

Technology Fast 50 2020 winners' report

The Deloitte Technology Fast 50 2020 Australia program

recognises and profiles fast growing technology companies. Now in its twentieth year in Australia, the program ranks the 50 fastest growing public or private technology companies, based on percentage revenue growth over three years (2018 to 2020).

Our 2020 Tech Fast 50? They are: Visionaries. Advocates. Creators. Founders. Leaders. Risk-takers. Decision makers. Pioneers. Innovators. Collaborators. Inventors. Connectors. Go-getters.

Tech Fast 50 top three

Half Dome 2,390%

My Plan Manager 1,621%

Autoguru 1,148%

female founders/co-founders/CEOs in the top 10 (compared with three in the top 10 in 2019 and zero in 2018)

Technology Female Leadership top three

My Plan Manager 1,621%

Modibodi 929%

Brighte 912%

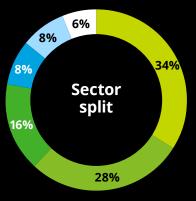


Listed companies make up (versus 16% in 2019)

Leadership top four **Zip Co** 303% Appen 221%

Sendle 181%

Koala 152%



Online/direct to consumer

Software

Fintech

Communications

Digital/media Healthtech

first

timers

66 Resilient. Resourceful. Relevant. >>>

2% 12% OLD 56% **~_2%** ACT

Commitment Purpose



Energy

Conviction

Greater representation from across Australia. Our 2020 ranking includes companies from NT and SA.

Geographic split

(last year in percentages: NSW 58%, Vic 28%, Qld 12%, ACT 2%) Rising Star top three

repeat

entrants

JSHealth Vitamins 21,540%

Coviu Global 11,553%

iGreenData 2,132%

increase in **female** representation this year

Watch out for:

Rising Star

(The 2020 and

2019 winners

the previous

year's Rising

Star list)

both came from

(15 companies in 2020 versus 13 companies in 2019)

Attributes & secret ingredients



Resilience

Positivity



Agility







Resolve

Decisiveness

A word from Josh Tanchel Deloitte Tech Fast 50 Lead

Resilient, Resourceful, Relevant

Resilient. It's a word that came into its own in 2020 and one aligned to every business nominated in Tech Fast 50 this year, and every year.

As we celebrate our twentieth year showcasing remarkable stories of growth and leadership, we're delighted that despite the extraordinary circumstances we're living through in 2020, so many companies in the Australian tech industry are continuing to experience growth, and the rise of businesses that have successfully harnessed technology is clear.

But as we know, the industry is built on resilience, grit and determination, and the ability to quickly adapt, innovate and problem solve in ever-changing circumstances is a natural habitat for founders and start-ups – thriving through challenge is in their DNA.

As always, the companies on the Tech Fast 50 list this year have shown incredible leadership, agility, foresight, passion and perseverance, and beyond their growth, there is much to be proud of in this community.

We have heard numerous stories from our Tech Fast cohort of companies prioritising the needs, health and wellbeing of their customers, clients and teams, of rival businesses coming together to share knowledge and resources to ensure they all survived. The Deloitte Technology Fast 50 2020 Australia winner this year comes from Victoria, the state most impacted by the crisis – and we are delighted to announce that winner is Half Dome

Half Dome is a digital marketing agency founded in 2017 that combines technology and marketing for compellingly simple multichannel marketing strategies. They achieved an impressive 2,390 percent growth over the three-year period and were catapulted from 12th in our 2019 Rising Star category to claim the 2020 title!

Technology Fast 50 top three

Congratulations to all our Technology Fast 50 2020 winners, with a special shout out to the top three: **Half Dome, My Plan Manager** and **Autoguru** for such fantastic growth – see their profiles from **page 15**.

Leadership top three

Those Australian tech companies that feature in our Technology Fast 50 list and had revenue over \$50m in FY20 are **Zip Co**, **Appen** and **Sendle**. Sustaining these strong growth rates gets even harder with scale, so a special congratulations – see their profiles from **page 24**.

