

Deloitte.



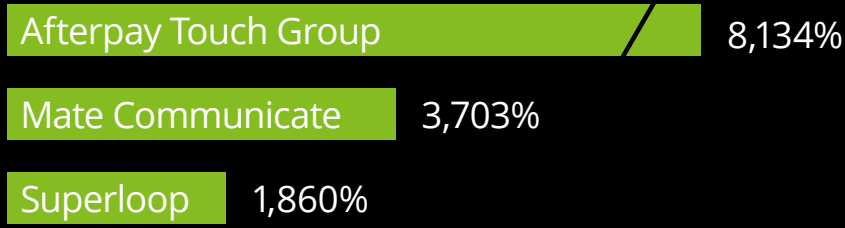
Technology Fast 50
2018 winners' report

50

Technology Fast 50
2018 AUSTRALIA

Now in its 18th year
in Australia, the *Deloitte
Technology Fast 50* program
ranks fast growing
technology companies,
public or private, based on
percentage revenue growth
over the last three years
(2016-2018).

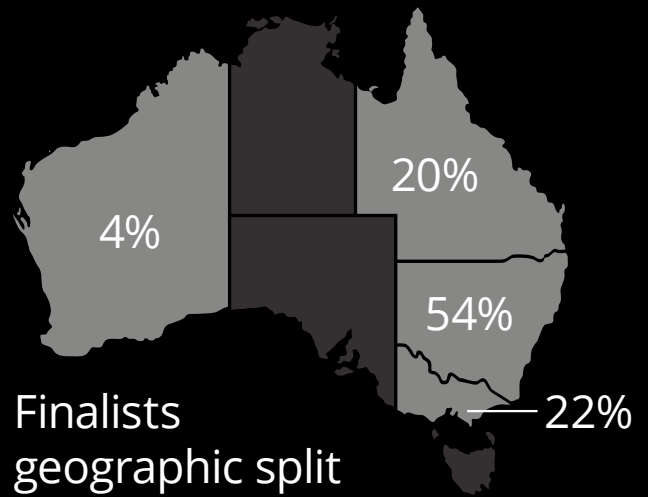
Top three winners



*Opportunity
is there for
the taking*

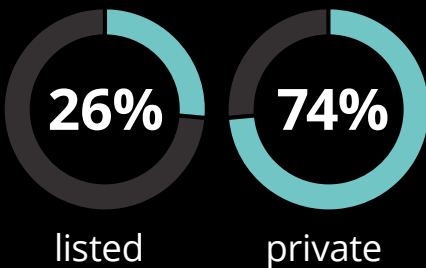


Average **growth** this year

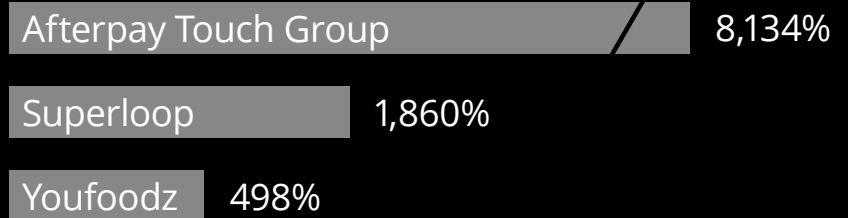


Finalists
geographic split

This year's cohort



Leadership winners



*Tech businesses
are driving profit
with purpose*



Attributes for success



Teamwork



Agility



Future-focused
thinking



Resilience

*Culture is
created by
leadership*

“ *Tech leaders should keep ecosystems top of mind* ”

