

Entrepreneur Asia-Pacific



MESSAGE OF THE CHAIRMAN

It is heartening to note that top young entrepreneurs in the Asia Pacific region gather to merge resources and work collectively by investing their knowledge and business management for the single purpose of addressing entrepreneurial challenges. This is the mission of the Young Entrepreneurs Group of Asia Pacific.

Since assuming the role of chairman of the YEGAP in 2005, I have come to appreciate more the tremendous work that the men and women entrepreneurs have done for their respective countries and the region in general. When the dynamism of business leaders is complemented by the dedication of selfless change agents, genuine empowerment emerges. I therefore salute our member organizations and individuals, for sharing of themselves to other entrepreneurs.

We in YEGAP today know that the challenge is to find equally bigger opportunities for more entrepreneurs.

As we move forward, we remain optimistic that together we can really think big. From what we have seen so far, we can assume that members of the YEGAP have already created a huge impact in the entrepreneurial arena of the Asia Pacific rim. As the YEGAP progresses, we will share more of what we see in store for the future.

It is our hope that after our successful Breakout Session in the beautiful city of Istanbul last March, we will all find new sparks of inspiration that will translate experiences not only for ourselves but more so for the many entrepreneurs who we still have not reached out to.

Chok tesukkur ederim. Thank you very much.



ANNA MARIE PERIQUET

YEGAP Holds Breakout Session in Istanbul

The Young Entrepreneurs Group of Asia Pacific (YEGAP) held a breakout session on March 7, 2011 in Istanbul in conjunction with the 25th CACCI Conference.

Opening Remarks by the Session Chairman, Ms. Anna Marie Periquet

The breakout session of the YEGAP called to order by Ms Anna Marie Periquet, Chairman of the YEGAP. In her Opening Remarks, Ms.

Periquet stressed that it is heartening to note that top young entrepreneurs in the Asia Pacific region gather to merge resources and work collectively by investing their knowledge and business management for the single purpose of addressing entrepreneurial challenges. Ms. Periquet added that the YEGAP today knows that the challenge is to find equally bigger opportunities for more entrepreneurs. While each individual company member of CACCI

and YEGAP have already made a huge difference in the economic climate of the Asia Pacific rim, the full potential of harnessing the collective power of the business sector in partnership with government and civil society to yield more substantial social development impact, has not yet been exhausted. As the YEGAP progresses, it will share more of what the organizations sees in store for the future.

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Welcome Remarks by Session Speaker and Co-Moderator, Mr. Nevzat Aydin

Mr Nevzat Aydin, Member of TOBB Young Entrepreneurs Board, welcomed the participants to the breakout session and expressed his appreciation to the participants for their visit to Istanbul.

Self-Introduction of Participants

The break-out session of the YEGAP was highly attended by 82 participants representing various delegations.

Presentation on the status and prospects of Entrepreneurship in Turkey

Mr Aydin, who is concurrently President and CEO of Yemeksepeti.com, gave a presentation on “Starting up and Expanding the Business: A Turkish Experience.” He stressed the importance of identifying and supporting high-impact entrepreneurs in emerging markets to facilitate and encourage long-term, sustainable growth. He added that evaluating factors like entrepreneurship, innovation, ethical values, role model potential contribution to the economy and conformation of endeavor principles are highly important for succeeding in business.

Yemeksepeti.com brought about a new dimension of the e-business concept in Turkey. Mr Aydin is among the 150 entrepreneurs invited from all around the world to the Entrepreneurship Summit, which was hosted by US President Barack Obama in 2010.

Sharing of experience on entrepreneurship in Asian Countries

Mr Motoharu Nishii, chairman of Japan YEG, made a presentation on the Young Entrepreneurs Group of Japan Chamber of Commerce and Industry, focusing on its activities and the important role it plays in helping contribute to the vitality of



the communities, the SMEs, and the local economies. He informed the participants that Japan YEG now boasts of 27,000 members. He also expressed his personal view on Japan's possible role in the Asia-Pacific region. He also stressed the need for young entrepreneurs to communicate with their counterparts in other countries using CACCI as the platform for achieving this objective.