Technology Female Leadership top three

These are the top three tech organisations who made our Technology Fast 50 list in 2020 and have been founded or co-founded by a female or currently have a female CEO. We're delighted to announce that the top three this year are:

My Plan Manager, Modibodi and Brighte – see their profiles from page 30.

Rising Star top three

These high-growth nominating companies don't qualify yet for the Technology Fast 50 list as they have less than three years existing revenue, but they are our Rising Stars and we know the future is bright: **JSHealth Vitamins, Coviu Global** and **iGreenData** – see their profiles from **page 36**.

Winning observations: what did we notice this year?

The crisis has continued to advance the disruption of traditional industries and we are seeing that reflected in our winners' list.

The largest category this year was online/direct to consumer, with COVID-19 accelerating the shift from physical stores to online by at least three years, and we expect the rise of direct to consumer to continue. But we're also seeing big sector wins in software and converging sectors, such as fintech and healthtech, where the intersection of consumers, and technology continues to drive change and communications/IT services which are enabling the digital transformation.

Foreword

This year the tech organisations that featured were split as follows: online/direct to consumer (34%), software (28%), fintech (16%), communications/IT services (8%), digital/media (8%) and healthtech (6%).

Technology gives companies the ability to scale with speed and this is evident in the increased number of new nominating companies this year, not just the number of first timers but also those founded in the past five years. The threshold qualifying growth for the top 50 was higher than ever at 145%.

Geographically, NSW (56%) and Victoria (24%) continue to dominate, with Queensland (12%) and ACT (2%) represented again, and we're delighted that South Australia (4%) and the Northern Territory (2%) have added their presence to the list.

While NSW took last year's top three spots, in 2020 our top three hail from Victoria, South Australia and Queensland. This is the broadest representation we have ever had across states and territories.

Female leaders continue their rise

We're thrilled that once again female founders/co-founders and leaders are increasing their presence on the list, with four females in the top 10, and 15 in the top 50 (up from three and 13 in 2019 respectively), with a 15 percent increase in female representation overall.

The top two companies in our Rising Star list are also female led, with a third female lead in the top ten. With our 2019 and 2020 Tech Fast 50 winners ascending from the Rising Star list, these are the ones to watch in 2021.

What's next?

The attributes needed to thrive in today's technology-driven world, those of creativity, innovation, collaboration and adaptability, are inherent in the tech industry, as are determination, resilience and a pioneering spirit.

This sector is using those attributes to power through new and ongoing challenges to innovate, inspire and find solutions in every area of business and life. Their success is evident with the ASX tech index outperforming the market in Australia and with tech companies generally leading market performance across global capital markets.

Foreword

We're seeing an uplift in capital raising across the ASX, private equity and private funding for good quality businesses that have performed well during COVID-19, so now is an opportune time for high growth businesses to raise capital to finance and continue to innovate and grow.

An enormous thank you goes to our sponsors **ASX, DLA Piper** and **NAB** for their endorsement of this year's program. Your investment in and support of the tech industry is, as always, greatly appreciated.

In 20 years of Tech Fast 50 Australia, we have seen companies come up through the ranks to become household names across the globe. The Australian tech industry is filled with exceptional individuals and teams whose innovations, attitude and perseverance will continue to lead the way, whatever the circumstances, and we're excited to see what the next 20 years of pioneering Australian start-ups and tech companies will bring.

Congratulations to all of our Technology Fast 50 2020 Australia winners!

A word from ASX



Dominic Stevens

Managing Director and Chief Executive Officer

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

This year will go down as one that many will be glad to leave behind. 2020, a year where we've all faced adversity, uncertainty and challenges, from drought and flooding rain, to bushfires and a global pandemic.

Technology, more than ever, has been central to allowing personal and business continuity. It has enabled us to remain connected, both in our professional and private lives, as we've adjusted to a 'new normal' and witnessed an acceleration in digital transformation.

