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A Note from the Chairperson

THE LEARNINGS

It has been an eventful 8 years of learnings and successes with the Young Entrepreneurs Group of Asia Pacific. The YEGAP has grown into an organization of 27 country members. I have come to appreciate more and more the tremendous work that the men and women entrepreneurs have done for their respective countries and the region in general. Allow me to share some of the learnings from our YEGAP members over the 8 years.

A Vision. *There is no way you can lead people if you do not know where you are taking them. Our vision to be amongst the region's best entrepreneurship organization has set the tone for YEGAP in terms of how we work and how we make decisions. If it helps us reach our vision, we will pursue an opportunity.*

Values. *From the very beginning, we stressed the importance of establishing a set of values which we wanted for our respective companies to operate around in. To this day YEGAP members have maintained their corporate values of Integrity, Professionalism, Service and Entrepreneurship.*

Team. *I am proud to say that the YEGAP is composed of a good and dedicated team working hand in hand to achieve a shared vision.*

Continuous Learning. *The YEGAP is constantly seeking new ideas, new mentors, new technologies. Openness to learn from anyone is key regardless of their rank, age or stature in life. And the YEGAP has the distinct privilege of having a multi-cultural set of powerful and very successful entrepreneurs as members and mentors.*

Invest in business, people and the community. *We have no hesitation about investing in good projects and in good talents. Furthermore, it is profit that allows us to share more blessings and fund worthy causes for community development. We take corporate social responsibility very seriously.*

Always act with integrity. *Regardless of what corporate values we choose for our company, we perform our tasks and make decisions with integrity. Work with a clean heart, and come home with a clear conscience.*

As we move on, we remain optimistic and confident that together we can really think big and move more boldly. From what we have seen so far, we can surmise that 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, we will share more of what we see in store for the future.

It is our hope that after our breakout session in Cebu during the 27th CACCI Conference, we will all find new sparks of inspiration that will translate real life-changing experiences not only for ourselves but more so for the many entrepreneurs who we still have not reached out to.

It has been a great pleasure building the Young Entrepreneurs Group of Asia Pacific with all of you. It has been an honor serving our members and partners. And it has only been 8 years. I can tell you, expect bigger things to come from the YEGAP in the next 8 years, and beyond.



**Anna Marie Periquet
CHAIRPERSON**

YOUNG ENTREPRENEURS GROUP - ASIA PACIFIC

YEGAP Kathmandu Session Draws Record Turnout



The break-out session of the Young Entrepreneurs Group Asia-Pacific (YEGAP) held on October 5, 2012 in Kathmandu was attended by some 210 delegates from various countries, making it the most well-attended YEGAP breakout session to date.

The Kathmandu session was presided by YEGAP Chairperson Ms Anna Marie Periquet from the Philippines. In her Opening Remarks, Ms. Periquet stressed that in the Asia-Pacific region, the state of entrepreneurship has never been as dynamic as it is today. She said that through entrepreneurship, economic growth has lifted hundreds of millions of people out of subsistence agriculture into manufacturing and service employment, increasing wealth and reducing poverty. She also noted that entrepreneurs in the Asia-Pacific rim now have the vital role of further increasing regional business interaction, networking and enhancing regional economic growth.

Ms. Periquet also noted that she has come to appreciate more and more the tremendous work that the men and women entrepreneurs have done for their respective countries and the region in general. She shared some of the learnings from YEGAP members over the 8 years. Ms. Periquet acknowledged the Nepalese Young Entrepreneurs Forum (NYEF) for their dynamic role in organizing a successful breakout session. The YEGAP breakout session in Kathmandu registered the highest number of attendees with 210 participants representing various

delegations.

In a message read, in behalf of (name of Japan YEG chairman), Mr. Hiroaki Hyodo, Immediate Past Chairman of Japan YEG gave an update on the various projects of YEG Japan. He said that the main role of his group is to listen to the various issues and problems of their members and formulate solutions that are forwarded to the Government for their consideration. He also shared the model and structure of the Japan YEG, which boasts of a membership base of 30,000 members.