At this juncture, Japan YEG presented a video with a message of greeting from incoming 2012 Japan YEG chairman, Mr. Hiroaki Hyoudou.

The video also highlighted the activities of Japan YEG in 2010.

Mr Shahrukh Malik, chairman of the Young Entrepreneurs Forum of SAARC Chamber of Commerce and Industry, presented an investment case from a young entrepreneurs point of view. Mr. Malik, who is also director of Guard Group of Industries, the leading business house of Pakistan with concentration in auto parts, rice milling, hybrid rice seed and Vt cotton, shed some light and gave a clearer ground reality, business environment prospective rather than the view of a war torn image of Pakistan projected by the media. He said that Pakistan presents opportunity of an investment destination which is yet to be discovered. Many local business men and expats who understand the dynamics of the country are investing and have invested heavily in either capacity expansion or new projects. Thus even given current security issues

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for young entrepreneurs in Pakistan, the country still presents itself as a relatively comfortable place to do business compared with countries which are already heavily invested in and in some areas seeing massive over investment with prospects of painful market corrections.

Consideration of YEGAP Activities

Ms Periquet informed the body on the following activities and matters:

A. Publication of the 8th Edition of the YEGAP Newsletter

The 8th Edition of the YEGAP Newsletter is currently being prepared and is scheduled to be distributed by April 2011. Participants were urged to contribute articles on entrepreneurial undertakings in their respective organizations, chambers and/or countries.

B. Launching of the 4th Asia-Pacific Young Entrepreneur Award

The launching of the 4th Asia-Pacific Young Entrepreneur will be in mid-2011. The announcement and nomination criteria shall be circulated among the members.

C. Launching of the YEGAP Website

The YEGAP website will be launched by April 2011. Members shall be informed about the launch date through an e-launch card. The content structure of the website includes: the Home Page, Mission, Vision, Member Organizations and their Profile, Programs (Plan of Action), State of Entrepreneurship in Asia-Pacific (from chamber members), e-library (speeches of all breakout sessions; speeches of YEGAP officials in international conferences), publications (YEGAP newsletters, press releases), and links to websites of member organizations.

D. Tie-up with CIPE

The YEGAP is currently affiliated

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with the Center for International Private Enterprise (CIPE). CIPE strengthens democracy around the globe through private enterprise and market-oriented reform. CIPE is one of the four core institutes of the National Endowment for Democracy. Since 1983, CIPE has worked with business leaders, policymakers, and journalists to build the civic institutions vital to a democratic society. CIPE's key program areas of work include anti-corruption, advocacy, business associations, corporate governance, democratic governance, access to information, the informal sector and property rights, and women and youth.

E. Organizational Structure

It was agreed that Mr Teisuke Suzuki, vice chairman of YEGAP, shall continue to serve as YEGAP Vice Chairman. Mr Kenjiro Oyama, 2011 Chairperson of Japan YEG, was appointed YEGAP Director for the Committee on International Relations. Mr. Waqas Masud was re-appointed YEGAP Director for the Committee on Programs.

F. Membership Expansion and Networking

The YEGAP welcomed as new members the TOBB Young Entrepreneurs Board (Turkey) and the Young Entrepreneurs Forum of SAARC CCI (Pakistan).

G. Other Matters

1. YEGAP announced the appointment of Ms Periquet as head of the Access to Information on Business Regulations under The World Justice Project (WJP) during the Asia Pacific Rule of Law conference held in Kuala Lumpur on January 2011. The objectives of the Group are to encourage member countries of the Asia Pacific region to come out with programs to make information available to businessmen in their respective countries and in countries



within the region wherein they wish to do business; and to identify the appropriate organization within the country, such as the Chambers of Commerce and Industry to access and disseminate information on business regulations.

