

2023 Tech Fast 50

Winners' Report

50

Technology **Fast 50**
2023 AUSTRALIA
Deloitte.



TABLE OF CONTENTS

INTRODUCTION & YEAR OVERVIEW

P03

01 FOREWORD

P08

02 SPONSORS

P11

03 2023 AWARDS WINNERS

P17

CONTACTS & CONTRIBUTORS

P45

INTRO

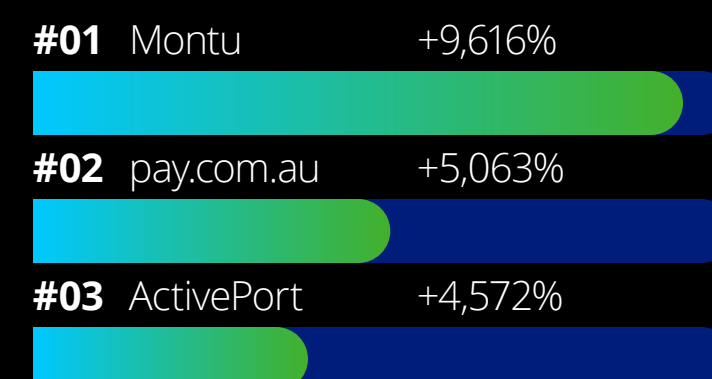
Deloitte's Technology Fast 50 program recognises, profiles and celebrates Australia's fastest-growing tech companies.

Now in its 23rd year, it ranks the nation's top 50 public and private tech companies based on percentage revenue growth over three years (2021 to 2023).

Despite a tumultuous global landscape marked by high inflation and capital constraints, our top 50 list has defied expectations, matching the growth of 2022. Curious to know who made the cut and how they achieved success? Get ready to meet this year's winners!

YEAR OVERVIEW

TECH FAST 50 TOP THREE



LEADERSHIP & ENTERPRISE GROWTH WINNER

#01 Zip +76%

TECH FEMALE LEADER WINNER

#01 Expert360 +891%

RISING STAR TOP THREE

#01	Updoc	+15,924%
#02	Midnight Health	+8,376%
#03	Salt & Lime	+3,064%

CLIMATE & SUSTAINABILITY WINNER

#01 Applied EV +734%

AUSTRALIAN STATE CHAMPIONS

VIC	Montu	+9,616%
NSW	ActivePort	+4,572%
ACT	MF & Associates	+567%
SA	OurMoneyMarket	+517%
QLD	Claxon	+474%
WA	Tape Ark	+327%

2023 SNAPSHOT

First ever back-to-back

WINNER

Montu
2022 and
2023 winner

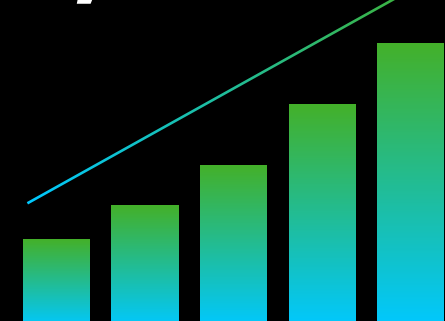


Top 50 entry point

264%
growth
(same as
2022)



10 companies in the
TF50 achieved more than
1,000% growth



7

female
founders/
co-founders/
CEOs in the
top 50

14% female leadership
(20% in 2022)



11 companies with

\$50+

million revenue
(15 in 2022)



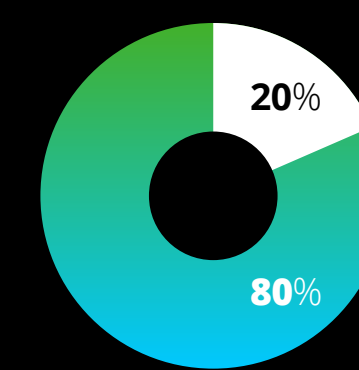
69% new entrants



31% returning



Listed companies make up
20% vs. 80% private
(same as 2022)



2

new categories
this year



Leadership
& Enterprise
Growth
Australian State
Champions

Rising Star

327%

growth (150% in 2022)



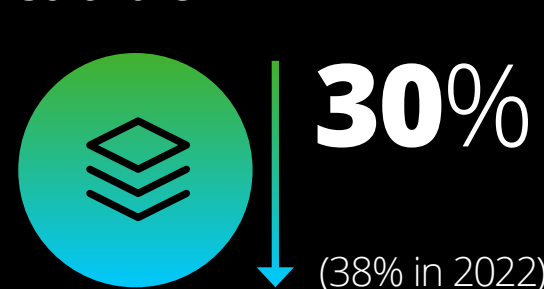
GEOGRAPHIC SPLIT



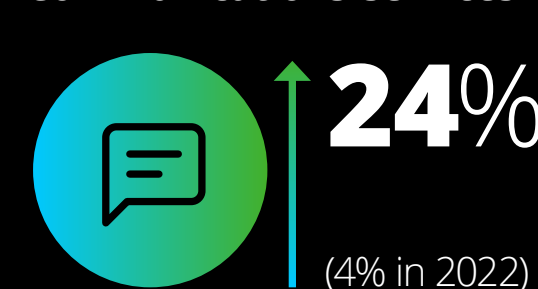
NSW: 56%
(same as 2022)
VIC: 28%
(up from 2022 24%)
QLD: 6%
(down from 2022 12%)
SA: 4%
(same as 2022)
WA: 4%
(same as 2022)
ACT: 2%
(up from 2022 0%)

