

Deloitte.

50 | Technology **Fast 50**
2017 TURKEY



Technology Fast 50 Turkey
Winners and CEO Survey 2017

A world of possibilities

November 2017

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Foreword

At Deloitte, we take great pride in identifying the fastest growing technology companies in Turkey whom we believe contribute greatly to the digital transformation of the Turkish industries. Our Technology Fast 50 program is a great means to do not only just that, but also celebrate the entire technology ecosystem for its productivity and creativity.

Witnessing the striking performance of both new and returning winners strengthens our belief that there will soon be technology firms among the globally renowned Turkish brands. We feel privileged for putting the spotlight on them, as we have been doing for the last twelve years.

This year's report includes analysis of the growth of the 50 winners in addition to their brief overviews. **Oplog**, an e-logistics service provider headquartered at Bilkent University's Cyberpark in Ankara, tops the list with a total growth rate of 4.564%. The runner up is **Armut** with a growth of 2.800% and **Teknofix** is ranked third with a 1.635% growth rate. 70% of the winning firms this year are software companies, specializing in different areas such as mobility, fintech, commerce, ad tech, logistics, learning, and security. One common feature that they share, however, is their relentless focus on research and development. Our winning companies collectively spent over 1,5 billion TL in R&D in 2016 alone.

I would like to take this opportunity to extend our sincere gratitude and appreciation to our long-lasting partners MOBİLSİAD, ÖDED, TBD, TBV, TESİD, TTGV, TUBİSAD and YASAD whom exerted great efforts for the realization of the program. I would also like to thank NRW.Invest, the state-owned economic development agency promoting and supporting investments in the German state of North Rhine-Westphalia, for sponsoring our program this year.

Once again with great pleasure, I present you the 50 fastest growing technology companies of Turkey.



Tolga Yaveroğlu
Partner,
Deloitte Turkey
Technology, Media and
Telecommunications
(TMT) Industry Leader

Overview

Deloitte Technology Fast 50 Turkey program celebrates and appreciates the developments in technology and innovation both locally and globally. Technology and innovation have various current and potential impacts on each aspect of life. These impacts will continuously increase by rapidly growing technology providers and users. By 2020, it is anticipated that there will be over 26 billion Internet-connected devices and around 4 billion global Internet users.¹

This will lead to an increasing demand for digital products and services, and to a greater emphasis on innovation and technology. Businesses and start-ups, are acting now not to miss out on a rapidly growing digital population and to become a part of the ongoing digital revolution worldwide. Turkey, with its vivid ICT sector, has a great potential to reap the benefits of emerging technologies and capitalize on the opportunities presented by the digital transformation and beyond. Turkey is ranked 48th according to the Global Information Technology Report 2016's Networked Readiness Index (NRI) and remains in the top third of the rankings in terms of its business and innovation environment, a good basis from which to push further ahead. Turkish ICT sector has grown by 14,4% (based on TL) and reached to a size of 94,3 billion TL in 2016, with Information Technologies market size being 29,6 billion TL and Communications Technologies market size being 64,7 billion TL.² Considering how difficult 2016 was, the growth of the sector is impressive.

Another important success story in the ICT sector in 2016 has to do with its improving export potential. The exports of the sector has increased significantly and the expectation is to see an increasing presence in international markets going forward with a goal to reach 15 billion USD in ICT exports by 2023. The results of our CEO survey conducted within the scope of 2017 Deloitte Technology Fast 50 program –asking CEOs about their growth strategies, future expectations and challenges ahead– once again reveal facts that are parallel to this expectation.

According to our survey, over the next 5 years, the percentage of companies primarily focusing on international markets is expected to increase from 30% to 47%. What is significant this year is that the “Central & Eastern Europe and CIS” market has become the most popular international market for 56% of the Turkish technology firms. Last year's top region “Middle East and Africa” moved to the second place with 50% and North America took the third place with 35%. What is also noteworthy is that last year's second popular region i.e. Western Europe appears to have lost popularity and took the fourth place on the list of the popular international markets. Also for the first time this year, Latin America became a market where Fast 50 companies are doing business in. The CEOs also declare that in the next five years the best global opportunities will be in Central & Eastern Europe and CIS, Middle East and Africa, and North America. The top 3 markets that the respondents would like to invest are UK (30%), UAE (26%) and USA (17%).

¹ The Global Information Technology Report 2016: Innovating in the Digital Economy, World Economic Forum

² Information and Communication Technologies in Turkey: 2016 Market Data, TÜBİSAD

This positive snapshot of the ICT sector is expected to continue according to Deloitte analysis. It is expected that the sector's growth rate will be between 5% and 10% (in TL) in 2017. This growth expectation is also shared by the CEOs of the ICT sector in Turkey. The percentage of the CEOs who believe that the economy will grow in the next 12 months have increased to 65% in 2016 from 42%. In parallel to this increasing positivism, the percentage of the CEOs who believe that the economy will stay flat or shrink has decreased to 36% from last year's figure of 57%. The confidence levels of the CEOs in terms of sustaining their companies' growth levels are also more optimistic compared to the previous year. This year, the overall share of "extremely confident" and "very confident" increased from 85% to 88%.

Availability of talent is again a hot topic, climbing up to the top of the agenda of CEO's. Outweighing "having exceptional and unique products", "having high quality employees" is seen the top factor to success among the Fast 50 companies in the technology sector this year. At 32%, CEOs gave most of the credit for their growth to their employees. In parallel to this finding, and similar to last year, the main challenge for growth has become "finding, hiring and retaining qualified employees". Developing leaders and delegating responsibility is again indicated as a more significant topic on the list of personal challenges for the CEOs, even though its relevance decreased again this year by 10%. Therefore, the human capital need that the current and future business plans in the TMT sector create is likely to increase and is also likely to be met by a young, innovative and dynamic Y generation.

The technology companies have a key role in creating this interest in the sector and the upward trajectory of the sector with their vivid and innovative natures. Deloitte Technology Fast 50 Turkey 2017 celebrates the success of the sector and recognizes the 50 most dynamic and fastest growing technology companies contributing to it. The evaluation is based on the revenue performances of the companies over the last four years. The overall winner this year is Oplog Operasyonel Lojistik with a growth of 4.564%. Armut Technology places the second rank with the growth rate of 2.800% in 2017 program, while the third winner is Teknofix with a 1.635% growth rate.

Although the average growth rate is lower than last year's average growth rate of 846%, the Fast 50 companies continue to place high importance to R&D activities. According to 53% of the CEOs of the Fast 50 companies, "Investment in R&D and Innovation" is the key stimulator of growth in the technology sector. With a two-point increase in comparison to last year, 34% of Fast 50 companies has spent €1M or more on R&D this year. R&D and innovation will continue to be the main drivers of growth in the future of the sector. Additionally, 68% of the CEOs indicate that "digitization and mobility" will be the most important driver of technology investments in the next three years. CEOs also put more stress (by 53% compared to last year's 45%) on "better use of data through analytics" for the future of the sector.

We are very happy with the success of our Fast 50 program and again very excited by the performances of all the winning companies. Although the number of Big Star companies i.e. the fastest growing companies that have achieved €50.000.000 or more in revenues during fiscal year 2016 has decreased from 5 to 3 this year; these "Big Stars" still reflect the growth in the sector while also demonstrating that even large companies can remain nimble, posting impressive year-over-year growth. The impressive success of Turkish companies excites us and we are honored to have them in our Deloitte Technology Fast 50 program. Congratulations to our 2017 winners, and we wish to see their achievements continue in the future through creating powerful connections across borders.

Technology Fast 50 Turkey Program

The program celebrates Turkey's fastest-growing high-technology companies. The awards identify the trends that are shaping the technology, media and telecommunications sectors today. Based on revenue growth percentage over a four year period, the program includes companies from all related industry sub-sectors:

- Hardware
- Software
- Communications
- Media
- Life Sciences
- Clean Technology

To be eligible for Deloitte Technology Fast 50 Program, companies must meet the following criteria:

- to be a technology company which:
 - develops proprietary technology that contributes to a significant portion of the company's operating revenues
 - manufactures a technology-related product
 - devotes a significant effort to research and development about technology

- to be in business for a minimum of four years
- whose parent company must be Turkish owned and headquartered in Turkey
- whose operating revenues must be at least €50.000 for 2013 and €800.000 in 2016.

Deloitte Technology Fast 50 Program is part of Deloitte's global Fast 500 program which runs simultaneously in countries such as USA, Canada, United Kingdom, France, Norway, Sweden, The Netherlands, Germany, Central Europe, Israel, South Africa, China, Australia, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Singapore, Taiwan, Thailand, South Korea and Finland.

The Benefits of Participating at Technology Fast 50 Program

Technology Fast 50 winners receive exposure and recognition upon release of the rankings from both the media and business communities. The benefits are significant:

- Networking opportunity with other fast-growth Turkish technology companies and business organizations at our awards ceremony
- Networking opportunity with other fast-growth technology companies and business organizations from around the world through Deloitte Technology Fast 500 EMEA Program
- Access to leading edge industry research and commentary
- Recognition from the business and financial communities
- Benchmarking opportunity with similar companies
- Increased attention from the business and investment communities
- Media coverage

Deloitte Technology Fast 50 is a program that recognizes fast growing technology companies.



Technology Fast 50 Turkey 2017 Sponsor



NRW.INVEST

For the successful launch of investment projects you need a good start and reliable partners. To make optimum, exhaustive use of the locational advantages, we support potential investors with their settlement projects in North Rhine-Westphalia, Germany's best investment destination. "We" means NRW.INVEST, the state-owned economic development agency. Throughout the entire process, we act as your central, competent and confidential contact for all matters relating to your project.

Our range of services is comprehensive. As a one-stop agency, we offer you our expertise and our proven network combining business, science, administration and politics.

How can we support your project?

- You can contact us at an early stage from your home country. We are either represented locally or our country experts at our head office in Düsseldorf will help you.
- Our experts speak your language and understand your needs.
- We analyze and advise on your investment project.
- We recommend suitable locations.
- We supply you with information about North Rhine-Westphalia as an investment location.

- We provide you with detailed information on the tax and legal aspects, economic structure and industry clusters.
- We present special funding programs and financing possibilities.
- We are at your side – also after your successful settlement!
- And if you are already active in North Rhine-Westphalia, we also provide advice and support, in particular for expansion, start-ups or spin-offs.
- We offer you the best service and the best location in Germany.

Get started with us! With about 19,000 foreign firms already based in North Rhine-Westphalia, you are in excellent company.

We are your partner for investment projects with a future. As a state-owned economic development agency NRW.INVEST provides its services to companies from Germany and abroad. Based in the state capital Düsseldorf, NRW.INVEST GmbH was established in 1960. Sole owner is the state government of North Rhine-Westphalia, represented by the Minister for Economic Affairs. Besides two subsidiaries in Japan and the USA, NRW.INVEST GmbH operates representative offices in China, India, Israel, Korea, Poland, Russia and Turkey.



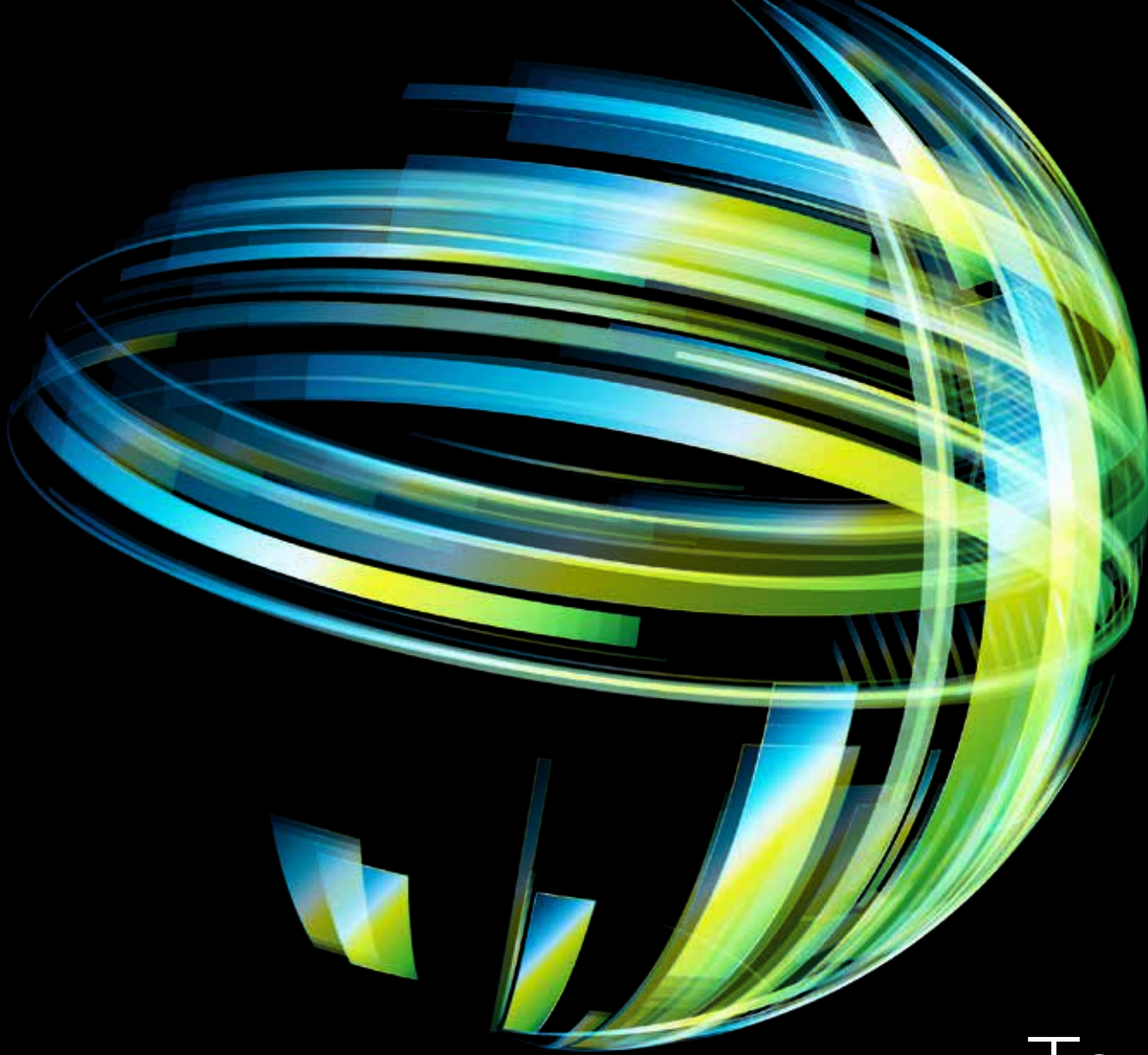
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Technology Fast 50 Turkey 2017 Partners



Mobilsiad

Established in 2009 with 24 members and comprising the representatives of the value-added mobile services sector, MOBİLSİAD (Mobile Service Provider Businessmen's Association) was founded to develop solidarity and cooperation between mobile service providers who offer value-added products, services and technologies over a "mobile technology platform" in communication, IT and media sectors. MOBİLSİAD aims to increase the service quality and efficiency of the sector, setting sector-specific codes of conduct and making them functional among members, thus enabling the sector to operate under conditions of competition, looking for solutions to eliminate the problems experienced at national and international levels in line with the common interests of the sector companies. The Association facilitates globalization and competition of the sector players in foreign markets by strengthening the perception of the industry in national and international markets, and developing relations with regulatory public bodies and operators to ensure sectoral growth. To this end, MOBİLSİAD carries out several projects to notify and guide people, and acts as a non-governmental organization with the goals of raising the awareness of leading sector players and end users.



