

## Deloitte UK Technology Fast 50

### What is the UK Fast 50?

The UK Technology Fast 50 is a prestigious annual awards programme, honouring the country's 50 fastest-growing technology companies based on percentage revenue growth over the last four years. Now celebrating its 26<sup>th</sup> year, the UK awards recognise revenue growth driven by leading intellectual property and are a celebration of innovation and entrepreneurship. The UK Tech Fast 50 programme includes five award categories (Top 50, Regional Winners, Fast 50 Women in Leadership, Rising Stars, and new to 2023: CleanTech).

### How do I enter and what's involved?

To enter the UK Technology Fast 50, please **complete and submit the online entry form by midnight on Friday 1 September 2023**. You will need to provide details of company revenues over the last four years, as well as submit soft (PDF) copies of signed, audited or unabbreviated accounts for years one (2019/2020) and four (2022/2023).

### Find out if you qualify to enter – eligibility criteria

1. The company must have accounts covering a minimum of four years (i.e., four full twelve month financial periods)
2. The company must be considered a technology company which, for this purpose, is defined as a company that meets at least one of the following four criteria:
  - Owns proprietary intellectual property or proprietary technology that contributes to a significant portion of the company's operating revenues;
  - manufactures a technology related product;
  - devotes a significant proportion of operating revenues to research and development of technology; and
  - is technology intensive, or uses its own unique technology to solve problems.

**NB:** Companies using third party technology or intellectual property in a unique way do not meet this definition. Consulting companies, professional services firms, resellers and others who don't rely on proprietary technologies to generate their revenue are not eligible.

3. The company must have its headquarters in the UK.

**NB:** Companies headquartered in Northern Ireland can take part in the UK **OR** Irish programme, but need to choose one or the other and cannot enter both.

4. The company must not be a subsidiary of a larger group

**NB:** If there is more than one trading company in a group of companies, the nomination should reflect consolidated revenue for year 1 and 4 and not the revenue of a particular company within the group.

5. The company must have base-year (year 1) operating revenues of £42,000 (€50,000) and current year (year 4) operating revenues of at least £850,000 (€1,000,000).

**NB:** Operating revenue figures must be calculated on a consistent basis. Please disclose in your application any change in revenue recognition between the year 1 and year 4 accounts. For the purposes of your application, operating revenue does include grant income.

*The accounts for the base-year must have an accounting period ending between 1 June 2019 and 31 May 2020; and the accounts for the most recent financial year must have an accounting period ending between 1 June 2022 and 31 May 2023. i.e., the Year 1 and Year 4 financial years' end must fall between this range. You do NOT have to redraw the accounts.*

6. All submissions must be accompanied by signed accounts for the first and last financial year being measured in the competition.

**NB:** *Where accounts are not audited, a director's cover letter must be provided. This cover letter should be on company headed paper, signed by a director of the company, stating and confirming the revenue figure per the accounts. Where only abbreviated accounts are available (with no profit and loss statement shown), in addition to a director's cover letter, please provide alternative financial information supporting the revenue figure presented. For example, management accounts used by the company, along with the cover letter described above.*

### **Key dates**

- Nominations close – Friday 1 September 2023
- Winners' announcement – November 2023

# Deloitte UK Technology Fast 50

## 2023 entry form

### What you will see on the online form

Please note this form is for reference – **only** online submissions are accepted via [www.fast50.co.uk](http://www.fast50.co.uk)

Your responses will be saved after each step so that you can come back to complete the form at any time before nominations close.

Nominations close at midnight on **Friday 1 September 2023**.

Please visit [www.fast50.co.uk](http://www.fast50.co.uk) to complete your online entry form. If you have any queries or require assistance with your nomination, please email [UKDeloitteFast50@deloitte.co.uk](mailto:UKDeloitteFast50@deloitte.co.uk).

\*indicates mandatory fields

### Nomination – Eligibility

In order to verify that your company is eligible to enter the UK Technology Fast 50 programme, please complete the questions below.

Has your company been in business for at least four years? \*      Yes/No

Is your company considered a technology company? \*      Yes/No

A technology company is defined as:

- owns proprietary intellectual property or proprietary technology that contributes to a significant portion of the company's operating revenues;
- manufactures a technology related product;
- devotes a significant proportion of operating revenues to research and development of technology;
- is technology intensive or uses its own unique technology to solve problems.