SECTOR SPLIT

Software

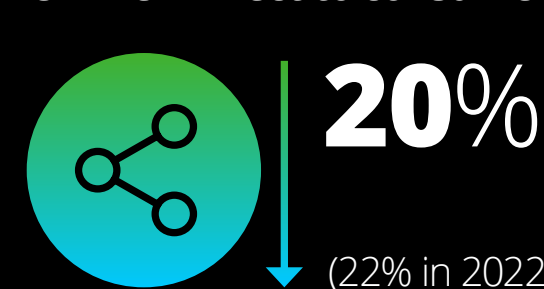


Communications/services

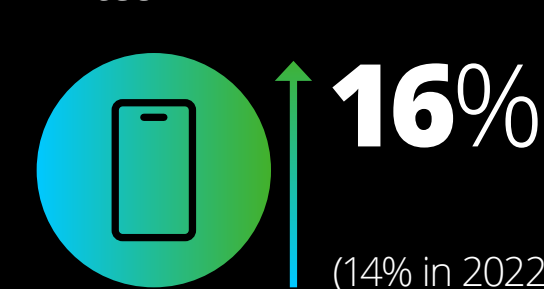


Fastest-growing category in 2023!

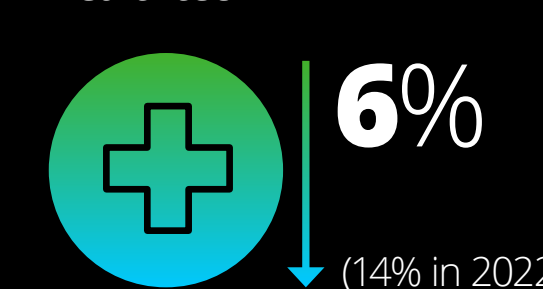
Online / Direct to consumer



Fintech

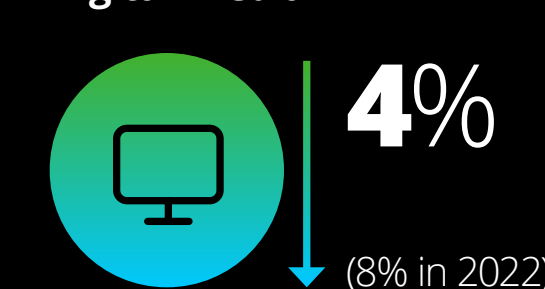


Healthtech



Our 2023 winner and
two Rising Stars are from
Healthtech sector.

Digital/media



TECH FAST 2023 TRENDS BY BEC MCCONNOCHIE

Bec McConnochie

National Technology,
Media and Telecommunications Industry Partner Lead,
Deloitte

From the cost-of-living crisis to healthcare system challenges, workforce skills shortages and driving the digital transformation agenda, this year's companies are actively meeting the evolving needs of society.

Healthtech's rapid rise

Healthtech is a standout this year. Not in the percentage of companies making the list, but the positioning of the ones that did. Montu, our first ever back-to-back winner in Tech Fast 50 Australia's history, has demonstrated continued significant annual revenue growth by achieving 9,616% growth this year, following an extraordinary 20,728% revenue growth in 2022. In the words of Tech Fast lead Josh Tanchel, "I've never seen growth like it!"

Cannatrek, a healthtech company which listed for a second year achieving 11th position, also had a notable 895% growth.

The top two Rising Star winners are also within the healthtech space; Updoc, which provides a digital platform for consultations, achieved 15,924% and Midnight Health, which uses technology to provide mental health support, achieved 8,376%.

Accelerated during the pandemic, tech-enabled platforms continue to play a crucial role in supporting the country's health and wellbeing needs and challenges with innovative solutions.

Fintech answers the cost-of-living call

The current landscape of financial instability has not only impacted businesses but also affected Australians who are facing financial difficulties. With high inflation and changing consumer-buying behaviours, businesses are experiencing challenges in terms of growth. In response, organisations are pivoting towards digitisation and automation, as well as focusing on managed services to adapt to new market conditions. Simultaneously, Australians are turning to other fintech solutions to help them address their financial needs in this uncertain environment.

[Continue>](#)

This collective shift has led to an upswing in fintech services catering to the evolving needs of customers, as businesses and individuals actively seek innovative solutions to navigate financial instability and drive growth.

The power of cloud (and sport)

We've also seen significant growth in Tech Fast 50 companies hitting their stride in the communications and services sector, which has experienced remarkable growth - increasing from 4% in 2022 to 24% in 2023. This highlights how technology and cloud are driving change and the transformational power of data, automation and customer-centric approaches with IT services that support technological infrastructure and digital enablement. These services include areas such as cybersecurity, artificial intelligence and the development of new enterprise-grade platforms that facilitate business growth and scalability.