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ÖDED

ÖDED (Ödeme ve Elektronik Para Derneği - Payment and Electronic Money Institutions Association) is a non-governmental organization established in 2015. As the representative organization of the Turkish Payment and Electronic Money Institutions, ÖDED strives to support activities of more than 30 license holders including MNOs, international money transfer companies, payment system providers, mobile payment providers, e-money issuers and bill payment companies. ÖDED aims to provide a voice for the industry with government, public bodies, businesses, associations, media and consumer groups; to provide access of innovative financial services to widespread masses; to pave the way for the continuous development of payment and electronic money services; to contribute to the formation, change and adjustment of regulations that will open up the market and provide growth; to become a country exporting technology and information in the field of payment systems; to ensure close solidarity and cooperation among members and sectors; to create ecosystem and to advance towards the goal of being one of the effective organizations that direct the journey of the cashless society.



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Türkiye Bilişim Derneği

Informatics Associations of Turkey (IAT) has been established in 1971 and currently have reached to more than ten thousand members. IAT which is the oldest ICT association, is also the only institution in Turkey, which intends to embrace all information systems professionals as well as those other professionals who benefit from and associate themselves with information systems in any manner when performing their respective professions. The principal goal of IAT is to help the advancement of theory and practice of computer science and related sciences and technologies in Turkey and to promote widespread utilization of information systems in the country in order to reach to the ideals of information society.

TBD is a member of Council of European Professional Informatics Societies-CEPIS and sole representative in Turkey.



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Türkiye Bilişim Vakfı

Aiming at “a Turkey that is transformed to information society”, TBV, continuously works for accelerating the process of transforming Turkey into an information society. TBV also continues informing and making all the sections of the public conscious for disseminating the ICT culture to everyone, for increasing the computer literacy, and for providing the necessary infrastructure for information to be freely moved and shared. It is also aimed that the share of ICT investments in the general economy will reach the average EU member countries’ and needed information and communication technologies support will be provided for restructuring the government. Working for promoting usage of international quality standards and software development methodologies and tools along software producing companies, TBV also supports the establishment of techno parks in order to encourage R&D activities in the ICT sector besides creating models for academy-industry cooperation.



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TESİD

TESİD (Turkish Electronic Industrialists Association) has completed its establishment in 1989 by 24 founder members upon the incitement of the authorities of the Ministry of Industry and Trade by the Representatives of Electronic Industry companies and universities. Presently, TESİD has 160 members belonging 70 different industrial companies and its membership is open to all companies working in the field of electronic industry, information technologies and related service sector who produce good and/or implement R&D in Turkey. The Electronic Industries in Turkey are organized in an independent association in order to deal with the common interests of the individual companies. It is our wish to develop TESİD into an organization which is perceived as; reliable, innovative, independent, continuous, liberal and participative by its members and the community.



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TTGV

TTGV was founded in 1991 as a result of public-private cooperation in order to introduce technology to the real world by providing support for the private sector's technology and innovation projects in Turkey. We are a unique organization as the "the non-profit/implementing agency" model in Turkey, which is acknowledged and well-recognized in the European Union as well as in the advanced economic systems in the world. Among seven foundations established in Turkey by law, TTGV is the only one which is providing services in the field of technology and innovation. Since we aim at diversifying and extending the scale of our activities by using revenues that we derive from our services and by generating new resources, we have a profile that is close to "non-profit business" model. For detailed information about us, please visit our website. www.ttgv.org.tr



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www.ttgv.org.tr



TUBISAD

Turkish Informatics Industry Association (TUBISAD), established in 1979 dedicated to the growth of ICT Industry in Turkey, has a group of members comprising of nearly more than 200 very prestigious ICT companies of which are Software Developers, Hardware Manufacturers, Hardware and Software Distributors, Telecommunication Companies, System Integrators, Local Subsidiaries of IT and Communication multinational companies and/ or Consultants. The primary objective of TUBISAD is to act for the growth of ICT industry in Turkey, to be the voice of ICT industry in Turkey and to develop and foster relations with counter parties globally. TUBISAD aims to encourage, inform and direct its members and the sector to keep up with current developments in the world and in Turkey, and thus promote investment and create business alternatives. As of 08.21.2015, TUBISAD (Informatics Industry Association), has been authorized by the Ministry of Environment and Urbanisation as "Authorized Organisation" to perform the collection and recovery of WEEE (Waste Electrical and Electronic Equipment).



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www.tubisad.org.tr

YASAD

YASAD (Yazılım Sanayicileri Derneği or Software Industrialists Association) is a non-governmental organization representing the software sector in Turkey. It comprises most of the local software producers, including the leading ones. The association endeavors to help the Turkish software sector attain a world-class development level. Its mission is to place Turkey in the list of major global players who export software and related high value-added technological products, and continuously improve its position, converting the sector into one of the driving forces of the Turkish economy. YASAD undertakes activities to create public awareness regarding the strategic importance of the software sector for Turkey, stressing its potential in exports with high value added, role in national security, economic growth, welfare and reduction of unemployment rates, and explaining the capabilities of the national software sector.



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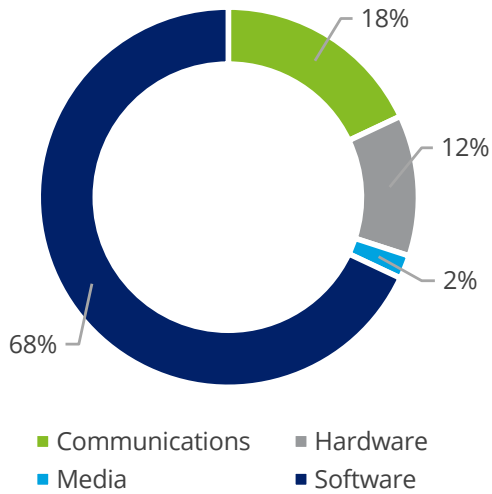
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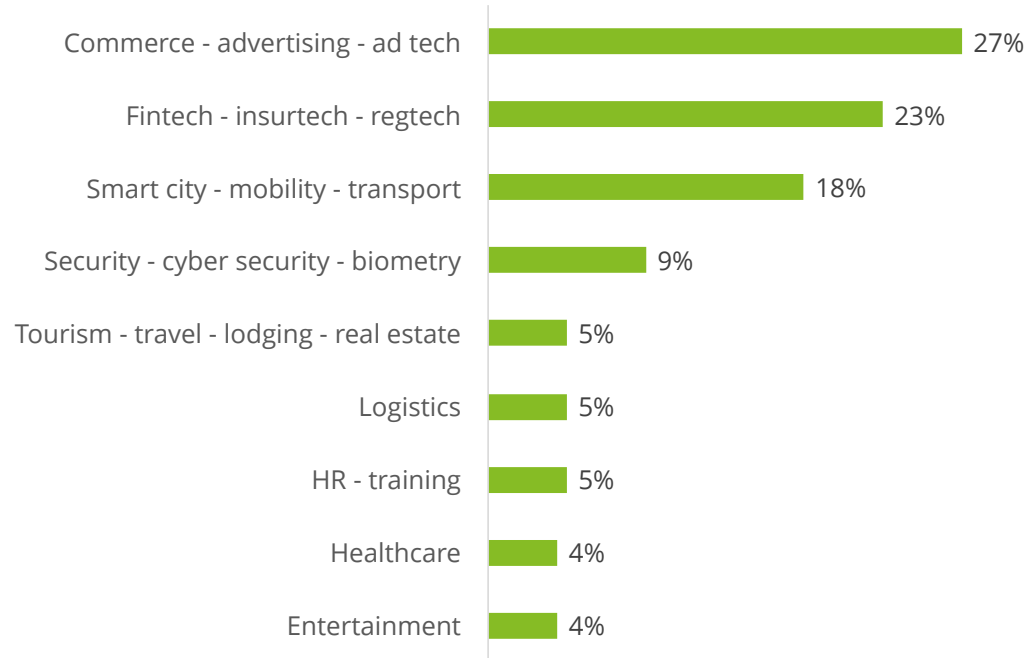
Fast Facts

Fast 50 Industry Segmentation



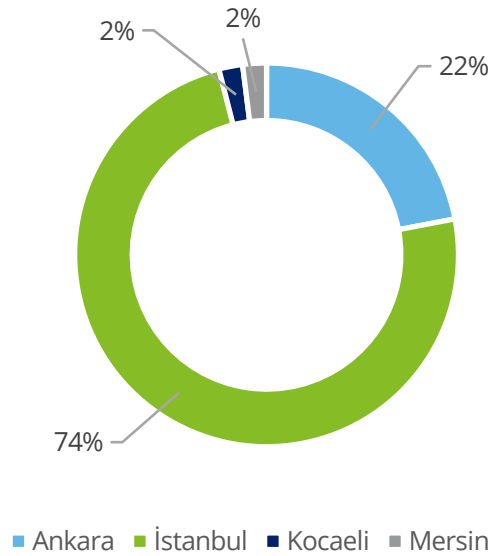
The dominance of Software sub-sector with 68% is heavily felt on the list. Communications industry increases its performance by 6% from last year while the hardware remain the same. Lastly, Media companies are represented with only 2%.

Software Sub-sector



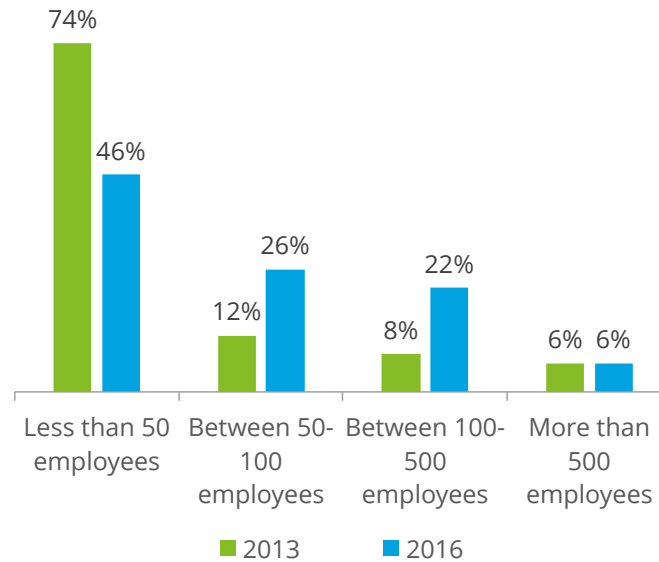
The software industry is the most dominant sector in which the winners of 2017 Fast 50 are operating. Within the software industry, the most popular subsector that the winners are operating is Commerce - advertising - ad tech. It is striking to see that total number of companies operating in the relatively new subsectors such as Fintech - insurtech - regtech and Smart city - mobility - transport is also substantial.

Fast 50 Winners Geographic Distribution



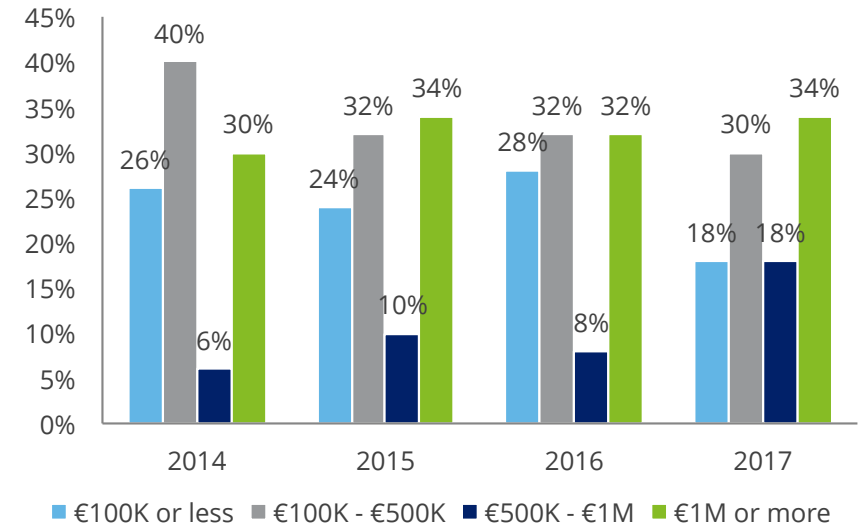
Come as no surprise Istanbul dominates the list with 37 firms. Ankara's performance drops as the city is only represented with 11 firms. Kocaeli and Mersin enters the list with one firm each.

Number of Employees



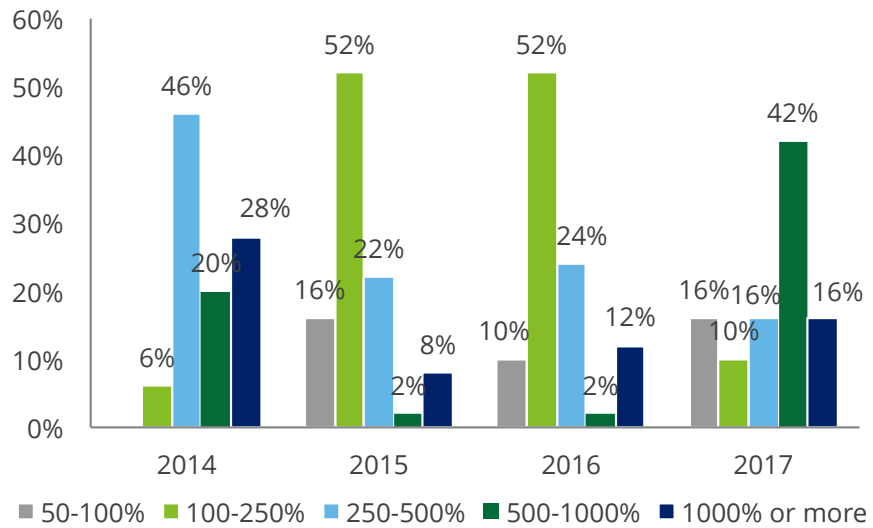
While 74% of the winning companies had less than 50 employees four years ago, that ratio dropped to 46% in 2016 - as a natural outcome of their growth. On the other hand, majority of the Fast 50 companies have less than 100 employees.

Research and Development



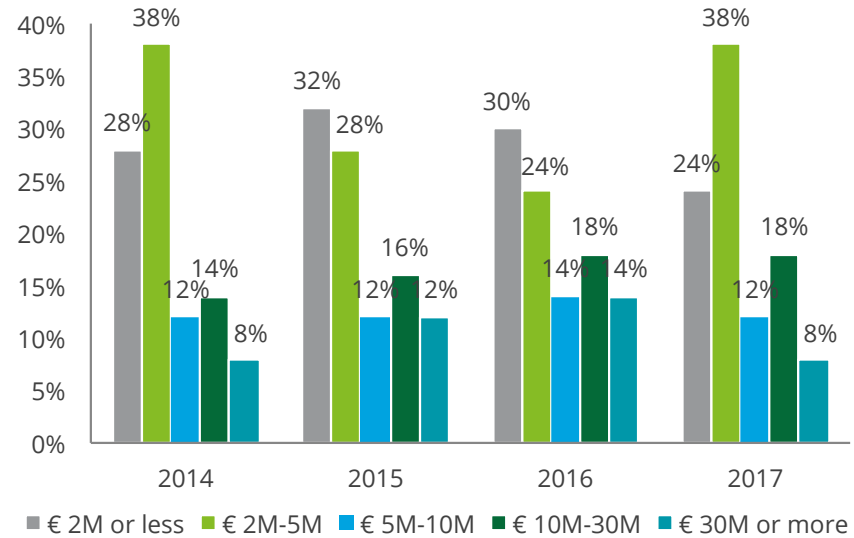
With a 2 percentage points increase in comparison to last year, the number of companies spending €1M or more on R&D reaches the same level as 2015.

Growth Rate



Even though the Turkish economy went through a difficult period last year, the share of the companies that grew over 500% has increased from 14% in 2015 to 58% in 2016.