Action Plans include the following: Preparation of a Handbook on Business Regulations which can be easily understood by non-professionals, especially young entrepreneurs and SMEs, written both in relevant and internationally-recognizable languages; Establishment of an omnibus website to facilitate access to information on Business Regulations; and Organization of on-site seminars on business regulations.

Activities include: accessing information and databank from Chambers of Commerce and Industry of each member country in the Asia Pacific region; and accessing information from government departments and agencies servicing

business- and investment-related matters.

2. Ms Periquet informed the participants that the Chamber of Commerce and Industry of the Russian Federation will soon launch the Russian Federation of Young Entrepreneurs.

Date and Venue of Next Meeting

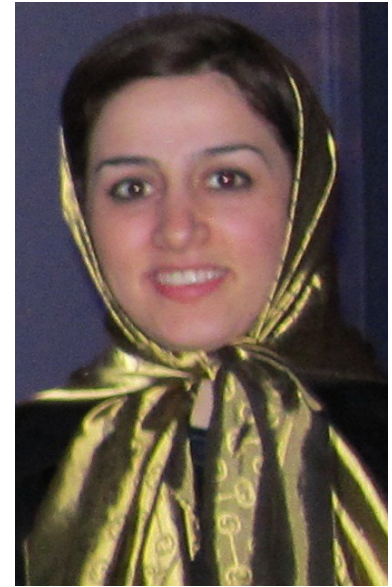
It was agreed that the YEGAP shall hold its next Breakout Session in 2012 during the CACCI Conference. Venue to be announced.

Session Chairman's Concluding Remarks/Adjournment

Ms Periquet thanked all the participants for attending the breakout session of the YEGAP. She also thanked the TOBB for hosting this year's YEGAP Breakout Session. ■

The Formation of the Young Entrepreneurs Group in ICCIM: A Constructive Movement toward Growth and Innovation

*By: Sama Farkhondeh Nejad
Expert, Multilateral Trade Relations
Iran Chamber of Commerce, Industries & Mines*



In a century wherein the world economy is based on innovation and creativity, we should construct the necessary background for the growth of those who convert useful ideas and comments into knowledge and industry. Entrepreneurs as the connectors of science and knowledge to industry and market are the cornerstone for dissemination of culture of entrepreneurship to burgeon the business climate of a country.

In this regard, Iran Chamber of Commerce, Industries and Mines as a launch pad for young entrepreneurs in line with the Chamber's missions for the next ten years, is determined to take an active role in the fields of economic and social development, increasing competitiveness, developing local businesses at the national, regional and international levels and promoting the social and economic status of the economic activists of the private sector specifically young entrepreneurs.

The Panel on Youth Entrepreneurship - The presence of young entrepreneurs in the global arena is supported by Iran Chamber of Commerce, Industries and Mines

The Chamber held its first panel to discuss youth entrepreneurship in order to increase their level of participation in the Chamber's activities and support their presence in different global fields. The panel discussion was held simultaneously with the 127th Anniversary celebration of the Iran Chamber of Commerce on 15 January 2011.

One of the major duties of the Chamber is to persuade business groups

that are narrowly associated with the business community to actively participate in trade policymaking through membership in the Chamber which functions as the liaison between the private and public sectors.

From an international perspective on young entrepreneurs' networks, we are inspired by the Junior Chamber International's activities in social and economic fields, with a view to strengthen the youth contribution to trade policies and business operations.

The international business community could bring traders into contact with each other through seminars and other events and enforce interaction with other regional and international organizations.

Iran enjoys a well educated young population which could flourish the potential of the innovation and creativity. Fifty five percent of Iran's population is under twenty seven and this could have its own effects on the business climate.

