



# Technology Fast 50

2015 AUSTRALIA



The Deloitte Technology Fast 50 2015 Australia recognises and profiles fast growing technology companies. Now in its fifteenth year in Australia, the program ranks the 50 fastest growing public or private technology companies, based on percentage revenue growth over three years (2013 to 2015).

[More about the program >](#)

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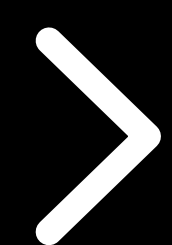
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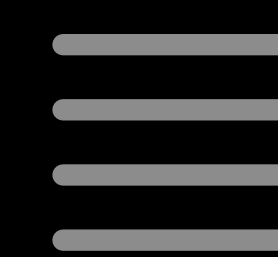
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# Tech Fast Trends



for Australia's fastest growing technology companies in 2015

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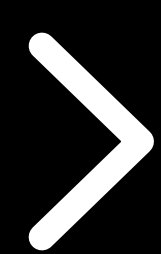
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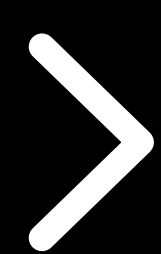
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# 1 Helping to solve entrepreneurial challenges



Kat McMaster

Good businesses grow quickly, and face the same challenges of arranging the right infrastructure and processes to support growth.

As an entrepreneurial CEO said recently: “Working from my house was great for the culture, but when we got to 23 people we just didn’t fit. We had to find a different way forward that also kept our momentum.”

The top three challenges for fast-growing businesses we commonly see are:

## 1. The right approach to talent management

As a business grows, hiring the right people becomes a priority. Deciding when to scale up the organisation’s headcount, and learning how to delegate and remunerate, are just some of the skills founders need.

Planning how to allocate time is also key. As is exploring existing team capabilities and identifying gaps in the skill set, to aid in appropriate resourcing as the business scales up.

## 2. Customer and market focus

Many fast-growth businesses need to identify the right area of the market on which to focus. Some start by serving high-volume, low-value customers, but as they progress are approached by enterprise clients with vastly different needs to the mass end of the market.

Working out whether repositioning the business toward servicing larger clients is the right path isn’t easy, nor is ascertaining the different influences of each type of market on company structure and activities.

## 3. Prioritising opportunities and keeping track of an execution plan

Most companies face competing priorities and need to ensure the benefits and risks are properly considered, an action plan formulated, and monitored.

Underlying it all, accessing capital to grow is critical. Founders can generally secure angel funding, with more mature businesses frequently heading to the US to obtain growth finance. However access to mid-stage capital is often tricky, and bridging this gap and connecting with investors prepared to fund their success is essential.

# 2 Fintechs are not only about financial services



Chris Wilson

## **Continuous disruption**

The 'fintech revolution' is not only about disrupting traditional financial services. The genesis of Ingogo for instance was triggered by a frustration with catching taxis. Addressing the payment aspect of this new experience was essential to the solution, not the focus.

Deloitte research with the World Economic Forum shows that innovation happens where there is customer friction and large profit pools. And given there is a financial aspect to all the exciting innovations around making everyday customer experiences - like finding a place to eat, a nearby event, or organising a sporting team - simpler, mobile or more efficient, fintechs are a natural evolution.

This progressive movement towards continuous disruption as the new normal is all about wanting to deliver an improved experience; remove a frustration and make things easier, as opposed to wanting to disrupt the financial services sector.

## **Developing an efficient Australian market**

Collaboration between regulators, incumbents and new entrants is essential when it comes to delivering new innovations to market in a way that simultaneously accelerates better service to customers while also protecting them.

Crowd-sourced equity funding, electronic payment systems and data were called out in the Government's response to Murray's Financial Services Inquiry as areas requiring consultation and legislation. Together with ASIC's creation of a Digital Finance Advisory Committee and an Innovation Hub, these are welcome initiatives to advance the growth of a vibrant, robust and globally competitive fintech community in Australia.

## **The rapid acceleration of fintech investments**

With an estimated US\$6.6 trillion of revenues at stake in global retail financial services alone, the continued surge of innovation and investment in fintechs will continue. Investors have also recognised the richness of this opportunity, with US\$12.6 billion invested globally last year in the fintech sector – more than three times the investment in 2013.

This year two of our top three Deloitte 2015 Technology Fast 50 winners are Fintechs - Prospa, Australia's largest online business lender, with 6971% growth and Ingogo, the taxi bookings and payments service, with 1494% growth, so 'Watch This Space!'

# 3 TMT stars shine in the Australian IPO landscape



Steve Shirtliff, Tapan Verma and Alex Halhead

In 2014 the ASX hosted Asia's largest and the world's third largest IPO. It was a banner year with 74 floats valued at more than \$26bn. Despite average IPO returns of more than 17% to the end of the year, the S&P/ASX 200 index today has yet to eclipse its 2014 opening.

Yet 2014 listings are up an average 30% since their debut, with investors looking for quality stocks from growth sectors. This gives Australia's IPO set a natural sector bias. Technology, Media and Telecommunications (TMT) is the standout performer, with 2014 stocks up 72%<sup>1</sup> on average since their listing date, equivalent to an average portfolio gain of nearly 50% across every tech stock listed on the ASX since 2012.

## Stand-out performers

Technology stocks continue to outperform the local bourse leading into the final quarter of 2015, with 16 ASX listings (market cap \$3.3bn) representing 28% of total stocks listed. While the largest ASX listing of the year, MYOB, continues to trade below its issue price, the remaining stocks have on average delivered returns of 40% to the end of Q3 weighted by market cap. As at 31 October, the top two are home grown start-ups, REFFIND and CV Check, trading up 610% and 165% since listing.

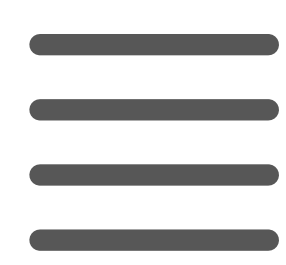
Globally, there has been conjecture around the appetite for tech stocks declining, particularly in the US market where Tech accounted for only 11% of listings to date in 2015. However, evidence suggests this was more driven by the availability of alternate sources of late-stage (private) funding in these markets. To us, it is clear that where there is quality the market is ready to accept.