Sectors to watch out for



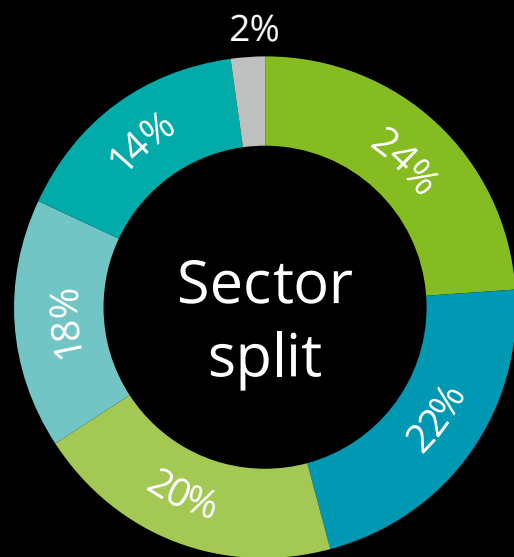
Health



Education



Fintech



Sector
split

- Fintech (including insurance)
- Software
- IT and communications
- Online
- Digital agency
- Medical

28
first
timers

vs

22
repeat
entrants

Rising Star winners

Barhead 16,330%

WithYouWithMe 3,427%

PLAYGROUND XYZ 3,078%

*Fast
Focused &
Forward thinking*

A word from Deloitte

Joshua Tanchel

Leader, Deloitte Technology Fast 50

Our top 50 list this year brings to life a group of companies that are ambitious and diverse. Each year we are inspired to see the sheer quality, capacity and determination of our entrants and the way in which they have built successful businesses.

We are delighted to announce that the Deloitte Technology Fast 50 2018 Australia winner is Afterpay Touch Group (Afterpay), a retail consumer brand that offers the ability for customers to purchase everyday items via an affordable instalment plan – splitting a purchase amount over four manageable fortnightly instalments, available both online and in-store. Afterpay achieved a phenomenal 8,134% growth over the three-year period!

Technology Fast 50 top three

Congratulations to all our Technology Fast 50 2018 winners, with a special shout out to the top three, Afterpay, Mate Communicate and Superloop – see their profiles from page 20.

Leadership top three

Those Australian tech companies with revenue over \$50m in FY18 who achieved incredible growth and leadership status are Afterpay, Superloop and Youfoodz – see their profiles from page 25.

Rising Star top three

These high-growth nominating companies don't qualify for the Technology Fast 50 list as they have less than three years existing revenue, but they are our rising stars: Barhead, WithYouWithMe and PLAYGROUND XYZ – see their profiles from page 31.

A few observations from the winners

Each year we find that the diversity of businesses increases. It has been wonderful to see a continued focus on innovation and creativity across the tech landscape. We have also seen the fantastic rise and prominence of female entrepreneurs.

Our Technology Fast 50 cohort had an average growth of 592% – with representation from New South Wales, Victoria, Queensland and Western Australia. Across the board, 26% were listed companies and 74% were private companies.

From a sector specific focus, it has been great to see this year's list showcasing maturity across the different areas. The split this year was: 24% fintech (including insurance), 22% software, 20% IT and communications, 18% online, 14% digital agency and 2% medical.

When it comes to financial figures, it is also clear that tech businesses are certainly scaling. It's a perfect time in the current landscape to harness the opportunities out there and to drive continued success – locally and globally.

Purpose: what your business stands for

Across the industry we're seeing profit with purpose rise in prominence. Organisations, especially newly created tech businesses, are finding ways in which to drive a sense of purpose and social impact across their organisation. For example, WithYouWithMe captures the Invictus spirit and delivers employment opportunities for war veterans.

From giving back to the community to driving products or services that are accessible, affordable and engaging, purpose is becoming a key element in the strategic direction of businesses.

Culture drives impact

What is your environment like? What attributes do you represent? Do you filter these messages throughout your company?

These are the questions every leader needs to ask themselves as they build and drive a thriving business. Across the tech landscape we're seeing companies creating environments that are collaborative, innovative and driven – producing high impact results.

Culture is often created by the leadership tone set and the ability to develop and unleash the potential of the people within the business. It's a focus on empowering people and creating a culture that brings out the best from your team – that in turn delivers an impact of exceeding client expectations.

Leading by example

It's critical that leaders across the landscape ask themselves: am I delivering fair and suitable outcomes for all our customers, employees, suppliers and markets?