Mr. Ajay Pradhananga, President, Nepal Young Entrepreneurship Forum gave a presentation on the status and prospects of entrepreneurship in Nepal by expounding on the current industrialization efforts of both the government and private sector. He also discussed the organizational structure, membership base and projects of the NYEF. Most notable of these projects is the Made in Nepal initiative of NYEF, which has now reached a global scale. He also shared best business practices of Fleur Himalayan, Ltd, his herbs-based company which he converted into a world-class venture in herbal line of products

Ms. Asmi Rana, Director of International Business, Educomp Solutions India, Ltd. gave a presentation on education and entrepreneurship by highlighting the importance of skills and leadership. She also shared her business practices based on her various entrepreneurial undertakings in manufacturing and

exportation of cashmere products, education, real estate investment and development and general trading. Ms. Rana is the first Nepalese to be honored as 2008 Young Global Leader by the World Economic Forum.

Brief Presentations were delivered by finalists of the 4th Asia-Pacific Young Entrepreneurs Award, namely: (a) Mr. Carlito Balita, CEO, Carl E. Balita Group of Companies; (b) Mr. Lal Keerthi Amarasiri Gunawardena, Managing Director, Lucky Lanka Milk Processing Company; (c) Mr. Sujeewa Suranga Palliyaguruge, Managing Director, Senani Holdings Kandy; and (d) Mr. Raymond Zorilla, Assistant Vice President for External Affairs, Phoenix Petroleum Philippines, Inc. (representative of Mr. Dennis Uy, President and CEO, Phoenix Petroleum Philippines, Inc.).

The session considered a number of activities to be undertaken by YEGAP, including participation in the “Make A Difference Venture Fellows Program 2013”, a program of Make a Difference (MaD), which was founded in 2010 by the Hong Kong Institute of Contemporary Culture. The MaD Venture Fellows Programme aims to celebrate a new generation of innovative and high impact entrepreneurs. The Programme also helps these entrepreneurs scale new heights by connecting them with capital, networks and knowledge.

In her closing remarks, Ms. Periquet stated that after the very successful breakout session in Kathmandu, she believed the YEGAP members will all find new sparks of inspiration that will translate real life-changing experiences not only for themselves but more so for the many entrepreneurs who the YEGAP still has not reached out to.

Following the breakout session, a formal MOU signing between the Young Entrepreneurs Group of Asia Pacific (YEGAP) and the Nepalese Young Entrepreneurs Forum (NYEF) was witnessed by (name of FNCCI Chairman), FNCCI Chairman, and officers. ■

Sri Lankan Businessman Wins 4th Asia-Pacific Young Entrepreneur Award

Entrepreneur Idol

Mr. Sujeewa Suranga Palliyaguruge, Managing Director, Senani Holdings, from Sri Lanka, was proclaimed winner of the 4th Asia-Pacific Young Entrepreneur Award during the Gala Dinner of the 26th CACCI Conference held on October 5, 2012 in Kathmandu, Nepal.

Mr. Sujeewa bested four other short-listed finalists from the Philippines, India and a countryman from Sri Lanka.

This year's winner was cited for entrepreneurial and business leadership, contribution to the social well being of the local community, practice of good business ethics, and support of the chamber movement in the region.

Humble beginnings

According to the Federation of Chambers of Commerce and Industry (FCCISL), which nominated him for the Award, Mr. Sujeewa – armed only with a passion for business and nothing much of all other prerequisites – rose from his humble beginnings as a pedestrian salesman into an owner of a



Mr. Sujeewa Suranga Palliyaguruge is congratulated by CACCI President Amb. Yujuico and YEGAP Chairperson Ms. Anna Periquet during the Awards Ceremony.

multi-million and diversified business network.

Mr. Sujeewa started his business acumen and willingness to take risks even at the time he was a student at the secondary school level by visiting Himayalan Mountain in India and collecting money from well wishers in the city of Kandy.

After leaving school, unable to pursue higher education due to lack of required resources, Sujeewa started selling souvenirs to foreign tourists visiting Kandy at the tender age of 20. With the little income and borrowed money from friends and relatives, he started a souvenir shop in 1989 in Kandy.

From the day of that humble beginning, Sujeewa did not look back but strode towards a high plane of the business world by expanding and diversifying his products and services range and diversifying his capital base, turnover and profitability.

Today, Sujeewa owns and operate eight different companies, which provide services such as tourism and hospitality, export of gem and jewelries, handicrafts, silk textiles and garments.