Looking ahead, despite the global shine shifting from Tech stocks, there continues to be keen interest in some potential Australian 'unicorns' riding the jet stream of the recent announcement by Atlassian, the collaboration project management software and chat tool producer, seeking a listing on the NASDAQ at a notional US\$250m and expected to be worth north of \$3bn.

*The figures above are valid as at end Q3 2015 unless otherwise stated. For a full copy of the Deloitte 2015 IPO report and market update, visit: <http://www2.deloitte.com/au/en/pages/finance/articles/deloitte-2015-ipo-report.html>*

<sup>1</sup> Unless otherwise indicated, all percentages reflect share price performance to the end of Q3 2015

# 4 Employee Share Option Plans changes and opportunities



Robert Basker

## Good news

Employee share schemes (ESS) have had a number of positive changes over the last few months, including shifting back the taxing point for options to the date of exercise.

The ESS tax changes followed a period of industry consultation with a number of recommendations made by Deloitte incorporated by the government in the new legislation.

As a result of the changes we expect:

- A significant increase in the use of options in Australia to incentivise employees
- Start-ups are able to use options to compete for the best talent locally and globally more tax effectively.

## Things to note

- The Federal Government through the Australian Taxation Office has provided additional assistance to start-ups by:

- Introducing ‘safe harbour valuation methods’ which can be used by start-ups, negating the need for costly professional valuations
- Issuing standard documents, available on the ATO website, enabling startups to comply with the requirements to obtain the ESS tax benefit.

## Yet to be done

- Introduce specific ESS reporting requirements for start-ups
- Remove the unlisted condition – if there is an aggregate turnover threshold and an incorporate maximum period of 10 years to access the start-up concession, it isn’t relevant if a company is listed
- Reconsider the exclusion of rights to full value shares (e.g. RSUs) from the start-up concession as rights to full value shares are a more common type of equity plan globally
- Eliminate termination of employment as an early taxation point.

## How the new ESS start up provisions work

Definition of a start up	General and specific conditions	Rights	Shares	Tax
<p>No equity interests in employer ESS interests in company incorporated &lt;10 years before ESS interest acquired.</p> <p>All companies in corporate group incorporated &lt;10 years before the ESS acquired.</p> <p>ESS interests in company with aggregated turnover ≤%50 million for the income year prior to the income year in which the ESS interest acquired.</p> <p>Employing company (which may/may not be the company issuing the ESS interest) must be an Australian resident taxpayer.</p>	<p>General conditions that apply to all ESS concessions: the employment condition, ordinary shares conditions, integrity rule about share trading companies condition and significant ownership and voting rights condition.</p> <p>Specific conditions for the start up scheme: the scheme must meet the existing minimum holding period condition and the scheme must meet the existing broad availability condition.</p>	<p>Must have an exercise price (or strike price) that is greater than or equal to the market value of an ordinary share in the issuing company at the time the right is acquired.</p>	<p>Must be acquired with a discount of less than 15% of the market value of the share when acquired.</p>	<p>Discounts on shares will not be subject to income tax.</p> <p>Discounts on rights will be treated as capital and deferred until sale of the resulting share.</p>

# 5 Tech company valuation metrics: has the game changed?



Steve Ferris

To answer whether the valuation metrics typically used to value technology companies have changed over time we consider what the data implies for where we currently are in the cycle.

## The analysis

For the purposes of this analysis, we have determined sample constituents based on reliable publicly-available data from 444 Australian companies listed on the ASX at any point between 30 June 2000 and 2015, using each 30 June as the measurement point. Companies with a market capitalisation of \$5mn or more at any time in the sample period were included.

The ASX sectors included Information Technology (all stocks: 181 companies), Telecommunications (all stocks: 39 companies), Healthcare (selected stocks: 133 companies), Industrials (selected stocks: 35 companies), Consumer discretionary (selected stocks: 48 companies) and Financials (selected stocks: eight companies).

Valuation metrics included Enterprise Value (EV)/Revenue multiples and EV/EBIT (Earnings Before Interest and Tax) multiples. Median metrics within each data set were used and detailed sub-sector analysis was undertaken.

- On an EV/Revenue multiple basis, four of the six sectors remained relatively flat in a fairly narrow band of 0-5. There was some peaking in certain sectors before the first 'tech wreck'