When it comes to conduct, all organisations are now under the spotlight – judged by the 1% of what goes wrong, rather than the 99% of what goes right. Expectations have fundamentally shifted.

New tech companies are in a unique position. Emerging technologies and new ways of business thinking highlight the significant potential to set new standards in our corporate culture and lead by example. Every tech business needs to ensure that as they grow, develop, thrive and scale, they continue to exceed client and community expectations.

It's a wonderful and dynamic time to be a part of this sector. As our Technology Fast 50 list illustrates, there are a myriad of interesting, engaging, successful and impressive companies trailblazing the tech landscape.

As the industry continues to thrive, we all have a role in shaping, cultivating and driving potential – locally and globally – fuelled by technology and innovation.

An enormous thank you to our sponsors ASX and DLA Piper for their support of this year's program.

We hope that when reading through this year's list of winners, you are inspired and motivated to explore the diversity of opportunities out there.

**Congratulations to all of our Technology Fast 50 2018
Australia winners!**

A word from ASX

Dominic Stevens

*Managing Director and
Chief Executive Officer*



asx.com.au

ASX is proud to be associated with the Deloitte Technology Fast 50 for the fifth consecutive year.

Congratulations to all the companies on making this year's list, especially the 2018 winner Afterpay. Being a member of the Deloitte Technology Fast 50 is acknowledgement that you are leaders in your field. Naturally, we are delighted to see so many ASX-listed companies included among the finalists.

ASX is proud to sit at the heart of the globally attractive, deep and liquid Australian financial markets. We help companies grow and investors build wealth.

As a result of our compulsory superannuation system introduced in the early 1990s, Australia boasts the world's fourth largest and fastest growing pool of investable fund assets, currently valued at \$2.7 trillion and set to grow by a further \$6 trillion in the next 15 to 20 years.

Alongside this, ASX's technology sector is expanding too. In the last four years there have been over 75 ASX technology IPOs, including past Deloitte Technology Fast 50 winners.

There are now over 225 technology companies listed on ASX, with a combined market capitalisation of more than \$75 billion. This highlights the increasing profile, importance and strength of the sector, with IPO capital raised in the last four years exceeding \$4 billion.

ASX is consistently ranked among the world's leading exchanges for capital raisings and has emerged as a technology hub for both domestic and international companies who are seeking to fund their growth in a sophisticated marketplace, under a robust regulatory environment.

Innovative new technologies continue to challenge existing business models and create new opportunities across all industries. ASX itself is no stranger to this and we are proud of our history as an early adopter of new technology.

An example of this is how we have embraced distributed ledger technology (commonly known as blockchain) as a replacement for our legacy equity clearing and settlement system, CHESSE.

We wish all Deloitte Technology Fast 50 finalists continued success. And we extend our thanks to Deloitte for helping to elevate the profile of Australia's fastest growing technology companies.

A word from DLA Piper

Melinda Upton

Co-Managing Partner, Australia

Jim Holding

Co-Managing Partner, Australia



dlapiper.com/en/australia/

At DLA Piper we have worked with many of the world's top emerging technology businesses and we're very proud to be associated with the Deloitte Technology Fast 50.

Our congratulations to the overall winner Afterpay but we'd also like to recognise all the category winners and every company listed in the top 50 – it's a huge achievement.

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific.

While our clients range from the bulk of the Global 1000 and Fortune 500, we also advise many emerging companies developing industry leading technologies.

We understand the challenges of developing and protecting IP, the difficulty of growing rapidly and the issues around finance, structure and people that all technology businesses face.

We advise technology companies throughout the business life cycle. We help startups get organised and funded and assist both growing and established technology companies in employment matters, commercial and technology transactions and IP patent protection strategies.

Continued growth means a steady need for legal support in such areas as M&A, IPOs and dispute resolution. As companies expand their business internationally, we help with international tax planning, regulatory compliance, establishment of new entities and compliance with local laws for employment, benefit plans and company policies. For the largest companies, we partner with in-house legal departments, providing additional experience and capacity to address all these areas.