Sujeewa accepted his Award from CACCI President Amb. Benedicto Yujuico, in the presence of the Honorable Finance Minister of Nepal Mr. Barsha Man Pun and other officers of CACCI and the Federation of Nepalese Chambers of Commerce and Industry.

Other finalists

The four other finalists were Mr. Vineet Mittal, Managing Director, Welspun Energy Ltd., India; Mr. Carlito Balita, CEO, Carl E. Balita Group of Companies, the Philippines; Mr. Dennis Uy, Founder, President & CEO, Phoenix Petroleum Philippines, Inc; and Mr. Lal Keerthi Amarasiri Gunawardena, Managing Director, Lucky Lanka Milk Processing Company from Sri Lanka. ■



In the following interview conducted by CACCI Profile, Mr. Sujeewa Suranga Palliyaguruge, Managing Director, Senani Holdings – winner of CACCI 4th Asia-Pacific Young Entrepreneur Award – shares some of his thoughts, experiences, and advices on starting a business, who his mentors and sources of inspirations have been, what lessons he has learned from his initial ventures, and what Award means to him personally and to his business. Mr. Palliyaguruge won the coveted Award during the 26th CACCI Conference on October 5, 2012 in Kathmandu, Nepal, besting eight other finalists from six other Asian countries.

What was your first “business venture” and what was the biggest lesson you learned from it?

The first business venture I started was selling small handcrafted items and other souvenirs to guests by displaying them in a cart-like showroom.

Who is your business mentor, or who had the greatest influence in your business life?

I had no business mentor to follow or to direct me. It was by my own perseverance and intention that I followed in order to establish myself.

Who gave you the best business advice and what was it?

The best advice I got was from my father who always appreciated whatever I did. As I always went to him for advice, he had always advised

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Entrepreneur Idol

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me to think twice before taking action, and this has been very successful.

What advice would you give someone starting out a business today?

The best advice I would give someone is to work hard to achieve your goals. They say failures are the pillars of success. So a failure should not be an obstruction. It should be an encouragement to try harder and clear the hurdle.

Do you have a favorite business book? No

What principle of entrepreneurship do you live by?

The principle of entrepreneurship is to successfully build up your business with trust and satisfaction among customers. Again, I would say hard work and application are main points to start with.

What has been the most satisfying decision you have made as a businessman?

The most satisfying decision in my business venture is diversity: to open up avenues to market products that are

essential in life.

What was the toughest decision you had to make? How do you go about making tough decisions?

The toughest decision I had to take was to embark on a business venture in the field of hospitality and tourism. Decisions taken are always discussed between my family members and me, and sometimes with business associates.

What do you think are the most important attributes of a good and successful businessman?

The attribute of a successful businessman is to be directed to the proper channels and be advised by correct persons connected to the business.

Are entrepreneurs born or made?

Entrepreneurs are made. I say so because it is the seed you plant that reaps the harvest. Likewise, it is what you put in that produces good result.

Would you recommend to someone starting out a business to attend a business school, or skip the degree and learn along the way?

In starting out a business, I would rather sacrifice obtaining a degree and

start young when you are able to reflect fast and be cautious.

Is there any difference between your country and the rest of the world in the nature of your industry/business?

Yes. There is a difference. Sri Lanka as a sound tourist destination has much to offer in nature and as a result it makes a big difference between Sri Lanka and other countries, industry wise.

What is the biggest change you have seen in your business or your industry?

The biggest change that I have seen in the industry is the growth of tourism in Sri Lanka in the post-war period.

What are the challenges facing your industry and how do you manage them?

The challenges facing my industry are providing good service to the customers and overcoming competition from others.

How has the global economic and financial crisis affected the way you run the business?

Since we are not very much aligned to the local business, we are not greatly affected by the financial crisis. Although there is financial crisis in other countries, most of them prefer to visit Sri Lanka and get over the financial crisis at home.

How do you change the way you manage the business during a downturn?

The way to manage during the downturn is to minimize expenses and control your financial commitments accordingly.

What is the most important lesson you have learned in business?

Work hard, take advice, and control expenses.

What do you do in your free time?

I listen to music and spend time with my family, outing with my children. ■



Mr. Sujeewa (3rd from left) poses with members of the CACCI Board of Judges during the final selection process of the 4th Asia-Pacific Young Entrepreneur Award in Kathmandu.



Nepalese Young Entrepreneurs' Forum (NYEF)



President of Nepal observing.