A prime example of the opportunities arising from this tech and AI boom is a surge in spending on data centres. This presents a significant growth opportunity for organisations like NextDC, a previous Tech Fast 50 winner. Their success shows the benefits that come from embracing these advancements and leveraging them to drive innovation and growth.

The jump in growth in this sector can also be attributed to the rapidly evolving media landscape. How consumers spend their time across different content types and platforms is changing and there are a number of forward-thinking companies on this year's list that are obviously in tune with the way Australians want to consume data and media.

Our recently released 12th edition of [Deloitte Australia's Media & Entertainment Consumer Insights](#) shows the adoption of AI is gaining traction among all generations in Australia, with Gen Z leading the way but Boomers are also embracing it.

This widespread acceptance of next-generation tech highlights its potential to revolutionise how we consume media and how it will shape future media experiences. Of course, the timeless appeal of sports in Australia will always influence our media consumption habits – but the live sports experience may look very different in the future, as will the companies making our Top 50 lists.

But where is AI?

This year the Gen AI genie was well and truly out of the bottle. We are seeing a once-in-a-lifetime work disruption, as AI ushers in a new wave of tech capability that will drive new business models and accelerate the pace of digital transformation and innovation like never before.

AI is this year's hottest topic, but AI tech companies have barely made a dent in our list. Why? AI tech startups are still in the infancy of capital raising, so we expect to see a strong emergence in either our Rising Star category or the Top 50 in the coming years as they start to meet our three-year revenue growth criteria.

Green tech set to grow

"We also anticipate green tech will feature strongly in coming years."

An effective climate change response is inseparable from technology. From energy production to transportation, technology is essential to reduce greenhouse emissions. Using our Deloitte GreenSpace Tech insight - we are seeing geographic shifts in investments and a deepened focus on climate tech around the world covering over 2,600 technologies.

A trend we're not celebrating

Our Top 50 has seen a steady rise in female founded/led companies over the years and in 2019, we launched an award to recognise their leadership. But did we really need a female focused award or is calling out female leadership perpetuating the notion that the tech sector is primarily a male domain? Well, yes, we did and our data confirms it isn't a notion, it's the truth, and proof that change isn't happening fast enough.

This year female representation in the Top 50 has dropped. Just seven companies (14%) made the list and none reached the Top 10. That means 86% of tech companies on our 2023 list are male founded or led.

To enter, nominating companies supply three-year revenue data, we then crunch the numbers to determine the winners. Why have we seen female founded/led companies drop from 20% in 2022 to 14% in 2023? Is it the way the cards have fallen this year, or something else? There are plenty of reasons that could be contributing, but we can't ignore the gap that continues to play out in the tech sector.

There's the funding gap. In 2022, only 0.7% of venture capital funding went to solely female founded companies, compared to 85.1% for solely male founded companies⁰¹. A 2022 report from Deloitte Access Economics and SBE⁰² found that the funding gap worsens and lack of targeted support grows as women founders look to scale-up.

Then there's the labour gap. Women make up just 31% of workers in the technology workforce (compared to 48% of the Australian workforce as a whole) and the proportion of female workers in tech is growing by less than 1% each year⁰³.

Women didn't fare well in the pandemic either, what ripples has this had in the industry? Let's not forget about gender bias, stereotypes, lack of representation and role models because not enough females are getting promoted to top roles ... but there's not enough time or space to go any deeper on the reasons, so let's turn the lens to look at the **benefits that come with supporting female founders**.

Take note investors. Research indicates that for every dollar of funding, startups founded or co-founded by women generated 78 cents of revenue, while male-founded startups generated just 31 cents⁰⁴.

Research also found that bringing the number of female entrepreneurs to parity with men would boost the Australian economy by between \$71 billion and \$135 billion⁰⁵.

So, yes, we do need the Tech Female Leader award – we'll continue to shine a light on the females who make the Top 50 list and celebrate their incredible achievements despite the cards continuing to be firmly stacked against them.

We sincerely hope our data shows better progress in the years to come. We all have a part to play in making it happen.

So, let's make it happen.

50

Technology **Fast 50**
2023 AUSTRALIA
Deloitte.

#techfast50au | www.tech50.com.au

01 FOREWORD

A WORD FROM JOSH TANCHEL

Josh Tanchel

Deloitte
Tech Fast 50
Program Partner Lead

When the going gets tough, founders get growing

With venture-capital funding slowing in 2023, business valuations dropping, high inflation, cost-of-living pressures, plus changing consumer buying habits, a slowdown in Tech Fast 50 growth was inevitable in 2023.

Except, it didn't happen. Our Top 50 achieved organic growth on par with 2022, defying the challenging environment. Through restructuring and shifting business models towards sustainable, profitable growth, they're building a solid foundation for long-term success.

