



Media Release

Please observe embargo until 19 April 2016 1100 hours

## **The Entrepreneur of the Year Award 2016: Harness the Power of Many**

**19 April 2016** – Jointly organized by the Association of Small & Medium Enterprises (ASME) and the Rotary Club of Singapore, the 28<sup>th</sup> annual Entrepreneur of the Year Award (EYA) has commenced its search for established and new entrepreneurs in Singapore.

EYA is the longest and most esteemed business accolade in Singapore. Out of more than 1,100 candidates nominated for EYA over the years, over 280 successful entrepreneurs have been recognised and honoured in its 27 years of history. Since its inception, the EYA remains relevant through continually aligning its judging criteria and focus with the current business climate and challenges. This year, EYA has adopted 'Harness the Power of Many' as its theme.

As a leader, the entrepreneur is responsible for the running of the business and the livelihood of its employees. In many aspects, they are akin to passionate puzzle fixers, striving to put together an entire jigsaw of people and productivity processes. In order to achieve their objective and complete the big picture, business owners must overcome numerous challenges along the way with the never-say-die spirit of entrepreneurship.

Every puzzle piece with its different edges is singular and incomplete. In the hands of the entrepreneur, these separate parts are pieced together accurately. Taking the initial step to embark on a puzzle requires **Passion**, the fuel to drive the entrepreneur to achieve his goal, the completion of the big picture. Along this journey the entrepreneur enlists the right **People** with the right talents. As the leader with the vision, the entrepreneur motivates and guides every person to put in their utmost effort, maximising their **Productivity** potential. The reward is **Profit**, the result of **harnessing the power of many**.



Representing Feinmetall Singapore, Mr Sam Chee Wah is an EYA 2015 Winner of the Established Entrepreneur category and the EYA for Enterprise sub-category. His take on lean management involves investing in creative modifications to his staff's work routines. These modifications point toward increased productivity, manufacturing quality and employee satisfaction over a faster, albeit longer, period of time. This allows Feinmetall Singapore to set aside resources to be more focused on its industry and customers.

Another successful innovation and productivity case study is Gates PCM's Mr Kitnasamy S/O Marudapan, the EYA 2015 overall Winner of the Established Entrepreneur category. The company allocated about S\$1.5 million on mechanising its processes to reduce reliance on manual labour and offset labour costs. With more resources on hand, Gates PCM has been able to expand its services in the railway industry and diversify into three new industries: security, human resources and property development.

As such, EYA 2016's focus is on entrepreneurs who consistently innovate to streamline operations towards a lean workforce. In doing so, these individuals demonstrate the quality of their leadership, vision and ability to rise above obstacles and forge an illustrious entrepreneurial journey.

**“Facing economic uncertainties, tightening of resources and rising business costs, entrepreneurs today need to leverage on technology to automate and improve productivity to stay relevant and sustainable. EYA recognizes the entrepreneurs who have innovated and created advantages for their enterprises, the award also spurring business owners on this path of innovation and productivity,”** said Mr Thomas Fernandez, Award Co-Chairman, ASME.



Substantiating words with action, Mr Fernandez and his company, PestBusters, are proactively engaging in technological advancement and innovating pest extermination services. Body cameras feeding live footage to an operations command centre enable supervisors to mentor onsite workers and video feedback from aerial drones are used to provide a safer and quicker mode of accessing and dealing with pest dwellings. With a stronger and more regulated methodology, PestBusters was able to boost productivity and efficiency without a leaner operation, a form of effective lean management.

Adding onto Mr Fernandez's explanation, Mr Alan Tan, Award Co-Chairman, Rotary Club of Singapore said, **"Harnessing the power of many in this day and age must also come from harnessing power from the various advancements in technology. Creatively implementing the right system may require integrating and employing solutions from more than one area of expertise. Nobody knows your business better than you do, hence the entrepreneur is the final decision-maker of the solution."**

Returning as the Main Sponsor of EYA 2016, OCBC shared their sentiments on the development of EYA and their close involvement in the Award.

