

Media release

Milestone Moment for the New Zealand Technology Sector as TIN Reports Record \$10 Billion Revenue

The TIN200 Tech Companies Produce the Equivalent to 10% of all New Zealand Exports

KEY HIGHLIGHTS:

- **NZ\$10 BILLION:** TIN200 TOTAL REVENUE FOR 2017
- **43,437:** NUMBER OF TIN200 FULL-TIME STAFF IN 2017
- **4,352:** NUMBER OF TIN200 JOBS CREATED IN 2017
- **DATAKOM:** #1 ON TIN100 LIST FOR FIRST TIME, #1 ON EY TEN COMPANIES TO WATCH
- **PUSHPAY:** RECIPIENT OF INAUGURAL TIN ROCKET AWARD 2017 BIGGEST JUMP IN RANK
- **US MARKET LEADS GROWTH** WITH 19% INCREASE TO ACCOUNT FOR 24% OF TOTAL TIN 200 REVENUE
- **FINTECH, DIGITAL MEDIA AND AGRITECH** ARE THE FASTEST GROWING MARKET SECTORS

Auckland, 17 October 2017 – New Zealand’s top 200 technology companies (the “TIN200”) have set a new milestone this year, recording just over NZ\$10 billion in combined revenues with more than NZ\$7.3 billion sourced through exports.

The TIN200 companies, which are ranked by revenue, now contribute the equivalent of 10% of all New Zealand exports, highlighting the integral part that the sector plays in the country’s economy. This places it third behind the contributions of dairy and tourism as a source of offshore revenue. Two thirds of the offshore revenue growth can be attributed to a robust 18.8% increase in TIN200 revenues in the North American market.

These are some of the key findings of the thirteenth annual TIN Report, an analysis of the performance of the top 200 New Zealand-founded high-tech companies in the areas of Information and Communication Technology (ICT), High-tech Manufacturing and Biotechnology.

The Report, which is produced by Technology Investment Network (TIN) and sponsored by New Zealand Trade & Enterprise, Callaghan Innovation, Spark, EY and AJ Park, was presented at an awards ceremony held at St Matthew’s in the City in Auckland this evening.

“This has been a defining year for the TIN 200 companies”, said TIN Managing Director, Greg Shanahan. “We’ve seen a sustained increase of around 8% in both revenue growth and exports but more significantly, the real story is in the integral part that the technology sector now plays in the country’s economy.”

TIN200 companies created 4,352 new jobs to employ over 43,000 staff globally with an average salary of just under NZ\$84,000. “The broadening economic impact of this growth is creating opportunities throughout New Zealand society”, said Mr Shanahan.

Māori participation in the tech sector is growing and for the first time this year, the TIN Report covers the performance of Māori-owned or Māori-investment backed tech companies. Māori companies contributed an estimated NZ\$94 million to total TIN200 revenue.

TIN200 growth has been concentrated outside of Auckland, with other regions outpacing the country's commercial hub. This year has seen Hamilton, Wellington and the South Island regions leading TIN200 growth. These regions each grew by over 10% and collectively accounted for more than 60% of total TIN200 revenue growth, but only 40% of the total TIN revenue.

Additional key findings of this year's TIN Report include:

- **U.S. offshore revenue for the TIN200 increased nearly 19%** to nearly NZ\$2.4 billion. The European market grew 3.1% and the Asia market 5.3%
- **Healthcare** remains the largest secondary sector in terms of revenue for the TIN200 at nearly NZ\$1.8 billion
- **Companies with over \$20 million revenue** grew at twice the rate of companies below NZ\$20 million. The 90 companies with revenues NZ\$20 million and over grew at 8.4%, compared to just 3.8% revenue growth for the 110 companies with under \$20 million in revenue

Copies of the TIN Report are available in eBook or hard copy and can be ordered from www.tin100.com. Lists of the top ten and most promising companies in each category are listed below. A further regional breakdown is available on <https://tin100.com/media/>