FNCCI President Mr. Suraj Vaidya addresses an NYEF event.

The Nepalese Young Entrepreneurs' Forum (NYEF) is a membership based non-profit organization, established with an aim of creating outstanding entrepreneurs through idea exchange, fellowships, education, training and advocacy among the Nepali youth. The forum was officially instituted by the Federation of Nepalese Chamber of Commerce and Industries (FNCCI) in September 26, 2003. NYEF is also one of the founding members of the SAARC Young Entrepreneurs Forum (SYEF), Association of Youth Organization Nepal (AYON) and the World Young Entrepreneurs Forum (WYEF) and a member of the Confederation of Asia Pacific Chamber of Commerce and Industry (CACCI) Committee on Youth Entrepreneurship.

NYEF brings together young entrepreneurs within the country. It promotes entrepreneurial mindset and a shared vision through an effective and much needed networking of young entrepreneurs. After a successful start at Kathmandu, it now has chapters in Biratnagar, Pokhara and Birgunj.

The forum has worked constantly to help its members to build upon their successes through an array of learning and networking opportunities.

NYEF has been conducting various national and international level workshops and trainings to enhance young entrepreneurs' knowledge and experience to enable them to gain better insight about relevant issues that effects the business arena.

Besides organizing workshops and capacity building programs, NYEF is also actively involved in various projects to develop youth into leaders and entrepreneurs. Major projects of NYEF include:

Nepal Youth Business Initiative (NYBI) is inspired and modeled after the Prince of Wales Youth Business International (YBI) in UK. With a vision to address the critical issue of youth unemployment, NYEF with support of FNCCI initiated this program. NYBI is committed to promote entrepreneurship development among under privileged and disadvantaged youth by developing their business ideas into viable enterprises under the guidance of a mentor. NYBI uniqueness has been its integral element of mentoring, which has fostered bonds beyond business between the youngsters and their mentors.

Made in Nepal is one of the initiations of NYEF. The Made in Nepal concept was officially launched on July 11, 2006 at the Hotel

Annapurna. This concept is not just another campaign but a movement in making: a movement which comes with a noble thought of every Nepalese citizen contributing towards the country's ailing economy by promoting Nepalese industries. This campaign aims to bring about the behavioral change among the Nepalese consumer to start consuming Nepali products. The motive behind the campaign is to motivate influence people to use the products that are made in Nepal and to create awareness and give value to the Nepal-made products.

The major part of the campaign is the Made in Nepal Exhibition where various types of Nepali products are showcased all under the same roof. The first Made in Nepal Expo was held from September 5 – 10, 2006 at the Bhrikuti Mandap Hall, Kathmandu. The Expo was a great success. NYEF conducted the second Made in Nepal Exhibition on March 5 – 9, 2008 at the Bhrikuti Mandap Hall, Kathmandu. The third Made in Nepal Expo was conducted from September 6 – 9, 2012.

The Knowledge Series program aims to achieve shared intelligence, improved performance, competitive advantage and higher levels of innovation through monthly workshops in the form of series of lectures and interactive sessions. These sessions are designed to enhance participants' understanding and knowledge through experience and information sharing.

Apart from these activities, NYEF, with the support of FNCCI, has also launched a the NATIONAL PEACE SYMBOL AND LOGO, as part of their joint campaign for peace. The logo depicts a dove flying out with a ribbon in search of peace and is accompanied by a logo saying 'Nepali Ko Chahana, Shanti Ko Sthaphana'.

NYEF is committed to foster the spirit of entrepreneurship and to promote positive business thinking. The YES 2012 is an attempt by NYEF to work towards developing an entrepreneurial economy by providing a platform for seasoned entrepreneurs and aspiring entrepreneurs to come together and share their knowledge and experiences. ■



Asian Bankers Association Co-Organizes Microfinance Appreciation Course

The Asian Bankers Association (ABA), one of the Product and Service Councils of CACCI, in cooperation with Rizal Commercial Banking Corporation's (RCBC) and its Microfinance arm Rizal Microbank, recently organized a two-day course on microfinance as a business initiative for delegates of ABA member banks from Indonesia, Iran, Taiwan, and Vietnam.

Held on January 28-29, 2013 in Manila, the Microfinance Appreciation Course aimed to impart the best microfinance practices and experiences to ABA member banks through several lectures and field exposure visits to Rizal Microbank clients.

