

Heartiest Congratulations

TO ALL OUR WINNERS



[AMBITION] THE DRIVER OF SUCCESS



The Entrepreneur of the Year Award (EYA), inaugurated in 1989, is the oldest award in Singapore that honours local entrepreneurs who have shown outstanding performance as business owners, be it new or established enterprises, in their respective industry fields.

Upholding the prestige of the Award, EYA prides itself for the high quality, qualifying criteria, rigorous rounds of site visits and stringent judging process. EYA participants interact with fellow businessmen, academics, senior civil servants and other individuals of high repute, enabling them to gain valuable insights of tremendous range and depth that can help to advance their enterprise further. In short, EYA is more than a destination; it is a step in itself towards success for every participant.

Success can mean many things. For many people, a large part of success is accomplishing their audacious goals and dreams. But true success is found in a life lived, not dreamed. One dominated by action, not the desire to act. A life filled with fears faced, limits pushed, and relationships cultivated.

And for our Winners, all of them had the ambition that drove them to follow their dreams and see them to fruition. This is what makes EYA Winners stand out — their ability to let their ambition drive them to success.

This evening marks an important moment for our EYA 2015 Winners, as they receive their well-earned recognition at our Award Presentation Ceremony. The Overall Winners in their respective categories will be announced as well.

ESTABLISHED ENTREPRENEURS

The Established Entrepreneur category of EYA brings forth veteran entrepreneurs who demonstrate continual tenacity and determination in keeping up with the times in order to remain relevant and keep a strong hold in the market.



Neo Gim Chye Kenneth
Director
Advance Tech Automation Pte Ltd



Korene Tang
Director
Atelier Tang Pte Ltd



Cheah Bee Chew
Director
Bee Choo Origin



Sam Chee Wah
General Manager
Feinmetall Singapore Pte Ltd



Kitnasamy S/O Marudapan
CEO & Chairman
GATES PCM Construction Ltd



Kuppusamy Selveraj
CEO & Founder
Kupps & Sachs Pte Ltd



Jeffrey Piak Boon Pin
Director
Rico Engineering Works Pte Ltd



Lee Siew Ling Andrew
CEO
Seoul Garden Group Pte Ltd



Wong Seng Kee
CEO
Valves.Com Pte Ltd

NEW ENTREPRENEURS

The New Entrepreneur category of EYA recognises up-and-coming entrepreneurs who demonstrate keen business acumen and extensive resourcefulness in employing innovation for effective differentiation.



Lee Rong Xian, Regina
Managing Director
Amplitude Inc. Holdings Pte Ltd



Dr Raymond Lim
Dental Surgeon/Director
B9 Dental Centre



Ronald Pang
Managing Director
Clariti Hearing Pte Ltd



Fu Xiao Wei
Director
Hongye Group Pte Ltd



Chiang Zhan Xiang
Founder
Pezzo Singapore Pte Ltd



Frank Phuan & Lawrence Wu
Co-Founders & Directors
Sunseap Group Pte Ltd

CO-ORGANISERS



Rotary
Club of Singapore

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THE ENTREPRENEUR OF THE YEAR 2015

A ROTARY SINGAPORE-ASME AWARD

SPECIAL



Celebrating excellence

New additions to judging criteria help to recognise all-round entrepreneurs with both the hardware and software to drive their enterprises forward

HAZEL TAN

THE oldest and possibly the most prestigious award in Singapore that honours local entrepreneurs — The Entrepreneur of the Year Award (EYA) — is back for the 27th year.

Co-organised by the Association of Small and Medium Enterprises (ASME) and the Rotary Club of Singapore, the EYA's objective is to recognise and inspire entrepreneurship in the local small and medium-sized enterprises (SME) community, says Mr Thomas Fernandez, EYA 2015 award co-chairman and vice-president of corporate communications at ASME.

"SMEs form the foundation of our economy. There is a need to constantly encourage the entrepreneurial spirit to ensure the growth of enterprises and entrepreneurship for the economy to thrive," he says.