This fast-tracked evolution is forcing businesses to become strategic, efficient and focused; they're having to do more with less and maximise productivity through developing proprietary tech, purchasing solutions, borrowing resources or sharing and embracing open-source codes and products.

"Let's take a look at the cream of this year's Tech Fast crop."

Tech Fast first

For the first time in our 23-year history, we have a back-to-back winner! Melbourne-based [Montu](#), which provides affordable and accessible paths to medical cannabis therapies through an integrated digital system, has achieved an impressive 9,616% growth following 20,728% growth last year.

Runners-up were business payments and rewards platform [pay.com.au](#) (5,063%) and automation software solutions company [ActivePort](#) (4,572%).

Leadership and Enterprise Growth (new to 2023)

[Zip](#) is the winner of our new award celebrating excellence in leadership and enterprise growth. [Zip](#) has consistently made our Top 50 list since 2017. This is their third leadership category win, taking out the 2022 Enterprise Growth Award and 2020 Leadership Award. With new CEO Cynthia Scott at the helm, [Zip](#) may also add Female Leadership winner next year!

Continue>

“The Tech Fast 50 companies have not only defied the odds in a challenging environment, but their adaptability and resilience are paving the way for new open, collaborative and innovative ways of working, solidifying their position as leaders in the tech industry.”

Josh Tanchel, Deloitte Tech Fast 50 Program Partner Lead

Tech Female Leader

This year’s award goes to [Expert360](#) with an impressive growth of 891%. Congratulations to Co-Founders Bridget Loudon and Emily Yue and team for their first Tech Fast 50 win. The duo founded [Expert360](#) in 2013 to disrupt the consultancy market when they were in their mid-20s and have gone on to create a tech platform to connect top talent with clients.

Climate & Sustainability winner

Congratulations to [Applied EV](#), for achieving a fantastic 734% growth and taking out this year’s award, which recognises companies in the climate technology space. The autonomous vehicle company is seeing electrifying growth and is co-developing their autonomous EV platform with car giant Suzuki.

Australian State Champion winners (new to 2023)

Our new Australian State Champion awards, recognise the fastest-growing technology company for each of the states and territories in Australia. Congratulations to each of our winners:

- ACT : [MF & Associates](#) 567%
- NSW : [ActivePort](#) 4,572%
- QLD : [Claxon](#) 474%
- SA : [OurMoneyMarket](#) 517%
- VIC : [Montu](#) 9,616%
- WA : [Tape Ark](#) 327%

Rising Star

Our Rising Star category celebrates emerging, fast-growing companies founded in the last three years. Our 2023 winner is Australian telehealth platform [Updoc](#), with an incredible 15,924% growth. Runners-up are [Midnight Health](#) with 8,376% growth and [Salt & Lime](#) with 3,064% growth.

2023 round up

It’s an exciting year for the program, with the first ever back-to-back winner, [Montu](#). This year, we also saw 10 companies in the top 50 achieve more than 1,000% growth and 11 companies with \$50+ million in revenue.

We’re continuing to unearth the gems of the Australian tech ecosystem, to follow in the footsteps of past winners, including NextDC and Atlassian. Will it be three times lucky for [Montu](#) in 2024? Watch this space.

CONGRATULATIONS TO OUR 2023 TECH FAST 50 AUSTRALIA WINNERS!

02 SPONSORS



A WORD FROM ASX



ASX continues to be a proud sponsor of the Deloitte Technology Fast 50.

This year we celebrate 10 years that ASX has been associated with the event. We have been delighted to see it grow each year and the companies who make up the awards gain success and continue to innovate.

The companies appearing on this year's Tech Fast 50 list have shown themselves to be outstanding leaders in their fields.

My congratulations to all those nominated and a special call out to the 2023 winner, [Montu](#).

It is pleasing to again see a diverse representation of ASX-listed technology companies in this year's awards. The ASX listed technology sector continues to grow, with the total market capitalisation of the companies in the S&P/ASX All Technology Index (XTX) reaching almost \$200 billion, including a number of past Deloitte Tech Fast 50 winners.

Support and development of the Australian technology sector remains a key long-term focus for ASX as Australian companies continue to drive new technologies and innovation. We are proud to support companies at all stages of their funding journey, be this navigating a pathway towards listing or engaging investors and efficiently utilising the deep capital pool available on ASX.

Consistently ranked among the world's leading exchanges for both number of IPOs and capital raised, ASX has emerged as a global home for mid-cap technology listings. In recent years, we've strengthened the market for both listed peers and investors by attracting a steady flow of listings not only from our home market, but also from New Zealand, the United States, Singapore and Canada.

We are proud to sit at the heart of Australia's financial market, helping companies raise capital to grow and achieve their goals, and enabling investors to build long-term wealth.

We can't do it without the quality and ingenuity of the companies on show among the Tech Fast 50.

We look forward to welcoming many more technology businesses to ASX and wish all the Deloitte Technology Fast 50 finalists a bright future.

A WORD FROM ATLASSIAN



Atlassian unleashes the potential of every team.