Once again we'd like to congratulate all those recognised in this program and express our sincere appreciation to Deloitte and all those involved in the organisation of the Technology Fast 50. Our society owes a great debt to those who develop and commercialise technology and it is wonderful to see them recognised in this way.

Technology Fast 50 winners

#01

Afterpay
Touch Group (ASX: APT)

Growth 8,134%

#02

Mate Communicate

Growth 3,703%

#03

Superloop (ASX: SLC)

Growth 1,860%

TF50 winners

#04

Vamp
Growth 1,285%

#05

Zip (ASX:Z1P)
Growth 1,245%

#06

Swift Networks (ASX:SW1)
Growth 1,211%

#07

Koala
Growth 1,022%

#08

PEXA
Growth 757%

#09

Truck Dealers Australia
Growth 685%

#10

Megaport (ASX:MP1)
Growth 637%

#11

Cover Genius
Growth 538%

TF50 winners

#12

Employment Hero
Growth 510%

#13

Youfoodz
Growth 498%

#14

Cevo
Growth 461%

#15

BrandLink
Growth 453%

#16

Adactin
Growth 403%

#17

ClickSend
Growth 362%

#18

Catapult (ASX:CAT)
Growth 342%

#19

Coevolve
Growth 310%

TF50 winners

#20

Prospa
Growth 308%

#21

Deputy
Growth 287%

#22

Xref (ASX: XF1)
Growth 269%

#23

MoneyMe
Growth 263%

#24

GetCapital
Growth 239%

#25

Mountain Bikes Direct
Growth 236%

#26

Adore Beauty
Growth 231%

#27

Speedwell
Growth 214%

TF50 winners

#28

Araza
Growth 200%

#29

KMT Group
Growth 194%

#30

RxMx
Growth 191%

#31

Mpower MSL (ASX:MPW)
Growth 178%

#32

Skyfii (ASX:SKF)
Growth 164%

#33

LegalVision
Growth 160%

#34

Payment Logic
Growth 148%

#35

GMG Digital
Growth 145%

TF50 winners

#36

Idea 11
Growth 137%

#37

Avoka
Growth 136%

#38

Supple Solutions
Growth 131%

#39

Bench
Growth 129%

#40

Over the Wire (ASX:OTW)
Growth 127%

#41

OpenAgent
Growth 123%

#42

ELMO (ASX:ELO)
Growth 118%

#43

Venn IT Solutions
Growth 114%

TF50 winners

#44

Transpire
Growth 113%

#45

Canstar
Growth 112%

#46

BizCover
Growth 111%

#47

HealthShare
Growth 106%

#48

Appen (ASX:APX)
Growth 102%

#49

Lendi
Growth 100%

#50

Kogan.com (ASX: KGN)
Growth 96%

#01

Afterpay

Touch Group (ASX: APT)

afterpay.com/en-AU

afterpay 

Afterpay, also known as the modern or 'reverse layby', is across thousands of retailers worldwide allowing millions of customers access to our unique, innovative and trusted payment process.

The model is simple, Afterpay offers everyday purchases to be bought via an affordable instalment plan – splitting a purchase amount over four manageable fortnightly instalments, available both online and in-store.

Together, founders Nick Molnar and Anthony Eisen along with Group Head David Hancock have taken Afterpay from a simple idea into a global movement, a payments company that puts the customer first – changing the way we plan, buy and pay forever.

#02

Mate Communicate

letsbemates.com.au

mate.
#communicate

MATE Communicate is a 100% Australian owned NBN internet service provider whose customer service centre is based right here in our own Western Sydney backyard. Under the leadership of industry veteran David Fazio, Mate Communicate specialises in helping households make the most of their switch to NBN technology and takes the time to help people understand their individual options. We currently have over 45,000 customers across Australia and provide over 60,000 services.