RCBC President & CEO and ABA Chairman Mr. Lorenzo V. Tan, in his opening remarks, stressed the need to provide a safer and more reliable means of loaning money for self-employed entrepreneurs or micro entrepreneurs given the Philippines' pyramidal distribution of wealth and progressive economy.



RCBC President and ABA Chairman Mr. Lorenzo Tan delivers the Welcome Remarks.

"There are a lot of behaviors here that are unique to our culture and a lot of consumer companies take advantage of that. Our vision in RCBC



Microfinance Appreciation Course – Participants in the Microfinance Appreciation Course pose for a group photo at the end of the morning session

is for small businessmen to start in a microfinance business. Then as they build their wealth, they move to our small-medium enterprise and then over time they move on to the corporate bank. So as you can see, there is a whole progression," said Mr. Tan.

A lecture workshop was held during the first day of the course wherein Rizal Microbank's President Ms. Lourdes S. Pineda and First Vice President and Operations Head, Mr. Raymundo C. Roxas discussed the basics of microfinance lending, the characteristics of a microentrepreneur, and the approaches used by lending institutions as well as their corresponding performance indicators.

The session was capped with a lecture focusing on RCBC's microfinance experience as a universal bank. "So far, our microfinance performance data has been impressive. As of 2012, we have a total number of close to a thousand active borrowers. We're eyeing to expand our geographical reach in the future as of now, we have branches and microfinance banking offices in Southern Luzon and Mindanao," said Mrs. Pineda.

The two-day Microfinance Appreciation Course concluded with a full-day field exposure visit to Rizal Microbank clients with various businesses, loan sizes & loan tenors in

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Rizal Microbank President Ms. Ma. Lourdes Pineda (left) and First Vice President Mr. Raymundo Roxas (right) share their bank's experience and best practices on microfinance operations.

Asian Bankers

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Tanauan City, Batangas located one-hour drive south from Manila. The four visited clients were engaged in the: (a) eatery business, (b) motorcycle parts and repair shop; (c) wholesale and retail of dried fish; and (d) wholesale and retail of LPG and selling of home appliances.

Microfinance Promotion: Part of ABA's Policy Advocacy Work

Promotion of microfinance is currently an important part of ABA's policy advocacy work. The ABA recognizes that the microfinance industry globally has achieved significant milestones, increasing access to financial services for people at the bottom of the pyramid.

In particular, the progress and growth of the industry in Asia has been unprecedented. Over the years, the industry has evolved to include the diversity of stakeholders from NGOs, small and medium microfinance institutions, large-scale microfinance institutions, finance companies, development banks, and commercial



Ms. Pineda (left) and Mr. Roxas (right) respond to questions from the course participants during the Open Forum

banks, with varied development approaches, delivery methods, products and services to broaden the scope to reach and empower low-income people.

It is in this context that the ABA has decided to identify and implement programs that would encourage the banking sector to take advantage of emerging opportunities in microfinance and assume greater involvement in the financial inclusion landscape. One such program is the holding of the Microfinance workshop, whose primary objective is to provide our member banks, particularly those who

are interested to engage in microfinance as a business initiative, the opportunity to learn from the experience, best practices, and expertise of RCBC and Rizal Microbank, which are already successfully engaged in microfinance operations.

Through the workshop, the ABA hopes to provide another valuable opportunity for our members to exchange views and share experiences on microfinance as one business activity that its members can engage in, in order to sustain and grow their banking operations. ■

The course participants visit various clients of Rizal Microbank in Tanauan City, Batangas

The course participants visit the branch office of Rizal Microbank in Tanauan City, Batangas



YEGAP Partners with Make a Difference Venture Fellows: A New Generation of Asian Entrepreneurs



2013 MaD Venture Stars

A new Make a Difference (MaD) Venture Fellows Programme took place in Hong Kong from 24-27 Jan. The Programme aims to celebrate and support a new generation of doing good and doing well entrepreneurs who seeks to change the world for the better.

2013 MaD Venture Stars

“We take a very board view of what make a difference can mean, because we believe “doing good” should go mainstream and sustainability should be an integral part of every business,” explained Rachel Chan, Convenor of the MaD Venture Fellows Programme and Founder and Chief Catalyst of InnoFoco. The MaD ventures can be non-profit or for-profit, but they must have a core purpose other than just making money. They can serve different segments of the society, but they must be innovative, have a viable business model and demonstrate strong impact.