Revenues



We see an increased concentration in the smaller sized companies, as over 60% of the companies had less than €5M in revenues. This is mostly driven by the increase in the number of younger companies and the decline in the value of Turkish Lira.

NRW.INVEST

Technology Special Award

Technology Special Award is presented to the fastest growing company among Fast 50 Turkey companies that managed to make the shortlist 3 times consecutively.



P.I. WORKS

PERFORMANCE IMPROVEMENT



Mehmet Başar Akpınar
CEO, P.I. Works

P.I. Works

uSON (Unified Self Organizing Networks) is the inhouse developed, proprietary software platform that delivers mobile network planning, management and optimization capabilities to mobile operators. The platform enables operators to improve mobile user experience and lower network management costs by automating the process of detecting network problems and fixing them in a continuous loop. It also provides built-in performance management, configuration management, location based subscriber data visualization and network planning capabilities.

uSON lays the foundation of P.I. Works services. It is heavily used in managed services projects and use of automation in mobile network management and optimization leads to superior subscriber quality, improved operational efficiency and lower network management cost. The platform has been deployed in Tier-1 operators in Americas, EMEA and APAC, delivering proven value to mobile operators worldwide.



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440%





Big Stars

This category recognizes the fastest growing companies that have achieved € 50.000.000 or more in revenues during fiscal year 2016. These “Big Stars” demonstrate that even large companies can remain nimble, posting impressive year-over-year growth.

aselsan



Dr. Faik Eken
CEO, ASELSAN

ASELSAN

ASELSAN, the leading defense company of Turkey, is a high technology, multi-product company that designs, develops and produces genuine products reflecting edge technologies to meet the requirements of Armed Forces and Public Security Entities.

ASELSAN provides its customers with high-tech system solutions for land, airborne, naval and aerospace applications in the fields of Modernization Solutions for All Platforms, Military Communications, Radar, Electronic Warfare, Electro-Optic, Navigation & Avionics, Weapon, C4ISR, Naval, Homeland Security and Traffic & Toll Collection Systems.

ASELSAN, with the firm belief that "a country's technological wealth is composed of the various technologies in its possession", allocates about 6% of its yearly turnover to R&D projects, which it finances through its own resources.

For the last 11 years, ASELSAN sustained its position in the world as being in the list of top 100 defense companies. Our objective is to become one of the top 50 companies in the world through the development of original and national opportunities and talents of the highest level.

Being the main solution provider for the Turkish Armed Forces, ASELSAN also sustains its competitiveness in the international arena, with its export to 63 countries and active participation in NATO and other international joint research/development and production programs. ASELSAN has become one of the significant members of global defense industry in terms of revenue and technological advancements.



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Deloitte Technology Fast 50
Turkey 2017 Big Star Award



Aydın Ersöz
CEO, Innova

Innova

Innova IT Solutions A.S. is one of Turkey's leading IT solutions firms, with a team of 1211 professionals with experience of working with a wide range of technologies. Since 1999, Innova has been providing platform-free solutions to the public sector and private companies, particularly those operating in the telecommunications, finance, manufacturing and service sectors. It has exported its solutions to 37 countries in four continents, and adheres fully to the standards of the ISO 9001:2000 certification. Innova offers a full range of SAP solutions and Innova's activities include the provision of telecommunications industry software, ERP, CRM, BI applications, portals, custom software, information technology management systems, security solutions and kiosk systems. In 2007, Innova joined the Turk Telekom group of companies.



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Ömer Uyar
CEO, intertech

intertech

Having over 30 years of experience, Intertech provides its clients with information technology services designed in-house in order to meet all requirements of the finance sector. Intertech aims to understand its clients' needs and to develop effective solutions constructed on banking knowledge and experience.

Intertech's 100+ products created by more than 1000 experts are used at over 40 financial institutions in 10 different countries in Europe and MEA region, and Turkey being in the first place. Additionally, Intertech ranks in Gartner Vendor List as of April, 2013. All products and services that a financial institution may require can be solely provided by Intertech.

As a strategic solution partner of Microsoft, Intertech has built its enhanced inter-Vision integrated banking platform on Microsoft-based technologies such as .NET and Microsoft SQL Server.

inter-Vision platform has been developed with Agile Project Management approach by focusing on ITIL and COBIT compatibility. In this platform, products that in the main groups of "core banking and financial applications", "customer relationship management", "business processes management", "business intelligence" and "distribution channels" are both modular and fully integrated with each other.



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Deloitte.

50 | Technology Fast 50
2017 Turkey



Deloitte Technology Fast 50
Turkey 2017 Big Star Award

The Winners:

Top Ten Companies



OP LOG

Operational Logistics

4.564%

Halit Develioğlu

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www.oplog.com.tr

Software



1. OPLOG

Founded in 2013, and headquartered in the Bilkent University Cyberpark, OPLOG is a pioneer in the field of e-logistics, simplifying the cost, time and resources needed for global businesses' supply chain operations.

Operating as a high tech fourth party logistics (4PL) integrator, OPLOG is able to help its clients to gain market share by providing a streamlined supply chain management system supported by meticulously executed, warehousing, order fulfillment, last mile delivery and distribution services. Also, OPLOG is the first logistics based company that headquartered in a technopark in Turkey.

Harnessing the power of cloud technology, OPLOG is able to bring new efficiency to logistics and supply chain management by introducing revolutionary services, software and operational management systems developed internally.

Oplog's proprietary technologies can be examined in three different fields; OPLOG, has developed its own warehouse management system (WMS), a powerful software application that supports the daily operations of its partners, providing centralized management, monitoring and tracking of inventory and stock levels. The OPLOG WMS provides unrivalled logistical support for, planning, staffing and allocation of resources to maximize efficiency.

Responsive, reliable and ready, OPLOG mobile apps for Android and iOS keeps clients connected with their customers at all times, delivering real-time tracking and shipment information.

2. Armut

Armut.com was founded in 2011 with a mission of making it easy to find trusted service providers online in Turkey.

Since its foundation, Armut has strongly focused on developing a unique algorithm to build trust between providers and customers. By continuously focusing on service quality and customer satisfaction, Armut gained a dominant leader position in Turkish market after beating out its better-funded competitors, and achieved 98% customer satisfaction.

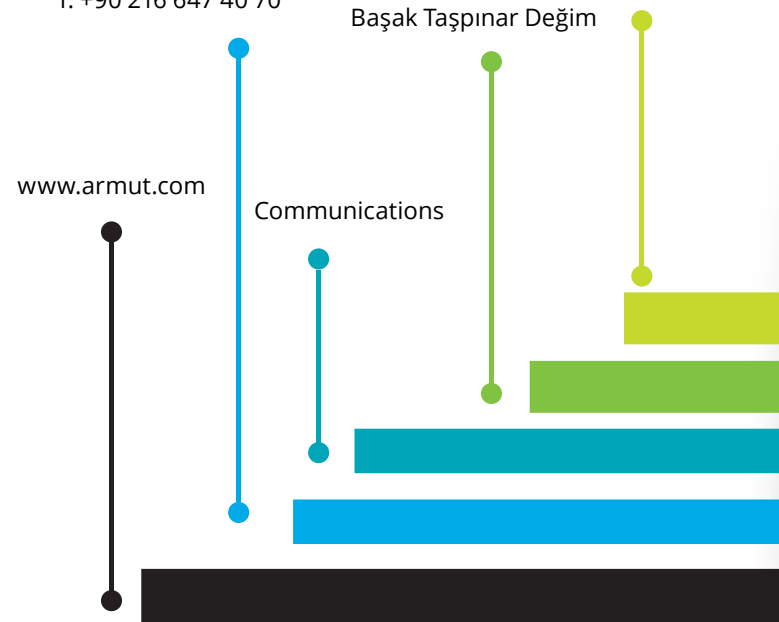
Between 2013 and 2016, Armut managed to achieve very impressive financial and non-financial results. In addition to its success in Turkey, Armut plans to launch internationally in 7 countries within the next year.



armut

Ankara Asfaltı 4.Km Çeçen
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A3 Blok 6/6 Acıbadem,
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T: +90 216 647 40 70

2.800%



Growth rate



CEO



Industry



Address &
Telephone



Web address



Teknofix



1.635%

Ulaş Civil

Software

Aydınevler Mahallesi,
Aslanbey Cd. Mert Plaza
No: 1 D:5-6 Küçükyalı,
Maltepe, İstanbul, Turkey
T: +90 850 209 04 06

www.teknofix.com.tr

3. Teknofix

With its proprietary software and CRM integration solutions Teknofix enables corporations that must perform high volume field installation and support services, while maintaining internal process integrity.

These operations, that span across Turkey, are first formed in our customers CRM, transferred automatically through our integration APIs to our proprietary software where tasks are assigned to field agents with various criteria, including, but not limited to, location, personnel competence, live traffic data, and time. Each personnel can view the tasks assigned to them on their mobile devices and utilize the app to improve field service efficiency, increasing customer satisfaction. Within this process any last minute changes by the end customer can be met and relayed to the field, on demand with our optimization engine in real time.

Not only can our solution receive tasks and optimize them in real time, but it can also provide extensive information regarding the status of the field instantaneously. Thus allowing management to monitor and analyze the performance of the field teams as well as generate instant reports on the over-all flow of the field operation at any level.

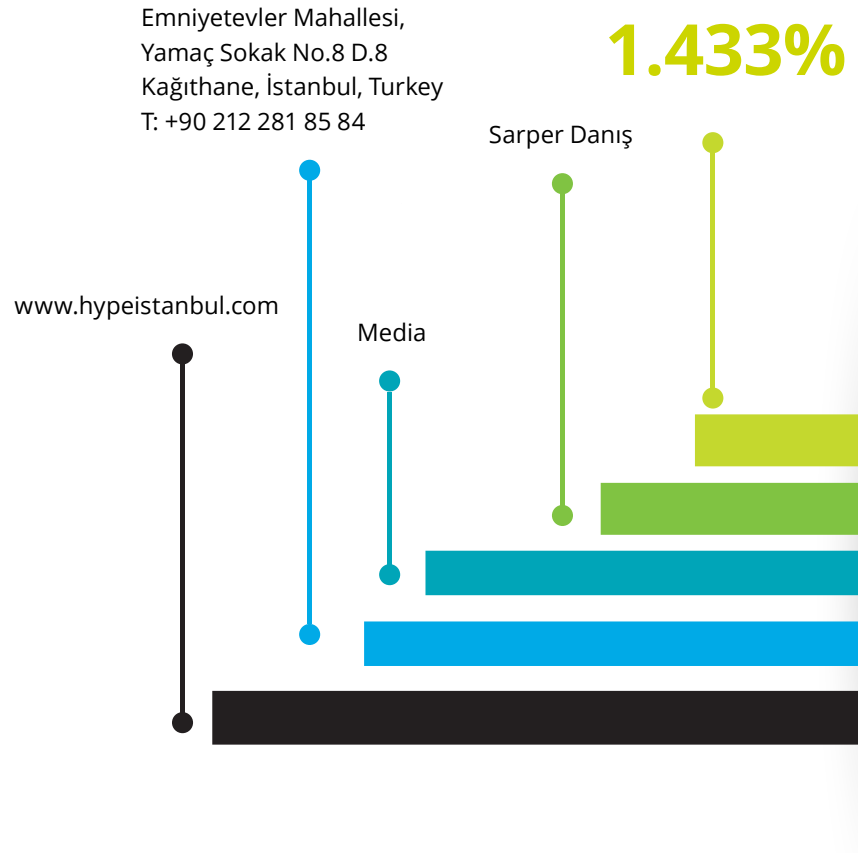
4. hype

Hype was founded 6 years ago as a digital marketing agency. Its sole purpose has since been to help brands better position their online marketing investments with accurate sectoral insights and strong knowledge of the digital ecosystem.

With its technologies and expertise Hype has partnered with many brands including Pegasus Airlines, Turkcell and HaberTurk; leaders in aviation, telecommunications and publishing, respectively.

Predi, Incognito and Eventy are Hype's marketing and analytics tools developed in-house. These tools help gather actionable data and insights specific to every client's needs. Predi analyses the past and current data to forecast how the relevant metrics will change in the future. Incognito, measures how effective brands are using search engines to drive traffic, what their competitors are doing and what the brand itself can do better. Lastly, Eventy is a tool that segments the brands' online visitors based on the specific actions they take on the brand's website.

hype





1.191%

Arda Ödemiş

Software

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www.ardgrup.com.tr

5. ARDGRUP

ARD Group Informatics is an ARD Group Holding Corporation establishment contributing substantially to Turkish market and global market and incorporating companies operating in numerous sectors including primarily informatics, health, defense, energy, construction and consultancy. We design projects for the state and private sector in Hacettepe University, Teknokent Technology Development Zone with its two R&D office and more than 50 expert engineers and software developers. All software processes progress in compliance with ISO 15504 SPICE Level 2 standards.

ARD Group produces "Smart Environmental Security System" solutions for institutions and organizations. We provide a system to our customer that is autonomous and people awareness independent system by analysis which are made through Smart Analytic System.

The company also has important accomplishments in public law and security sector in Turkey with the biggest private sector judicial network project integrated with the national judiciary informatics system of Ministry of Justice. ARD Group is the proud developer of the logistical warehouses automation, communication and information infrastructure project for the Republic of Turkey Prime Ministry Disaster & Emergency Management Authority enabling management and tracking of the inventory within all logistical warehouses throughout Turkey with RFID technology.

Furthermore, ARD Group is one of the leading software companies in Turkey which collaborates with the world's pioneer healthcare companies in the scope of Patient and Baby Tracking System, Asset Tracking System, Warehouse Tracking System, Textile Tracking System, Infection Control Solutions and developed software with full Instrument Tracking System integration, offering complete management of sterilization process for hospitals of all sizes.



Growth rate



CEO



Industry



Address & Telephone



Web address

6. PEAKUP

PeakUp has established in 2012 as a technology focused company and continuing it's services with the intent of providing the best services possible and dominating the technology sector in Turkey with it's innovative approach to technology and the world's needs. As a lead Cloud Solution Provider, PeakUp is the only Turkish company which has won the title of Microsoft's best cloud technology provider five years in a row in Microsoft's annual award ceremonies since the day it has formed. PeakUp also holds the record of being the first technology company which mentioned Cloud Technology expertise in it's company scope.

PeakUp believes that creating innovative and sustainable way of thinking only possible with technology hence PeakUp is founded on the definitions "Society and Technology" which identically means "Mission and Vision". In this regard PeakUp has become one of the top players in the technology sector formed in Turkey by guaranteeing and providing 100% customer satisfaction and is dedicated to continue it's efforts to stay at the top of the game. Therefore, PeakUp is able to offer extensive forms of services such as application development either formed with the customer needs or regarding innovative works of it's team, infrastructure services and design, 7x24 support and consulting, IT based technical training services using various technologic tools. PeakUp also earned the acknowledgment of Global Microsoft along with other technology giants with it's IoT based Project which came to life in 2017 and the Project has been published in Microsoft's Global tech case studies journal.