The experience highlights the central role technology plays in our daily lives and why it's key to our future economic growth. All these characteristics are showcased by our Fast 50 companies.

The companies appearing on this year's winners' list have demonstrated not only resilience in the face of adversity, but have shown themselves to be true leaders in their fields. My congratulations to all those who both nominated and made the winners' list, and a special acknowledgement to the 2020 winner – **Half Dome**.

It is great to again see ASX listed technology companies well represented in this year's awards. The technology sector has gone from strength to strength, and is now the second largest on the exchange by number of listed companies. The Australian market is no longer known for its banks and mines alone.

A word from ASX

ASX asx.com.au

This strong technology representation provided the foundation for ASX to launch the S&P/ASX All Technology Index (XTX) in February 2020. This Index has grown from 46 members and \$100b of market capitalisation at inception, to 58 companies worth \$140b at the most recent rebalance in September 2020. It's pleasing to see 12 companies that feature in the XTX have appeared in the winners' list in the previous five years.

The XTX provides investors with exposure to this fast growing sector, broadens the diversity of ASX's offering and is representative of the wide range of technology businesses listed in Australia, including some companies based overseas.

Having a dedicated technology index provides a benchmark to which tech companies can aspire, as well as cementing the sector's importance to ASX and the investment community.

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

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

Thank you to Deloitte for continuing to elevate the profile of Australia's most exciting and innovative class of companies.

A word from DLA Piper



Amber Matthews

Managing Partner Australia

DLA Piper is proud to sponsor this year's Deloitte Technology Fast 50. Congratulations to the 2020 winner Half Dome. Each year we are thrilled to see such bold, passionate, and pioneering companies recognised by Deloitte through this platform. Many of our clients have been recognised as finalists this year, and we are proud to partner with these leading technology companies to deliver technology solutions throughout the world.

This year, the world has changed. In a time of uncertainty, companies are facing significant disruptions and unprecedented challenges and the technology sector has not escaped the impacts of the COVID-19 pandemic. However, the pandemic has also seen many tech companies adapt, survive and thrive during this period. A number of these companies are being celebrated through the Tech Fast 50 list this year. Congratulations to all the finalists!

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 start-ups, to fast growing and mid-market businesses, to mature global enterprises, DLA Piper supports innovative businesses and new ventures. It is at the heart of what we do.

Congratulations to Deloitte for celebrating 20 years of the Tech Fast 50. Thank you for providing a platform to profile Australia's fastest growing technology companies. We wish all the Fast 50 finalists continued success.

A word from NAB



Cathryn Carver

Executive, Client Coverage NAB Corporate & Institutional Banking

Once again, NAB is delighted to be a cosponsor of the Deloitte Technology Fast 50.

Now in its 20th year, Tech Fast 50 recognises Australia's standout (and rising star) technology firms, helping to support innovation, imagination and know-how.

This year has been a year like no other; and technology and innovation have played a significant role in keeping the tides of business flowing and helping countless Australians to continue to serve their customers and conduct business from home. Never before have we been more reliant on fast and effective technology-driven solutions across a range of industries. This can-do spirit and commitment to solving short and long-term issues for customers is displayed by every one of this year's Tech Fast 50 nominees, and we congratulate them all.

Last year, NAB announced that it would deliver up to \$2b in financing, via loans or access to capital markets, over five years to help emerging technology companies build and grow their businesses.

This is real action to directly respond to the economic challenges Australia faces in the years ahead. Innovation and investment in growth sectors will enable a productive, inclusive and resilient economy, with new strengths in both the domestic and export sectors. Our specialist team of bankers, focused on supporting growth-stage technology companies, are already helping many clients explore great opportunities to drive changes to how we live, do business and interact with each other. To date, NAB has provided more than \$1.2b to support the emerging tech sector: part of our 2020-2025 \$2b lending commitment to emerging technology companies.