We connect technical and non-technical teams with products that make work flow seamlessly. We give teams of all kinds the shared context and cutting-edge tools they need to accomplish things that would be impossible alone.

- Digital transformation requires organisations to be fluid, virtual-first, and laser-focused on meeting rapidly shifting customer needs. Atlassian connects teams across functions and departments through our world-class cloud platform. The result is tighter collaboration, fewer barriers between teams, and more conversations across different functional areas.
- Today's savviest companies are embracing distributed teamwork. To do this well, knowledge, plans, and other artifacts of work must be discoverable and self-serve. Atlassian products are designed to support free-flowing collaboration at any distance – whether across oceans or across the conference table.
- Some say standardising processes and consolidating tools is the secret to finding alignment at scale. They're wrong. With Atlassian, organisations can give teams the autonomy to choose the tools that suit them best, knowing they're connected through our cloud platform and integrations with hundreds of leading third-party vendors.

The majority of the Fortune 500 and more than 260,000 companies of all sizes worldwide rely on our solutions to help their teams work better together and deliver quality results on time.

We're excited about the potential of this year's Tech Fast 50, and just as we did, we hope that they stay focused on their north star and blaze their own trails to deliver the highest levels of value to their customers.

To learn more about our products, including Jira Software, Confluence, Jira Service Management, Trello, Bitbucket, and Jira Align visit: [Atlassian.com](https://atlassian.com).

A WORD FROM DLA PIPER

Joel Cox

Partner and Technology Sector Leader,
Australia



The Fast 50 finalists should be immensely proud of the businesses they have built. They are an inspiration to all of us in the innovation economy.

Every year we are thrilled to see such bold, passionate, and pioneering companies recognised by Deloitte in the Tech Fast 50 Awards, and this year is no different. Congratulations to all the finalists, you should be proud of the businesses you have built.

In 2023 we're seeing great advancements by technology companies in Australia. While the volume of capital raising and M&A transactions for tech companies locally has eased and valuations have come back, the best companies are still hotly contested by investors and acquirers. This leads us to have great confidence in the resilience of, and long-term potential to come from, fast growth technology companies based in Australia.

Local entrepreneurs and startups will contribute significantly to Australia's growth over the next decade and we're pleased to play a role in taking them global with their ambitious plans.

At DLA Piper we advise clients that develop or create technology, are enabled by technology, or whose business model is fundamentally based on technology. From startups, to fast growing and mid-market businesses, to mature global enterprises, DLA Piper supports business through the corporate lifecycle. Helping entrepreneurs unlock fast global growth is at the heart of what we do.

We wish all the Fast 50 finalists continued success.

A WORD FROM MORGANS

John Clifford

Managing Director and CEO



Morgans Financial Limited is delighted to be a sponsor of the Deloitte Tech Fast 50 and proud of the achievements of the 2023 winners.

As the largest national full-service stockbroking and wealth management network in the country, we specialise in capital raising and corporate advisory solutions to assist all companies across every sector. Morgans is passionate about the technology sector and helping emerging small to mid-cap companies accelerate and grow their businesses.

Over the past few years, and amid volatile market conditions in 2023 underpinned by the macro environment, our leading Equity Capital Markets team completed more than 170 capital market transactions including pre-IPOs, IPOs, secondary raisings, block trades and hybrid offers, raising more than \$14 billion. We are proud to support our clients (including some that are current and previous finalists, listed and unlisted) across the full spectrum of corporate advice.

Tech Fast 50 provides a platform to enable companies to fast track their capabilities and it is wonderful to see nominees and winners pursuing technology-driven solutions in a constantly evolving environment.

We are excited about the potential of these companies and look forward to supporting them in their future growth aspirations. We congratulate the nominees, the Top 50 finalists and the winner, [Montu](#).

The calibre of companies leading the way in shaping Australia's technology industry is driving huge opportunities for growth and it is fantastic to see the entrepreneurial spirit alive and well in Australia.

A WORD FROM WORKDAY

Tertius Bezuidenhout

Regional Sales Director,
Workday



Workday set out to revolutionise the world of enterprise software.

Today, we aspire to be the intelligent digital backbone of business, and the essential partner that organisations turn to as they navigate the current environment and prepare for what's next. At our core, we are a company that focuses on forging trusted relationships with one another and the broader community so that together, we can drive the future of work.

There's no doubt it's a season of constant change for business and society. But in the midst of so much change, lies a massive opportunity to define and shape how the future works.

With our values guiding our efforts, we are committed to working closely alongside our employees, customers and partners to build on the promise of tomorrow and contribute to the communities around us.

Workday would like to congratulate the winners and nominations in this year's Tech Fast 50 program. We are delighted to support companies, individuals and initiatives that contribute to building a community who are essential to driving innovation. We look forward to seeing all winners and nominated companies continuing the tradition of the many Australian and New Zealand startups that have since grown to become well-known brands in local and global markets.