PEAKUP

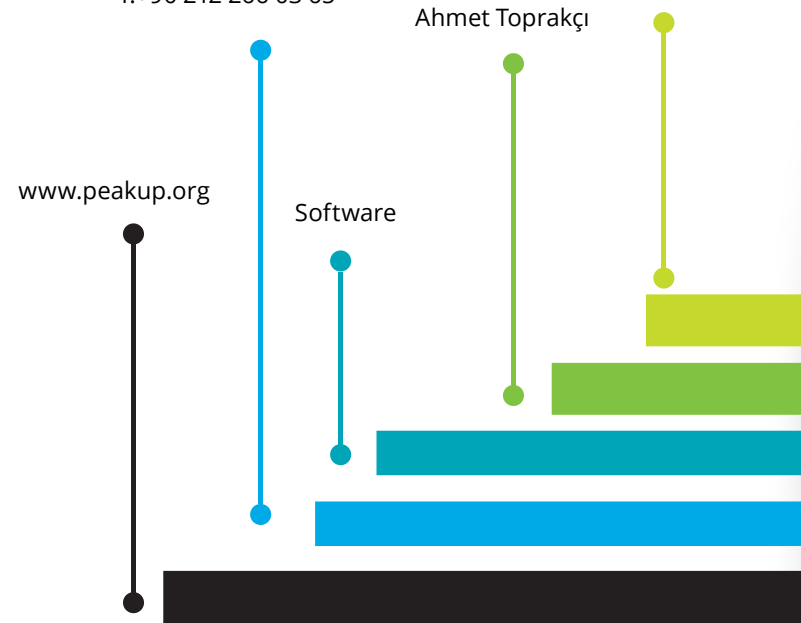
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1.176%

Ahmet Toprakçı

www.peakup.org

Software



Growth rate



CEO



Industry



Address & Telephone



Web address





1.068%

Hande Çilingir

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Software

www.useinsider.com

Growth rate

CEO

Industry

Address & Telephone

Web address

7. Insider

Accessible from a unified data engine, Insider enables marketers to leverage predictive segmentation and real-time personalization technologies to boost loyalty and digital growth. Insider is a technology company with offices in London, Moscow, Singapore, Dubai, Warsaw, Istanbul, Kuala Lumpur, Jakarta, Sydney, Seoul, Tokyo, Ho Chi Minh City and Bangkok. Insider was listed as one of the 100 Hottest Startups in 2016 by WIRED and won Red Herring Top 100 Europe in 2017.

Helping world's leading brands grow beyond the speed of customer expectations, Insider is trusted by over 300 businesses across various industries including Toyota, UNIQLO, Singapore Airlines, Media Markt, Lenovo, Ticketmaster, Newsweek, Air Arabia, New Balance, AVIS, BBVA, Fiat, Delivery Hero, Dominos, McDonalds, Avon and CNN.

Insider's AI-backed CX delivery platform brings together all technologies marketers need to deliver personalized experiences under a single, highly usable platform.

Insider's platform encompassing the Web Suite, Mobile Web Suite, Predictive Suite and Mobile App Suite, empowers marketers across industries to deliver individualized and consistent customer experiences across touchpoints, without depending on a team of data scientists and IT teams.

Powered by predictive modelling, machine learning and AI algorithms, Insider's platform collects, unifies and mines data, providing ready-to-use segments to marketers.

Insider's conversion optimization and acquisition suite, Predictive Ad Audiences, brings a new approach to digital marketing, changing the way marketers work. It takes everything beyond conversion optimization and helps marketers increase ad spend efficiency by pushing predictive segments into 3rd party ad channels.

8. oBilet

oBilet is the leading online marketplace for intercity bus and flight tickets. The company was established by two industrial engineering students in 2012. The aim of oBilet is to gather all of the travel alternatives for the users so one can easily choose the best suitable trip for herself. oBilet started its journey as a domestic bus ticket provider. Later, the company has expanded its vision and been transformed to a platform for both domestic and international tickets, with the improvement of flight ticket section. Now, one can reach domestic and international tickets of hundreds of bus firms and airlines in thousands of routes.

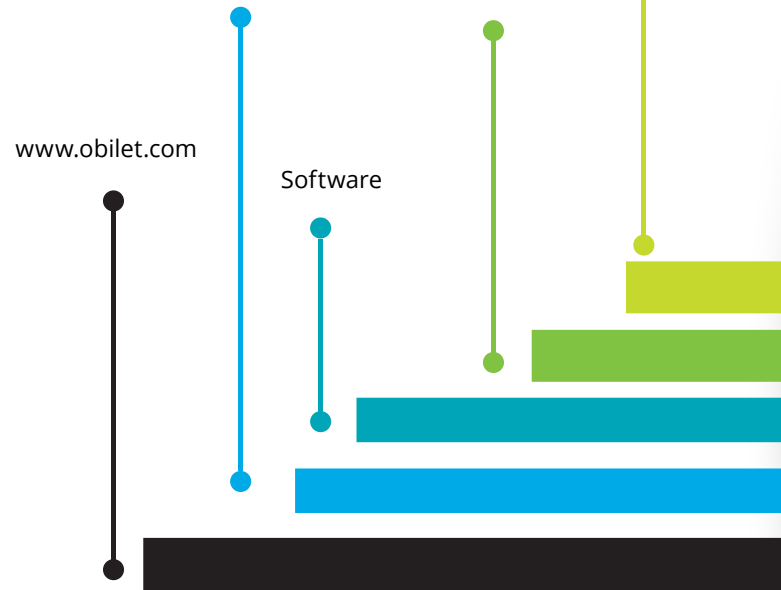
One of the key features of oBilet is providing users with a fast and handy interface so users experience secure, easy and quick purchasing process. In order to secure the payment process, high tech SSL protocols are used. Further, the company tries to reduce problems that users may encounter during the travel. For example, the information of which side of the bus to be exposed to sunlight is being provided to users with the help of sunlight calculators. oBilet is aware of people with different devices have distinct realities, so in order to satisfy various needs, oBilet has created four exclusive online platforms, namely, desktop website, mobile website, iOS and Android app. For the optimization of user experience, all of these platforms have different coding structure and design. It should be noted that mobile apps of oBilet were awarded as one of the best travel apps in Europe by MasterCard.

obilet.com

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1.041%

Yiğit Gürocak



Growth rate



CEO



Industry



Address &
Telephone



Web address



TRIO MOBIL

868%

Mustafa Nevzat Ataklı

Software

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www.triomobil.com

9. TrioMobil

Trio Mobil was founded in 2011 with a team of 90 people specialized in electronics and software technologies with the objective of producing vehicle tracking systems and internet of things (IoT) technologies. As of 2017, customer portfolio has grown to 6.000 and over 90.000 devices are being tracked. Trio Mobil achieved to be an essential service provider in Turkey with 100% growth rate on average each year also partners with leading GSM operators in Turkey. Development of all hardware and software is being carried out in-house by its engineering team. These R&D efforts are also being supported by Scientific and Technological Research Council of Turkey. Company's head-office is in Kartal, Istanbul and being represented in all 81 provinces of Turkey with regional offices and widespread dealer network. Independent surveys points Trio Mobil as one of the pioneers in the industry. Trio Mobil's products and services is certified with international ISO 9001, ISO 14001 and ISO 27001 quality certifications.



Growth rate



CEO



Industry



Address &
Telephone



Web address

10. RKSOFT - MapCodeX

RKSOFT Engineering Computer Programming Limited Company is an information technology company founded in 2009. RKSOFT built its team by gathering experienced experts together, who took part on major GIS projects developed both in Turkey and abroad. Our mission is designing GIS software to supply needs of users by using qualified workforce and bring our know-how into use at both national and international level. Our vision is developing need-based, practical solutions using GIS technology for private/public enterprises with an understanding of their challenges and opportunities, and work together towards viable solutions. Since its foundation, RKSOFT has delivered several sophisticated GIS projects to be implemented at national and local scales. Today, the number of users benefit from our applications reached 6000 throughout Turkey. Our company proved the importance given to the domestic capital, information security, software quality and international validity of its products by certificates it received.

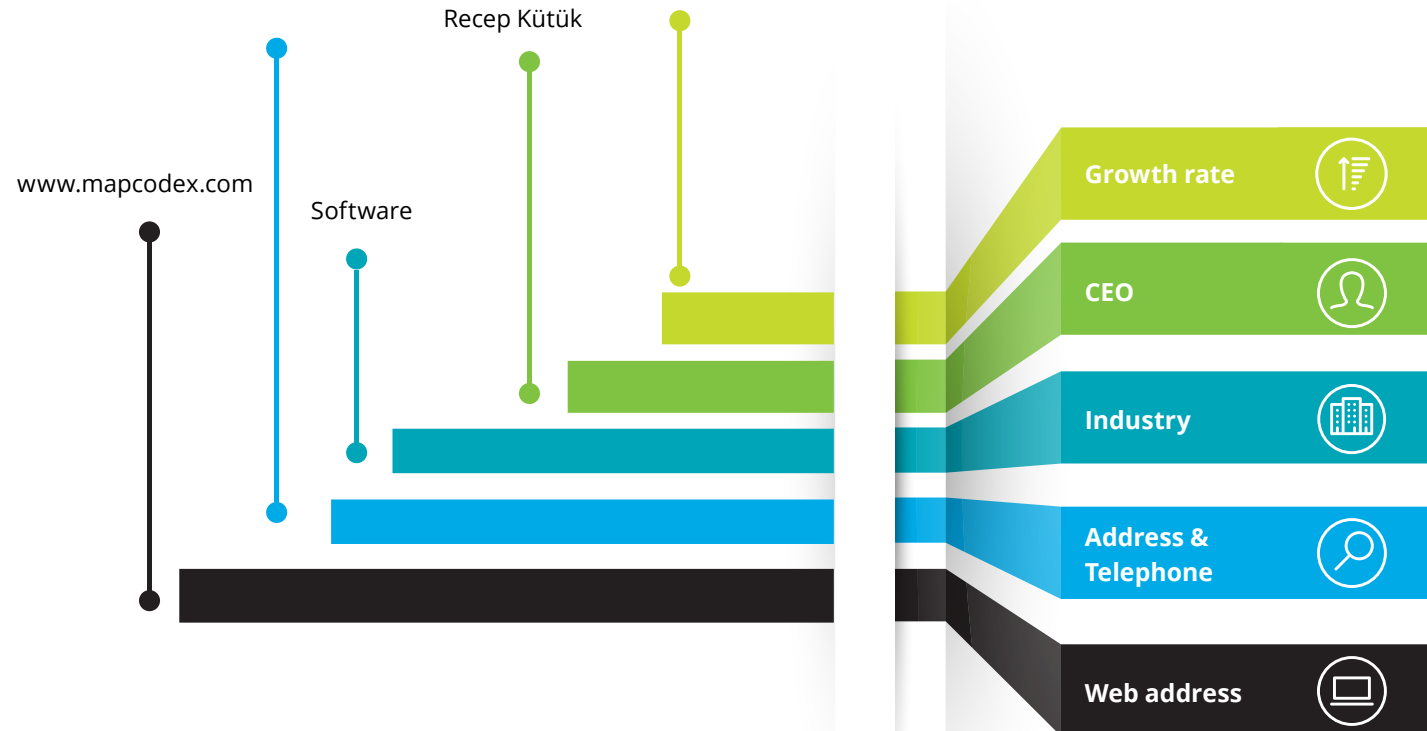
RKSOFT works in the fields of spatial decision support, geographic infrastructure and GIS projects. MapCodeX is our main product that:

- Enables users to collect, store, process and present any kind of spatial and non-spatial data.
- Allows working together in different databases and enables simultaneous data editing to multiple users.
- Delivers CAD and GIS capabilities to all types of computers, including Desktop, Servers, Mobile devices on same platforms.
- Publishes geographical data at high speed and low bandwidth.
- Allows to manage and visualize data with its advanced editing, query and analyzing tools.
- Can be customized according to the customers' needs and demands.



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763%



Technology Fast 50 Turkey 2017 Winners' Profiles*

*Winner companies excluding top 10, listed alphabetically.



acm

Software



Tolga Kombak



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İstanbul, Turkey

www.acm-software.com

acm ▶

ACM is a technology company that provides end-to-end, on-demand agility solutions to increase the productivity and efficiency of organizations. As a regional market leader in the Agile space and having the largest number of consultants and customer base, ACM provides support to its clients which are operating in various industries such as; telco, finance, insurance, energy, retail, defense, and technology. ACM, with its unique ORANGILIS Agile project management tool and with its distinct and proven approach to Agile transformation, enhances value delivery streams in organizations and lead them to deliver ultimate customer experience. Since its foundation in 2017, ACM has had partnerships with most well-known Agile organizations in the world such as; Scrum.org and Agile Alliance. ACM also supports the Agile communities in Turkey and nearby regions by forming and being part of their voluntary duties. These Agile communities include Agile Turkey, Agile Greece, and Agile Middle East. Last but not the least, ACM provides support in engineering practices and DevOps to companies; enhancing their technical agility also.

ORANGILIS is an Agile project management tool that is developed by ACM to support Agile organizations. Orangilis has been awarded a grant by Turkish government as an innovative product in its category. The tool makes the entire Scrum process visible to organizations to manage the Scrum process easily for enhancing predictability, increasing accuracy of forecasting and making bottlenecks and risks more transparent. With Orangilis, ACM promises organizations an easier and more transparent Agile transformation journey.

anova

Hardware



Dr. Emre ÖZTÜRK



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ODTÜ Met Yerleşkesi Mustafa Kemal
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www.anova.com.tr

a n o v a

ANOVA was established in 2003 as an advanced engineering analyses company which over the years has evolved into a company offering a wider Engineering and Manufacturing, as well as supplying products including indigenous in house designed products and selling also world renowned soft wares. ANOVA provides products and services for various industries such as defense, automotive, white goods energy, construction and machine manufacturing from its Ankara, İstanbul, İzmir, Bursa and Konya offices along with the manufacturing facility in Ankara-Saraykent Industrial Zone.

Primary target of ANOVA is to help companies gain competitive advantage in international markets via offering Computer Aided Engineering services for product development and to provide the opportunity to design indigenous products, shorten design process, reduce design cost and enhance efficiency. Being one of the very few Elite Channel Partners of ANSYS, ANOVA is also ASELSAN's strategic partner in mechanical design; TEI's "A class" supplier; TAI's subcontractor with 5/5 performance grade; member of SASAD and NAFEMS.

aselsan

Hardware



Faik Eken



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No: 16 Ankara, Turkey

www.aselsan.com.tr

aselsan

ASELSAN, the leading defense company of Turkey, is a high technology, multi-product company that designs, develops and produces genuine products reflecting edge technologies to meet the requirements of Armed Forces and Public Security Entities.

ASELSAN provides its customers with high-tech system solutions for land, airborne, naval and aerospace applications in the fields of Modernization Solutions for All Platforms, Military Communications, Radar, Electronic Warfare, Electro-Optic, Navigation & Avionics, Weapon, C4ISR, Naval, Homeland Security and Traffic & Toll Collection Systems.

ASELSAN, with the firm belief that "a country's technological wealth is composed of the various technologies in its possession", allocates about 6% of its yearly turnover to R&D projects, which it finances through its own resources.

For the last 11 years, ASELSAN sustained its position in the world as being in the list of top 100 defense companies. Our objective is to become one of the top 50 companies in the world through the development of original and national opportunities and talents of the highest level. Being the main solution provider for the Turkish Armed Forces, ASELSAN also sustains its competitiveness in the international arena, with its export to 63 countries and active participation in NATO and other international joint research/development and production programs. ASELSAN has become one of the significant members of global defense industry in terms of revenue and technological advancements.

Bircom

Communications



Burçin Bircanoğlu



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Levent Kağıthane, İstanbul, Turkey

www.bircom.com

Bircom

Bircom, an 45 year old company in the telecommunication field, offers high quality communication solutions to companies of all sizes and domains. Being an one stop shop for corporate communication equipment, Bircom is the exclusive distributor of several global brands.

Being a supplier for the telecom operators since the telecom deregulation, Bircom provides them with on premise gateways, session border controllers, and field installation services. Beyond distribution, Bircom added values are localization, training, field installation support, centralized management and after sales support

Bircom is also a software development company with its in-house R&D department and offers innovative solutions with the perspective of fitting the needs of our market. The call accounting and billing software Callipso Analyzer has reached very important installed base among large enterprises since its launch.