A word from NAB

We know how important it is for emerging companies to have proactive support from their bank through every stage of their development. Many of our strongest client relationships - including some with previous Tech Fast 50 nominees and winners – grew through partnerships at the very early stages of their journey. Our Corporate & Institutional Bankers and Business Bankers are actively working with these clients, ranging from large fintech companies to start-ups, to help them grow. Our understanding of different funding options, how to access low-cost, non-dilutive capital and how to optimise cross-border liquidity can all maximise capacity for rapid investment in growth.

We are proud to be part of this major event on the Australian technology calendar in partnership with our co-sponsors ASX and DLA Piper.



As we move forward with the all-important recovery phase following COVID-19, we know that our technology companies will continue to be at the forefront of new ways to work, conduct business and live well in the years ahead.

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Technology Fast 50

2020 Winners



07 Half Dome Growth 2,390%









My Plan Manager Growth 1,621%

Autoguru
Growth 1,148%



Orca Tech Growth 1,059%

#08

Seer Growth 734%

#12

Envirosuite (ASX: EVS)
Growth 640%

#05

Modibodi Growth 929%

#09

Mable Growth 721%

#13

Alcidion (ASX: ALC)
Growth 518%

#06

Brighte Growth 912%

#10

SelfWealth (ASX: SWF)
Growth 668%

#14

Equalution Growth 517%

#07

Peter Manettas Seafood Growth 834%

#11

Home Delivery Services Growth 653%

#15

Prezzee Growth 509%











Reflow Hub Growth 465%

#20

VALD Growth 350%

#24

Spacetalk (ASX: SPA)
Growth 281%

#17

Miss Amara Growth 380%

#21

Zip Co (ASX: Z1P)
Growth 303%

#25

Impressive Growth 273%

#18

Makeup Cartel Growth 372%

#22

Zuuse Growth 285%

#26

PLAYGROUND XYZ Growth 269% #19

Wisr (ASX: WZR)
Growth 351%

#23

Shippit Growth 283%

#27

Raiz (ASX: RZI)
Growth 254%











ServiceM8 Growth 248%

#32

MyDeal.com.au (ASX: MYD)
Growth 216%

#36

Koh Growth 175% #29

Max Kelsen Growth 231%

#33

Practice Ignition Growth 206%

#37

Lawpath Growth 170% #30

Lexicon Digital Growth 226%

#34

Airtasker Growth 197%

#38

Babyboo Fashion Growth 165%

#31

Appen (ASX: APX)
Growth 221%

#35

Sendle Growth 181%

#39

GetCapital Growth 165%











Plenti (ASX: PLT)
Growth 164%

#44

Koala Growth 152%

#48

King Kong Growth 146% #41

Openpay Group (ASX: OPY)
Growth 163%

#45

Engage Squared Growth 150%

#49

Idea 11 Growth 146% #42

Employment Hero Growth 162%

#46

Luvo Store Growth 150%

#50

Flora & Fauna Growth 145% #43

Vamp Growth 158%

#47

MTP Services Growth 148%









Tech Fast 50

01 Half Dome halfdome.com.au

Half Dome combines marketing and technology to deliver compellingly simple business solutions for our partners. Between us, we don't think it has to be that hard, you just need to find the right people, and we have. Like every agency, we can do a lot of stuff. But when push comes to shove, we can boil it down to three main things: Thinking: technology consulting, in-housing digital media and marketing strategy. Planning: we too have a planning process, ours is called GABA (gather, arrange, build and action). Doing: paid digital media and data and analytics.















My Plan Manager myplanmanager.com.au

At My Plan Manager our vision is to create an inclusive Australia where everyone has the opportunity to reach their full potential. My Plan Manager is one of Australia's first plan management services. We are also Australia's largest plan manager, which means our team of experts has the experience and know-how to help our clients get the most out of their NDIS Plan. We do this through empowering people with disabilities to have access to the widest choice of NDIS supports to suit their needs and allowing them better choice and control over their budget and finances, so that they can focus on what matters most.