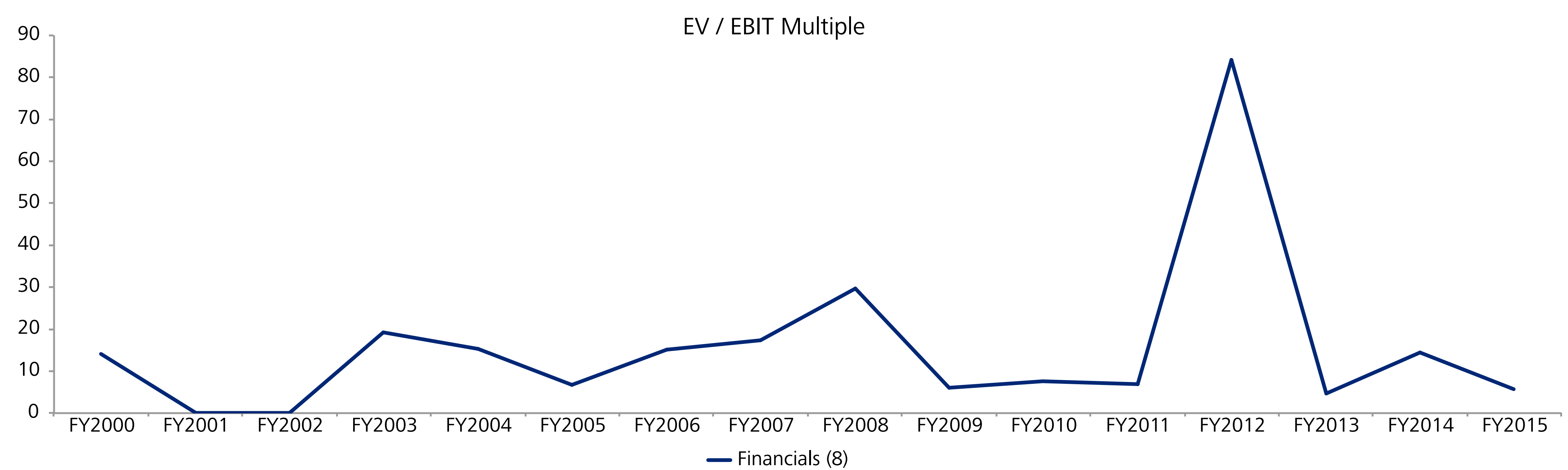
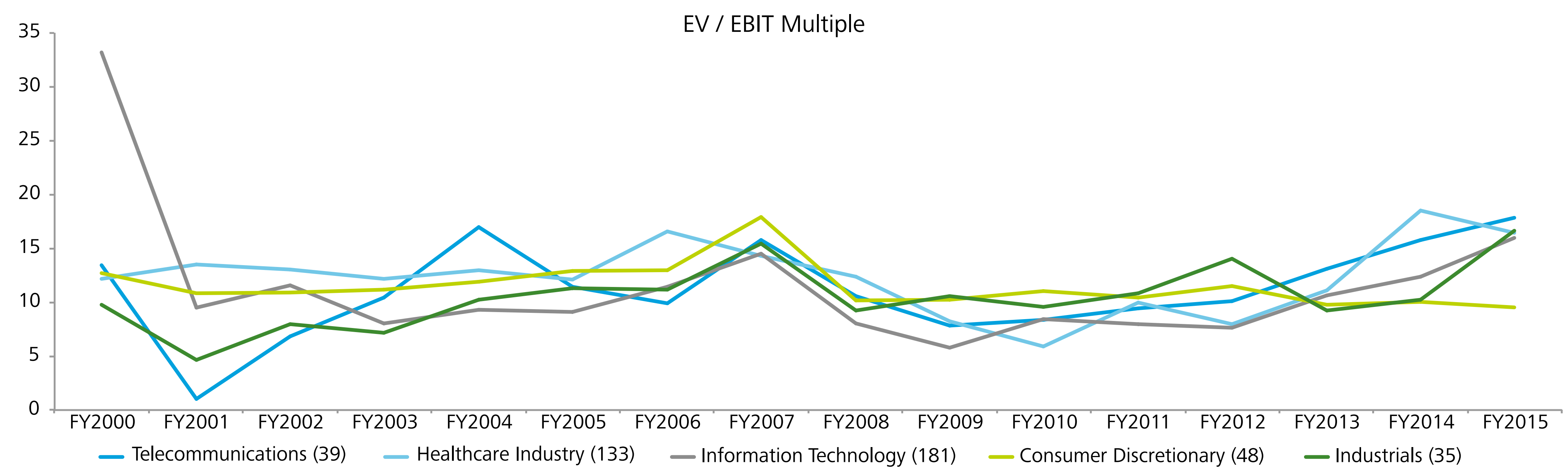
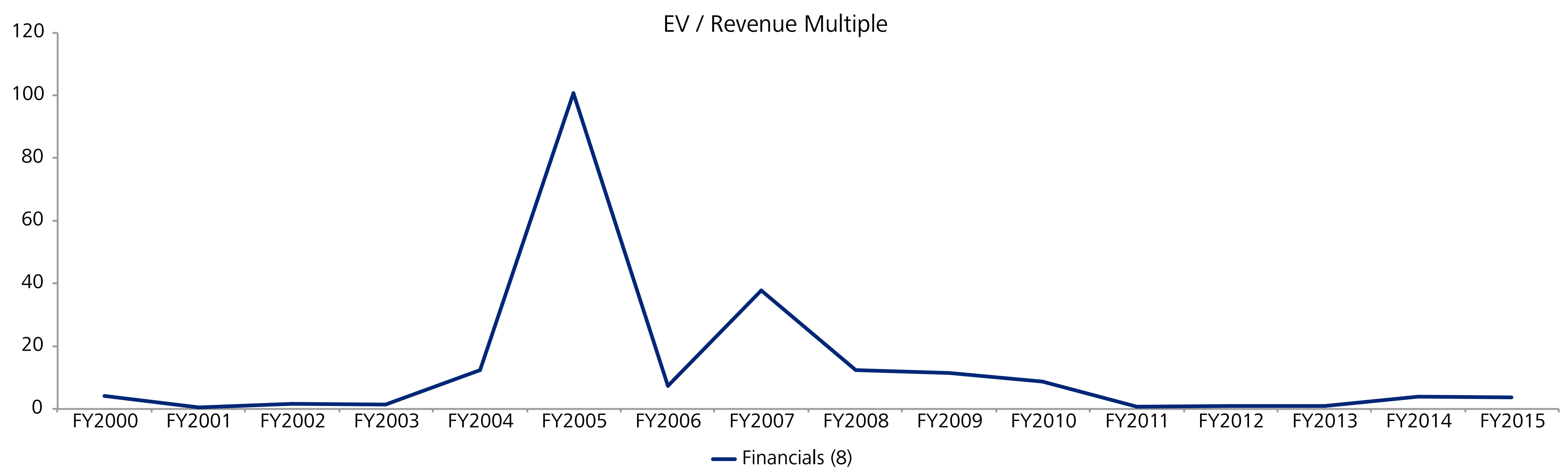
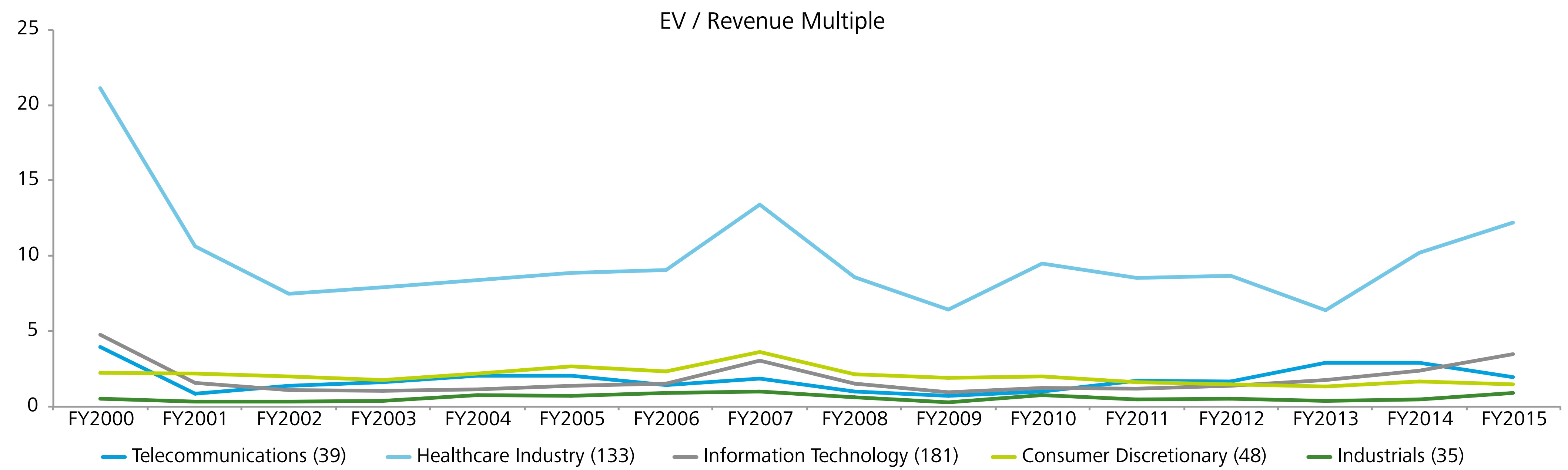
of 2001, again in 2007 before the GFC, and potentially again in 2015, albeit to a lesser extent. Similar comments apply on an EV/EBIT multiple basis although there is greater clustering in five of the six sectors