03 **2023 AWARDS** **WINNERS**

2023
TECH FAST 50
AWARDS

P19

P26

P28

P30

P36

P38

01

TECH FAST 50 AUSTRALIA 2023 WINNERS

TECH FAST 50

#01

Montu

+9,616%

#02

pay.com.au

+5,063%

#03

ActivePort

(ASX: ATV)

+4,572%

ABOUT OUR TOP THREE

TECH FAST 50 #01

Montu

+9,616%



Montu has built an integrated cannabis ecosystem which streamlines the journey for patients end-to-end and sets new standards in cannabis care.

montu.com.au

We connect Australians to qualified doctors via our Alternaleaf telehealth platform, from the comfort of their home. From online booking, to tele-consultations and dispensing of medication, we provide patients with a supportive and judgement-free environment.

Montu works with experienced cannabis prescribers in Australia. We actively support doctors with a clinically trained Patient Care team and provide access to our custom-built patient management system to achieve optimal patient outcomes at scale.

To facilitate a streamlined dispensing process our fulfilment platform integrates with a nationwide pharmacy network and coordinates deliveries across a growing brand portfolio of high-quality products to ensure patients receive the most personalised treatment plan.

Montu's mission is to create an affordable and accessible path to medical cannabis therapies so more Australians can improve their quality of life.

ABOUT OUR TOP THREE

TECH FAST 50 #02

pay.com.au

+5,063%



pay.com.au is a business payments and rewards platform that enables business owners across Australia to accumulate credit card rewards on those payments they traditionally couldn't.

Users are also able to earn flexible rewards on top of these credit card payments or when making bank transfer payments through our 100% flexible rewards program, known as PayRewards.

This expanding rewards program allows users to transfer the points they've earned directly to our participating partners rewards program, or utilise them with our redemption services, for any travel or personal redemption items or requests.

pay.com.au

ABOUT OUR TOP THREE

TECH FAST 50 #03

ActivePort

+4,572%

(ASX: ATV)



ActivePort Group Limited (ASX:ATV) is an Australian company delivering software-defined networking (SDN) solutions, tailored to the global telecommunications and IT sectors.

[ActivePort.com.au](https://www.ActivePort.com.au)

The product suite enables network automation, minimising operational costs while optimising customer control over their environment. Using ActivePort's unique software, customers can create network connections, deliver cloud services and manage their data at a local, national or global scale. The result is simplicity, agility, speed, and lower costs.

TECH FAST 50

#04	Ofload +3,777%	#05	Inspiring Vacations +2,877%	#06	Centelon +2,338%	#07	July +2,119%
#08	Astralas +2,106%	#09	espresso Displays +1,529%	#10	Wireline Group +1,223%	#11	Cannatrek +895%
#12	Expert360 +891%	#13	iPartners +882%	#14	Gratifii +872% (ASX: GTI)	#15	6clicks +807%
#16	Mad Paws +761% (ASX: MPA)	#17	Applied EV +734%	#18	Euka +727%	#19	iCandy Interactive +711% (ASX: ICI)
#20	Dashdot +695%	#21	Beforepay +582% (ASX: B4P)	#22	Driva +573%	#23	Acusensus +570.2% (ASX: ACE)
#24	Jayride +569.7% (ASX: JAY)	#25	MF & Associates +567%	#26	Mint +541%	#27	OurMoneyMarket +517%

TECH FAST 50

#28	Claxon +474%	#29	Exploreate +461%	#30	EVSE +404%	#31	me&u +390%
#32	vNEXT +388%	#33	J4RVIS +367%	#34	Employment Hero +362%	#35	Camplify +351.6% (ASX: CHL)
#36	Sonar Consulting +351.5%	#37	Cettire +350% (ASX: CTT)	#38	Referoo +349%	#39	Fivecast +338%
#40	Prezzee +334%	#41	Tape Ark +327%	#42	MoneyMe +314% (ASX: MME)	#43	PlayHQ +312%
#44	Baidam Solutions +310.4%	#45	Arinco +309.6%	#46	Virtual IT Group +294.4%	#47	LoanOptions +293.5%
#48	Vitable +282%	#49	MyPass +270%	#50	NEXION Group +264% (ASX: NNG)		

02

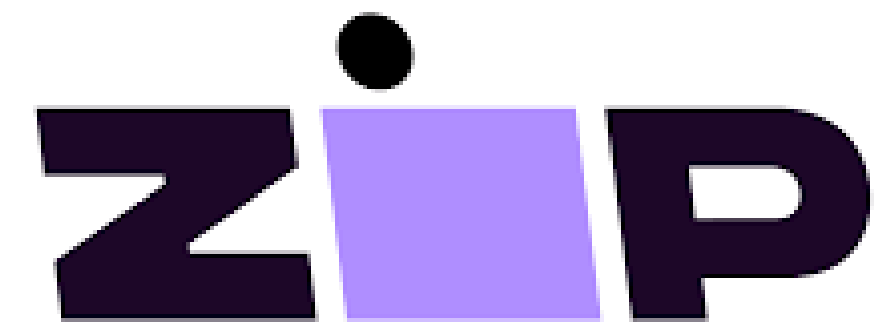
LEADERSHIP & ENTERPRISE GROWTH 2023 WINNER