BİTES

Software



Uğur Coşkun



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Ankara, Turkey



www.bites.com.tr

BİTES

BİTES is a Turkish multi-award winning company unique in Turkey and EMEA, producing the building blocks for 3D virtual maintenance trainer, computer based training, advanced software solutions and simulation technologies since 2001. We are committed behind the vision of 'innovative, specialist and technology-developer' and our innovative applications for defense sector can be ported to any platforms (PC, laptops and mobile devices). We currently provide solutions for defense sector and corporations.

With the blend of our technical and actual experience from past competitions, the professionals that make up BİTES team, take pride in utilizing their advanced industry-specific expertise and professional services network with their wide point of view. BİTES is committed to bringing added-value and excellence to each project through in-site services including value-engineering, planning, processing, start-up, technical and after sales logistic support. BİTES's experience and Research and Development lead to develop solutions at the highest level of technology.

Some of our main activity areas are as follows: Computer Based Training Systems, Mission Debriefing Systems, Virtual Database, 3D Modeling and Simulation Technologies, Virtual Maintenance Training System, Management Information System Software, Logistic System Software, Interactive Electronic Technical Manuals (IETM), Fleet Management Systems, Geographical Information Systems

BNTPRO

Communications



Bülent Morten



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Gürbüz Plaza No:16 Kat:1 34752
İçerenköy, Ataşehir, İstanbul, Turkey



www.bntpro.com

BNT PRO

BNTPRO, established in 2007, is running its activities in Turkey in the form of authorized education and support centers of companies such as Juniper Networks, F5 Networks, BlueCoat and PulseSecure. Besides the Istanbul and Ankara Offices, the company has contracted business partners in 8 different locations all over the country and together with them is providing project based services to Turkey and the other countries in the region. The BNTPRO staff is providing installation, training, technical support and consultancy services to companies and institutions concerning data networks and all related subjects.

BNTPRO's software team is developing software solutions intended to satisfy the data network infrastructure needs of the institutions and companies. SecTrail OTP, the "One Time Password-OTP" product, which can be integrated with all vendor independent remote access, network Access control systems and which can be individualized according to any of the client's needs, has been preferred by a lot of institutions and enterprises in our country. BNTPRO which has received many awards in its service field until now, was lately assigned in year 2016 by Juniper Networks for the award of South Region Partner of the Year.

Cardtek Hardware Solutions

Hardware



Turgut Güney



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Reşitpaşa Mah. Katar Cad. Teknokent
Arı 3 Sit. 4/103 Sarıyer, İstanbul, Turkey



www.cardtek.com



Cardtek Hardware Solutions was established in 2009 to provide innovative hardware solutions to the market. Specialized in POS Networking to offer high performance in transaction management and data transmission, Cardtek Hardware Solutions became one of the leading solution providers in the payment system industry.

The recently announced ManageATM solution is well accepted for remote management of ATM, Kiosk terminals and data centers. Collecting physical environment statistics in order to use in taking corrective and preventive actions, the system aims to decrease field support service and timing cost and increase availability and efficiency.

Cardtek Payment Processing Services

Software



Turgut Güney



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Turkey



www.cardtek.com



Cardtek Payment Processing Services, third party processing company of Cardtek, is a leading global provider of payment processing services for financial institutions, mobile payment and money transfer services for mobile network operators and issuer banks, public transportation services for municipalities, loyalty services for retail market. The critical role of acquiring ECR/POS transactions and routing the transactions to issuer banks and Ministry of Finance in real time, makes Cardtek Payment Processing Services a unique example worldwide.

Cardtek Payment Processing Services has received ISO, PCI DSS and MasterCard MSP certificates related to transaction processing information security, business sustainability, operation service management and disaster recovery.

ComPro

Hardware



Abdurrahman Keklik



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www.compro.com.tr



ComPro, founded in 1998, provides sales, technical consultancy, system integration and hardware/software solutions to its customers. ComPro keeps its main focus on expert services incorporating cloud services, mobility solutions, systems and storage management, high availability and clustering solutions, high speed data transfer, virtualization and consolidation.

As the first premier level IBM business partner in Turkey, ComPro works in close cooperation with IBM. It has been rewarded several global IBM awards such as the IBM Beacon and Choice Awards in recognition of its reference projects and expertise levels. ComPro also provides cloud services by white-labeling IBM Softlayer Cloud offerings under the name of CloudPro.

CRS Soft

Software



Özcan Değirmenci



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Yıldız Teknik Üniversitesi Teknoloji
Geliştirme Bölgesi B2 Blok No: 401
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www.crssoft.com



Crs Soft® is an international technology company that delivers high quality software solutions and services. Having experience in developing software with using state-of-the-industry technologies Crs Soft® puts its customer into a strong market position. As a provider of niche solutions and services to ISVs and enterprises who develop their own software product, Crs Soft® help companies to take advantage of the digital transformation, moving services to the cloud, where the vision has no limits for scaling. By gaining valuable experiences, Crs Soft® has become a great partner for Cloud, Web Application Development or Framework Development. Beside these software services, Crs Soft® provides e-Transformations Services with e-dünya® brand as one of the leader integrator of Turkish e-transformations sector. e-dünya® includes services such as e-Invoice service provision, e-Invoice archival, e-Archive, e-Ledger and e-ticket which are regulated by Turkish Revenue Authority.

Crs Soft® is a company who focused on contributing its expertise to some of the most outstanding visions, projects and challenges of its clients. Aiming for the future vision, it continues its work on research of subjects that will drive the future of technology such as Quantum Computing Algorithms, Cryptography Algorithms, Big Data Processing, IOT and M2M.

Detaysoft

Software



Alkin Aksoy



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www.detaysoft.com



Detaysoft was founded in 1999, has managed to become one of Turkey's largest IT companies with its 350 workers. The company is one of the group 1 consulting firm in the IT field within the scope of Turquality support program.

Detaysoft offers range of solutions and services in wide area such as application development, ERP solutions, analytics, cloud, mobility, outsourcing and consultancy. Detaysoft has started R&D operations in Sivas Teknokent long ago and the company is in R&D center status certified by government. Beyond those solutions and services, the company has added solutions which were developed considering the needs of the market in its own R&D center to its portfolio. Galepress, B-Net, e-transformation solutions, market intelligence, password manager, B-Pack and QuIK Pack are some of the solutions which has developed by Detaysoft.

The company won many awards such as "Best Cloud Transformation Methods" and "Best Industrial Solutions" awards on Euro Cloud Award 2016 platform, "SAP Quality Awards" for several times, "Best HR & Analytics Projects of the Year", "Best Business Transformation Project of the Year."

Doğuş Teknoloji

Software



İlker Kuruöz



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No:45/D Şekerpinar, Kocaeli, Turkey

www.d-teknoloji.com.tr



Doğuş Teknoloji began its activities as a part of the Doğuş Group companies in 2012. Doğuş Teknoloji works in a huge variety of areas of IT infrastructures, adapting systems and software products, creating and maintaining products. Doğuş Teknoloji creates products that answer to actual demands, and that reflect strong technological and operational experience, and sectorial expertise. The Company offers effective project management services, and it reviews and continuously improves its methodologies to deliver the best on-time, as-promised solutions, thereby maintaining the highest level of quality and customer satisfaction. With the principles of perfection and dependability Doğuş Teknoloji is able to expand its portfolio.

The main areas of Doğuş Teknoloji's expertise include designing software and information systems, requests for the analysis of business requirements (i.e.; business process automation, security, etc.), development, installation, updating, maintenance, error fixing and integration of projects into these systems, maintaining security, monitoring performance and reporting abnormalities, consultancy services, and managing all of all these processes.

Dreams&Bytes

Software



Erencan Evren



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Altunizade Mah. Kuşbakışı Cad. No:7
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İstanbul, Turkey



www.dreamsandbytes.com



Dreams&Bytes is a fullservice digital agency founded in January 2000. The company believes in the power of combining art and technology. And it also collaborates closely with clients on all stages of the process from strategic planning, through UI/UX design and development, to the launch and support of web and mobile experiences.

The company is a Microsoft Silver Partner in Application Development and has technology at its core. Dreams&Bytes' interdisciplinary team of designers, software engineers, and product specialists have won numerous awards in competitions, including Davey Awards, Best Business Awards, Altın Örümcek, IMA and the iNOVA Awards.

Dreams&Bytes has created interactive experiences for national and multinational companies. The services Dreams&Bytes provides are; Multi-Platform UX/UI Design & Development, Enterprise Level Web Sites & Portals, Mobile Application Development (iOS, Android, Win8), Intranets (MS SharePoint), Ecommerce and Digital Agency Services (Update & Maintenance).

E-GÜVEN

Communications



Can Orhun



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Değirmen Sk. Nida Kule İş Merkezi
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www.e-guven.com



E-GÜVEN, is incorporated by Turkey Informatics Foundation in November 2003, with a vision of to be a milestone and develop the necessary information security infrastructure in Turkey. E-GÜVEN, as the first "Electronic Certificate Service Provider", has been performing its activities within the scope of Electronic Signature Law under the supervision of IT and Communication Authority, since it has been legally authorized. E-GÜVEN develops key projects in the areas of electronic signature and mobile electronic signature to help governments, organizations and individuals carry on their business and data exchange in a secure environment.

Today everything is going digital. E-GÜVEN's aim is to penetrate more space with E-GÜVEN's technological infrastructure for individuals, society and organizations with E-GÜVEN's know-how. E-GÜVEN means more digital business solutions, less time wasted, more me-time, less trees felled, and more oxygen. We're working to pioneer a new era and to make a greener place of our world. We put ourselves in our customers' shoes when we design our projects. We make time for thinking innovatively and keeping track of what's going on in the world. We regard it as one of our vital duties to develop the technology that's available to us to respond to the requirements of our day and age.

ETA Elektronik Tasarım

Hardware



Hürsel Kendir



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ODTÜ İkizleri B-blok ODTÜ
Teknokent, Ankara, Turkey

www.etaint.com



ETA Elektronik Tasarım is an SME with 25 employees located at ODTÜ Teknokent, Ankara.

ETA has been a trusted partner and a respected supplier of state of the art products and high quality services for the defense market since 1984.

Activities include realtime embedded software development, electronic design and manufacturing of rugged assemblies and equipment. Some of the products are Radar and Sonar Operator Training Simulators, Laser Marksmanship Training Simulators, Data Communication and Interface Units for Inertial Navigation Systems, Rate Gyro Sensors, rugged antennas, low power brushless motor driver units, etc.

Customers include local defense contractors like Aselsan, Havelsan and Roketsan, as well as international technology companies like L3 Technologies.

Formalitech

Software



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www.formalitech.com



Formalis has been founded at the end of 2006 with an idea of developing an unified SaaS platform for omnichannel communication and process management to be used by companies in the field of customer service management.

Developing SaaS product for unified customer service management, not for only ticketing of small companies but also for omnichannel communication and process management of enterprises.

Mi4biz provides tools and utilities for all requirements of end to end process and customer services management. Mi4biz is an enterprise solution but is still in SaaS and still easy to customize, integrate and operate.

Since 2009, Mi4biz has been used as a unique "unified" solution for unfragmented customer experience by more than 80,000 users in more than 200 institutions in almost all sectors.

Hesapkurdu.com

Software 



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www.hesapkurdu.com



Hesapkurdu.com is the leading online personal finance aggregator in Turkey. Our mission is to empower consumers through bringing transparency to personal finance. We work with most of the major banks and insurance companies in Turkey and compare their financial product offering for consumers in an easily understandable format.

The mobile and web based integrated systems we co-develop with our banking and insurance providers power the backbone of our B2C offering. We develop proprietary algorithms matching consumers and providers and utilize data mining methods to better understand and serve our customers.

Hitit Computer Sevices

Software 



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www.hititcs.com



Hitit Computer Sevices is a provider of new generation airline and travel it solutions and services. Hitit has been named one of the Top 5 PSS providers in 2015. Hitit currently serves 22 airline companies and travel clients with over 55 million yearly passengers across Europe, Africa and Asia. Besides, over 70.000 travel agencies use the company's distribution system and more than 50 billion flight queries are processed each year.

Hitit is the main company behind Crane FF (Frequently Flyer), one of the first purpose-built loyalty solutions for aviation. Under Hitit's guidance, Crane FF has grown to be the most widely used airline loyalty system across the world before being successfully auctioned off in 2012. Hitit has also been developing core airline solutions since 2003 and currently offers a comprehensive airline management suite under the Crane brand.

Hitit's Airline Travel IT Solution's Brand "Crane" offers a comprehensive suite that covers the entire operational life-circle, starting from schedule and crew planning through core passenger service and ground-handling needs all the way to industrial-standard accounting and reporting tools. Crane also offers complementing solutions such as best-in-class embedded loyalty and customer management and multiple sales and distribution channels. Specialized offerings for non-air transport companies round up the Crane product portfolio as a complete Airline & Travel IT Solutions.

Ideasoft

Software



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ideasoft®

Ideasoft, founded in 2005 by Seyhun R. Özkara, Fatih Çalışkan and Kerem Kaya, is a leading e-commerce software provider in Turkey. Ideasoft E-commerce Software Platform is used by individuals and businesses. More than 7500 users utilized Ideasoft E-commerce Software Platform to sell their products and services online. Ideasoft E-commerce Software Platform is complemented by e-commerce consultancy, designs and training / support services to clients. Ideasoft delivers exceptional customer service with the help of in-house developed IdeaCRM. Ideasoft designs and develops all software architecture with its in-house R&D team.

Innova

Software



Aydın Ersöz



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www.innova.com.tr

innova

Innova IT Solutions A.S. is one of Turkey's leading IT solutions firms, with a team of 1211 professionals with experience of working with a wide range of technologies. Since 1999, Innova has been providing platform-free solutions to the public sector and private companies, particularly those operating in the telecommunications, finance, manufacturing and service sectors. It has exported its solutions to 37 countries in four continents, and adheres fully to the standards of the ISO 9001:2000 certification. Innova offers a full range of SAP solutions and Innova's activities include the provision of telecommunications industry software, ERP, CRM, BI applications, portals, custom software, information technology management systems, security solutions and kiosk systems. In 2007, Innova joined the Turk Telekom group of companies.

intertech

Software 



Ömer Uyar



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www.intertech.com.tr



Having over 30 years of experience, Intertech provides its clients with information technology services designed in-house in order to meet all requirements of the finance sector. Intertech develops effective solutions constructed on banking knowledge and experience.

Intertech's 100+ products created by more than 1000 experts are used at over 40 financial institutions in 10 different countries in Europe and MEA region, and Turkey being in the first place. Additionally, Intertech ranks in Gartner Vendor List as of April, 2013. All products and services that a financial institution may require can be solely provided by Intertech. As a strategic solution partner of Microsoft, Intertech has built its enhanced inter-Vision integrated banking platform on Microsoft-based technologies such as .NET and Microsoft SQL Server.

inter-Vision platform has been developed with Agile Project Management approach by focusing on ITIL and COBIT compatibility. In this platform, products that in the main groups of "core banking and financial applications", "customer relationship management", "business processes management", "business intelligence" and "distribution channels" are both modular and fully integrated with each other.

inveon

Software 



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5.Gazeteciler Sitesi 2. Söлтаş Evleri
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www.inveon.com.tr



Since 2006, Inveon is delivering B2B and B2C e-commerce infrastructure software, m-commerce applications and digital marketing performance services. Inveon developed 'inCommerce: the digital commerce software platform' and 'Mobular: m-commerce application platform' in its official R&D center in İstanbul. Inveon also created GrowthLab solution which enhances digital operations in user experience, business development, digital marketing management and strategic growth management. Inveon products and solutions are preferred over more than 50 of Turkey's top 200 digital retail operations.

Since 2009, Inveon solutions have played a leading role in the digitalization of the retail industry. Today, Inveon's customers are in a wide range of sectors including retail, FMCG, real estate and transportation. An increasing part of Inveon's revenue generated by global customers from USA, Russia, Israel, UAE, Romania, Italy and Morocco.