- Financials and healthcare stocks are the exceptions. In Healthcare the divergence appears to be more at the EV/Revenue multiple level, where these multiples generally range from five to 15 times. The same peaking trends exist, however, as the other four sectors
- In Financials considerable volatility is evident in both the EV/Revenue and EV/EBIT multiples. Given there are only eight stocks listed, it is questionable whether the data is statistically reliable.

## The conclusion

Despite an extremely strong IPO market and companies listing at strong multiples recently, the evidence suggests the game has not changed for tech company valuation metrics. It is likely that it is just a very favourable part of the cycle for tech company pricing by public markets in Australia. It will be interesting to see whether this remains the core at a sub-sector level in Australia, and in larger, deeper global markets such as the USA.

*Note: The market as a whole has experienced significant pull-back over the first quarter of FY16 so the comments on 2015 peaking need to be taken in this context.*



# 6 Mythbusting the tax debate for fast growing companies



Neil Pereira

## **Tax avoidance and transparency**

The attention on Australian and international multinational companies' tax affairs has resulted in new legislation tabled in the Spring Parliamentary sitting focused on tax avoidance and more transparency of global affairs.

The key threshold for the proposed tax rules is more than A\$ 1bn in global revenues. An aspiration for most fast growing tech companies, with growth rather than tax management, their focus.

For them, the challenge is more about moving beyond the startup phase where cash is burned and revenue limited. Getting cash into the business is king! Once in growth phase, tax losses are likely to be carried forward to shelter some scaling of revenue and profitability which is a natural outcome of the tax system.

However as the business grows and spreads offshore, traps for the unwary can arise. Some key aspects to bear in mind are:

### **1. Identify which jurisdictions are most critical to growth**

The company will need to decide whether it needs personnel 'on the ground'. Whether they are employees or independent service providers/contractors and what regulations need to be met.

## **2. Regulatory environment**

In any new jurisdiction, determine the available incentives and the best economic zone and entity structure. Once a representative office, a branch or a wholly owned company is agreed, what taxes will the structure give rise to?

## **3. Use Australian IP to grow the business globally**

For a technology company the digital nature of the goods or services adds complexity. Will local customers be subscribers to a central software platform hosted in Australia? Will the local entity be a marketer or seller? How much value is derived from Australia and the local jurisdiction? How best to apportion profits?

While thinking about tax efficient structures is popular, if returns are going to be taxed in Australia – at least for the current or founding shareholders – then leave that kind of planning to the next phase.

# 7 Lowering the cost of innovation



Eamon Fenwick

## The problem

A common concern for businesses is how to efficiently finance innovation programs, particularly when the business isn't returning any profit.

While later stage financing for technology ventures is gradually improving in Australia, many have to stretch their seed funding through to commercialisation, in order to validate the offering with their target market. The commercialisation involved can range from product sales, to embedding the technology into service platforms. The proprietary nature of the technology is key and will be what enables businesses with innovative products or services to win within their chosen markets.

## A strategic solution

While these companies can often access government grants or the refundable R&D Tax Incentive to support future activity, a more strategic, prospective view of the program can be of greater benefit to both technology and technology-enabled businesses.

This strategic approach can include matching the R&D claim processes with cash flow forecasting to recycle the previous year's development investment. This will ensure a smaller capital outlay the following year to fund the same level of R&D expenditure. In some cases this will mean bringing development expenditure forward to be able to access a larger tax incentive refund sooner.

Assuming that \$1m of eligible R&D investment in a given year is eligible for the R&D Tax Incentive program, up to \$450,000 could be received in the subsequent financial year for further investment in development projects. For instance, to fund a \$1m development plan, only \$550,000 would be needed to top up the R&D budget.

By planning R&D investment and taking a more strategic view of how the R&D Tax Incentive can be used, in line with general business planning, fast growing companies can lower the cost of their innovation activities considerably.

# 8 Using the cloud for scale, agility and responsiveness



Joshua Tanchel

## **From the garage to the world**

Cloud technology is an ideal way for businesses to grow quickly, capture market share and increase shareholder value.

Both Atlassian and Stylerunner are now global brands that started in the 'garage' at home. Today they are market leaders, having grown into truly competitive global businesses supported by NetSuite's cloud-Enterprise Resource Planning (ERP) platform.

In our experience market leading applications like NetSuite and Salesforce enable SME and mid-market businesses to scale their operations and compete disruptively with their much larger competitors – be they local or global.

## **Achieving stratospheric growth**

Companies like Airbnb and GoPro have grown quickly and effectively disrupted their industries and both are cloud technology customer advocates.

Similarly Aesop, a global skincare retailer launched in Melbourne, has expanded its store operations and online retail sales capabilities quickly to become a leading global business in the personal care industry. Aesop uses NetSuite's ERP platform, which includes customer management and marketing automation capabilities – facilitated by NetSuite's recent acquisition of Bronto Communications, a leading marketing automation software provider.