The awards serve to acknowledge efforts of individuals who dared to develop their entrepreneurial ideas. The EYA is also an



PHOTO: ASME

excellent opportunity for entrepreneurs to embark on a fulfilling and rewarding award journey."

To date, more than 1,000 entrepreneurs have participated in the EYA. Of this, about 260 have been awarded the prestigious award.

Tonight, 16 business leaders are being recognised at the EYA ceremony, which will be held at The Ritz-Carlton, Millenia Singapore. The overall winners from both the

Established Entrepreneur and New Entrepreneur categories will also be announced.

The winners come from a myriad of industries, ranging from food and beverage to engineering. Nine are from the Established Entrepreneur award category and seven from the New Entrepreneur award category.

New elements

This year, EYA has two new

elements.

A new judging criterion — "social entrepreneurship" — and a new award sub-category — EYA — The Venture — have been introduced.

The additions enable the EYA to recognise all-round entrepreneurs who possess both the hardware and software to drive their enterprises forward.

The social entrepreneurship criterion looks at how entrepreneurs

who establish sustainable enterprises and businesses have a positive impact on, and contribute to, society while the EYA — The Venture award is given to companies that balance the positive impact of their operations and revenue generation.

EYA nominees undergo stringent judging processes, rounds of interviews, appraisals and site visits before they can bring home the award trophy. The judging panel consists of industry experts, experienced businessmen, representatives from government agencies to provide an objective and comprehensive assessment.

The theme for this year is "Ambition: The Driver of Success".

"We want to encourage fellow entrepreneurs and enterprise owners to be more determined and persistent in their endeavours, and to pursue opportunities present and take their companies to greater heights."

There are also more winners in the New Entrepreneur category

this year, indicating an increase in the burgeoning local entrepreneur community, he adds.

Quest for excellence

"The EYA identifies business owners who run successful and sustainable businesses, and incorporate good corporate citizenry in their company practices.

"It adds credibility to the company and is an advantageous and effective springboard when dealing with partners and clients, both domestically and abroad," says Mr Fernandez.

He believes that feedback from the judging panel has benefited past EYA participants and winners, helping them "better understand their enterprise, their strengths and weaknesses, and how to work on them to build a better business".

"Winners are put through stringent rounds of judging that help them evaluate their businesses and their leaderships as business owners, ensuring proper validation of their achievements," he says.

Opening doors for overseas growth

SINGAPORE will continue to need more entrepreneurs.

"Singapore is now a value-creation economy and needs a larger base of entrepreneurs covering this space that requires different skills and perspectives," says Mr Tan Chor Sen, OCBC Bank's head of International, Global Commercial Banking.

"The global economy is evolving. Singapore's small- and medium-sized (SME) enterprises that used to be Singapore-centric are now moving to the region and internationally," he adds.

According to Spring Singapore, SMEs make up nearly 99 per cent of enterprises here, employ about 70 per cent of the workforce and contribute to about half of Singapore's gross domestic product.

Other than possessing the key qualities of perseverance, resilience, passion, vision and courage, and a healthy sense of risk taking, Mr Tan feels that entrepreneurs must also adopt a global outlook. No longer can they have their eye just on Singapore; rather, they should see the world as their market.

"In fact, today, two-thirds of SMEs in Singapore, Malaysia, Indonesia and Greater China are already doing business overseas, with over 90 per cent focused on Asean and China," he says.

For OCBC, sponsoring awards such as the Entrepreneur of the Year Award (EYA) is one of the ways the bank provides support to entrepreneurs and SMEs.

This is the 14th year that the bank is returning as a main sponsor of the EYA.

He says: "OCBC sees value in the awards' role in giving outstanding business owners the recognition they deserve.



OCBC sees value in the awards' role in giving outstanding business owners the recognition they deserve, says Mr Tan. PHOTO: OCBC

"It is a good platform for these business owners to leverage, to take their business to the next level.

"It will open doors of opportunities for these entrepreneurs, such as seeking new partners, and they have new investors who will approach them as well," adds Mr Tan.