As An adviser to the executive, judicial and legislative branches of the government, the Chamber paves the way for veterans to be consulted and the youth to be nurtured through close cooperation with the public and private sectors. During the first panel discussion, Dr. M.Nahavandian, the President of ICCIM, Dr. M. Fakheri, Vice President of International Affairs of ICCIM, Mr. A. Asgaroladi, Chief of Commission on Export of ICCIM, Mr. A. Mir Mohammad Sadeghi, Vice President of ICCIM, Dr. A. Shams Ardakani, Chief of Commission on Energy of ICCIM and Mr. Karimipour, Chief of Commission on Agriculture of ICCIM each gave a lecture on issues

related to the youth.

The establishment of the Council on Public - Private Dialogue is an indication of the possibility of youth contribution to decision-making process in Iran.

1- Youth should gradually undertake activities

Having welcomed the idea of transferring experiences to the youth and given the present and growing position of the Chamber, all this indicates that different sectors of the government would like to use the Chamber's and private sector's experiences. Therefore, the Chamber could have the potential to prepare the youth to gradually undertake such tasks.

2- Being knowledge-oriented is necessary but not sufficient

Given the high level of literacy and a plethora of young educated people, the Chamber captures the opportunity to employ the youth's capacities.

Though knowledge and education are necessary, it is not sufficient; it should be deployed with other technical know-how such as investment, information and communication technologies. It is of great value for young traders and entrepreneurs to get experience from those who have passed.

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Investment Opportunities in Pakistan: A Young Entrepreneur's Perspective

By: **SHAHRUKH MALIK**

Senior Executive, Finance Malik Auto & Agricultural Industry (Pvt) Ltd.

The following article is an excerpt from the Speech delivered by Mr. Shahrukh Malik during the breakout session of YEGAP held on March 7, 2011 in Istanbul in conjunction with the 25th CACCI Conference.

Good morning everyone, thank you for inviting me to speak. My first attendance at this group was in Sri Lanka, and I am glad now to be here in Istanbul.

As the theme of the conference is shift or movement of economic power towards the east, I would like to present an investment case from a Young Entrepreneurs point of view, at the same time shed some light and give a clearer ground reality, business environment prospective rather than the view of a war torn image of Pakistan projected by the media.



Investment Environment in Pakistan

As some developing countries which have already emerged and have been recognized now by the world Pakistan presents opportunity of an investment destination which is yet to be discovered. Many local business men and expats who understand the dynamics

of the country are investing and have invested heavily in either capacity expansion or new projects. Where some developing countries have stock markets trading at premiums Pakistani assets are still fairly, sometimes even undervalued given their high dividend yields. We have seen FDI flows have been consistent in the annual US\$ 3-5 billion range for the last 5 years, given the world economic crisis.

The focus of the international community is towards the strengthening of state institutions and long-term development of the nation, as our area proves to be strategically important to both the United States and emerging China. Government now is moving away from poor resource allocation towards efficient investment in infrastructure by removing subsidies on oil and agricultural commodities. Instead, we now have a focused subsidy programs which target the poor of poorest.

There is tighter and strict non-political monetary control by the central bank to curb inflation. As we are under the IMF program, there is strict monitoring of borrowing by the government from the state bank to keep inflation in check and simultaneously not crowd out private sector borrowing for investment.

The International Finance Cooperation assigned Pakistan the 85th rank vis-a-vis China's 89th and India's 133rd among countries in terms of ease of doing business in 2010. Thus even given current security issues for Young Entrepreneurs, Pakistan still presents itself as a relatively comfortable place to do business compared to countries which are already heavily invested in and in some areas seeing massive over investment with prospects of painful market corrections. I would also like

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The Formation

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Young Entrepreneurs' situation in Iran

The Youth Chamber of Commerce had already existed before the Islamic Revolution in Iran, but in 1979 it was slowly activated gradually. The National Organization of Youth is currently in charge of organizing youth activities to include festivals of young entrepreneurs in sectors like industry, agriculture, animal husbandry and fisheries, services (transportation, warehousing and tourism, hotels and restaurants, financial brokering, etc.), trade and commerce, medicine, health, domestic business (for women).