Philanthropic organisations like Nevhouse have also invested in cloud technology to support their global business and provide low cost housing solutions to people living in third world countries where cyclones, flood and drought are commonplace.

To enable your business to scale, become more agile and be able to respond effectively to disruptive change, cloud technology applications are key enablers of that transformation – and are cheaper and quicker to deploy than traditional 'on premise' business systems.

This means that doing nothing in the current competitive 'white water' markets of FY16 is just not a viable option.

# 9 A shift from mining to tech on the BRW Rich 200 List



Lauren Thurin

## Shifting fortunes

The BRW Rich 200 list is an ultra-elite club where names like Packer and Lowy, Rinehart and Tinkler, have dominated top spots. However, there is a new generation of entrepreneurs that have attained extreme wealth including, Mike Cannon-Brookes, Scott Farquhar and Owen Kerr.

Since 2013, as technology stocks rose on the BRW rich list, the mining sector fell. Gina Rinehart lost \$7.15bn, Nathan Tinkler fell south of the \$235m entry threshold, Ivan Glasenberg dropped \$1.79bn, Clive Palmer \$1.65bn and Andrew Forrest \$1.43bn.

This decline continued into 2014 where Rinehart dropped a further \$2bn and Clive Palmer was down \$980mn. And as the resource boom weakened, IT emerged as a viable avenue for wealth creation.

## New kids on the block

Matt Barrie of Freelancer.com (\$255m), Ruslan Kogan of Kogan (\$320m) and Owen Kerr of Pepperstone (\$250m) joined the list for the first time last year. TPG Telecom's David and Vicky Teoh doubled their wealth by 1bn, while Craig Winkler (MYOB) jumped 2.5 times to \$700mn. Atlassian's Mike Cannon-Brookes and Scott Farquhar went from millionaires to billionaires.

Software giant Atlassian demonstrates that the IT revolution has let those with a simple idea and impeccable execution, develop rapidly and successfully. Atlassian has in fact appeared on the Deloitte TechFast 50 winner's list each year from 2005 to 2008, and again in 2010 and 2011.

## Connecting in different ways

In 2015, technology entrepreneurs feature regularly on the annual BRW Rich 200 List. With this year's debutants David Greiner and Ben Richardson, founders of Campaign Monitor, worth around \$500m, and Patrick Grove worth around \$286m from Catcha Group.

As tech success stories become increasingly commonplace, the start-up drive and dynamism is changing the way we think and act. It is forcing people to connect with each other in different ways and companies to reconsider how they deliver services and interact with their customers, demonstrating the power of what start-ups can and do achieve.

# FAST

# 50

**2015**  
**DELOITTE**  
**TECHNOLOGY**  
**FAST 50**



## A word from Deloitte

### **AWESOME – there is just no other word for it!**

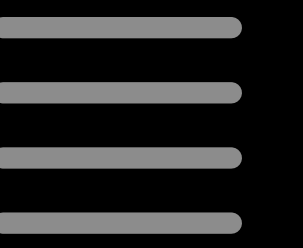
Each year we bring you our Deloitte Technology Fast 50 Awards, and each year we are blown away by the quality, capacity and tenacity of our entrants' ideas. Your ideas, your grasp of what the market wants and your ability to deliver is simply awesome.

This year – our 15th since launching our rating index of Australia's fastest growing technology companies in 2001 – fintech Prospa is the 2015 Deloitte Technology Fast 50 winner. As one of Australia's largest online business lenders, Prospa secured 6971% growth, almost double last year's winning 3626% growth, ably delivered by NEXTDC, one of Australia's leading data centre designers, developers and operators.

### **AWESOME growth! Technology Fast 50 overall winners**

Congratulations to all our awesome 2015 Tech Fast 50 winners, with a special shout out to the top three, Prospa, Cirrus Networks and Ingogo – see their profiles on page 31.

# 2015 DELOITTE TECHNOLOGY FAST 50



## Leadership winners

Those Australian technology companies with high revenue growth, that managed both economic and business expansion challenges this year are AussieCommerce, one of Australia's largest e-commerce groups; amaysim, Australia's fourth largest independent mobile services provider; and Nimble Money – built by self-described 'tech-loving geeks' who 'imagined the simplest, fastest, most stress-free way to safely borrow money'!

## Rising Stars

These high-growth nominating companies don't qualify for the Technology Fast 50 list as they have less than three years existing revenue, but they are our rising stars. Plutora is a risk managing software company. OncoSil Medical, provides new technologies for safer and more effective ways to deliver radiation therapy. And Open Agent in the real estate business, is one of Australia's largest e-commerce groups.

## A few observations from the winners'

Internet and software companies lead this year's charge, with 33 out of the Technology Fast 50 companies. And for the first time since 2001, companies from NSW (20) and VIC (20) are evenly distributed.

Mobile technologies are also experiencing significant growth from the increased consumer usage trends increase in mobile marketing. Companies like Mobile Embrace and Soprano Design are demonstrating this growth.

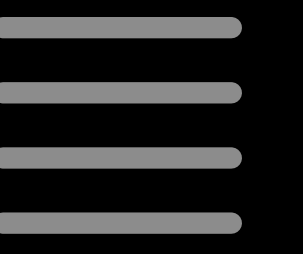
Finally one of the exciting trends this year is maturity. Many of Australia's growing technology companies have been operating for more than seven years, with 26 previously ranked in our winners' lists.

Congratulations to a truly awesome list!