Sixteen innovative and high impact MaD Venture Fellows were invited to present at the MaD Ventures Salon on 25 Jan, pitching to 300 people in the investment, finance and business communities in Hong Kong. The Salon is Hong Kong’s first international pitching platform to connect start-ups with potential investors and business partners.

“I am delighted that Hong Kong is hosting this event which brings each of the key elements; capital, talent and ideas together in a great networking environment to support the entrepreneurial spirit,” said John C Tsang, the Financial Secretary of the HKSAR Government and the

officiating guest at the Salon.

3 MaD Venture Stars

A distinguished panel chaired by the HKSAR Executive Council Member Bernard Chan selected 3 Make a Difference Venture Stars from the MaD Venture Fellows, together with the Salon audience. The three winners were:

Insight Robotics, Hong Kong (www.insightrobotics.com) applies robotics technology to the protection of critical infrastructures and key resources around the world. It visualizes remote incidents like forest fire, structural damage in buildings, oil leak, water pollution, flooding, drought and security breach to management authorities and assist them to make the most efficient contingency plans. It also assists the management authorities in disaster recovery and in building a better world with less disaster.



“It is very important to have programs like the MaD Venture Fellows Programme to connect innovative entrepreneurs around the world. This will help build the international links of and facilitate collaboration amongst start-ups,” said Kevin Chan, founder of Insight Robotics.

Wibbitz, Israel (www.wibbitz.com) creates a text-to-video technology

that automatically turns any text-based article, post or feed on the web into a video in 20 seconds. Its technology introduces a whole new way of consuming content and information in a much more visual and effortless way. It brings costs and production time down for SME publishers and content providers. It reduces the barriers of language limitations and content complexity.



“It is a terrific experience getting to know people who want to make a difference to the world. I have got a lot of business contacts here, which will help us to succeed in the Asia market.” said Yotam Cohen, the co-founder of Wibbitz. This Israeli start-up received its Series A funding from K S Li’s Horizons Ventures in June last year.

Wifinity Tech, India (www.wifinitytech.com) applies innovative wireless sensing, artificial intelligence and machine to machine learning to help enterprises, buildings, hospitals and other organisations to monitor, manage and save their energy and water consumption. Users can save on average 20% of their energy bills.



“I have benefited so much from the MaD Venture Fellows Programme,” said Jay Krishnan of Wifinity Tech, “I have got some potential investors and clients lined up and identified some manufacturing partners as well.”

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YEGAP Partners

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Wifinity Tech is looking to set up an office in Hong Kong, in addition to their presence in India and the US.

Building Silicon Valley in Asia

Apart from the young entrepreneurs, international experts were brought to Hong Kong to discuss the key ingredients of a vibrant entrepreneurship ecosystem. Prof Wong Poh Kam of National University of Singapore believed that Asia should not follow blindly the Silicon Valley. A general consensus arising from the discussion is the importance of nurturing an entrepreneurial mindset and culture.

Prof Wong said Singapore has invested in changing the mindset of young people through the education system and establishing deep links with the entrepreneurial hubs in the world. Similar to Singapore, Hong Kong has to develop a new generation of investors with knowledge and experience in the new sectors.

Victor Hwang, co-author of 'the Rainforest: the Secret to Building the Next Silicon Valley' spelt out the unwritten rules of the Silicon Valley, including a culture that encourage breaking rules and dream, experimenting, sharing and encouragement and the ability to embrace failure. "It is critical to move into a new paradigm of innovation; resembling a rainforest, the best environment for unpredictable weeds to grow", says Hwang. "To thrive in this rainforest setting, entrepreneurs and investors need what makes us uniquely human – dreams, trust and love."

Yat Siu from Outblaze echoed the comments of Prof Wong: "We need to look at ourselves as global citizens, able to grow relationships, networks and ecosystems across the globe. We should not limit ourselves to the domestic arena". "Whilst the education system is very important, parents should not abduct their responsibility," he added.

The Salon also sought to

PCCI Youth Affairs Committee Conducts Medical Mission

An estimated 500 children and elderly benefited from the first medical mission of the Philippine Chamber of Commerce and Industry Youth Affairs Committee

held on 14 July 2012 at the Malhacan Elementary School in Meyauayan, Bulacan.