"As a significant stakeholder in the SME space, OCBC sees the EYA sponsorship as a way of contributing to the SME ecosystem."

OCBC recognises that SMEs, from young companies to established ones, need support at different stages of their life cycles.

"The SME segment has always been a very important customer segment for us and we have been supporting these customers through their different stages of growth, including start-ups that are as young as six months in

operation," says Mr Tan.

OCBC was the first bank to introduce dedicated products and services to meet the needs of the emerging businesses, being smaller or younger SMEs, in 2006.

Last year, the bank launched the OCBC Business First Loan, offered under the Enhanced Micro Loan Scheme. This is a collateral-free loan that provides companies from six months to three years old with up to \$100,000 in funding.

The application process takes one day for the loan to be approved. Business owners only need to complete a one-page form, provide their NRIC details, latest personal IRAS Notice of Assessment and the company's latest bank statement. There is no need to submit any audited financial statements.

As of September 2015, OCBC has

about 60 per cent market share under the Enhanced Micro Loan Programme for companies less than three years old.

OCBC is also focused on supporting companies that wish to expand overseas.

It believes that leveraging on the Internet and the social media space is one way to access global markets, engage and serve customers and brand themselves in the most cost-effective way.

By so doing, companies will be able to create more business opportunities and increase their competitive advantage.

Mr Tan says: "Our customers have shared that a key challenge they face when expanding operations overseas is that of having to understand each country's local rules and practices."

Leveraging the bank's long history, good understanding of the different local markets, and its well-established network of 620 branches and offices in South-east Asia and Greater China, OCBC offers its customers advice and support their foray overseas.

This includes a branch in Myanmar, the frontier market in Asean, where the bank provides support to companies from the region that have, or want to, set up operations there.

"Beyond funding, selectively, OCBC also introduces customers to our network of customers such as suppliers, buyers and partners. Where necessary, we will also connect them with industry experts or more established companies for networking purposes.

"These are just some of the services we provide to help our customers succeed," he adds.

HAZEL TAN

Recognising strong social conscience

Promoting entrepreneurship has always been at the heart of Chivas Regal's vision.

"Chivas Regal's heritage is rooted in the spirit of entrepreneurship. Its founding brothers, James and John Chivas, were entrepreneurs with a social conscience who generously contributed to their local community in Aberdeen, Scotland," says Mr Gaurav Sabharwal (right), managing director of Pernod Ricard Singapore.

The Chivas brothers embodied the gentlemanly values of the day an eye for entrepreneurial opportunity and a commitment to succeed the right way, he adds.

It was therefore a natural fit for the pioneer in luxury whisky brand to align itself with the Entrepreneur of the Year (EYA) Awards, sponsoring a new award sub-category, EYA — The Venture.

"As the oldest award that honours local entrepreneurs, the EYA has been a driving force for promoting entrepreneurship here in Singapore," says Mr Sabharwal, 41.

"Not only has it proven itself to be a platform for the top entrepreneurs in Singapore to receive recognition, its stringent judging criteria has ensured that the entrepreneurs that they showcase represent the very best within the local SME community and inspiring others to follow in their stead.

"The EYA is the epitome of entrepreneurial recognition in Singapore," he adds.

The EYA — The Venture recognises entrepreneurs who establish enterprises that make positive contributions to society.

The inclusion of this sub-category serves to encourage more business owners to adopt this culture of meshing social impact and enterprise.

"Chivas Regal aims to inspire future generations of social entrepreneurs and support their efforts in combining profit with purpose," he says.

Last year, Chivas Regal embarked on a year-long global search for the world's leading social entrepreneur with The Venture campaign.

Chivas is supporting social entrepreneurs to realise their dreams and projects with a fund of US\$1 million (S\$1.42 million).

"I strongly believe that entrepreneurs should have a strong social conscience," says Mr Sabharwal.

"Along with the zeal and passion which helps drive their businesses and ventures, they need to reach success in the right way. After all, success need not be an individual journey, but a shared and communal experience," he adds.