Kardelen Yazılım

Software



Bahri Önal



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Founded in 2001, Kardelen Yazılım is a technology company serving as the manufacturer of Turkey's most important Health Information Systems.

In addition, Kardelen Yazılım offers solutions in business tracking and software management systems through Karmed Ticket and asset management systems through Karmed Asset Management.

The vision of Kardelen Yazılım is to "be the pioneer in Health Informatics." With this vision and in the light of technological advances and customer requirements, Karmed Health Information Management Systems are fruits of in-depth know-how generated by looking out for the needs of Health Informatics and Health Systems. This is a modular information management system with content involving every stage of a health system and a variety of processes accompanied by know-how to appeal to health information users on various information levels.

Kron Telekomünikasyon Hizmetleri

Software



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Krontech

Kron has been providing high-tech solutions to meet requirements of telecommunication operators, service providers and large businesses since its establishment in 2007. Kron markets its products and services to the entire world by adopting innovative approaches towards infrastructure, business and security problems for the new markets that are spawned by the Internet-now the world's most effective technological transformation platform.

As a high-tech company, Kron's flat organizational structure consists of esteemed and knowledgeable engineers and researchers sharing the values of the company including team spirit, innovation, curiosity, communication, passion, judgement, impact, courage, sincerity and anti-discrimination. The company has set human resource as its strategic priority in developing next-generation technologies and carries out successful projects in a liberal environment.

Kron is striving to hit a perfect balance among speed, reliability, flexibility and robustness in its operations. To achieve this and to develop high-tech industrial solutions, the company continuously renews and develops its staff, who are responsible for delivering in-depth and cross-sectional analyses through mutual consideration of innovation and market realities.

Labris Networks

Communications



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www.labrisnetworks.com



Founded in 2002 and headquartered in Ankara and offices at Warsaw, Jakarta and Istanbul, Labris Networks specializes in DDoS protection and mitigation, Unified Threat Management, Centralized Management, and regulatory compliances. Labris Networks helps enterprises safeguard themselves from DDoS threats, malware, ransomware and other advanced threats. Labris Networks capabilities include Next-Generation Firewall, L7 DDoS Mitigation, UTM, Lawful Interception, Hotspot, Monitoring, Reporting product lines and SOC, CERT, CSS services. The company caters products and services to different industry verticals which include military, financial services, ecommerce, healthcare, education, government, tourism, IT & Telecom and others. The company has a diversified clientele across geographic regions such as Eastern Europe, EMEA and APAC.

Labris with its worldwide partners is committed to the highest levels of customer satisfaction and loyalty, providing the best after-sales support through the multilingual Security Operations Center. Having operations in a rapidly growing global network of more than 20 countries, Labris products protect enterprises, brands, government entities, service providers and mission-critical infrastructures.

Logsign

Software



Veysel Ataytür



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www.logsign.com



Discussing SIEM solutions and realizing that alternatives were complex to deploy and use and also high priced for the market, we initiated the development of a solution with a better price/ performance ratio and believed that we could get it right and on time. As a consequence Logsign was born in 2010.

Today Logsign is a full-feature, all-in-one SIEM solution unifying Security Intelligence, Log Management and Compliance applied in various industries. Smartly designed NoSQL and HDFS embedded architecture enables effective storage, clustering and fast access to both stored and live data. Logsign is vertically and horizontally scalable. Easy to deploy within a week, its user-friendly platform backed up by a diligent technical support team provides customers with a reliable solution and one of the highest ROI in today's SIEM market.

As for today Logsign helps more than 400 companies (both private and public) as their Security Intelligence solution provider.

MagiClick Digital

Software



Murat Kalaora



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www.MagiClick.com



MagiClick is a leading provider of multi-platform UX/UI design & technology capabilities helping businesses create great digital services.

MagiClick's key offerings are; Multi-Platform UX/UI Design & Development, Enterprise Level Web Sites, Portals & Mobile Applications, Direct Banking/ Trading Solutions, Intranets & Extranets, Content Management Systems, E-Commerce Systems, Behavioral Targeting, Gamification, Paid Search Optimization (SEM), Search Engine Optimization (SEO).

Mechsoft

Software



C. Gürkan Erdoğan



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www.mechsoft.com.tr



MechSoft is one of the well known software solution provider/digitizing companies in Turkey. MechSoft has completed hundreds of national and international projects very successfully and shown as one of the fastest growing IT companies. MechSoft is partnering with international software companies that are leader in their areas and make his customers work more efficiently, cost effectively and competitively in their business.

MechSoft is supporting his customers in their digitalization journey. Our solutions include, document management, business process management, quality management, CRM, marketing automation, social collaboration and IT performance management. In these areas, MechSoft is serving hundreds of customers in various sectors such as finance, insurance, telecom, e-commerce, education, government, municipality, construction, etc.

MechSoft continues his growth with the trust and energy getting from his customers and aims to be the "Trusted IT Advisor" for his customers during their digitalization journey.

Mobven

Software



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www.mobven.com

MOBVEN



Mobven is mobile technology company founded in 2012 and has 2 main activities:

- Enterprise Solution Development
- Mobile Product Development

Enterprise Solution Development is the activity that provides Mobile Strategy Consulting and turnkey solutions to businesses big & small. Among our customers, we can count Is Bank, Citibank, ING Bank, Fibabanka, Denizbank, THY, Pegasus, Hurriyet and others.

Mobile Product Development is the activity where we initiate a new mobile product idea and invest with our own resources or find strategic partners and develop products jointly. The goal is to penetrate to different markets, increase our knowledge in these markets and create sustainable revenue streams for the future. Mobven product portfolio includes mPayment, mSaving, mLending, mCollect and Momentum solutions.

Morten

Communications



Bülent Morten



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www.morten.com.tr



With 16 years of experience, Morten/BT Egitim, is now among the “bests of the world”. From learning to software, installation to support services there is a trusted IT company in Turkey.

Cisco Learning Partner of the Year 2016 – Indirect Award winner, Morten/BT Egitim established in 2001. The Company is well-known for its problem solving skills including software development, highest-quality trainings, expertise, and has remarkable achievements in major Cisco training projects throughout Turkey and EMEA region. Such as the Company develops tailor-made software solutions for IP telephony systems that are commonly used by both governmental and commercial institutions. Morten serves more than 60% of the government agencies, and almost 70% of the Top 500 commercial organizations in Turkey.

Along with Cisco, Morten is also the Authorized Learning Partner of ZOOM CallRec, Jabra, Ekahau, Microsoft and F5 Networks. In addition to software development, certified trainings and courses, Morten/BT Egitim also provides consultancy, technical support and pre-post sales services.

P.I. Works

Communications



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www.piworks.net

P.I. WORKS
PERFORMANCE IMPROVEMENT

uSON (Unified Self Organizing Networks) is the inhouse developed, proprietary software platform that delivers mobile network planning, management and optimization capabilities to mobile operators. The platform enables operators to improve mobile user experience and lower network management costs by automating the process of detecting network problems and fixing them in a continuous loop. It also provides built-in performance management, configuration management, location based subscriber data visualization and network planning capabilities.

uSON lays the foundation of P.I. Works services. It is heavily used in managed services projects and use of automation in mobile network management and optimization leads to superior subscriber quality, improved operational efficiency and lower network management cost. The platform has been deployed in Tier-1 operators in Americas, EMEA and APAC, delivering proven value to mobile operators worldwide.

Pixelplus

Communications



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www.pixelplus.net

pixelplus
interactive

Pixelplus, established in 2000, is a digital marketing agency, constantly expanding its portfolio by providing a full range of digital marketing services to the leading companies in the sector. Pixelplus is also Deloitte Technology 2012 and 2013 Fast 50 and EMEA Fast 500 winner.

Our fundamental policy is to use digital channels fully and coherently created with the power and experience we have gained during 17 years, in an accurate, creative and efficient way. We serve in all areas of digital marketing with our own team consisting of almost 80 people in the project management, web design and software application development, strategy and social media departments.

RDC Partner

Software



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www.rdc.com.tr



RDC is an information technologies Group that creates innovative ideas, transforms them into integration and provides best quality solutions with its highly experienced team in enterprise IT industry.

The company has been founded by industry experts who have been in the IT industry for more than a decade. The experts of RDC have played important roles in many of the Telecom Operators and Banks especially in their largest IT projects.

RDC offers variety of services in OSS and BSS domains, as well as delivering System Integration/Development projects across the whole IT Telecom domain. RDC follows Project/Program Methodology compatible with international standards for delivering projects, software systems and solution.

ReklamStore

Software



Şencan Özen



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www.reklamstore.com



ReklamStore

ReklamStore is the leading digital advertising platform that offers data-centric performance solutions for advertisers and publishers.

ReklamStore provides online advertising solutions for advertisers to target the right audience with the right ad model by analyzing users' demographics, interest and behaviour according to their web browsing history. By this way, advertisers can easily execute effective and efficient online marketing strategies to reach their targets.

ReklamStore's expert team and technology help advertisers, agencies and publishers to reach their targets and increase their brand awareness with performance based solutions. Celebrating its 10th anniversary, ReklamStore also has R&D Center Certificate given by the Ministry of Science, Industry and Technology of Turkey. It has significant existence in global ad tech market with its offices in Israel and UAE and exports the technologies it develops to almost all of the continents such as America, Middle East, Asia and Europe.

RND

Software



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RND is the leading company in Turkey which provides not only software, design and hardware services but also fully integrated ecommerce solutions for our customers. We pride ourselves on working with some of the best global companies in Turkey. We act as a partner and value the relationships we hold with all our customers. Since 2003, RND has built a trustable reputation for delivering first class solutions to business.

RND e-commerce system is an integrated solution, which is developed to use right marketing methods for your products. The purchased service is our know-how. Most suitable targets will be defined for your brand by a team who are experts in Internet marketing. Services provided under "e-Commerce Outsourcing" are: infrastructure and hardware, software and design, security, Bank Pos integration, Logistics Infrastructure and Call Center.

We are now working with 70 team members; the staff involves Software Engineers, Art Directors, Graphic Designers, Sales and Marketing Directors, Customer Services, Website Directors and IT Support Specialists.

Robotistan

Hardware



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www.robotistan.com

robotistan.com 

Robotistan was founded in 2011 by 5 university students in İstanbul. The company has focused on supplying robotics and electronics materials, and providing research & development and engineering activities. Robotistan.com, which is the market leader in Turkey, supplies more than 4000 SKUs to developers and makers from stock in a short time. Robotistan works on hardware solutions with leading expert engineer crew.

The company, especially, deals with the area about IoT and robotics. In addition to this, development tools (boards) are produced for makers. The first and foremost, the company aims to carry its local success in e-commerce and hardware designing to global market. For this reason, the company has started to export self-developed products in 2016 and e-commerce services will also cover all over the world within this year.

Simsoft

Software



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Simsoft was established in 2006 as a research and development company at METU Technopolis and showed remarkable progress in 10 years. It is awarded as one of the fastest-growing 100 companies in Turkey and also one of the 15 so-called “star” companies operate in METU’s Technopolis. It currently has ISO-9001:2008 and CMMI Level 3 certificates, meaning that its software development processes are in compliance with global standards.

The core expertise of the company is modeling and simulation systems, as well as platform management software, test simulators, computer-based training and serious games. In terms of platform management software, Simsoft is involved in areas such as mission planning, combat management, command control, data link, embedded software, and test simulators.

Recently, inline with its steady growth, Simsoft has restructured the operation under four main groups as Simulators, Defence and Aerospace Systems, Visual Systems Group and Gaming and Simulation.

SMG

Software



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www.smg.com.tr



SMG provides close circuit legal music, announce and advertising broadcasts in public places in Turkey since 2009. We offer a unique customer experience with our own software and expert team in shopping malls, retail stores, hotels, restaurants, transportation and medical centers.

As a leader in our segment, we ensure that the companies make a connection with their customers by providing them an unforgettable experience with music, music on hold, integrated audio – visual and digital signage solutions. All these broadcasts can be made by our own software and the companies’ own computers or SMG music-box.

The music broadcast software which is developed by SMG, installs to the computer in the store. If there isn’t a computer in the store, the broadcast can be made by SMG music-box. SMG downloads all the data to the player via internet and all the data is stored inside that player. The internet is only used for data exchange and checking if the computer is online/offline.

Tektronik

Software



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TEKTRONİK

Tektronik is targeting Defense & Aviation, Telecommunications, Industrial, Automotive and Medical sectors. Tektronik has 23 years of expertise in Embedded Systems design and integration. Tektronik Ltd. was founded in 1994 concentrating in Test and Measurement solutions, gradually shifting center of business in embedded solutions, systems integration, distribution and transformed to an Incorporation in 2016.

Tektronik Engineering and Trade Inc., headquartered in Ankara, Turkey; operates through Cyberpark technology development zone, represents and distributes world's leading cutting edge embedded electronic hardware and embedded systems design and development software in Turkey and Middle East; offers embedded system design, implementation, integration services as a turnkey system, or as subcontracting to its customers.

Tektronik's offerings and solutions contributed many indigenous defense electronics, naval and aviation projects in Turkey, ranging from signal intelligence to UAVs to mission computers. Tektronik develops its own solutions for IoT around gateways, also in-car solutions for light rail systems.

Turkcell Ödeme ve Elektronik Para Hizmetleri

Communications



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Paycell is a new mobile payment platform established by Turkcell providing customers payment solutions supporting both e-commerce and in-store and bill payments. It serves new-generation solutions for traditional transactions in a wide range meaning you can buy a song on iTunes via Mobile Payment (DCB) or gas from a station without having to leave your car. Being operator independent all payments through Paycell requests only one thing; your mobile number.

Paycell aims to integrate unbanked population to the registered economy with its simple and functional payment solutions, namely; Digital Money, Paycell Turkcell Mobile Payment (DCB) and Paycell Card. Paycell has a vision of creating a cashless society covering wide range of consumer profiles from unbanked to digital with enhanced product & service portfolio and large merchant network. Paycell has already started partnerships with global players like Google and Apple; on the other hand, aiming to provide these products and services outside of Turkish market.



Deloitte Technology Fast 50 Turkey 2017 CEO Survey

Introduction

Deloitte Technology Fast 50 Turkey 2017 CEO Survey is based on the responses received from the CEOs of the fastest growing technology companies that are ranked in Technology Fast 50 Turkey 2017 Program.

The survey aims to understand how Turkish CEOs feel about the economy as well as their companies' future, the types of operational, financial and personal challenges they face, the drivers of growth and the biggest threats in the technology sector, and markets and industries that provide opportunities for growth.

Responses to some questions are compared to previous years' survey results, in order to see how Turkish CEOs' perspectives on growth, challenges and expectations have changed over years.

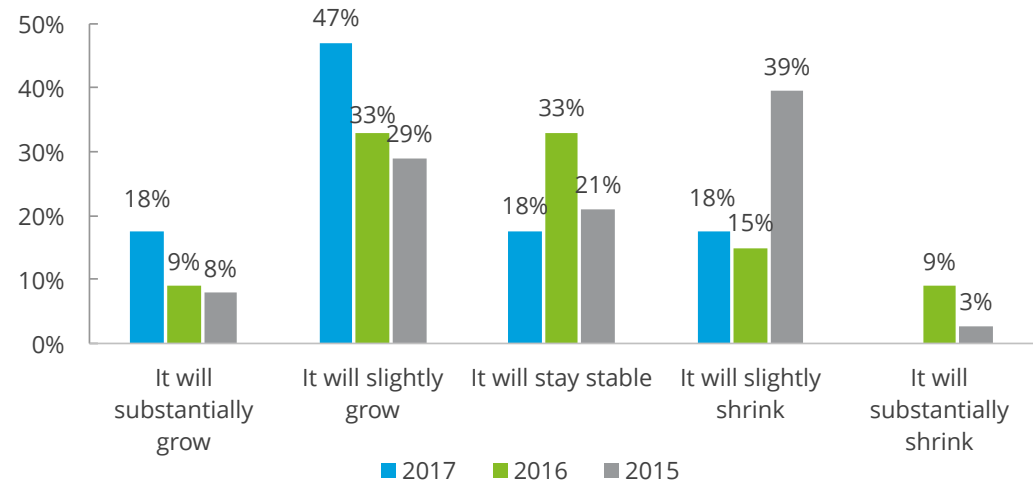
We hope that the Deloitte Technology Fast 50 CEO Survey provides valuable insights into the issues that today's leading Technology CEOs cope with in driving the industry forward in 2017 and beyond.