Stuart Johnston  
National Leader  
TMT Industry Group

Joshua Tanchel  
National Leader  
Deloitte Technology Fast 50

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**

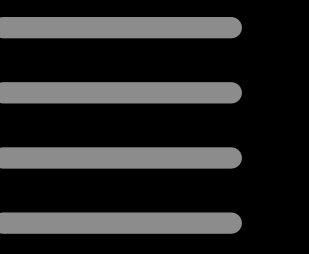


**#1** **PROSPA**  
**6971%**  
**GROWTH**

**#2** **CIRRUS**  
**NETWORKS**  
**5571%**  
**GROWTH**

**#3** **INGOGO**  
**1494%**  
**GROWTH**

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#4**

**URBANISE.COM**  
1080% GROWTH

**#5**

**ATOMOS GLOBAL**  
425% GROWTH

**#6**

**AUSSIECOMMERCE**  
422% GROWTH

**#7**

**MEXIA**  
406% GROWTH

**#8**

**MIKTYSH**  
382% GROWTH

**#9**

**E-COM**  
338% GROWTH

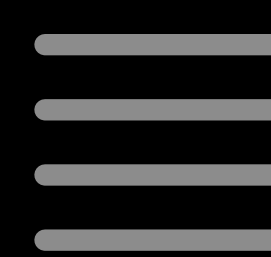
**#10**

**R11**  
316% GROWTH

**#11**

**BELLABOX**  
314% GROWTH

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#12**

**VONEX**  
305% GROWTH

**#13**

**SEQTA SOFTWARE**  
289% GROWTH

**#14**

**CATAPULT GROUP**  
289% GROWTH

**#15**

**RESOLUTION  
TECHNOLOGY**  
281% GROWTH

**#16**

**KLOUD SOLUTIONS**  
272% GROWTH

**#17**

**BROADBAND  
SOLUTIONS**  
263% GROWTH

**#18**

**ANNEX PRODUCTS**  
225% GROWTH

**#19**

**PUNTERS.COM.AU**  
205% GROWTH

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#20 #21**

**TEMANDO**  
203% GROWTH

**PET CIRCLE**  
202% GROWTH

**#22 #23**

**GOURMET ADS**  
199% GROWTH

**FONEBOX GROUP**  
195% GROWTH

**#24 #25**

**AMAYSIM**  
192% GROWTH

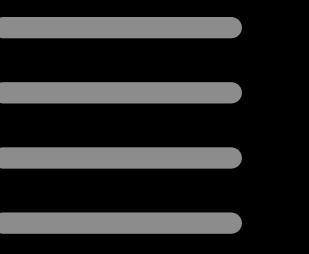
**OUTWARE MOBILE**  
189% GROWTH

**#26 #27**

**NIMBLE MONEY**  
186% GROWTH

**VINOMOFO**  
185% GROWTH

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#28** **#29**

**TEMPLE &  
WEBSTER**  
181% GROWTH

**CLASS**  
176% GROWTH

**#30** **#31**

**EMPIRED LIMITED**  
176% GROWTH

**ASTUTE PAYROLL**  
172% GROWTH

**#32** **#33**

**MOBILE EMBRACE**  
170% GROWTH

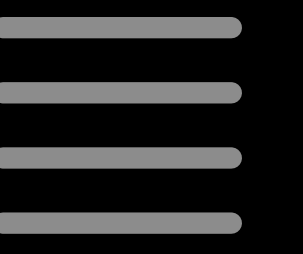
**ADORE BEAUTY**  
166% GROWTH

**#34** **#35**

**WME**  
165% GROWTH

**BIZDATA**  
164% GROWTH

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#36**

**SITEMINDER**  
151% GROWTH

**#37**

**OPENTOP**  
151% GROWTH

**#38**

**DESIGNCROWD**  
143% GROWTH

**#39**

**NUIX**  
143% GROWTH

**#40**

**INFOTRACK**  
134% GROWTH

**#41**

**NEARMAP**  
126% GROWTH

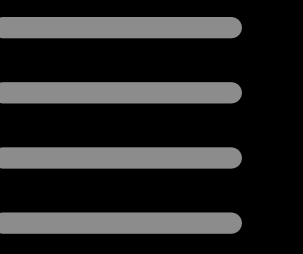
**#42**

**SOPRANO DESIGN**  
125% GROWTH

**#43**

**IGNIA**  
125% GROWTH

**2015**  
**TECHNOLOGY**  
**FAST 50**  
**WINNERS**



**#44 #45**

**VOCUS**  
**COMMUNICATIONS**  
124% GROWTH

**JACK MEDIA**  
124% GROWTH

**#46 #47**

**VIRTUAL MACHINE**  
123% GROWTH

**SMART BUSINESS**  
**TELECOM**  
120% GROWTH

**#48 #49**

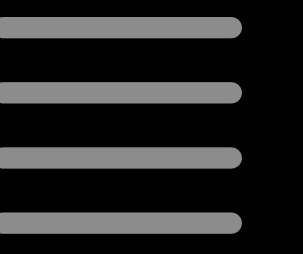
**SENETAS**  
111% GROWTH

**BIGAIR GROUP**  
109% GROWTH

**#50**

**TIMETARGET**  
108% GROWTH

# 2015 LEADERSHIP AWARD WINNERS



## A word from ASX

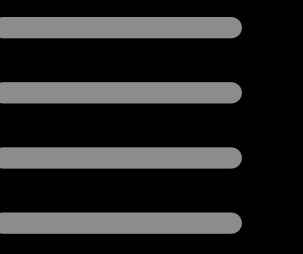
ASX is proud to again support the Deloitte Technology Fast 50 program in Australia.

I would like to extend my congratulations to all of the companies that are on this year's list and to the 2015 winner – Prospa. Given the strength of the ICT industry in Australia, there is little doubt that being a member of the Fast 50 means you are among the best in your field.

The advancement of technology is creating new business models and challenging existing ones. ASX is impacted by this as much as any company. We are excited by the opportunities it presents.

Australia has a number of high-profile listed companies that were born directly from innovation, such as Seek, REA Group and Freelancer. The listed technology sector in Australia has had further success recently with the IPOs of MYOB, Orion Health, Aconex, Vista and 3P Learning. In the 2015 financial year, we saw 30 new tech listings, with a combined market capitalisation of over \$3.3 billion. This brings the total number of ASX technology listings to more than 130 companies.

# 2015 LEADERSHIP AWARD WINNERS



ASX is a strong supporter of the Government's push to improve the environment for innovation. Ideas, talent and capital are mobile. Australia must have world-class science education, research and development, collaboration between universities and business, and local commercialisation. This benefits established companies as much as start-ups.

We are fortunate in Australia to have access to a large pool of capital – the world's third largest. And we have a diverse global investor base, with around 45% of investment in ASX-listed companies coming from international investors. All this shows the widespread confidence that investors have in our market. As a result, ASX is consistently among the world's leading markets for initial and secondary capital raisings, and the total market capitalisation now stands at \$1.5 trillion.