PHOTO: CHIVAS

Fuelling ambitions with passion

Taking calculated risks and persevering through tough times brings rich rewards to Mr Kitnasamy (Krishna)

GWYNETH TEO

AS A young boy, Mr Kitnasamy (Krishna) harboured dreams of being the first in his family to form a business.

Born to a milk salesman and a housewife, with nine other brothers and sisters, life was a constant struggle for him and he did not wish to follow in the footsteps of most of his siblings, who held working class jobs.

With his brothers in the piling and civil engineering industry, he wanted to start an enterprise in the same field. Despite the pessimism from those around him, he persevered and approached his brother's boss for a sub-contract to kickstart his dream enterprise.

He was rejected initially, but was later offered a chance to prove himself as a piling supervisor in the company, which he accepted.

And just after a month on the job, Mr Krishna gained the confidence of his boss and was awarded a sub-contract that he would undertake with his own newly formed company, starting the firm using capital borrowed from relatives and close friends.

In 1983, he started Denwick Piling and Civil Engineering, which achieved initial success not only in Singapore but also in Malaysia and Sri Lanka.

However, the Asian Financial Crisis of 1997 dealt a major blow, which wiped out the company financially, leaving Mr Krishna with just a few assets.

Back on track

With piling and civil engineering in the doldrums, Mr Krishna knew he had to adapt, so he started looking for new business opportunities and did his research on several areas of potential business prospects and finally found his calling in the railway industry which led to the formation of GATES PCM Construction in 2000.

"In my early 40s, I had to understand the industry from scratch,



Corporate social responsibility is important to Mr Krishna.

talking to experts and also learning how the work is done on the ground.

"After gaining sufficient knowledge, I started GATES PCM Construction," says Mr Krishna, the chief executive officer and chairman of the company.

"I believe in hard work, diligence and in doing things once and doing them right. And most importantly, I believe that no matter how hard one falls, one is defined by how fast one gets back up," he adds.

This year, Mr Krishna is a recipient in the EYA Established Entrepreneur category.

"I feel happy about having achieved this award. But at the same time, I feel a sense of greater responsibility.

"The award has not only served as a validation and recognition for myself as a successful entrepreneur, but also given me the responsibility of leading by example and continue to live up to the acclaim that the award has given me," he says.

Milestone project

The start of the Circle Line MRT project in 2004 marked a significant milestone for the company. Till then, its major business opportunities in the railway industry were in Thailand.

Coincidentally, the main contrac-

tor of the Thailand projects was the same one appointed for the Circle Line project.

The work that GATES PCM undertook ranged from the installation of approximately 11km of underground railway tracks to a host of civil engineering construction activities such as steel reinforcement, formwork, concreting work and rail installation.

"An opportunity was handed to us to work locally and we made the most of it," he says.

The successful completion of the Circle Line project became the springboard for the company to take on more projects related to the major MRT lines.