The Mate model is simple and unique in the world of telcos – there are no contracts, no lock in terms and no overseas call centres. Instead, we rely on ‘Mate’ rates to build ongoing customer relationships based on great value and local customer service. A true mate doesn’t contract your friendship so why should we? We are simply confident our customers will want to stay.

#03

Superloop (ASX: SLC)

superloop.com



Superloop Limited is a leading provider of connectivity and managed services in Australia, Singapore and Hong Kong. We own and operate 640+km of fibre network connecting more than 280 strategic sites across the region.

With carrier-grade, metro fibre networks in the three markets, plus fixed wireless networks in Australia, Superloop delivers high-performance, connectivity solutions that are scalable and reliable and is now an end-to-end provider of digital services in Australia including cloud-based solutions and managed services.

As a primary builder of networks (rather than a renter of someone else's) Superloop understands the importance of having control. Control over our network and software enables us to deliver our customers a more consistent and superior experience.

Leadership winners

#01

Afterpay
Touch Group (ASX: APT)
Growth 8,134%

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Superloop (ASX: SLC)
Growth 1,860%

#03

Youfoodz
Growth 498%

Leadership winners

#04

Catapult (ASX: CAT)
Growth 342%

#05

Prospa
Growth 308%

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Adore Beauty
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#03

Youfoodz

youfoodz.com



Youfoodz is a fresh food delivery company based out of Brisbane Australia. Their ever-changing menu of fresh meals, protein-packed snacks and cold-pressed juices can be delivered fresh to your door or found at over 3,000+ stockists Australia-wide.

All Youfoodz meals are cooked by our chefs, weighed by hand and vacuum-sealed to stay fresh for seven to nine days. Our food is only prepared just before delivery and only arrives from our suppliers on the day it is being cooked. Our software allows our chefs to track the food through the production system, from preparation, cooking to packing – ensuring consistency, volume, and quality. Our system is in a constant state of evolution, bringing on new areas such as machine learning and predictive modelling processes to ensure we can meet the ever increasing demands of our customers.

Rising Star winners

#01

Barhead

Growth 16,330%

#02

WithYouWithMe

Growth 3,427%

#03

PLAYGROUND XYZ

Growth 3,078%

Rising Star winners

#04

Bourne Digital
Growth 1,647%

#05

Weploy
Growth 1,123%

#06

Marque Group
Growth 944%

#07

Spacer Marketplaces
Growth 730%

#08

Hyper Anna
Growth 601%

#09

No Moss
Growth 589%

Rising Star winners

#10

Gavl
Growth 573%

#11

ReadyTech
Growth 355%

#12

The Daily Edited
Growth 352%

#13

Modibodi
Growth 329%

#01

Barhead

barhead.com

barhead

Barhead is a boutique consulting firm specialising in cloud business solutions centred around client relationship management (CRM), field service, project service and employee management. We provide implementation services for what we believe is the most compelling cloud business application stack on the market today – Microsoft Cloud Stack.

The Microsoft Cloud and our services encompass the new cloud Dynamics applications, Power BI for reporting and analytics, Azure services for identity, machine learning, cognitive services, etc., Office 365 for employee collaboration, and its wide ranging ecosystem partners. This platform coupled with our consulting offers flexibility, technology innovation and commercial models unmatched by other vendors.

#02

WithYouWithMe

withyouwithme.com

**WITHYOU
WITHME**

Born out of a mission to solve BIG problems, the WithYouWithMe (WYWM) team is dedicated to helping under-utilised groups to become a competitive talent in the job market. With innovative tech solutions and industry-leading training, we are solving underemployment across the globe by focusing on the 'Future of the Worker', not just the 'Future of Work'.

Our co-founders saw a problem with military veteran transition and set out to fix it. But soon our work had uncovered a more widespread problem with education and underemployment – a bigger solution was needed. The WYWM Academy was built in response and we are now working to level the job seeker playing field across a range of under-utilised groups. We have developed our own proprietary technology which allows us to predict the skills required in the labour market far more accurately than current systems.