Said Mr Linus Goh, Head, Global Commercial Banking, OCBC Bank, **"For the 15th year running, OCBC is proud to be the Main Sponsor for the Entrepreneur of the Year Award. We continue to celebrate the success of top entrepreneurs who with passion and tenacity, have built a track record of growth through innovation and internationalisation. We look forward to partnering with them in their next chapter of growth."**



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**-The End-**



## TESTIMONIALS FROM EYA 2015 OVERALL WINNERS

'It is fantastic to have built Sunseap Group and received recognition as both the Overall Winners of the New Entrepreneur as well as the Chivas Regal Venture Award Category. The EYA is highly coveted across industries and we are privileged to join the impressive list of outstanding entrepreneurs. The Chivas Regal Venture Award will allow us to compete in an international setting, which is extremely exciting and yet humbling.

The awards energises and motivates us to continue to grow our business, people and promote clean energy as a viable source of energy. It also further enhances Sunseap's visibility in the industry and instils confidence in our clientele and partners. We hope that our achievement will inspire enterprises to step up in their efforts to contribute to a more sustainable environment.'

**Mr Frank Phuan & Mr Lawrence Wu**  
**Co-Founders & Directors, Sunseap Group Pte Ltd**  
**New Entrepreneur Overall Winners, The Entrepreneur of the Year Award 2015**

'Winning the Entrepreneur of the Year Award 2015 - New Entrepreneur is a great validation of the direction and effort that we put into growing PEZZO. The win also further motivates and gives confidence to the team and our regional partners, as they continue to strive and bring PEZZO to the region, for all to have access to our great pizzas.

Going through the rigorous judging process also made us relook and refine our business, as we gear up for the next lap. We hope that we have inspired others in our industry to know that a home grown F&B brand is able to achieve success and grow shoulder-to-shoulder with international brands.'

**Mr Chan Zhan Xiang**  
**Founder, Pezzo Singapore Pte Ltd**  
**New Entrepreneur Overall Winners, The Entrepreneur of the Year Award 2015**

'Winning the EYA is a milestone achievement for both myself and the company. We have received great recognition within the entrepreneurial community especially in our niche market of Railway Engineering. Many new opportunities have arisen and we have been receiving increasing support for our future ventures. At the same time, the Award has given me a great sense of responsibility to strive further and achieve greater feats, to live up to the standards of an exemplary entrepreneur.

I believe that the EYA rewards those who have given their best and shown their utmost passion and drive in their business. I hope to see many more entrepreneurs such as myself being rewarded for all their hard work and determination.'

**Mr Kitnasamy S/O Marudapan (Krishna)**  
**Chairman & CEO, Gates PCM Construction Ltd**  
**Established Entrepreneur Overall Winner, The Entrepreneur of the Year Award 2015**

## **OUR OUTSTANDING PAST EYA WINNERS**

Mr Kok Kuan Hwa  
Managing Director, Chang Cheng Group  
Established Entrepreneur Overall Winner, The Entrepreneur of the Year Award 2014

Mr Parthiban Murugaiyan  
Managing Director, Luvenus Jewellery Pte Ltd  
New Entrepreneur Overall Winner, The Entrepreneur of the Year Award 2014

Mr Sun Lai Fong  
Chairman, Sunhuan Construction Pte Ltd  
Established Entrepreneur Overall Winner, The Entrepreneur of the Year Award 2013

Mr Neeraj Sundarajoo  
Chief Executive Officer, Comwerks Pte Ltd  
Young Entrepreneur Overall Winner, The Entrepreneur of the Year Award 2013

Mr Chia Chor Meng  
Group Chairman, CKL Holdings Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2012

Mr Eldwin Chua  
Founder & CEO, Paradise Group Holdings  
Overall Winner, The Entrepreneur of the Year Award 2011

Mr Jimmy Fong  
Chairman & CEO, EpiCentre Holdings Limited  
Overall Winner, The Entrepreneur of the Year Award 2011

Mr Andy Chaw  
Chief Executive Officer, Star 360 Holdings Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2010

Mr Ip Yiu Tung  
Chairman & CEO, Crystal Jade Culinary Concepts Holdings  
Overall Winner, The Entrepreneur of the Year Award 2009

Mr Charles Wong Mun Hwa  
Managing Director, Charles & Keith International Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2008



## **OUR OUTSTANDING PAST EYA WINNERS (CONT'D)**

Mr Chan Chong Beng  
Chairman, Goodrich Global Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2007

Mr Karsono Kwee  
Executive Chairman, Eurokars Group  
Overall Winner, The Entrepreneur of the Year Award 2006