NB: Companies using third party technology or intellectual property in a unique way do not meet this definition. Consulting companies, professional services firms, resellers and others who don't rely on proprietary technologies to generate their revenue are not eligible.

Is your company the parent organisation? \*      Yes/No

Subsidiaries of UK or multinational organisations do not qualify. If your company is part of a larger group, please submit consolidated revenue figures in Year 1 and Year 4.

Are your company headquarters based in the UK? \*      Yes/No

**Please note:** If you have answered 'No' to any of the above questions, unfortunately you will not be considered for the UK Technology Fast 50 programme as the minimum criteria requirements have not been met.

If you have any queries or require assistance uploading your accounts, please email [UKDeloitteFast50@deloitte.co.uk](mailto:UKDeloitteFast50@deloitte.co.uk).

# Step 1 – Company information

## Registered company name\*

## Registered company number (i.e., companies house number)\*

Your registered company number can be found on the front page or Balance Sheet of your financial statements.

## Company name on trophy\*

Should your company become a winner, please write how you wish your company name to appear on the trophy.

## Region of business\*

This is the region in which your Head Office is located. This will be used for the Regional Winners category.

### [View the definitions of regions here](#)

- Cambridgeshire and East
- London
- Midlands
- North East
- North West
- Northern Ireland
- Scotland
- South East
- South West & Wales

## Address line 1\*

## Address line 2\*

## Address line 3

## City

## Postcode\*

## Company website\*

## Twitter handle

Type of company\*      Public/Private

Select the sector which best describes your company's business\*

## Communications

- Equipment manufacturer
- Satellite telecommunications service
- Service provider
- Wireless service provider
- Other (please specify)

## Environmental Technology

- Clean tech
- Energy tech
- Green tech
- Other (please specify)

## Fintech

- Asset management
- Cryptocurrency
- Consumer credit / lending
- Digital banking
- Insurtech

- Money transfer
- Payments
- Regtech
- Other (please specify)

### **Hardware**

- Electronic devices / Computers / Peripherals
- Semiconductors / Components
- Internet of things
- Other (please specify)

### **Healthcare and Life sciences**

- Biotechnology
- FoodTech
- Medical Devices
- Medtech
- FemTech
- Other (please specify)

### **Media and Entertainment**

- Commerce / Advertising / AdTech
- Digital commerce
- Gaming
- Over the top service
- Social media
- Other (please specify)

### **Software**

- App development / Mobile
- Artificial intelligence
- Blockchain
- Consumer software
- Data analytics
- EdTech
- Enterprise software
- Food Tech
- Health Tech
- HR training
- Logistics
- Real estate
- SaaS/Cloud
- Security / Cyber security / Biometry
- Smart city / Mobility / Transport
- Social economy
- Social Enterprise / Not for profit / Charity
- Tourism / Travel
- Other (please specify)

### **Company description**

In 150 words or less, provide a description of your company and its products and/or services. Please ensure this description is accurate as it will be used in the programme marketing tools should your company be selected as a winner.

### **How did you hear about the programme? \***

You may select more than one response.

If other, please specify

- Previous entrant / winner
- Email from Deloitte Fast 50 team
- Recommendation from a contact at Deloitte

- Word of mouth
- Social media – Twitter or LinkedIn
- Search engine
- Flyer / poster
- Deloitte UK Fast 50 Sponsor
- Other

**If you heard about the programme from a contact at Deloitte, please specify their full name**  
(leave blank if not applicable)

**If your company has ranked in the Technology Fast 50 in a prior year, please indicate the most recent year:**  
(leave blank if not applicable)

**Current auditor/accounting firm:**

## Step 2 – Corporate information

Month of financial year end\*

- January
- February
- March
- April
- May
- June
- July
- August
- September
- October
- November
- December

**What type of institution are you funded by?**  
If other, please specify

- Bank
- Private equity
- Owner funded
- Venture capital
- None - Profitable
- Other

**Current number of employees\***

**Current number of employees in R&D\***

## Annual revenue figures

The UK Technology Fast 50 ranking is based on percentage revenue growth over the last four years. In order to calculate this growth, please enter your company annual revenue figures below. Should your company become a winner, only your percentage revenue growth will be published.