#03

PLAYGROUND XYZ

playgroundxyz.com



PLAYGROUND XYZ are a marketing technology company headquartered in Sydney, focused on revolutionising mobile advertising based on the belief that despite the hype, mobile advertising sucks; publishers can't monetise it; users hate it; and advertisers don't get the right return on investment.

We decided to focus on one thing that felt massively under-cooked in the conversation – the ad format. The ad format creates an instant glass ceiling, (or floor) for the performance (or lack thereof) of a campaign.

We asked ourselves: what should mobile ads do? How big/small should they be? How should they behave? So we hand built a technology stack (patent pending) which allows the creation and delivery of brand new types of ads that had never been done before – new canvasses for ideas that satisfy advertisers, publishers and readers alike.

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DELOITTE TECHNOLOGY FAST 50 2018 AUSTRALIA WINNERS

01	Afterpay Touch Group	26	Adore Beauty
02	Mate Communicate	27	Speedwell
03	Superloop	28	Araza
04	Vamp	29	KMT Group
05	Zip	30	RxMx
06	Swift Networks	31	Mpower MSL
07	Koala	32	Skyfii
08	PEXA	33	LegalVision
09	Truck Dealers Australia	34	Payment Logic
10	Megaport	35	GMG Digital
11	Cover Genius	36	Idea 11
12	Employment Hero	37	Avoka
13	Youfoodz	38	Supple Solutions
14	Cevo	39	Bench
15	BrandLink	40	Over the Wire
16	Adactin	41	OpenAgent
17	ClickSend	42	ELMO
18	Catapult	43	Venn IT Solutions
19	Coevolve	44	Transpire
20	Prospa	45	Canstar
21	Deputy	46	BizCover
22	Xref	47	HealthShare
23	MoneyMe	48	Appen
24	GetCapital	49	Lendi
25	Mountain Bikes Direct	50	Kogan.com

DELOITTE TECHNOLOGY FAST 50 2018 AUSTRALIA LEADERSHIP WINNERS

01	Afterpay Touch Group
02	Superloop
03	Youfoodz
04	Catapult
05	Prospa
06	Adore Beauty
07	Over the Wire
08	Appen
09	Kogan.com

DELOITTE TECHNOLOGY FAST 50 2018 AUSTRALIA RISING STAR WINNERS

01	Barhead
02	WithYouWithMe
03	PLAYGROUND XYZ
04	Bourne Digital
05	Weploy
06	Marque Group
07	Spacer Marketplaces
08	Hyper Anna
09	No Moss
10	Gavl
11	ReadyTech
12	The Daily Edited
13	Modibodi

Strategy Direction **Results** People **Capacity**
Leaders **Community** Accessibility **Visibility**
Local **Global** Expectation **Motivation**
Ecosystems **Business** Infrastructure
Potential Clients **Markets** Employees
Suppliers Winners **Pioneers** Thinkers **Doers**
Frameworks **Networks** Energy **Drive** Goals
Metrics Innovation **Growth** Dedication
Passion Ideas **Teamwork** Collaboration
Connectivity Insights **Research** Opportunity
Diversity Quality **Ambition** Activity
Scalability Trends **Digital** Success **Maturity**
Prominence **Purpose** Impact **Strategy**
Direction **Results** People **Capacity** Leaders
Community Accessibility **Visibility** Local
Global Expectation **Motivation** Ecosystems
Business Infrastructure **Potential** Clients
Markets Employees **Suppliers** Winners
Pioneers Thinkers **Doers** Frameworks
Networks Energy **Drive** Goals **Metrics**
Innovation **Growth** Dedication **Passion** Ideas
Teamwork Collaboration **Connectivity**
Insights **Research** Opportunity **Diversity**
Quality **Ambition** Activity **Scalability** Trends
Digital Success **Maturity** Prominence
Purpose Impact **Strategy** Direction **Results**
People **Capacity** Leaders **Community**
Accessibility **Visibility** Local **Global**



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Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte's approximately 244,000 professionals are committed to becoming the standard of excellence.

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