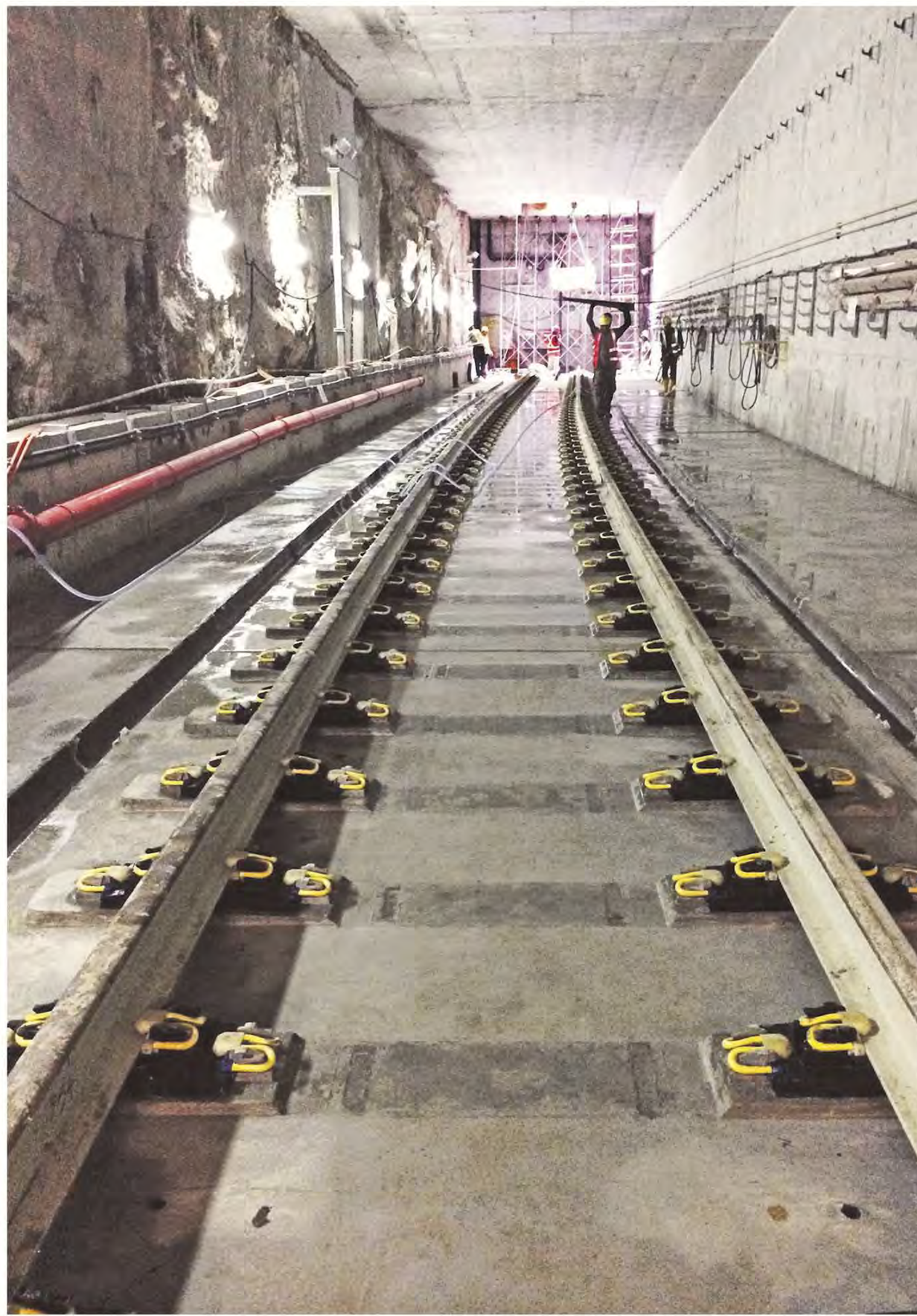
The company gives back to society by contributing to various segments of society with donations.

Its foreign workers chip in to organise several charity events a year to help the underprivileged such as distributing food hampers to the needy that include charity homes and schools.

"The effort and time we invest into executing each of these initiatives shows how important we believe social contribution and corporate social responsibility is," he says.

Combining elements

To Mr Krishna, entrepreneurship is



The company took on more MRT projects after the success of the Circle Line project. PHOTOS: GATES PCM CONSTRUCTION

a combination of many elements. Although mentorship is useful, he had to learn from his own experiences when he first started as he had no role model.

"It is possible to be an entrepreneur without mentorship. It all boils down to the passion behind the entrepreneurial dream.

"If one has the hunger and desire to make himself the best entrepreneur possible and really loves entrepreneurship and feels the drive towards it," he notes.

An important key is the ability to take calculated risks. "It is not just about how much can be achieved if a certain amount of risk is taken, it

is also about potential loss if the risk is not fruitful and whether you are prepared for that loss and if you believe you can recover from that loss.

"An entrepreneur must think about both sides of this spectrum before embarking on any major decisions and manage his risk well," he says.