The missions of the National Organization of Youth are:

- Development of entrepreneurship culture among youth;

- Providing practical solutions to promote entrepreneurship;
- Complementing and improving the indicators of identification of top entrepreneurs;
- Identification and introduction of young entrepreneurs as a successful model;
- Creation of a suitable platform to discover hidden abilities of the young generation;
- Creating healthy competition and enhance joy and happiness; and
- Leading present talents towards business, efforts and construction.

In addition to the above-mentioned activities, a Presidential order decreed that ministries and public institutions are obliged to take advantage of young advisors in the planning and implementation policies and programs that will create an enabling environment for young experts. ■

Economic Opportunities

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to point out in 2006-2007 Pakistan had the best performing stock market in Asia, this shows its attractiveness as an investment destination.

Pakistan's Banking Sector

Currently, Pakistani banking sectors are very strong, capital adequacy requirement by the central bank have been met by almost all banks while some small ones are still consolidating. Advance to Deposit ratios are very comfortable, hovering at the 70% mark which are well below international averages. There is strict control on any sort of leverages product giving banks a solid asset base. The country's banks managed to avert international crises and are amongst the most profitable in the South Asian region with annual consistent bottom line growth of 15-20%. Privatization of the sector was a key force behind current superb performance. Sector reform is very charming for YE 's as credit availability is present. With 60% of population under the age of 29 there is tremendous room for investment.

Agriculture Sector

Lose 22% of economy is agriculture, 25% Industry, and about 55% services. There is still a strong agro base which can gain huge advantage as in 2008 from world commodity price boom as we are seeing today. Tremendous opportunity for Young Entrepreneurs in this sector as new technologies in seed and cultivation techniques are on the rise to improve crop yields. There is already a revolution in Rice crop bringing the country over 2 billion dollars worth of exports with potential in excess of 6 billion if new technologies are applied.

Political Environment

On the political front we saw a revolution in Pakistan 2009 for the first time creating an independent strong judiciary, while media is completely free enabling a strong check and balance. It is a democracy which is

YOUTH BUSINESS SRI LANKA (YBSL)



The Youth Business Sri Lanka (YBSL) is a National Organization that helps young people to start up their own businesses by providing access to credit assistance and guidance to youth through business mentors. Modeled after the principles of the Youth Business International (YBI) of which it is an accredited member, YBSL builds on the success of the Hambantota Youth for Business Programme (HYBP). The YBSL is incorporated within the auspices of the Ceylon Chamber of Commerce in 2007 to spearhead the national expansion strategy.

YBSL with the guidance of its Board of Trustees and the Steering Working Committee is moving forward towards creating a starting point to build viable, sustainable businesses. As part of its national expansion strategy, YBSL is in the process of empowering

the District Chambers to act as the link between the disadvantaged youth by providing resources and access to business contacts.

YBSL provided credit support to more than 83 young entrepreneurs in the districts of Trincomalee, Jaffna, Kandy, Kegalle and Badulla. These loans, which are granted for a period of 6 to 12 months have already a recorded payback ratio of 90%.

Taking its first step in the year 2011, YBSL managed to obtain the assistance of The European Union's Delegation to Sri Lanka and the Maldives through NSA stakeholders programme. The project focuses on reducing economic and social disparity through promotion of youth entrepreneurship in the least developed/marginalized areas of Sri Lanka, especially in the North and East.

The mission of YBSL is to create a momentum in entrepreneurial activities among the youth, wherein lies the cornerstone of Sri Lanka's growth as a nation in the years to come. ■

consolidating, recently political parties came together showing maturity to amend the constitution requiring 2/3 majority at provincial and federal level. Long term structural political reforms are in place, which make for smooth change in government through transparent elections in future.