Please enter the full and exact figure, using numbers only and no punctuation.  
For example: 105200000, not £105,200,000.00

**Year 1 2019/2020 £\***

Operating revenues must be at least £42,000 (50,000 Euros) for the first financial year (2019/20). The accounts for Year 1 should have an **accounting period ending** between 1 June 2019 and 31 May

2020. *i.e., the Year 1 financial year's end must fall between this range. You do NOT have to redraw the accounts and at the same time it must cover a period of twelve months.*

#### **Year 4 2022/2023 £\***

Operating revenues must be at least £850,000 (1,000,000 Euros) for the most recent financial year (2022/23). The accounts for Year 4 should have an **accounting period ending** between 1 June 2022 and 31 May 2023. *i.e., the Year 4 financial year's end must fall between this range. You do NOT have to redraw the accounts and at the same time it must cover a period of twelve months.*

PLEASE NOTE: that from the beginning of Year 1 to the end of Year 4, it must cover a total period of 48 months.

## **Step 3 - Uploading financial accounts**

We collect copies of your financial documents for years one and four to assist us in evaluating your nomination and administer the UK Technology Fast 50 programme. Candidates are evaluated by Deloitte according to the published awards criteria. The use of these documents is restricted to Deloitte.

Please upload your company's year one and four signed, audited and unabbreviated accounts in PDF format only. **PLEASE NOTE: Do NOT include any special characters in the file name as this will corrupt your upload.**

**Year 1 accounts (2019/20) \***

**Year 4 accounts (2022/23) \***

**Are both sets of accounts (Year 1 and Year 4) audited and unabbreviated? \***

Dropdown (Yes/No)

**If no, you will need to upload a signed director's cover letter to confirm the figures provided are accurate. This cover letter should be on company headed paper, signed by a director of the company, stating and confirming the revenue figure per the accounts and whether these accounts are either unaudited / abbreviated. Please see an example cover letter here.**

If there is no income statement in the Year 1 and Year 4 accounts submitted, please also upload management accounts or an extract from company's financial system, to support the revenue figures submitted in the [director's cover letter](#).

**Please note: if you upload an unsigned letter or it is not on company headed paper, this could result in a delay with your application**

Upload your signed director's letter here:

**PLEASE NOTE: Do NOT include any special characters in the file name as this will corrupt your upload.**

I can confirm that the director's cover letter is on company headed paper and is signed by a director of the company.

\*If applicable, please upload your alternative management accounts below.

Management accounts file - Year 1

Management accounts file - Year 4

I confirm that revenue figures submitted on the nomination form agrees to the revenue figures included on the director's cover letter and in alternative management accounts.

If you have any queries or require assistance uploading your accounts, please email [UKDeloitteFast50@deloitte.co.uk](mailto:UKDeloitteFast50@deloitte.co.uk).





## Step 4 – Focus Areas

**What critical event do you see your company needing to address in the next 1 to 3 years?**

- Capital raising
- Workforce planning: employee share schemes, talent retention & recruitment
- Intellectual property protection
- IPO
- Strategic M&A
- Marketing and customer acquisition
- R&D tax credits
- Regulatory issues (e.g., licensing, privacy, product compliance)
- Trade sale
- Improve data analytics and/or ERP systems
- Other:

## Step 5 – ‘Fast 50 Women in Leadership’ award

If you would like to be considered for the ‘Fast 50 Women in Leadership’ winners table, we need contact details as requested below

**Is your business led by a female\* CEO; OR was your founding team at least 50% women?**

*\*The terms ‘women’ and ‘female’ are taken to include all those who self-identify as women or female and engage with their current employers as such.*

Yes – female CEO

Yes – female founder or founding team at least 50% women

No

If yes, please confirm their details

First name\*

Surname\*

Job title\*

Are they still involved in the business? (Yes/No)

If yes, what is their current role?

Email address\*

**Where applicable – Additional Female Founder**

First name\*

Surname\*

Job title\*

Are they still involved in the business? (Yes/No)

If yes, what is their current role?