ABOUT THE WINNER

LEADERSHIP & ENTERPRISE GROWTH

Zip

+76%



Zip Co Limited (ASX: ZIP) is a leading global financial services company, offering innovative, people-centred products that bring customers and merchants together.

zip.co/au

On a mission to be the first payment choice everywhere and every day, Zip offers point-of-sale credit and digital payment services around the world, including through strategic investments, connecting millions of customers with its global network of tens of thousands of merchants. Zip provides fair, flexible and transparent payment options to individual consumers and SMBs, helping them to take control of their financial future and helping merchants to grow their businesses. Zip is committed to responsible lending and is managed by a team with over 100 years' experience in retail finance and payments. Zip is also a licensed and regulated credit provider and was founded in Australia in 2013.

03

TECH FEMALE LEADER 2023 WINNER

ABOUT THE WINNER

TECH FEMALE LEADER

Expert360

+891%



Expert360 is Australia and New Zealand's #1 Skilled Talent Network, where you can engage carefully hand-picked talent that plugs seamlessly into your team, goals, mission and culture, helping you strategically scale your team.

expert360.com

Organisations work with us in three ways:

1. Marketplace: Rapidly hire from our network of 42,000+ Experts and get a shortlist in under 48 hours. Our track record is exceptional, with a 98% success rate.

2. Engage: Your partner for delivery, governance, & uplift. We help de-risk, govern, build, uplift, scale and manage your delivery organisations, programmes and projects, powered by our Experts, unique IP, and tooling.

3. Contingent Workforce: Reduce costs, improve resourcing speed, and gain workforce visibility with our bespoke contingent workforce solution.

04

RISING STAR **2023 WINNERS**

RISING STAR

#01

Updoc

+15,924%

#02

Midnight Health

+8,376%

#03

Salt & Lime

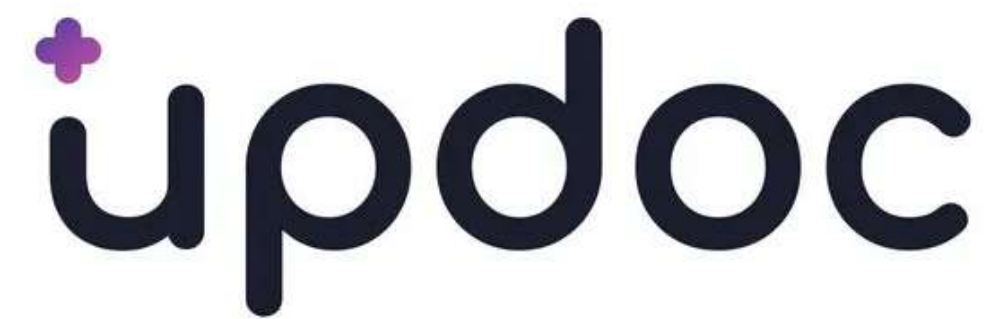
+3,064%

ABOUT OUR TOP THREE

RISING STAR #01

Updoc

+15,924%



Updoc is not your run-of-the-mill, new-age Australian telehealth company.

updoc.com.au

Founded by Ex-Uber & psychology grads, Updoc aims to alleviate significant burden on the Australian healthcare system by applying a product-first approach to their platform.

Contrary to a lot of telehealth platforms which are known for a heavy focus on branding, the two Founders of Updoc - Dylan Coyne & Clifton Hodgkinson - are both former Product Managers, meaning their focus is product first.

With a number of companies under their belts - including Jot Bikes, a success e-bike startup with a number of stores across Australia and the UK - Updoc was borne out of a desire to make a genuine impact on the growing healthcare demands of a digital Australia.

Since 2021, Updoc has enabled 100's of thousands of Australians to connect with Partner Practitioners via their platform, servicing 93% of postcodes, and they are just getting started.

ABOUT OUR TOP THREE

RISING STAR #02

Midnight Health

+8,376%

000o0 **midnight.health**

Launched in 2021, we at Midnight.health are deeply dedicated to transforming patient outcomes with our cutting-edge technology.

midnight.health

Our mission? To bring together the fragmented health sector, offering streamlined experiences and ensuring everyone has the accessibility they deserve. We've tackled the challenges head-on, especially in remote Australian areas where getting timely access to GPs can be tough. Our brand, Youly, proudly launched Australia's first emergency contraception delivery service, making access to essential healthcare easier and more discreet for women.

In just two years, we've expanded and refined our platform and services. Hub.health stands as a testament to our commitment, offering a glimpse into the future of a complete healthcare ecosystem. With robust support, including a significant \$40 million from our strategic partner nib, we're shaping the future of digital healthcare in Australia. Our eyes are on the horizon, determined to redefine what healthcare looks like for the next decade and beyond.

ABOUT OUR TOP THREE

RISING STAR #03

Salt & Lime

+3,064%

Salt& Lime.

Salt&Lime offer education first, socially responsible lending products.

saltandlime.com.au

We focus on transparency in product and offer a globally unique proposition of offering interest rate discounts, one customers complete financial wellbeing and literacy courses.