Time Magazine Columnist

As Fareed Zakaria points out "we are living amongst the safest time mankind has ever witnessed". This becomes a tough sell with the 24 hour news cycle constantly hammering us with bad news. But the statistical truth is that Zakaria's statement is a fact. We are far from empires colliding, mass genocide, or national level wars. Instead of we see more or less peaceful demonstrations or unfortunately isolated terrorist attacks for the expression of opinion. And in previous

years these attacks have been fewer and far between, rather acts of individuals than organizations.

For Young Entrepreneurs it is important to keep in mind that pessimism is contagious and when combined it causes capital flight, developing nations need the consolidation of capital for mega projects to emerge, for without mega projects we cannot have large scale development.

I would like to conclude that it was not long ago that this great country of Turkey faced many problems and managed to double its GDP in 10 years, similarly at one point China was yet to be discovered. Most investment gains which remain are when things go from worst to good not when from good to better. Thus Young Entrepreneurs with vision have tremendous benefits to take from this nation. Thank you. ■

YEGAP Chairperson Represents Young Entrepreneurs In Asia-Pacific Rule of Law Conference

Ms. Anna Marie Periquet, Chairman of the Young Entrepreneurs Group of Asia Pacific, represented young entrepreneurs from the Philippines and Asia Pacific region during the Asia Pacific Rule of Law Conference held in Kuala Lumpur, Malaysia from January 26 to 28.

The Conference is a project of The World Justice Project (WJP), an independent, non-profit organization working to advance the rule of law for the development of communities of opportunity and equity worldwide. This year's Asia Pacific Rule of Law Conference was sponsored and supported by the Bill and Melinda Gates Foundation.

Ms. Periquet was invited to represent young entrepreneurs during the Session on Improving Access to Information on Business Regulations. The session recognized that businesses are at a significant competitive disadvantage if they do not know or have the ability to access the full complement of laws and regulations which govern their operations. Though levels of knowledge and transparency vary widely across the Asia Pacific region, legal processes are often obscure.

Faced with Challenges

“The private sector is faced with challenges pertaining to the economic conditions and the regulatory environment when doing business in their respective countries or on a regional setting. Businesses, particularly small and medium enterprises or SMEs, are regularly unaware of important laws and regulations which affect them, or are not able to access information easily.

“As a result of this knowledge and information gap, businesses are more susceptible to rent-seeking behavior, further increasing uncertainty and the cost of doing business” the YEGAP Chairman stated.

Improving Access to Information on Business Regulation

Ms. Periquet was appointed as head and lead implementer of the Session on Improving Access to Information on Business Regulations.

The Session addressed mechanisms which improve the private sector's ability to access and utilize critical legal and regulatory information for the furtherance of economic development. The primary goal of the session was to produce concrete action plans to advance the rule of law in 2012.

Three action plans were recommended: the preparation of a Handbook on Business Regulations which can be easily understood by non-professionals from the Asia-Pacific region, especially young entrepreneurs and SMEs, written both in relevant and internationally-recognizable languages; the establishment of an omnibus website to facilitate access to information on Business Regulations; and the conduct of on-site seminars on

business regulations.

“We encourage each member country from the Asia-Pacific rim to come out with programs to make information available to businessmen. It is even more pivotal to identify the appropriate organization within the country, such as the Chambers of Commerce and Industry, to access and disseminate information on business regulations,” Ms. Periquet added.

Conference Participants

The Asia Pacific Rule of Law Conference was attended by justices, lawyers, NGO leaders, and members of the private sector from Australia, Bangladesh, Brazil, Cambodia, China, Chinese Taipei, Colombia, Fiji, France, Hong Kong, India, Indonesia, Japan, Laos, Malaysia, Mexico, Mongolia, New Zealand, Nepal, Pakistan, Palau, Papua New Guinea, Philippines, Romania, Singapore, Solomon Islands, South Korea, Sri Lanka, Sweden, Tajikistan, Thailand, Tonga, USA, Vanuatu, and Vietnam. ■



Ms. Anna Periquet (3rd from left) confers with other delegates during one of the side sessions on the Asia-Pacific Rule of Law Conference in Kuala Lumpur.