Email address\*

**Where applicable – Additional Female Founder**

First name\*

Surname\*

Job title\*

Are they still involved in the business? (Yes/No)

If yes, what is their current role?

Email address\*

## **Where applicable – Additional Female Founder**

First name\*

Surname\*

Job title\*

Are they still involved in the business? (Yes/No)

If yes, what is their current role?

Email address\*

## **Step 6 – ‘CleanTech’ award**

The CleanTech category is new to 2023 and recognises climate technology companies within the Technology Fast 50 ranking for their contribution to the UK’s net zero target. Eligible companies are those that produce technology, tools, products and services which support emission reductions; lead to more circular economies through the recycling, regeneration, and reuse of resources; and promote well-being for people, communities, and nature through sustainable agriculture, clean air and water, resilient communities and cities, and the preservation and regeneration of natural ecosystems

Companies applying to the CleanTech category will be researched based on the above criteria and will be asked to provide further evidence if the above is not clear.

If you’re unsure whether your company is eligible for the CleanTech award, please email [UKDeloitteFast50@deloitte.co.uk](mailto:UKDeloitteFast50@deloitte.co.uk) to speak to the Fast 50 team about the category requirements.

Please indicate below if you would like to be considered for the Fast 50 CleanTech winner’s table.

## **Step 7 – Contact information**

Please note we require the name and contact details of the company CEO/Managing Director and CFO/Financial Director as we may need to contact them to verify details of the nomination.

**Failure to provide this information may result in your nomination being rejected.**

### **CEO/Managing Director**

Title\* (Mr/Mrs/Miss/Ms/Other)

If other, please specify

First name\*

Surname\*

Job title\*

Email address\*

Phone\*

### **CFO/Finance Director**

Title\* (Mr/Mrs/Miss/Ms/Other)

If other, please specify

First name\*

Surname\*

Job title\*

Email address\*

Phone\*

### **Application contact**

Please provide contact details for the person we can speak to if there are any questions regarding your nomination, including your company ownership, financial figures and when announcing the winners.

**Please note: we recommend that this is a marketing contact**

Title\* (Mr/Mrs/Miss/Ms/Other)

If other, please specify  
First name\*  
Surname\*  
Job title\*  
Email address\*  
Phone\*

## Finish – Nomination Terms of entry

### Purpose statement

The information you provide will be used by Deloitte to evaluate your company according to the published [awards criteria](#). We will also retain your contact information so we and the sponsor organisations can provide you with information on upcoming events and activities.

Copies of your company financial documents for financial years one and four assist Deloitte in evaluating your nomination and administering the UK Technology Fast 50 programme.

Should your company become a UK Technology Fast 50 winner, Deloitte will:

- Include a link to your company's website on the UK Technology Fast 50 website.
- Publish only your company's percentage revenue growth over the last four financial years (and give an indication that your year one and four revenues exceed the stated threshold amount) on the UK Technology Fast 50 and website and programme related promotional materials. No other financial data or contact information will be published without prior written consent.
- Use your company logo in promotional material for the subsequent years.
- If you have any other suggestions as to how being a Fast 50 winner could be of benefit to your organisation that Deloitte can assist with, please contact us [here](#).

The information you provide, including financial data and contact information, will be processed for the purpose as stated above. The information you provided will be held on file for four years. We will also share this information with the UK Fast 50 sponsor organisations and a third party who help administer the UK Technology Fast 50 information. These organisations will process your information in connection to the stated purpose and send you information on future events and marketing purposes. We and the sponsor organisations will comply with the EU General Data Protection Regulation and the Data Protection Act 2018 and will not disclose any data without your prior written consent. For further information about how Deloitte handles your personal data, please click [[here](#)].

If you have any queries regarding the UK Technology Fast 50, please email [UKDeloitteFast50@deloitte.co.uk](mailto:UKDeloitteFast50@deloitte.co.uk).

Please note that your company cannot be considered for the UK Technology Fast 50 2023 ranking until all correct information is submitted, including annual audited accounts for years one and four.

Pressing "Submit" will finalise and lock your nomination. You will not be able to login to make any further changes. If you do not wish to submit your form, close the page and your form will be saved so you can come back to it at later date.

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