We see an engagement rate of over 81% in our courses with customers and on average improve their credit score by 75% in the first 12 months. All of this is made possible through our in-house technology, built and purposed from the ground up to provide innovative, market leading products to Australians in a Socially Responsible manner.

TECH FAST 50

#04	Bridgit +1,898%	#05	Calven +1,280%	#06	Honey Insurance +1,177%	#07	PropHero +621%
#08	Trinity Digital +588%	#09	Peloton Cyber +502.3%	#10	Tutero +501.9%	#11	Vyro +499%
#12	Loopit +423%	#13	Carma +360%	#14	JXL +327%		

05

CLIMATE & SUSTAINABILITY 2023 WINNER

ABOUT THE WINNER

CLIMATE & SUSTAINABILITY

Applied EV

+734%

Applied EV

Applied EV, a leader in vehicle control system technologies, is creating the future of transport with programmable, autonomous-ready Software Defined Vehicle solutions.

appliedev.com

Headquartered in Australia, Applied EV has built a global business across Europe, Asia, and Oceania, with world-class capabilities.

Applied EV's core product, Digital Backbone™ is a software and electronic centralised control system, setting a new benchmark for safety rated vehicles that operate faultlessly around people and the environment. Built on Applied EV's proprietary software and supporting hardware, Digital Backbone allows for rapid software application development, engineering, and configuration, by providing a programmable API (Application Programming Interface), within a Software Development Kit.

Working with category-defining customers and partners such as Suzuki, NXP and Toshiba, Applied EV integrates Digital Backbone technology into a range of vehicles of many sizes, for applications addressing logistics, agriculture, mining, and defence.

Applied EV is currently providing the first cabinless road-registered autonomous vehicle in Europe.

06

AUSTRALIAN STATE CHAMPIONS 2023 WINNERS

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

ACT

MF & Associates

+567%



MF & Associates provide a customised and client-centric approach for each engagement. We understand that client's needs can change rapidly.

As professionals, we focus on client-over-contract to ensure you get the result you need.

mfassociates.com.au

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

NSW

ActivePort

+4,572%

(ASX: ATV)



ActivePort Group Limited (ASX:ATV) is an Australian company delivering software-defined networking (SDN) solutions, tailored to the global telecommunications and IT sectors.

The product suite enables network automation, minimising operational costs while optimising customer control over their environment. Using ActivePort's unique software, customers can create network connections, deliver cloud services and manage their data at a local, national or global scale. The result is simplicity, agility, speed, and lower costs.

[ActivePort.com.au](https://www.ActivePort.com.au)

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

QLD

Claxon

+474%

CLAXON

A multi-award-winning integrated advertising agency, solving problems and crafting industry leading outcomes for some of the countries most trusted brands.

Delivering a comprehensive service offering across strategy, media, experience and data we're a singular agency partner for brands seeking a holistic solution. Innovators in the use of generative AI within advertising, we're known for pushing the boundaries of how AI can be woven into the ad world to create amazing outcomes for brands and their customers.

claxon.agency

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

SA

OurMoneyMarket

+517%



OMM is an award-winning consumer finance provider offering a range of personal loans, car loans and interest-free payment plans to consumers, as well as embedded finance solutions to SMEs.

ourmoneymarket.com

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

VIC

Montu

+9,616%



Montu has built an integrated cannabis ecosystem which streamlines the journey for patients end-to-end and sets new standards in cannabis care.

montu.com.au

We connect Australians to qualified doctors via our Alternaleaf telehealth platform, from the comfort of their home. From online booking, to tele-consultations and dispensing of medication, we provide patients with a supportive and judgement-free environment.

Montu works with experienced cannabis prescribers in Australia. We actively support doctors with a clinically trained Patient Care team and provide access to our custom-built patient management system to achieve optimal patient outcomes at scale.

To facilitate a streamlined dispensing process our fulfilment platform integrates with a nationwide pharmacy network and coordinates deliveries across a growing brand portfolio of high-quality products to ensure patients receive the most personalised treatment plan.

Montu's mission is to create an affordable and accessible path to medical cannabis therapies so more Australians can improve their quality of life.

ABOUT THE WINNER

AUSTRALIAN STATE CHAMPIONS

WA

Tape Ark

+327%



Tape Ark saw an opportunity with the early emergence of cloud computing to drive an innovative approach to data storage and management, which would enable organizations to liberate their data from legacy media to the cloud en masse.

tapeark.com

As a result of Tape Ark's groundbreaking technological approach, data sitting underutilized and inaccessible to modern cloud technologies in offsite storage warehouses can be liberated enabling organizations to efficiently store and gain instant access to their data, scale their IT operations and keep their data infrastructure up to date.

Tape Ark is now liberating some of the largest collections of data on the planet from areas like 300 petabytes of weather data to 100Pb of broadcast movies and productions.

Our Partnerships with Amazon Web Services and Microsoft Azure has seen Tape Ark rapidly scale to the USA, Canada, England, and India.

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