The growth expectations of the CEOs outperform the shrinkage or stability expectations. While substantial growth and slight growth expectations are 18% and 46% respectively, stability and slight shrinkage are 18% each this year. These percentages were 37% and 63% last year respectively.

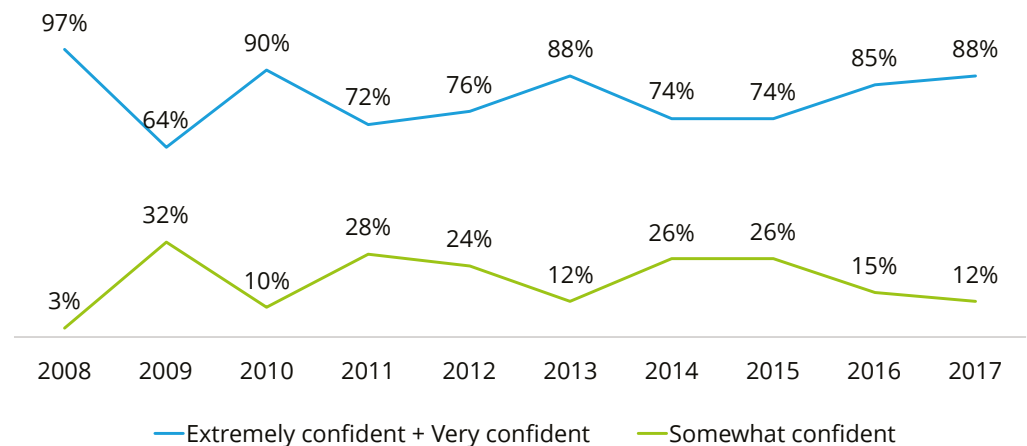
Although not as high as the previous year's increase, CEOs' confidence about their companies' growth increased by 3 percentage points.

Growth Expectations

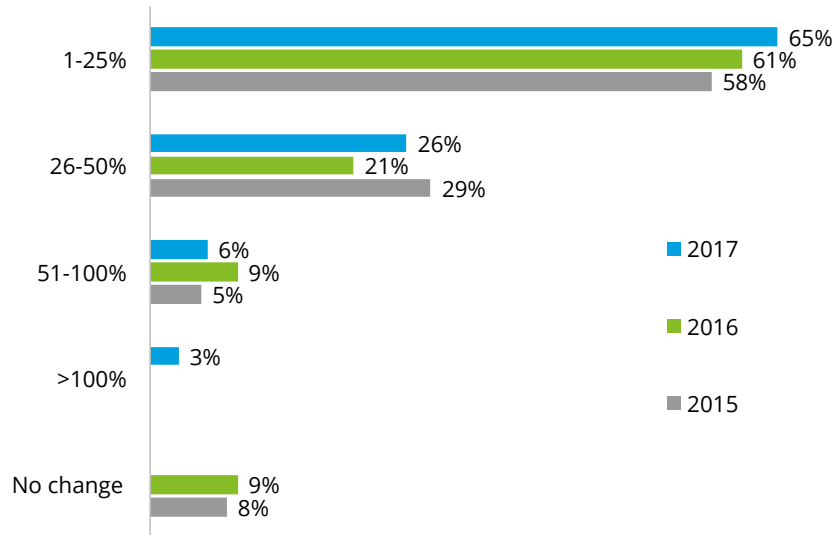
Q1 - What are your expectations with regards to the economy over the next 12 months?



Q2 - How confident are you that your company will sustain its high level of growth over the next 12 months?

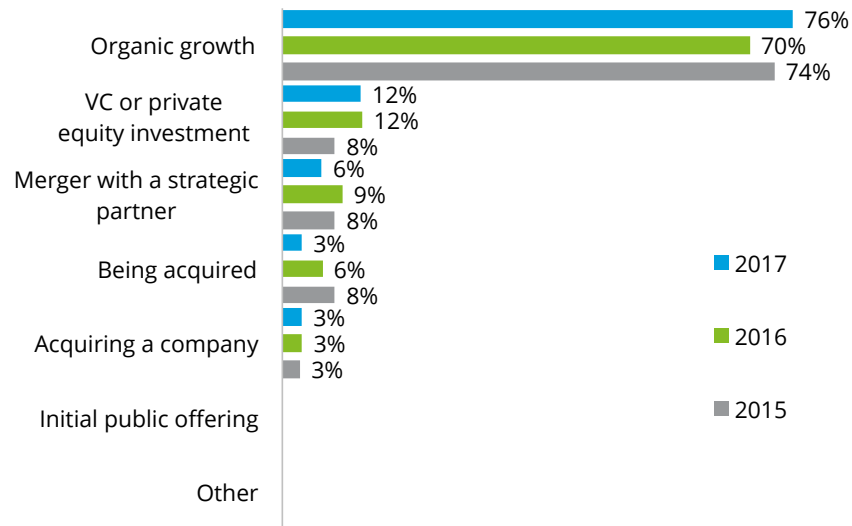


Q3 - How much will your workforce grow in the next 12 months?



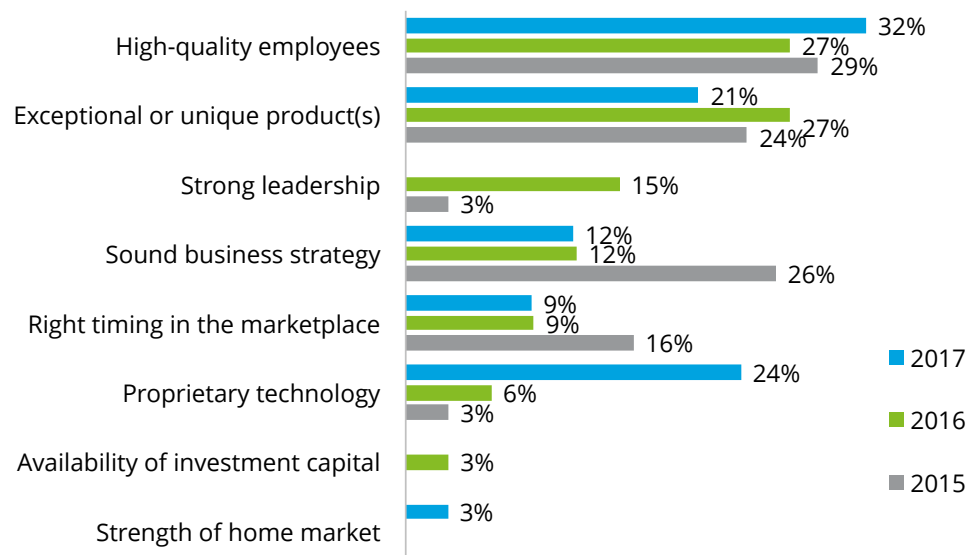
This year's overall workforce growth figures are more positive than last year's figures. As none of the respondents has chosen "no change" option.

Q4 - What do you consider the most likely scenario for your company within the next 12 months?



The share of companies that expect "organic growth" has increased the highest score of 76% in the last three years. "VC or private equity investment" and "merger with strategic partner" scenarios are the second and third most likely scenarios in 2016. For the second year none of the CEOs do expect an IPO for their company.

Q5 - Which factor has contributed most to the growth of your company?



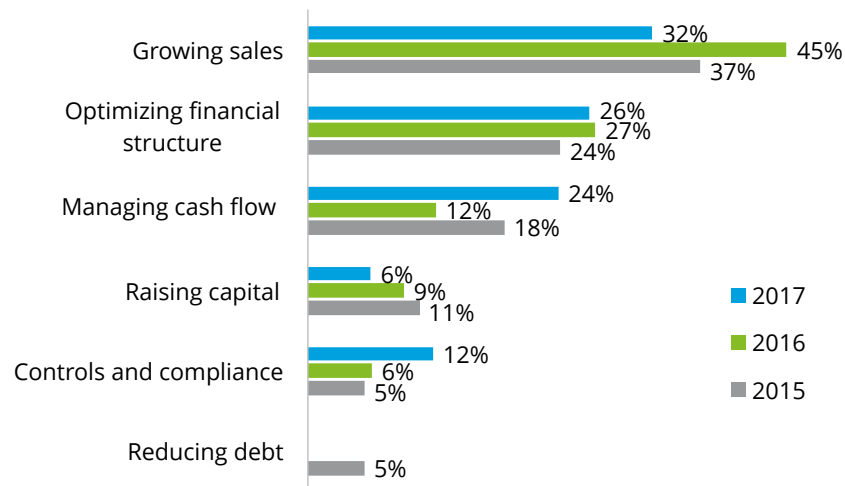
With 32%, CEOs gave most of the credit for the growth to their employees. This is followed by proprietary technology option with a score of 24%. This year for the first time in the last three years, there is an increase in the strength of home market. However, none of CEOs attributed the growth to the "strong leadership or "availability of investment capital".

Q6 - What is your biggest operational challenge in managing your company's rapid growth?



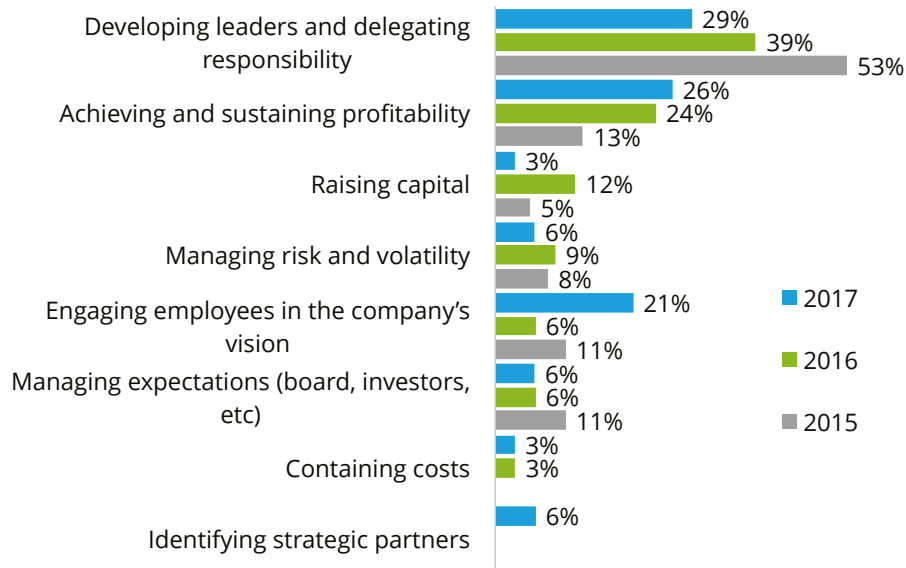
Similar to last year, the main challenge for growth is "finding, hiring and retaining qualified employees"; however, there is a significant 31 point drop. "developing a strong sales and marketing strategy" and "managing cash flow" remained amongst the top three operational challenges of technology companies in managing their companies' rapid growth. This year again like 2015 CEOs consider "keeping up with rapid market change, collaborating with suppliers and business partners as hinderances to their growth." "facing competitive pressure to keep up with new technology", on the other hand has been seen as a challenge for the first time in the last three years.

Q7 - What is your biggest financial challenge?



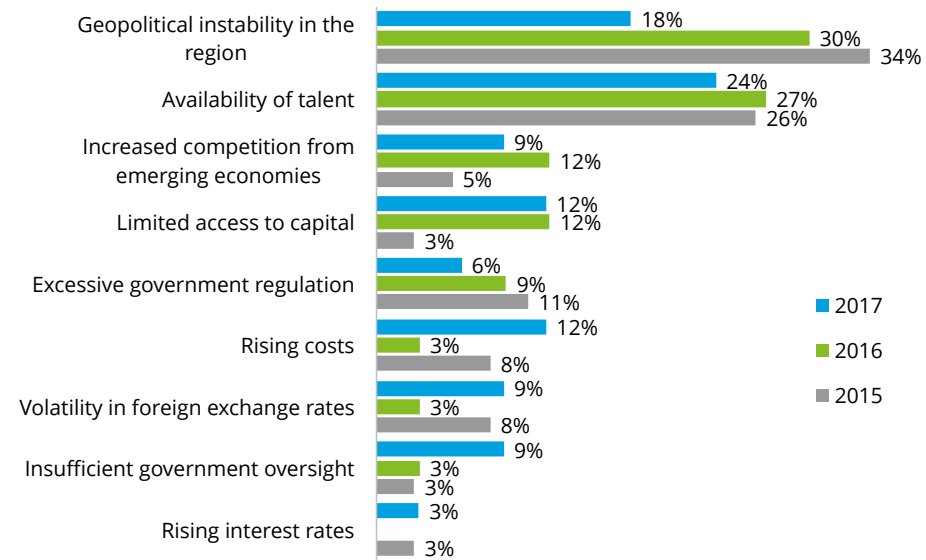
"Growing sales" again remained on top of the list as the biggest financial challenge for fast-growing technology companies. The percentage of CEOs who indicate this challenge has decreased from 45% to 32% in 2017. "Optimizing financial structure" continued to be the second most important factor remaining almost the same. However, this year "controls compliance" and "raising capital" switched places as the former became 5th and the latter became 4th biggest challenge this year.

Q8 - What is your most important personal challenge as a CEO?



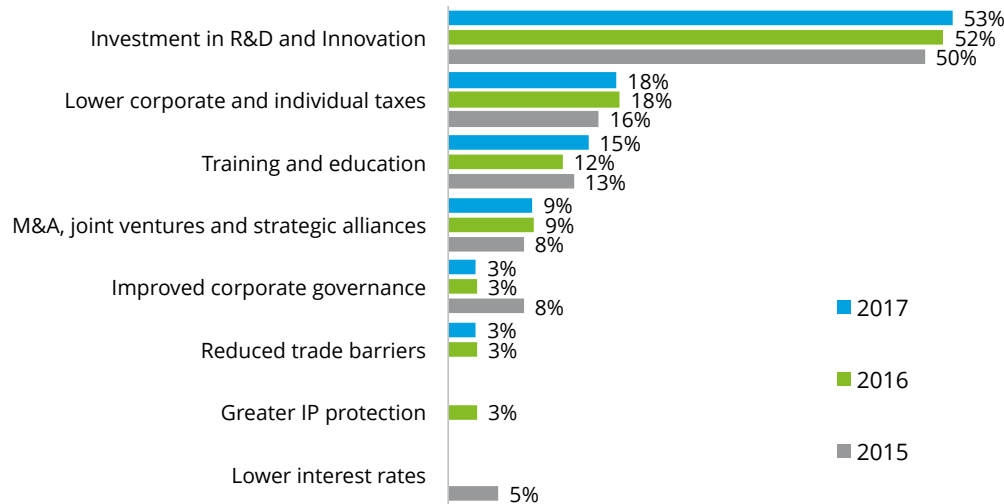
"Developing leaders and delegating responsibility" continued to be the most important factor, even though its relevance decreased again. However "raising capital" was the third most important challenge last year, this year it left its place to "Engaging employees in the company's vision" with a 21% rate. "Identifying strategic partners" option for the first time is seen as an important personal challenge by receiving a 6% score.

