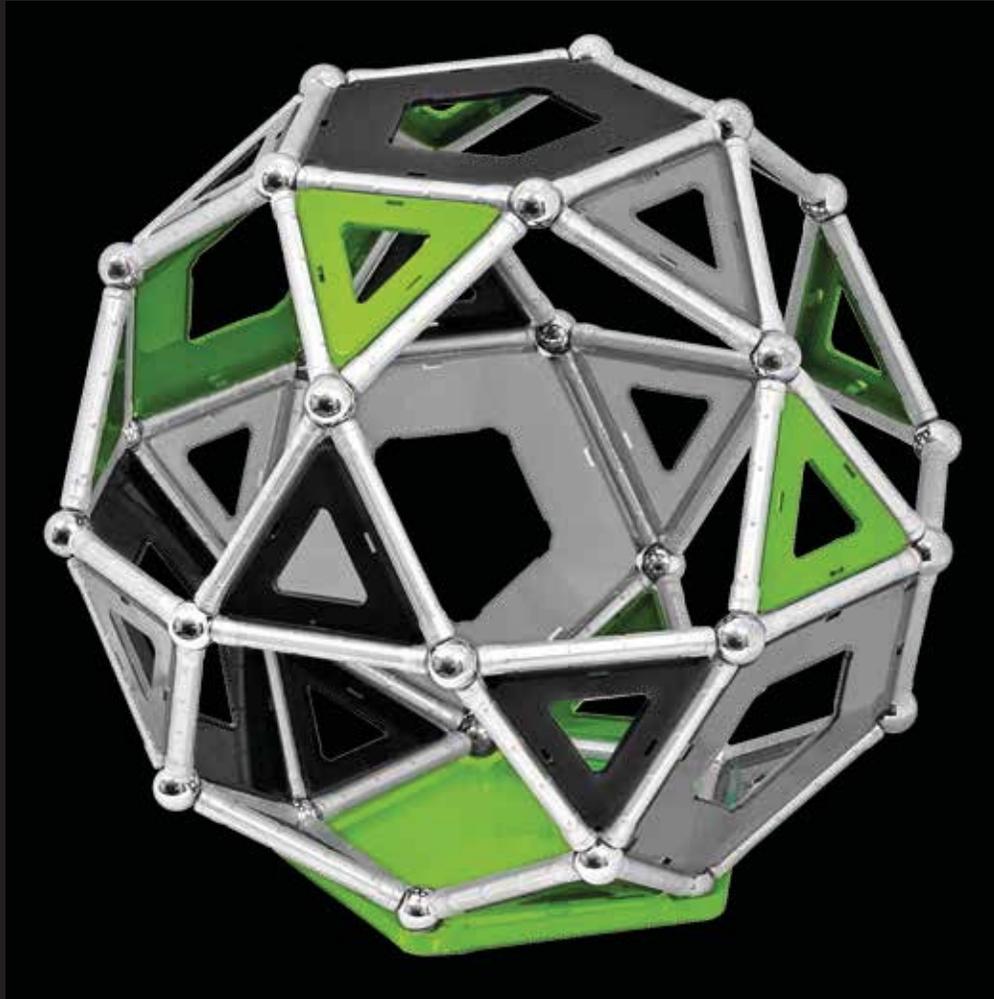


**Deloitte.**

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**KKR**





## The Top 10



FINGERPRINTS



**Christian  
Fredriksson**

### #1 FINGERPRINT CARDS

Fingerprint Cards AB is a publicly traded, globally active, high-tech company which develops, produces and markets biometric technology that through the analysis and matching of an individual's unique FINGERPRINT verify the person's identity. A secure and convenient user experience is thus made possible, beyond keys and pins. The company offers a world class combination of highly processed hardware and software that creates market-differentiating opportunities for the customer and a high degree of user-friendliness and integrity protection for the end user. FINGERPRINT CARDS pursues the significant parts of the value chain on a proprietary basis: technological development and global marketing and sales. The hardware is produced externally. The main markets are smartphone/ tablet and other vertical markets in which the company's products can be integrated. Prioritized markets are smartcards, PC, the automotive industry and the Internet of Things i.e. online equipment.

#### KEY SUCCESS FACTORS

When it comes to the key factors behind our success, there are of course several that we could point out. However, the main reasons are our strong technology know-how in combination with our highly scalable business model, the industry's strongest product portfolio and our proven ability to execute well on our strategy.



FINGERPRINTS is the world leading biometric technology company. We believe in a secure and seamless universe, where you are the key to everything. Our solutions are found in millions of devices and applications and are used billions of times every day, providing safe and convenient identification and authentication with a human touch.





## The Top 10



### #2 BİLGİKENT

BİLGİKENT is the company undertaking system integration projects concerning information and communication technologies of the technology group that includes Natek and Bor software companies.

It combines its newer services and young and dynamic staff with the qualified engineering force. Since BİLGİKENT was founded in 2009 in Ankara Hacettepe Teknokent, it has provided its customers with world-class information technology (IT) and turnkey solutions.