Quality dental services for the masses

PULLING out all the stops to care for his patients and improve their oral health explains how B9 Dental Centre has quickly grown from a single clinic in Clementi to three outlets — the other two are in Star Vista and Toa Payoh.

Its founder and director, Dr Raymond Lim, is a recipient of the Entrepreneur of the Year award in the New Entrepreneur category.

His first patient in 2013 at his flagship clinic in Clementi was a Bangladeshi worker. The clinic was not officially opened then as renovations were still ongoing, but Dr Lim did not turn him away.

He treated the migrant worker, despite the fact that he had only \$80, which was insufficient for the surgical cost of few hundred dollars.

On another occasion, a foreign worker came to the clinic for a follow-up visit. When Dr Lim wanted to proceed with the treatment, the patient declined and explained that he wanted to pay him the remaining treatment fees that he owed first, before continuing his dental treatment.

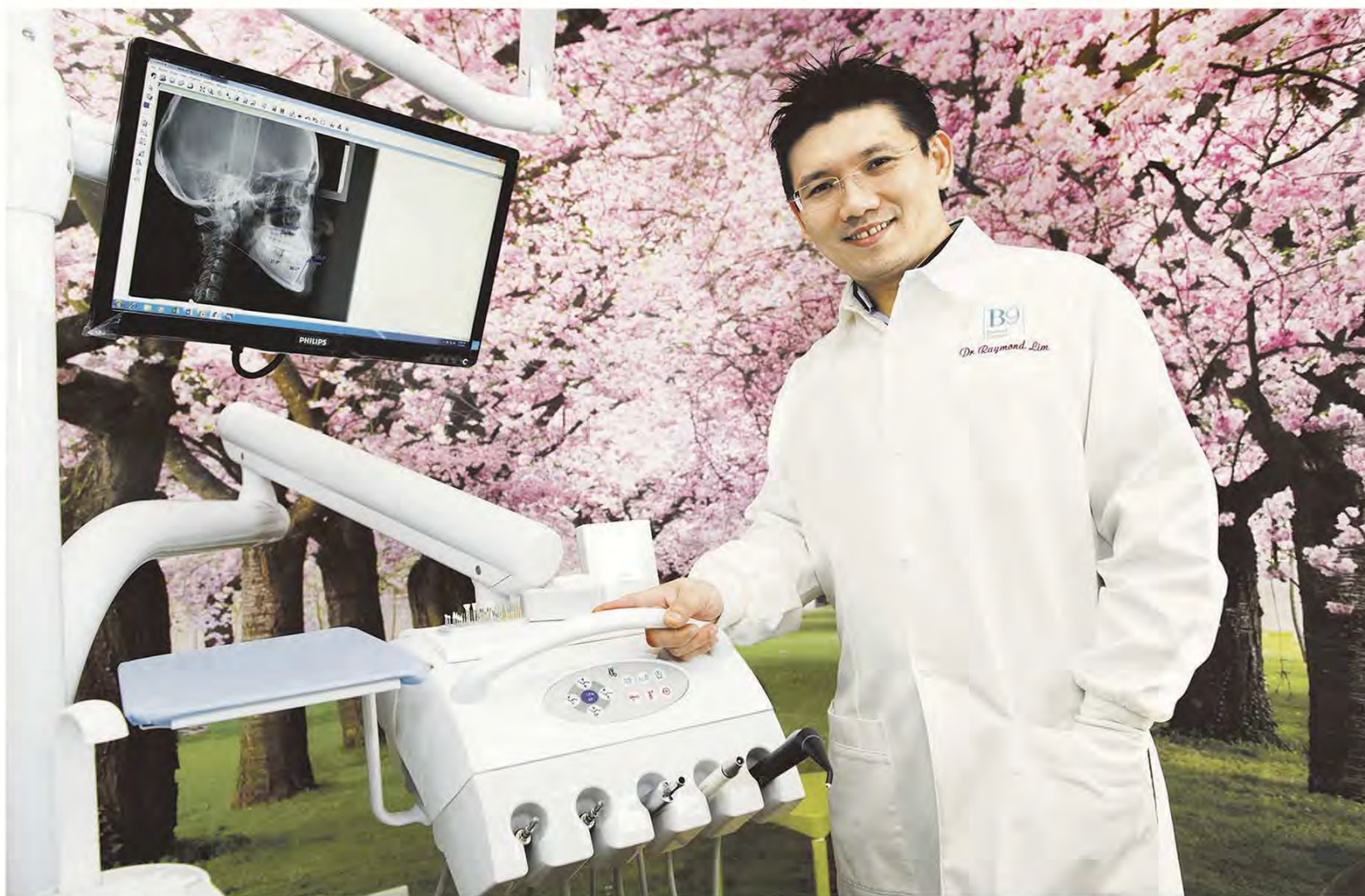
"Tears came to my eyes when I saw how sincere he was as he had waited quite long to pay me in person," he recalls.