Top 10 Companies by Rank

2017 Rank	Company	2017 Revenue (\$000)	2016 Rank
1	Datacom Group	\$1,157,303	2
2	Fisher & Paykel Appliances	\$1,145,910	1
3	Fisher & Paykel Healthcare	\$894,400	3
4	Xero	\$295,400	5
5	Gallagher Group	\$232,000	4
6	Orion Health	\$199,100	6
7	Douglas Pharmaceuticals	\$189,502	9
8	Tait Communications	\$175,233*	8

9=	NDA Group	\$175,000	10
9=	Temperzone Group	\$175,000	7
11	Magic Memories	\$154,000	28

*Estimated revenue

EY Ten Companies to Watch: TIN100 companies with the largest revenue growth in 2017

Rank	Name	Growth (\$000)	2017 Revenue (\$000)
1	Datacom Group	\$103,093	\$1,157,303
2	Magic Memories	\$89,000	\$154,000
3	Xero	\$88,300	\$295,400
4	Fisher & Paykel Healthcare	\$78,900	\$894,400
5	NDA Group	\$65,000	\$175,000
6	Invenco	\$60,300	\$82,400
7	Argenta	\$41,000	\$116,000
8	Scott Technology	\$39,669	\$114,515
9	Pushpay	\$34,055	\$49,022
10	Douglas Pharmaceuticals	\$28,715	\$189,502

The EY Ten Companies to Watch list represents the TIN100 companies with the highest dollar value increase in revenue in the past year. Included are companies that have provided revenue figures and achieved a minimum growth of 5%.

Ten Hot Emerging Companies: The Next100 companies with the largest revenue growth in 2017

Rank	Name	Growth (\$000)	2017 Revenue (\$000)
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1	Whanau Tahi	\$5,300	\$8,300
2	90 Seconds	\$3,800	\$13,800
3	GeoOp	\$3,593	\$5,521
4	Promapp Solutions	\$2,942	\$10,344
5	Modica Group	\$2,400	\$11,500
6	Pacific Edge	\$2,300	\$9,500
7	Syft Technology	\$2,199	\$8,260
8	Wine Searcher	\$2,032	\$9,845
9	Hayes International	\$1,708	\$16,036
10	Spider Tracks	\$1,200	\$8,600

The Ten Hot Emerging Companies list represents the Next100 companies with the highest dollar value increase in revenue in the past year. Included are companies that have provided revenue figures and achieved a minimum growth of 5%.

Spark Early Stage Companies

Name
BISON Group
CarbonScape
Ubco
Latipay
Melon Health
Mime Analytics
Nyriad
Postr Media
Soul Machines
SpeedCurve

The award recognises promising TIN companies that are in an early stage of the company lifecycle (development, pre-commercialisation or commercialisation stages) from the 2017 TIN100 Report. These companies have been selected based on an assessment of the innovation of

their technology and the potential market opportunity.

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About the TIN Report

The TIN Report is produced by Technology Investment Network with sponsorship from NZTE (New Zealand Trade & Enterprise), Callaghan Innovation, Spark, EY and AJ Park. The TIN Report is a critical reference for benchmarking the performance of New Zealand's 200 largest globally focused technology companies. The size of the tech industry has grown significantly since 2005 and in recognition of this, TIN collated information on more than 600 companies in 2017

About Technology Investment Network

Technology Investment Network (TIN) is a private company established in 1999 to facilitate the growth of the technology export sector in New Zealand. The company's goal is to contribute to the New Zealand economy by supporting the growth of, large, sustainable, New Zealand based, global technology businesses. For more information visit www.tin100.com

The image shows the letters 'TIN' in a large, bold, light red font. The letters are blocky and have a slight shadow effect, giving them a three-dimensional appearance. The 'T' is on the left, the 'I' is in the middle, and the 'N' is on the right. The background is plain white.