The activity, to be replicated in key areas, is a fulfillment of the Youth Affairs work program promoting entrepreneurship among the Filipino youth and conducting community-based undertakings.

The YAC teamed up with the Office of Mayor Joan V. Alarilla, Ethical Pharma, Junior Chamber International and Pagoda Philippines in providing free medical check-up, laboratory examination, deworming



tablets, medicines and multivitamins to preselected beneficiaries

Golden Bay Fresh Seafoods Restaurant, Zesto Corporation and RFM CORPORATION

treated the participants to rice porridge and drinks.

The children were delighted to receive school supplies, slippers and toys donated by Calata Corporation and Happi Outlet.

An ardent supporter of PCCI Youth Affairs, Fila provided the activity shirts of YAC officers.

PCCI President Atty. Miguel B. Varela and YAC Chair Mr. Louie Kaw both thanked Mayor Alarilla, community leaders and corporate sponsors in their support making the mission truly a success. ■

encourage more investors in Hong Kong to join the rank of impact investors, in providing funding and mentorship to start-ups that seek to create positive changes to the society, whilst doing well financially.

"Passionate start-ups need financial, social and intellectual capital. We would like to appeal to and grow a new generation of investors who seek to make both meaning and money – people who are looking for opportunities to give back to society, to pass on their experience and to leave a legacy." Rachel Chan said.

Brigitte Baumann of GoBeyond Early Stage Investing appealed to the investors in the Salon, "The practical side of my being an entrepreneur and investor is to make sure that we know what makes good impact. Let's ensure that we do not impose heavy-duty impact reporting system on the entrepreneurs that makes them spend more time measuring rather than building."

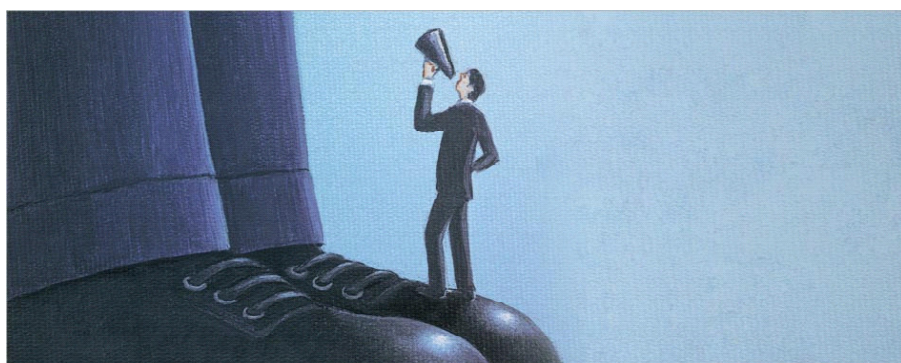
About Make a Difference

Make a Difference (www.MaD.asia) is a Hong Kong-based initiative launched in 2010 to inspire and empower a new generation of leaders. Targeting young people aged 16-35, MaD comprises an annual forum in January with 1,600 participants and over 20 inspiring speakers from different arenas around the world; and activities throughout the year in and outside Hong Kong to promote creativity, innovation and entrepreneurship.

MaD is a not-for-profit NGO-public-private partnership, organized by Hong Kong Institute of Contemporary Culture and co-created by InnoFoco. The HKSAR Government is the patron and founding sponsor.

For more inquiries on the MaD Venture Fellows Programme, please contact Rachel Chan of InnoFoco, the Convener of the Programme at venture@mad.asia or (852) 2560 5226. ■

How Large Corporations Can Spur Small Business Growth



Small and medium-sized businesses are essential to generating much-needed good jobs. But to help them realize their potential, large corporations must get involved.

By: Sangeeta Badal, Senior Researcher, Entrepreneurship at Gallup

Small and medium-sized enterprises (SMEs) are the lifeblood of a country's economy; they are essential to generating good jobs. And those jobs are sorely needed worldwide. Gallup's World Poll estimates that of 3 billion adults globally who report they want a good job -- one that is 30+ hours per week and provides a consistent paycheck in a legitimate business setting of any size -- 1.8 billion, or 60%, are out of work.

Having a large corporation as a customer opens doors to easier credit and other business opportunities.

