



## FAQ

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Q: Do I have to pay to register?

A: No.

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Q: Do I have to pay to be included in the ranking?

A: Not at all. If included in the ranking, your company is free to celebrate its success via a press release, social media, or a company website. Only businesses that want to use the official seal featuring the FT and Statista logos with the title FT 1000: Europe's Fastest Growing Companies 2021 have to pay a licence fee, in a one-off payment. The seal will be available after publication of the ranking.

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Q: Do I have to purchase the FT 1000 – Europe's Fastest Growing Companies 2021 licence in order to point out or make reference to my place in the rankings?

A: No. All those who apply and make it into the Top 1000 are completely free to publicise this fact. The official seal FT 1000: Europe's Fastest Growing Companies 2021, available for a licence fee, is merely an additional option for those who want to advertise and promote their achievement in a more visually striking manner.

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Q: Is the creation of the FT 1000 Europe ranking commissioned and paid for by customers?

A: No, this project has two revenue sources: revenues from licence fees, as outlined above, and advertisements in an FT special report where the ranking will be published (see last year's report) alongside FT articles on European company growth trends and profiles. The special report, to appear as part of the FT in print and online, is an independent piece of journalism written and commissioned by FT journalists, drawing where relevant on the data collected for the ranking.

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Q: Who is eligible to participate?

A: In order to be included in the ranking your company must meet the following criteria:

- Revenue of at least €100,000 generated in 2016.<sup>2</sup>
- Revenue of at least €1.5 m generated in 2019.<sup>2</sup>
- Be independent (NO subsidiary or branch office of any kind).
- Be headquartered in one of 31 European countries.<sup>3</sup>

<sup>2</sup> Average currency value equivalent over the course of the relevant fiscal year

<sup>3</sup>Eligible to participate are all companies from these countries: Austria, Belgium, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Monaco, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, Switzerland, United Kingdom.

Q: My company is wholly or partly owned by venture capital, private equity firms or investment funds. Can my company still qualify for the FT 1000 Europe?

A: Yes, as long as it complies with the aforementioned criteria.

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Q: My company was founded during the course of 2016. Can I still participate?

A: Yes, as long as it complies with the aforementioned criteria. Additionally there will be a footnote stating that your first fiscal year was incomplete.

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Q: How do you verify the data provided by participants?

A: Revenue data are verified through the signing off of [this form](#) by the managing director/CEO, the finance director/CFO or a member of your executive committee. The form may be forwarded via email, fax or post.

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Q: When is the registration deadline?

A: Registration through the online form can be completed between September 1 and November 30 2020.

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Q: Until when am I able to submit the revenue verification form?

The deadline for us to receive this document is December 15 2020.

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Q: On what criteria is the ranking of the 1000 companies in the FT 1000 Europe ranking determined?

A: The ranking is determined by the growth in revenue between the years 2016 and 2019.

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Q: How will Statista calculate the average growth in revenue of a company?

A: We use the compound annual growth rate. For example, if a company achieved total revenue of €1.5m in 2013 and total revenue of €7.5m in 2016, we calculate an average yearly increase of 71%.

$$\left(\frac{\text{revenue 2019}}{\text{revenue 2016}}\right)^{\frac{1}{3}} - 1 = \text{Growth rate}$$

$$\left(\frac{7,5 \text{ Mio. EUR}}{1,5 \text{ Mio. EUR}}\right)^{\frac{1}{3}} - 1 = 71\%$$

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Q: The fiscal year of my company does not coincide with the calendar year. However, the survey and the form ask for the total revenue for the calendar years of 2016 and 2019. Which revenue information should I provide?

A: Please provide the revenue details for the fiscal years which fall predominantly in the calendar years of 2016 and 2019. For example:

01/06/2019 to 31/05/2020 → use this for 2019 as 7 months were in 2019

01/10/2015 to 30/09/2016 → use this for 2016 as 9 months were in 2016

Special scenario - your fiscal years split the calendar years exactly in half:

01/07/2015 to 30/06/2016 and 01/07/2018 to 30/06/2019 or

01/07/2016 to 30/06/2017 and 01/07/2019 to 30/06/2020

You may use one of these combinations of fiscal years. Just make sure you don't mix them.

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Q: Which definition of revenue will be observed in the FT 1000 Europe ranking?

A: Net revenue adjusted for returns, excluding value added tax and derived solely from business activities (excluding any other operating income) as disclosed in your company report:

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Q: Are further key data, such as profitability, relevant for the FT 1000 Europe ranking?

A: As a minimum, we require data on revenue growth. However, we also encourage you to add any pre-tax profit information to the registration form. While we state that pre-tax profit is not required, such information will help us better understand your company. Moreover, such transparency is likely to attract more editorial attention to your company in the FT special report.

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Q: When will the FT 1000 Europe ranking be published?

A: The ranking will be published in March 2021.

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Q: Which information concerning individual companies will be published by The Financial Times?

A: The following information will be released about the top 1000 companies: the company name, the average growth in revenue and the total revenue for the years of 2015 and 2018, the number of employees in 2013 and 2016, the founding date of the company, the URL of the company website, as well as the location of the head office and the pre-tax profit if provided.

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Q: How will I find out whether or not my company has made it into the ranking?

A: The results of our research will be published in the Financial Times and outside the paywall of FT.com so that the findings can be read and shared by everybody. In advance of this, the successful companies will be informed by post of their inclusion in the list.

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Disclaimer: The Financial Times and Statista retain the right to change the criteria and/or produce new criteria at any point in the project's lifetime.