He also recalls a visit by a patient who worked in the construction industry. The patient stood to wait for his turn, and sat on the edge of the dental chair as he was afraid of soiling the equipment with his clothes. "I didn't mind as I see him as a patient who needed a diagnosis," says Dr Lim.

B9: Be nice to everyone

The name "B9", which means "be nice to everyone", stays true to its motto by never turning away any emergency case, at any time of day or night, like a dental A&E clinic. His patients hail from all parts of Singapore, and Dr Lim treats them even at night.

"Once, I had a patient who had severe pain at night and came all the



Keeping costs affordable while offering quality services is top of Dr Lim's agenda. PHOTO: B9 DENTAL CENTRE

way from Hougang to see me as he could not find a dentist who would treat him. It is common for my clinic to close at 1am or 2am," says Dr Lim, who gets by with four to five hours of sleep each day.

Now he employs about 20 doctors, 20 nurses and five administrative staff, with a whopping 21,000 new patients in three branches.

On receiving the EYA award, Dr Lim says: "I wish to thank the organisers for the award, which has allowed me to synergise my health-

care practice background with entrepreneurial skills. In addition, receiving the award is a form of recognition of the hard work of my staff and pushes them to work hard."

Investing in technology

The heavy investment that Dr Lim has ploughed into growing his business includes expensive intra-camera technology for his patients to see live images of their teeth condition and high-end 3D scan equipment for a more accurate diagnosis.

There is an overhead movie screening that keeps the patient entertained while undergoing treatment on the dental chair, and automatic hands-free drawers for him and his staff offer better infection control.

The clinic also exudes an air of sophisticated charm with a relaxed vibe.

Turquoise cushioned seats, piped-in music, plasma screens screening travelogues and walls adorned with Polaroid shots of Dr Lim with satis-

fied patients help put customers at ease in the waiting area.

Dr Lim and his wife, who takes care of administrative matters, set up the clinic to make quality dental services available to the masses, including needy patients.

Prior to becoming an entrepreneur, Dr Lim who graduated from the National University of Singapore 12 years ago, worked in both government and private dental practice.

"Being in the heartlands allows easy access to the masses. This mat-

Once I had a patient who had severe pain at night and came all the way from Hougang to see me as he could not find a dentist who would treat him. It is common for my clinic to close at 1am or 2am.



DR RAYMOND LIM
founder and director
B9 Dental Centre

ters to us as we wanted to raise the awareness level on the importance of good dental health," says Dr Lim.

B9's clientele is broad ranging — from senior citizens to blue collar workers to CEOs, even celebrities.

Keeping costs affordable while offering quality services is on the top of Dr Lim's agenda.

The clinic was also the first to offer basic dental services such as cleaning, polishing and filling to senior citizens as part of the CHAS scheme without further top-ups. Dr Lim diagnoses and recommend the appropriate treatment to suit the patients' needs.