We will never stop working on making our service better. By listening to what our clients and their service providers say we remain the Plan Manager of choice for more Australians. We are an advocate for change for the wider disability community, playing an active role in driving much-needed societal changes through policymakers, the media, and in the community.















#03 Autoguru autoguru.com.au

Autoguru.com.au is Australia's number one booking website for auto servicing, repairs, windscreens and more. Like Booking.com for cars, consumers can easily enter their Rego and choose the services they require to get instant quotes from local workshops which they can book online 24/7. With over 4,000 workshops online, 70,000+ past customer reviews, Autoguru helps everyday people find the best mechanic for the best price in minutes. Car Servicing made easy!















Technology Fast 50

2020 Leadership award winners



Zip Co (ASX: Z1P) Growth 303%

Appen (ASX: APX) Growth 221%

#03

Sendle **Growth 181%** #04

Koala **Growth 152%**











Leadership

#01 zip Co zip.co

ASX-listed Zip Co Limited is a leading player in the digital retail finance and payments industry. The company offers point-of-sale credit and digital payment services to the retail, home, health, automotive and travel industries. Zip has operations across Australia, New Zealand, South Africa, the United Kingdom and the USA. Zip also owns Pocketbook, a leading personal financial management tool. The company is focused on offering transparent, responsible and fairly priced consumer and SME products.

Zip's platform is entirely digital and leverages big data in its proprietary fraud and credit-decisioning technology to deliver real-time responses. Zip is managed by a team with over 100 years' experience in retail finance and payments and is a licensed and regulated credit provider.















#02 Appen appen.com

Appen collects and labels images, text, speech, audio, video, and other data used to build and continuously improve the world's most innovative artificial intelligence systems. Our expertise includes having a global crowd of over one-million skilled contractors who speak over 180 languages and dialects, in over 70,000 locations and 130 countries, and the industry's most advanced Al-assisted data annotation platform.

Our reliable training data gives leaders in technology, automotive, financial services, retail, healthcare, and governments the confidence to deploy world-class AI products. Founded in 1996, Appen has customers and offices globally.













Tech Fast 50 Leadership award | winners



#03 Sendle sendle.com

Sendle exists to level the playing field for small business in Australia by unlocking the power of big business logistics for the smaller end of town. Sendle offers choice and savings and every delivery is 100% carbon neutral. Fostering innovation is at the heart of Sendle's operations, with a business model based on finding the pain points of the traditional shipper, and resolving them with smart solutions and powerful technology.













Tech Fast 50 Leadership award | winners



#04 Koala au.koala.com

Koala's mission is to become the smartest way to buy high-quality furniture online. Combining customer-centric products, a world-class technology and fulfilment platform, and incredible customer service, we've set out to change the way people buy and enjoy furniture. Better furniture by Australia, for the world.















Technology Fast 50

2020 Female Leadership award winners



My Plan Manager Growth 1,621%

#02

Modibodi Growth 929%

#05

Envirosuite (ASX: EVS)
Growth 640%

#03

Brighte Growth 912%

#06

Alcidion (ASX: ALC)
Growth 518%

#04

Seer Growth 734%

#07

Equalution Growth 517%













Prezzee Growth 509%

#11

Appen (ASX: APX)
Growth 221%

#14

Idea 11 Growth 146% #09

Miss Amara Growth 380%

#12

Babyboo Fashion Growth 165%

#15

Flora & Fauna Growth 145%

#10

Makeup Cartel Growth 372%

#13

Luvo Store Growth 150%











Female Leadership

My Plan Manager myplanmanager.com.au

At My Plan Manager our vision is to create an inclusive Australia where everyone has the opportunity to reach their full potential. My Plan Manager is one of Australia's first plan management services. We are also Australia's largest plan manager, which means our team of experts has the experience and know-how to help our clients get the most out of their NDIS Plan. We do this through empowering people with disabilities to have access to the widest choice of NDIS supports to suit their needs and allowing them better choice and control over their budget and finances, so that they can focus on what matters most.