The company adopts a customer and employee satisfaction policy with a first-class quality approach, and is also quickly progressing towards becoming a reputable and reliable integrator not only within the national IT market but also in the global market.

#### KEY SUCCESS FACTORS

Hard work and dedication is a major key factor.

In order to achieve this success we used a proactive approach and analyzed our end-users needs and wants. We developed new ideas based for them to be able to achieve their goals and increase their efficiency.

A second key factor is sustainable long term relationship based on trust and knowhow.



**Umut İsmail  
Yeşilirmak**



In order to create sustainable long term relationship with our customers and business partners, we have always kept our promises, increased our technical knowhow so that we become their trusted advisor and as a result we created many success stories together as a team.





## The Top 10



**Robert Gryn**

### #3 CODEWISE

CODEWISE is a place where talent thrives. Since 2011 it has provided a collaborative environment that fosters creative solutions and growth, enabling it to build its flagship marketing technology platforms, Zeropark, the leading performance traffic exchange, and Voluum, which provides a powerful suite of campaign management and analytics products across mobile and desktop. CODEWISE is an entirely self-funded, venture-building company, headquartered in a new 3,000 sqm office in Krakow, Poland, with a second office in London, England. The company employs 90+ talented individuals from six different countries and supports customers in over 190 countries worldwide.

#### KEY SUCCESS FACTORS

People come first : this resulted in a naturally open and autonomous organization where the culture is relaxed yet everyone feels a good degree of responsibility and ownership over the challenging tasks at hand. This allowed our team just shy of 100 people to bring in \$50m+ revenue in 2016. People, product, profits, in that order.

 I have a very basic rule when it comes to running and managing the business and that is that people come first. Put simply, I treat them the way I'd want to be treated myself.





## The Top 10

# AUKA



**Daniel Riisager  
Döderlein**

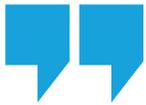
### #4 AUKA

Daniel Döderlein founded MCash, the first fully regulated financial services company to operate entirely from Google's Cloud platform. At the time (2010) he saw this as an invaluable change-enabler for retail banks, beginning discussions with several of the region's largest banks. Initially dismissed due to lack of belief in the offering's necessity, the company went to market alone, quickly amassing more than 200,000 users. When Norway's largest bank, DNB, brought their own mobile payments to market, the country's second largest bank, SpareBank 1, re-engaged. At the end of 2015, SpareBank 1 took over the exclusive naming/use rights for mCash in Norway.

Daniel and his team subsequently founded AUKA. AUKA can work with any retail bank to advise how they can best prepare for digital transformation and inevitable third-party disruption. They can also go on to create and integrate a fully regulated, PSD2-ready and cloud-hosted white-labeled full payments stack within a matter of months.

#### KEY SUCCESS FACTORS

The key factors which led AUKA to success were: early identification and swift action, research, deep knowledge about banks, payments and innovative technology, integration, an effective new product development process, anticipation, a great team and strong partnerships.

 A key factor for AUKA's success has been the ability to build new and clever tech on top of older banking infrastructure - enabling banks to enter a market quickly without concerns over legacy. 

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## The Top 10



**Hervé Yahi**

### **#5 HORIZONTAL SOFTWARE**

Incorporated in 2010, the HORIZONTAL SOFTWARE group has created an innovative SaaS and app-based software suite that responds to three key human capital management challenges:

- new business requirements
- new consumers with little software experience
- new ultra-connected user classes.

#### **KEY SUCCESS FACTORS**

Disruptive innovation, a comprehensive HCM offering, and the acceleration of a highly recurring revenue business model.



# The Top 10



**#6 BRAINLABS DIGITAL**  
Daniel Gilbert

“ BRAINLABS DIGITAL works as an agency partner, running wildly successful programmatic, paid social, and paid search campaigns, with a unique blend of data, automation, and analytics. The company works also as a technology partner, automating processes for marketing teams. ”



**#7 MAGISTO**  
Oren Boiman

“ MAGISTO is leading the industrial revolution of video marketing, using Artificial Intelligence technology that provides unprecedented ease and quality. Over 80 million users and 10 thousand businesses use MAGISTO to tell their stories with video. ”



**#8 CHAUFFEUR PRIVÉ**  
Yan Hascoet

“ CHAUFFEUR PRIVÉ is a mobile application which allows you to order a ride in just a few taps! Available in Paris, Lyon, and on the Côte d'Azur, CHAUFFEUR PRIVÉ has 13,000 drivers connected to its platform and nearly a million clients. ”



## The Top 10



**#9 WIKIFOLIO**  
**Andreas Kern**

WIKIFOLIO traders publish their trading ideas in wikifolios, create a solid track record and can build the basis for an exchange traded product, which investors can directly profit from by investing via their existing brokerage account.



**#10 GOCARDLESS**  
**Hiroki Takeuchi**

GOCARDLESS is taking Direct Debit into the digital age making it easy for all business to take recurring payments across Europe.