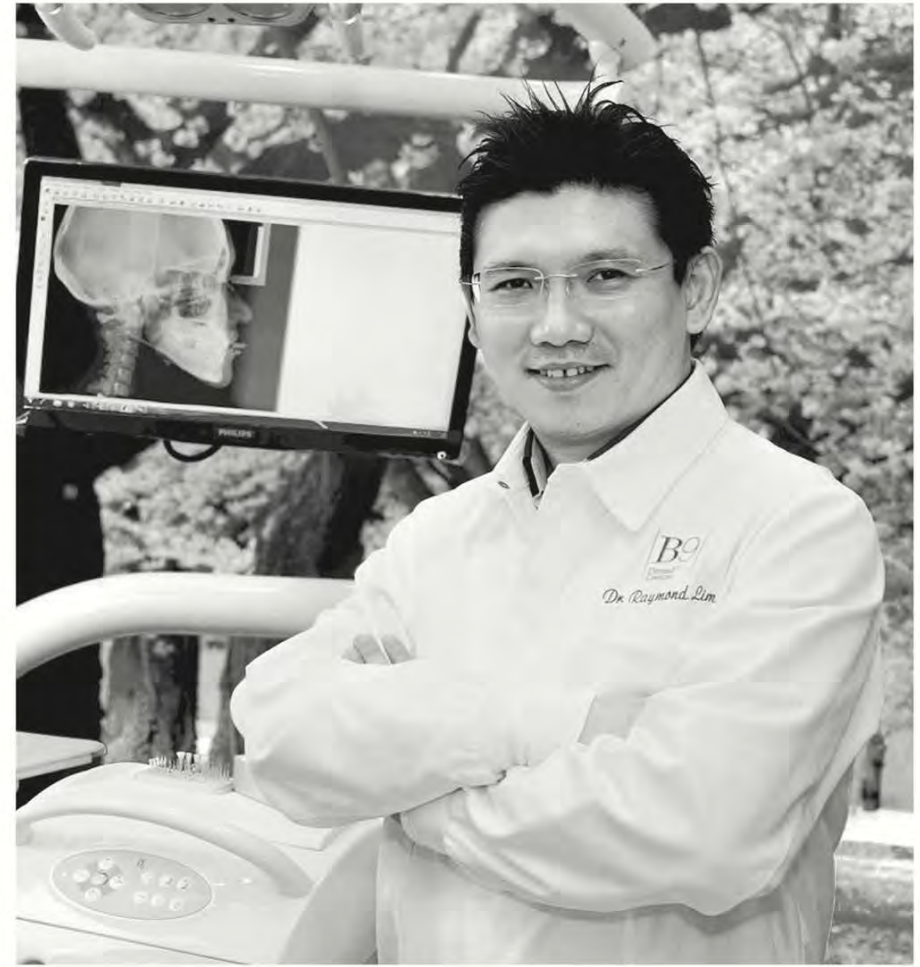
For instance, if the patient is not comfortable with implant surgery, which is pricier, he would recommend that they go for dentures.

To provide patients with a more pampering environment, the flagship outlet in Clementi is being expanded and is undergoing renovations to fit out three consultation rooms in lush garden and floral themes.

Dr Lim is also looking into implementing an SMS system to inform patients half an hour before their turn to reduce anxiety over waiting time.

GWYNETH TEO

All our employees are handpicked for their talent and personality – led by Dr Raymond Lim, Director of B9 Dental



A passion for excellence in dental services

When Raymond Lim founded B9 Dental Centre, his intention was to provide the very best dental advice and personal guidance.

Based on this principle, we listen to our patients' needs and treat them accordingly – always working with passion, drive and great care.

Our clinics use technology from around the world. We maintain hospital standard infection control, and a high standard of diagnosis and treatment.

Furthermore, B9 operates a policy of social responsibility. Our patients are from all walks of life: we attend to them, regardless of their status.

Our reputation has been established on the basis of quality of service and word of mouth. Over a few years, we've built up an international clientele across a number of countries.

We are proud to announce that we have been awarded New Entrepreneur for the Entrepreneur of the Year Award 2015.

The complete wellbeing of our patients is our mission: nothing less will do.

www.b9dental.com



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