We will never stop working on making our service better. By listening to what our clients and their service providers say we remain the Plan Manager of choice for more Australians. We are an advocate for change for the wider disability community, playing an active role in driving much-needed societal changes through policymakers, the media, and in the community.















#02 Modibodi modibodi.com

Founded in late 2013, Australia's original leak-proof apparel brand, Modibodi, provides all bodies around the world with access to reusable and sustainable adult and teen briefs, active wear, swimwear and maternity wear, completely replacing the need for disposable hygiene products. Australian-patented, scientifically tested, Modibodi is going from strength-to-strength, exporting worldwide to countries across the world. Our Founder Kristy Chong spoke to chemical textile engineers, scientists, garment developers, and textile mills and then did the sourcing and scientific testing for almost two years to develop our patented Modifier Technology.

The technology is found in the gusset area (and bra area of breastfeeding singlets) and works by wicking moisture away from the body through to an absorbent and odour eliminating middle layer, then a waterproof breathable, hi-tech barrier prevents leakage.

Modibodi











Tech Fast 50 Female Leadership award | winners



#03 Brighte brighte.com.au

Brighte is an innovative digital-first payment platform, connecting homeowners with solar, battery and home improvement businesses by offering affordable, transparent and convenient finance. The product suite includes 'buy now, pay later' and personal loan products. Brighte provides consumers with an easy way to pay, enabling households to invest in their home and pay over time. We enable solar and home improvement businesses to positively manage their cashflow, maximise sales and long-term growth by providing the option to offer frictionless finance to their customers.

As a proud fintech, Brighte leverages technology to solve customer problems, remove friction at the point-of-sale and deliver market-leading products and service.

Founded by Katherine McConnell in 2015, Brighte has enabled over 2,000 solar and home improvement businesses to offer \$500m+ in finance to 60,000 Aussie households.















Technology Fast 50

2020 Rising Star award winners



JSHealth Vitamins Growth 21,540%

Coviu Global

#03 **iGreenData Growth 2,132%** **Inspiring Vacations**

#06 ShoreTrade **Growth 1,220%**

#07

Growth 2,084%

Arinco **Growth 1,059%**

Growth 11,553%

Mantel Group Growth 1,910%













Binance Australia Growth 633%

#11

InteliCare (ASX: ICR)
Growth 321%

#14

HungryHungry Growth 106% #09

Veridooh Growth 631%

#12

Tally Group Growth 188%

#15

Fresh Clinics Growth 99% #10

Fliteboard Growth 406%

#13

Farsiight Growth 149%











Rising Star

JSHealth Vitamins jshealthvitamins.com

JSHealth Vitamins is an Australian owned and made health supplement company specialising in unique TGA approved vitamins and supplements which are sold worldwide. JSHealth Vitamins also owns a patent on a unique vitamin bottle design.

JSHealth Vitamins is home to a strong team of women, led by founder Jessica Sepel and her husband, Dean, who make it their mission to empower and educate people around the world on living a healthy, happy lifestyle with balance.

JSHEALTH

VITAMINS











Tech Fast 50 Rising Star award | winners



Coviu Global Pty Ltd coviu.com

Coviu is Australia's leading telehealth software company. We provide a solution to Allied Health, GP and specialist practices across Australia to enable them to hold video visits with their patients. Coviu also offers an enterprise software solution that supports public and private hospitals, specialist clinics, NGOs, aged care facilities and other large healthcare providers in delivering care digitally.

Coviu has developed its telehealth software from the ground up as a web native, cloud-based solution. This means there is no software to install on any device to make use of it. Coviu's innovation is in delivering a fit-forpurpose software in healthcare and covers clinical workflows and digital medical tools to take telehealth to the next maturity level.













Tech Fast 50 Rising Star award | winners



iGreenData igreendata.com.au

iGreenData is a niche technology start-up specialising in niche cloud-enabled data and digital engineering, with a focus on full-stack, DevOps, cloud and data engineering and automation. Our prime focus is on banking and financial services and we aspire to play a leading role in catalysing digital transformation.













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