Q9 - What is the biggest threat to growth in the technology sector over the next 12 months?



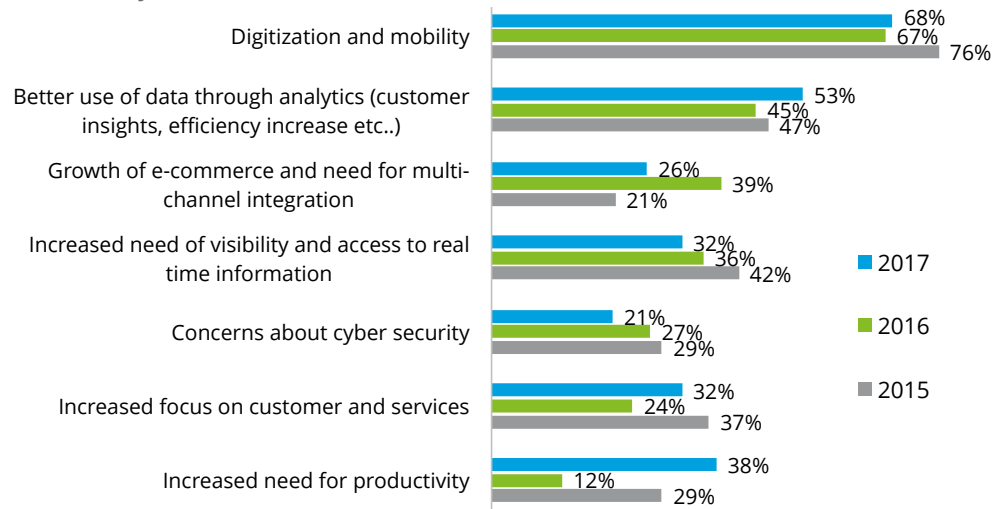
"Availability of talent" and "geopolitical instability in the region" continued to be the biggest threat for growth of the technology sector. "rising costs" and "limited access to capital" scored the same and shared the third position. This year "Increased competition from emerging economies" went down one place and shared the fourth position with "Volatility in foreign exchange rates" and "insufficient government oversight."

Q10 - If you could prescribe only one thing, what would you prescribe to stimulate growth in the technology sector in the next 12 months?



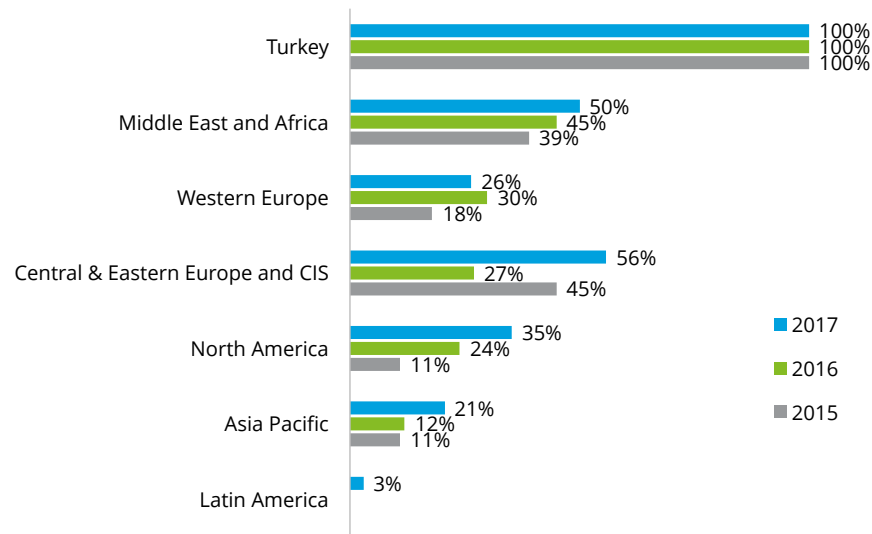
According to 53% of the CEOs, "investment in R&D and Innovation" is indicated as the key stimulator of growth in the technology sector this year too. In addition, "lower corporate and individual taxes" as well as "training and education" are ranked amongst the top 3 factors that are seen critical to stimulate growth.

Q11 - Please indicate the top three trends that will drive technology investments in the next three years



With just 1% increase from last year, 68% of the CEOs indicate that "digitization and mobility" will continue to be the most important driver of technology investments for the next three years. Better use of data through analytics (customer insights, efficiency increase etc.) climbed up to the second position by reaching 53% with an 8% increase. In 2017 "Increased need for productivity" jumped up to the third position from being the last. "Increased need of visibility and access to real time information" and "Increased focus on customer and services" sharing the fourth position is followed by "growth of e-commerce and need for multi-channel integration" and "concerns about cyber security" by respectively receiving 26% and 21% of the responses.

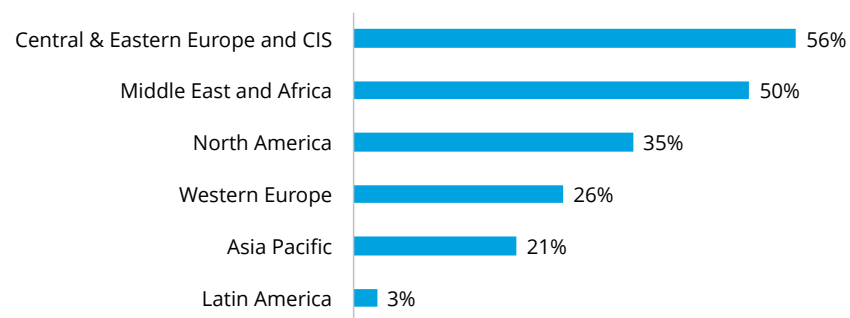
Q12 - Which of the following geographic markets do you currently do business in? (Please select all that apply)



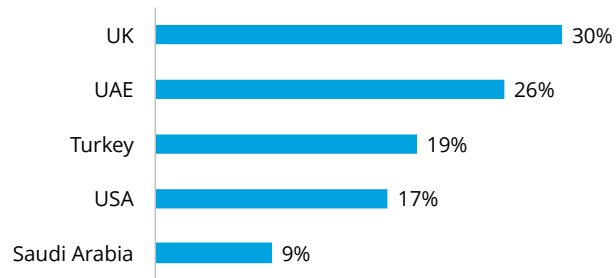
As expected from Turkish companies, every firm do operate in Turkey. But what's significant this year is that firms expanded more into the Central & Eastern Europe and CIS market and carried the region to the second place. Middle East and Africa is still an important market for firms. Even though, there is 5% increase, this year, region ranked the third. Also, for the first time this year, Latin America became a market where Fast 50 companies are doing business in.

Similar to the responses given above Central & Eastern Europe and CIS, Middle East and Africa, and North America will be the top three priority of the CEOs.

Q13- Which of the following geographic markets represent the best opportunity for significant growth for your company over the next five years?

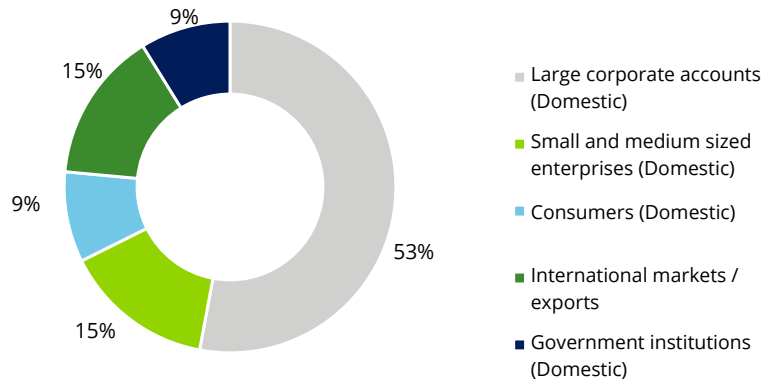


Q14 - What are the top three countries that you would like to invest in the next 12 months? Please write down your first three choices.



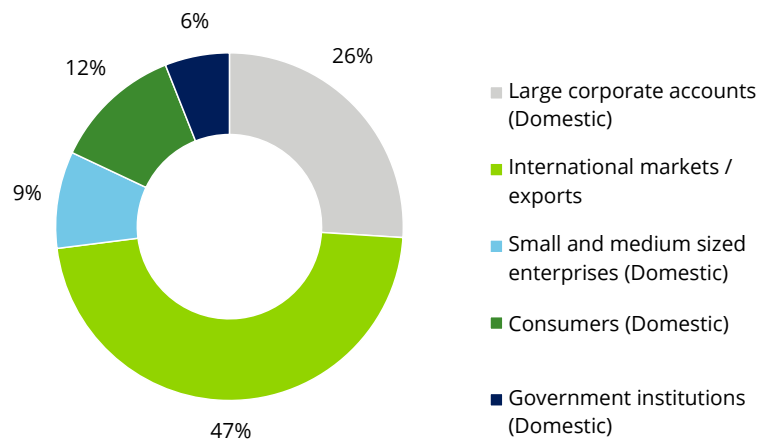
This year, for the second time the top 3 countries that CEOs plan to invest in the next 12 months was asked. The answer was that, except to the domestic market, the top 3 markets that they would like to invest are UK by 30%, UAE by 26% and USA by 17% and lastly Saudi Arabia by 9% of the respondents.

Q15 - Please select the primary customer segment that you currently target

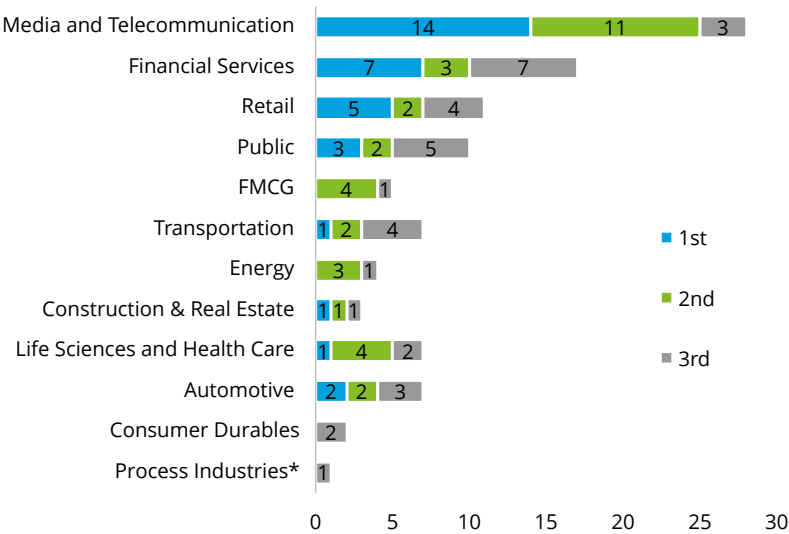


Majority of the CEOs indicated that "large corporate accounts (domestic)" are currently their primary customer segments followed by the "small and medium sized enterprises". Together they represent more than 68% of the portfolio. However, over the next 5 years, the percentage of companies primarily focusing on international markets is expected to show a significant increase as the score peaks up to 47% from 30% to becoming the main target customer segment, 11% above its successor "large corporate accounts (domestic)."

Q16- Please select the customer segment that you plan on primarily targeting over the next 5 years

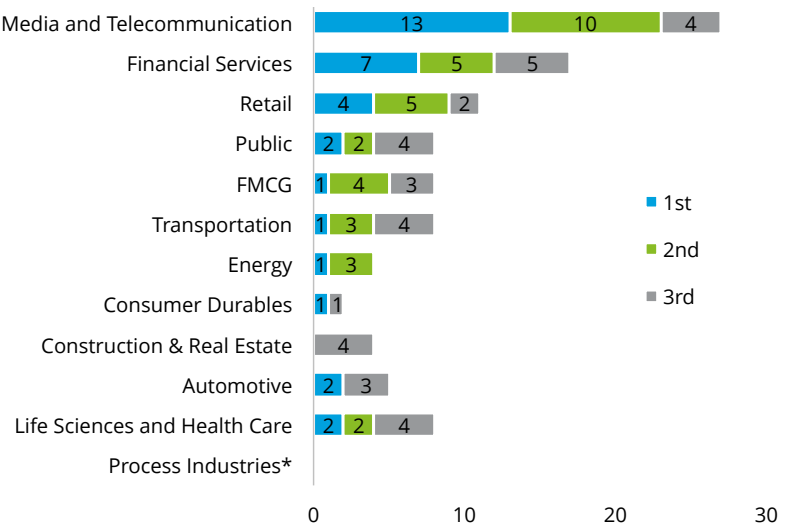


Q17 - Please rank the primary sectors in terms of current business potential for your company



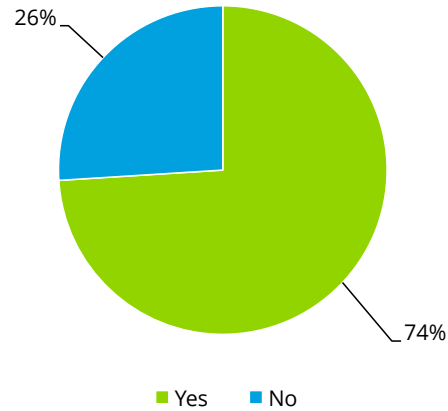
"Technology, Media and Telecommunication" sector remains as the main sector that the CEOs think that it has potential for the current and future business plans. "Financial Services" take the second place both in current and future business potential closely followed by "Retail" sector.

Q18 - Please rank the primary sectors in terms of business potential for your company in the next five years



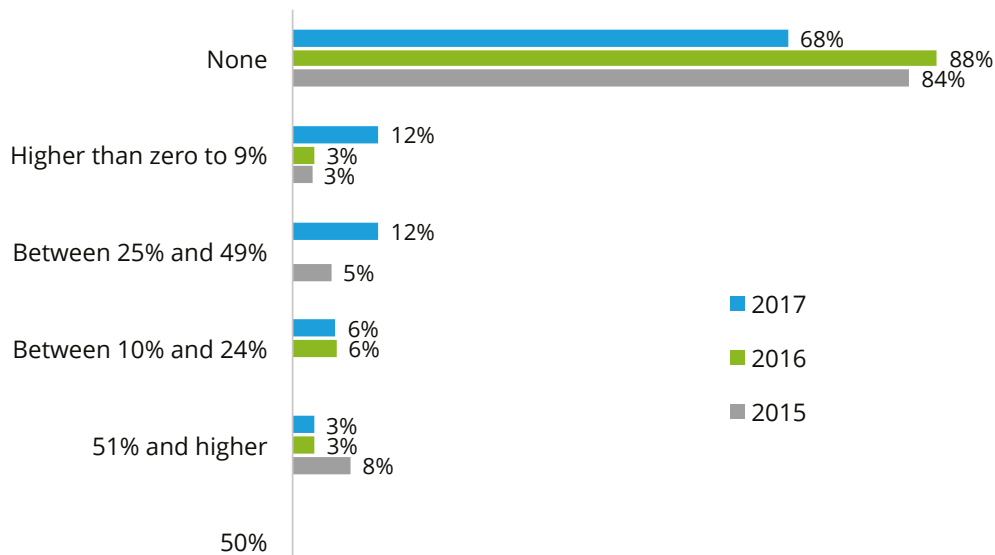
* Chemicals, Cement, Metals etc.

Q19 - Do you benefit from the incentives and supports provided by the government and public sector?



Almost three quarters of CEOs stated that they do benefit from incentives and/or supports that is granted by the government and public sector. Last year the total amount was 55%.

Q20- Please specify the rate of the outside investment (e.g. Angel, VC, Private Equity, etc.) in your company's share capital.



Contrary to last year, in 2017 the amount of firms receiving outside investment has increased. What is noteworthy is that for the first time there are companies receiving outside funds between 25% and 49%

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