Congratulations to Deloitte on yet another rewarding Technology Fast 50 program, and for continuing to help raise the profile of some of Australia's fastest growing and most dynamic companies.

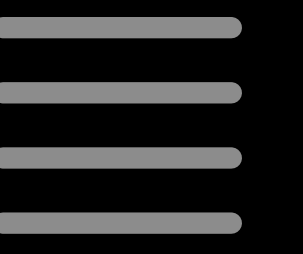
I wish all the participants success in their future endeavours.

Elmer Funke Kupper  
Managing Director and Chief Executive  
Australian Securities Exchange (ASX)



ASX

# 2015 LEADERSHIP AWARD WINNERS



## #1

AUSSIECOMMERCE  
422% GROWTH

## #2

AMAYSIM  
192% GROWTH

## #3

NIMBLE MONEY  
186% GROWTH

## #4

EMPIRED LIMITED  
176% GROWTH

## #5

NUIX  
143% GROWTH

## #6

INFOTRACK  
134% GROWTH

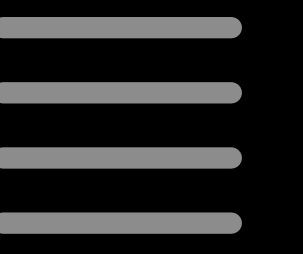
## #7

VOCUS  
COMMUNICATIONS  
124% GROWTH

## #8

BIGAIR GROUP  
109% GROWTH

# 2015 RISING STAR WINNERS



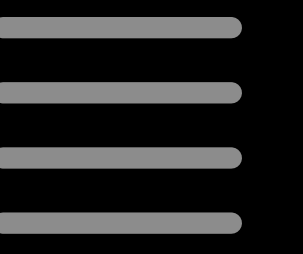
## A word from NetSuite

NetSuite is honoured to be part of the 2015 Deloitte Technology Fast 50 Awards. As a cloud provider with innovation at the core of our mission, this prestigious program provides us with a platform to work closely with some of Australia's fastest growing and innovative technology companies. We would like to congratulate all of the winners.

As more and more companies strive to transform their business operations through cloud computing, we believe our support of the Deloitte Technology Fast 50 Awards alongside the ASX, gives us a unique opportunity to help Australian technology companies meet their objectives and drive future business growth.

The rapid pace of technological innovation in Australia, driven by digital transformation has been remarkable. Speculation abounds over what the next-generation business will look like – agile, disruptive and customer-centric some will say; while others may call out innovative, data-driven and future-proof. Many of these characteristics are already present in this year's award winners.

# 2015 RISING STAR WINNERS



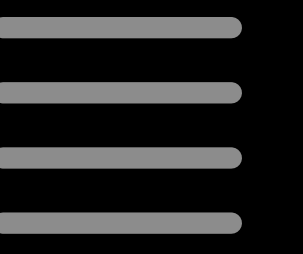
The future has always belonged to those leading companies that could best anticipate and meet the needs of their customers. As digital transformation continues to disrupt the foundations needed to operate a successful business today, it has opened new worlds of opportunity for leaders to create the future.

Every business needs to find new ways to enable innovation. Many are being forced to rethink and redefine their underlying business models to compete, survive and thrive. It is great to see this innovation being showcased in the Technology Fast 50 program and we wish all of the participants the best of luck in their future ventures as they continue along their path to success.

Well done Deloitte for rewarding technology innovation in Australia. We are proud to be associated with the Technology Fast 50 Awards program.

Scott Janney  
Senior Director, Strategic Alliances, NetSuite

# 2015 RISING STAR WINNERS



## #1

PLUTORA  
4539% GROWTH

## #2

ONCOSIL MEDICAL  
3094% GROWTH

## #3

OPENAGENT  
2970% GROWTH

## #4

PLANT MINER  
2382% GROWTH

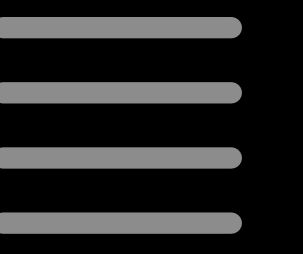
## #5

STYLERUNNER  
1736% GROWTH

## #6

SUPPLE SOLUTIONS  
853% GROWTH

# 2015 RISING STAR WINNERS



## #7

REDEYE APP  
706% GROWTH

## #8

YOURGROCER  
448% GROWTH

## #9

ONLINE  
MARKETING  
GURUS  
318% GROWTH

## #10

KENT & LIME  
125% GROWTH

## #11

LEGALVISION  
85% GROWTH

# Winners' Profiles

## Technology Fast 50

### Top 3



# #1

**Prospa** [www.prospa.com](http://www.prospa.com)

Prospa is Australia's leading online small business lender. Using a proprietary technology platform and a fast, simple online application process, Prospa can approve and provide funding for loans within 24 hours. Since 2011, this high growth Australian-owned company has lent more than \$70m to thousands of small businesses. It is a 2015 Telstra Business Award finalist. Prospa's flagship is its unsecured online small business loans of \$5k to \$250k, lent over terms of three to 12 months with flexible daily or weekly repayments.

**prospa** 

Sector / Internet  
Company structure / Private  
Growth / 6971%  
Leader / Beau Bertoli  
Location / NSW

# #2

**Cirrus Networks** [www.cirrusnetworks.com.au](http://www.cirrusnetworks.com.au)

Cirrus Networks is an Australian IT solutions integrator headquartered in Perth. It provides an independent, flexible approach to designing, building, and managing IT infrastructure. Through understanding an organisation's strategic drivers, priorities and issues, it can offer tailored solutions that help achieve a business's objectives in the most cost effective way.

**cirrus**  
NETWORKS

Sector / Communications  
Company structure / Listed  
Growth / 5571%  
Leader / Frank Richmond  
Location / WA

# #3

**Ingogo** [www.ingogo.com.au](http://www.ingogo.com.au)

Ingogo is a peer to peer taxi booking application and in-taxi payments terminal. Customers move outside the traditional taxi booking systems for better response times, security for driver and passenger, and more efficient allocation of jobs. Ingogo offers expense management integration with Concur. It also provides integration for trade service businesses through its Xero M-Payments platform. A small business can generate an invoice, email the invoice to the customer, take payment, allocate funds against the invoice and perform the bank reconciliation function in a matter of seconds.