Mr Erman Tan  
Chief Executive Officer, Asia Polyurethane Mfg Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2005

Mr Thomas Ting  
Managing Director, Tj Systems (S) Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2005

Mr Andrew Kwan  
Group Managing Director, Commonwealth Capital Group  
Overall Winner, The Entrepreneur of the Year Award 2004

Mr Ricky Chew  
Founder, Fish & Co. Restaurants Pte Ltd  
Overall Winner, The Entrepreneur of the Year Award 2003

Mr Douglas Foo  
Chairman, Sakae Holdings Ltd  
Overall Winner, The Entrepreneur of the Year Award 2002

Mr George Quek  
Group Chairman, BreadTalk Group Ltd  
Overall Winner, The Entrepreneur of the Year Award 2002

<b>QUALIFYING CRITERIA</b>	
<b>Established Entrepreneur</b>	<b>New Entrepreneur</b>
<b>The Candidate must:</b>	
Have been operating the business for more than 6 years	Have been operating the business for the period of 2 to 6 years
Be a Singaporean or Permanent Resident above the age of 21	Be a Singaporean or Permanent Resident above the age of 18
Own at least 30% of the Company (Endorsement from the Board of Directors is required for candidates with less than 30% ownership)	Own at least 30% of the Company (Endorsement from the Board of Directors is required for candidates with less than 30% ownership)
<b>Candidate's Company must:</b>	
Have a minimum of 30% local equity	Have a minimum of 30% local equity
Not be a listed company nor a subsidiary of a listed company	Not be a listed company nor a subsidiary of a listed company
Hold at least 3 years of audited financial statements, which must be submitted for evaluation	Hold at least 2 years of audited financial statements, which must be submitted for evaluation





#### **CHINESE TERMS: AWARD CO-ORGANISERS**

**Mr Wee Chorng Kien, Kurt, 王崇健**

President

会长

Association of Small and Medium Enterprises

中小企业商会

**Mr Thomas Fernandez**

Award Co-Chairman

年度企业家奖筹委会联合主席

Association of Small and Medium Enterprises

中小企业商会

**Mr Garry Taylor**

President

社长

Rotary Club of Singapore

新加坡扶轮社

**Mr Alan Tan, 陈锦源**

Award Co-Chairman

年度企业家奖筹委会联合主席

Rotary Club of Singapore

新加坡扶轮社

#### **MAIN SPONSOR**

**Mr Linus Goh, 高体良**

Head, Global Commercial Banking

总裁, 环球商业银行部及金融机构部

OCBC

华侨银行



## **ABOUT THE AWARD**

### **THE ENTREPRENEUR OF THE YEAR ~ A ROTARY SINGAPORE-ASME AWARD**

Inaugurated in 1989 by the Rotary Club of Singapore, The Entrepreneur of the Year Award (EYA) is the oldest Award in Singapore that honours local entrepreneurs who have shown outstanding performance as business owners, be they emerging or established enterprises, in their respective industry fields.

Upholding the prestige of the Award, EYA prides itself for the high qualifying criteria, rigorous rounds of site visits and stringent judging processes.

Now in its 28<sup>th</sup> year, The Entrepreneur of the Year Award continues to build upon its legacy as one of Singapore's most esteemed and established business accolades where Top Entrepreneurs are showcased annually on a platform of national scale. EYA is also an excellent opportunity to embark on a fulfilling and rewarding Award Journey that spurs business owners and aspiring entrepreneurs to aim higher and achieve greater victories in the business arena.

#### **Vision:**

The Award that recognises and inspires entrepreneurship in the local SME community

#### **Mission:**

To maintain the highest standards in the process of uncovering successful entrepreneurs through stringent judging criteria and creating an Award Journey for all participants.



## **ABOUT THE AWARD CO-ORGANISERS**

### **ASSOCIATION OF SMALL AND MEDIUM ENTERPRISES**

The Association of Small and Medium Enterprises (ASME) is a not-for-profit organisation established in 1986 for entrepreneurs, by entrepreneurs. With wide-ranging services and programmes, ASME strives to equip member SMEs with the business knowledge and market opportunities to help them grow their businesses.

ASME, as the champion of a pro-enterprise Singapore, bridges the public and the private sectors to promote a more conducive business environment which facilitates the start-up, growth and development of a larger pool of SMEs. The two ASME flagship awards - The Entrepreneur of the Year Award and Singapore Prestige Brand Award are in recognition of SMEs' successes.

ASME will continue to roll out new SME-relevant programmes to enhance its position as THE business association For Entrepreneurs, By Entrepreneurs.

[www.asme.org.sg](http://www.asme.org.sg)



## **ABOUT THE AWARD CO-ORGANISERS**

### **ROTARY CLUB OF SINGAPORE**

Rotary Club of Singapore was incorporated on 6 June 1930 and will be celebrating its 84<sup>th</sup> charter anniversary this year.

The objects of Rotary are to:

1. Encourage and foster the ideal of service as a worthy enterprise
2. Set ethical standards in business and profession; and
3. Promote international peace, goodwill and understanding

Since inception, the Rotary Club has embarked on many national projects:

1. The Rotary Club founded the Singapore Anti Tuberculosis Association (1947), Trafalgar Rotary School (now known as SILRA) (1951), Spastic Children's Association of Singapore (1956), Singapore After Care Association (1958), Singapore Association for Retarded Children (now known as MINDS) (1962), Society for the Aged Sick (1968) and Singapore Anti-Narcotics Association (1972).
2. Through sponsorship of more than 20 Interact Clubs and Rotaract Clubs, the Rotary Club groomed many young individuals in its youth leadership programmes. It founded and ran the Computer Literacy Program for Adults (CLPA) from 2001 to 2004, which provided computer skills for adults in community centres.
3. In collaboration with the Singapore Prison Service, the Rotary Club mentored the inmates of The Kaki Bukit Centre Prison School (Rotary Community Corp). In 1958, the Club funded the construction of a hostel for the Singapore After-Care Association.



4. The Club initiated the Project LIFE Thailand (2005-2010) and HELP Nepal (2002-2013) and since 1995, Rotarians and non-Rotarian eye surgeons from Singapore and India have performed operations in India and Cambodia and funded Eye Centres in Phnom Penh and Pursat. Annually, the Rotary Club will conduct medical missions in Indonesia and Philippines.
  
5. In 1989, the Rotary Club established the annual prestigious The Entrepreneur of the Year Award (EYA). Jointly organised with the Association of Small and Medium Enterprises, EYA was established to acknowledge the accomplishments of local entrepreneurs who epitomise the true meaning of entrepreneurship. In 2009, the Rotary Club initiated the Rotary Youth Social Entrepreneurship Challenge for aspiring young social entrepreneurs in Singapore.

Dedicated to the principles and ideals of Rotary, embedded in its motto "**Service Above Self**", the Rotary Club of Singapore continues to be an active great-grandfather club of the various Rotary Clubs in Singapore.

[www.rotary.org.sg](http://www.rotary.org.sg)



## **ABOUT THE AWARD MAIN SPONSOR**

### **ABOUT OCBC**

OCBC Bank, Singapore's longest established local bank, is the second largest financial services group in Southeast Asia by assets. With a network of over 630 branches and representative offices in 18 countries and territories, it is one of the world's most highly-rated banks, with an Aa1 rating from Moody's. It was also ranked among the world's five strongest banks by Bloomberg Markets for five consecutive years since the ranking's inception in 2011.

OCBC has been supporting SMEs in key markets of Singapore, Malaysia, Indonesia and Greater China. Our industry expertise, strong regional network and innovative banking solutions have helped customers achieve their ambitions across the business life cycle.

Our successful partnerships with SMEs have earned us industry recognition with the following awards:

- Best SME Bank in Southeast Asia by Alpha Southeast Asia, 2015
- ASEAN SME Bank of the Year by the Asian Banking and Finance, 2011 - 2015
- Best SME Bank in Singapore by Alpha Southeast Asia, 2010, 2011, 2013, 2014 and 2015



## **ABOUT THE AWARD SPONSORS**

### **STARHUB**

#### **Infocomms Partner**

StarHub is the choice info-communications service provider for businesses and government in Singapore, where technology and partnerships come together to create solutions for the benefit of our customers.

StarHub's Enterprise Business Group collaborates with leading brands/companies to offer a comprehensive suite of solutions that empowers businesses of all sizes to stay ahead of their game. The group has capabilities to design, build, operate networks, provide network integration services, as well as cloud solutions.

Visit [www.starhub.com/business](http://www.starhub.com/business) to find out how we can take your business forward.