**ingogo** <sup>TM</sup>

Sector / Software  
Company structure / Private  
Growth / 1494%  
Leader / Hamish Petrie  
Location / NSW

# Winners' Profiles

## Leadership Award

### Top 3



# #1

**AussieCommerce** [www.aussiecommerce.com.au](http://www.aussiecommerce.com.au)



AussieCommerce Group is one of Australia's largest e-commerce groups, offering 14 retail brands. Founded in 2010, the company now has almost 400 employees globally and turned over more than \$210m in FY15. Most of the company's retail sites offer products or services that are only available for a limited time (flash sales-based), usually at a significant discount. From luxury holidays, designer clothes, sportswear, homewares or gourmet food, AussieCommerce Group's different websites help Australian consumers find the best products at the best price, making premium experiences and products accessible.

Sector / Internet  
Company structure / Private  
Growth / 422%  
Leader / Adam Schwab  
Location / VIC

# #2

**amaysim** [www.amaysim.com.au](http://www.amaysim.com.au)



amaysim is the fourth largest independent mobile services provider in Australia. With 700,000 subscribers since launching November 2010, it is powered by Optus 4G Plus Network. Its monthly 'bring-your-own' handset mobile plans support Live Chat, email and social media. Through a technology platform that connects national retailers, amaysim has a sales network of more than 12,000 physical outlets. With user experience and customer satisfaction a key, amaysim won Roy Morgan's Mobile Services Provider of the Year (2013, 2014) and Canstar Blue's Most satisfied customers for mobile phone plan (2014) and prepaid categories (2014, 2013).

Sector / Communications  
Company structure / Listed  
Growth / 192%  
Leader / Julian Ogrin  
Location / NSW

# #3

**Nimble Money** [www.nimble.com.au](http://www.nimble.com.au)



Nimble Money is a company built by 'tech-loving geeks' who imagined the simplest, fastest, most stress-free way to safely borrow money. They built a technology platform to lend loans that doesn't require reams of paperwork and multiple meetings. Offering the facility to safely borrow anywhere from \$100 to \$5,000, pay it all back using flexible repayments and a schedule set up by the borrower. Today thousands of Australians choose to 'Nimble it' every year.

Sector / Internet  
Company structure / Listed  
Growth / 186%  
Leader / Sami Malia  
Location / QLD

# Winners' Profiles

## Rising Star

### Top 3



# #1

**Plutora** [www.plutora.com](http://www.plutora.com)

Plutora is a fast growing provider of Enterprise Release Management solutions that helps global enterprises deliver higher quality software to meet their customers' demands, while reducing risk to their IT operations. As IT struggles to keep up with the accelerating demands for business agility while maintaining the highest reliability, their applications are at various stages of technology maturity, increasingly interconnected, and delivered by global teams. Plutora enables organisations to collaborate across silos, with a shared, detailed understanding of the enterprise release processes and interdependencies. It assists organisations deliver better software faster.

**PLUTORA**

Sector / Software  
Company structure / Private  
Growth / 4539%  
Leader / Dalibor Siroky  
Location / NSW

# #2

**OncoSil Medical** [www.oncosil.com.au](http://www.oncosil.com.au)

OncoSil Medical is an ASX listed Australian Life Sciences company aimed at providing new technologies for safer and more effective ways to deliver radiation therapy to cancer patient's tumours. Its optically stimulated luminescence (OSL) clinical-stage is a method for measuring doses from ionizing radiation. OncoSil Medical's lead product is OncoSil™ with its first target indication, primary pancreatic cancer. A second indication is for primary liver cancer. OncoSil™ is an active implantable, radiological medical device intended for use in brachytherapy, where cancer is treated by the insertion of radioactive implants directly into the cancerous tissue.



Sector / Life Sciences  
Company structure / Listed  
Growth / 3094%  
Leader / Daniel Kenny  
Location / NSW

# #3

**OpenAgent** [www.openagent.com.au](http://www.openagent.com.au)

OpenAgent is a unique service that intelligently compares and ranks all 30,000 plus active real estate agents in Australia. The algorithm uses over two million sales transactions and 15,000 customer reviews to power agent rankings. The team independently verifies sales data and reviews, monitoring service quality delivered by real estate agents. Selecting the right real estate agent is often the most stressful part of selling a home. So whether an investor, deceased estate, divorcee, or baby boomer, OpenAgent pairs vendors with agents with the right experience, personality and consideration of time.



Sector / Internet  
Company structure / Private  
Growth / 2970%  
Leader / Zoe Pointon and Marta Higuera  
Location / NSW

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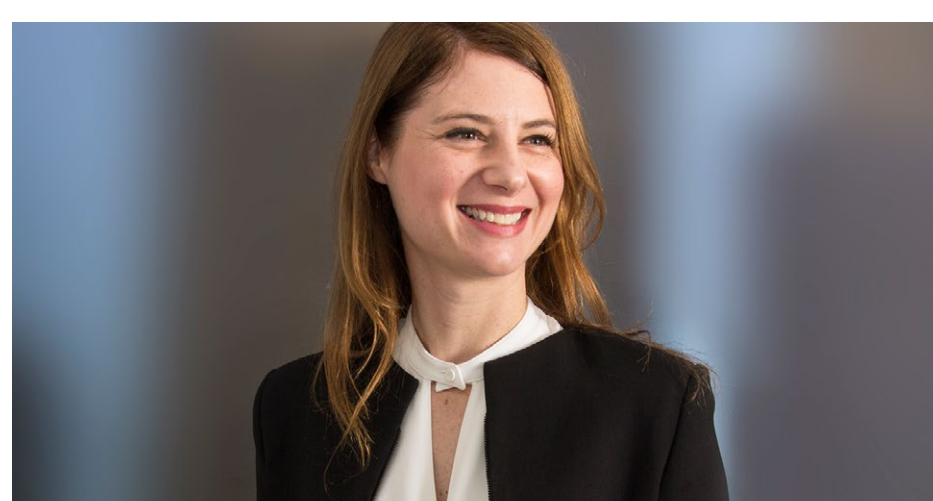
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