Some national leaders are beginning to take this problem very seriously. Leaders of countries in the Gulf Cooperation Council (GCC), for example, are putting programs and policy initiatives in place aimed at developing SMEs and encouraging them to compete for government contracts. But too few leaders are focusing on the role that private corporations can play in helping SMEs grow.

In GCC countries, SMEs represent more than 90% of the private sector and employ between 40% and 63% of the private labor force. However, SMEs' contribution to these countries' GDP is less than 40%, primarily because SMEs are concentrated in less profitable, less capital-intensive, and low-tech sectors;

they pay lower wages and produce less per employee. But this also suggests that SMEs in the Gulf region have an unrealized potential for growth. If SMEs can grow in revenue and profits, they can create millions of sustainable quality jobs.

Large corporations have a key role to play

To help SMEs realize their potential, large corporations must get involved. Major corporations spend billions of dollars annually seeking products and services from other companies, such as landscaping, cleaning services, logistics, software development, food services, and office supplies. Seven in 10 small businesses increased in revenue and size within two years of becoming part of the corporate supplier base, as shown in a study of nearly 200 small U.S. businesses conducted by the Center for an Urban Future.

When small companies interact with large corporations, these SMEs make changes that improve their organizational structures, management practices, and operations. These changes lead small companies to upgrade their technologies, increase their efficiency, and most importantly, become financially stable. As a result, revenue becomes greater and more

consistent, making it possible for these businesses to add new jobs. Having a large corporation as a customer also opens doors to easier credit and other business opportunities. The biggest upside is the spillover of new knowledge, innovation, and business models. When a few small businesses improve their systems or business models, other small businesses learn from that and raise their game to stay competitive, boosting the quality of the entire SME sector.

In some Gulf countries, for instance, large state-owned enterprises, such as Saudi Aramco, Saudi Telecom Company, and Qatar Telecom are already buying services and products from SMEs, thus fostering their growth. In December 2012, the UAE government endorsed a new law that requires government bodies to allocate 5% of their budget for goods and services provided by SMEs or entrepreneurs. This mandate sends a strong message to private corporations about what is required to support business growth in the small-business sector.

The benefits of this relationship extend to large businesses too. Large corporations are beginning to realize that making small businesses part of their supplier base is more than "corporate social responsibility" -- it is good business. Smaller companies are more flexible in providing innovative products and services to meet corporate needs. They are quicker in delivering services locally, which saves on costs. Their knowledge of local markets can be extremely valuable for corporations trying to enter those new markets.

A diverse supplier base also helps establish linkages between the big and small businesses, enabling easier access to resources and creating multiple information sources and a bigger customer base for the corporations. Corporations that restrict themselves to a small network of suppliers are also vulnerable to supply chain disruptions. In 2011, the earthquake in Japan and flooding in

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Thailand, for example, caused major disruptions in manufacturing activities for Apple, GM, Toyota, Intel, and HP. Diversifying the supplier base by using small businesses is one way to reduce risk in supply systems.

Four ways corporations can help SMEs

Corporations can offer small businesses quick opportunities to grow by buying their services and goods and by taking these four key steps:

1. Identify and support talent.

Not every SME has the capacity to become a supplier. Identify elite performers based on talent and operational readiness. Once large companies have identified these businesses, they can mentor talented entrepreneurs through supplier development programs. Governments also can sponsor programs to boost the management capacity of high-potential SMEs to enhance their growth and competitiveness.

The 114 companies that participated in Gallup's Entrepreneurship Program -- sponsored by state government and a local university -- show how a well-designed program can spur SME growth and create jobs. Highly talented entrepreneurs outperformed their less talented peers by approximately 19 percentage points in year-over-year profit growth. On average, companies in this program grew by 13% in revenue and 57% in profit in one year. This growth led to an average increase of 18% in headcount, creating more than 500 new jobs in a year.

2. Provide financial help. SMEs need support to meet large corporations' needs. Installing automated invoicing or payment processing systems can be

a burden for small companies. A loan from a corporation or a community development institution could help small companies with the capital to scale up their systems, enabling them to accept their first big contract.

3. Make the procurement process transparent. Acquiring information on large businesses' procurement processes is a hurdle for many small businesses. Corporations that provide a simple website with basic information about goods and services they need and the procurement officer's contact information would help small businesses know where to start.

4. Simplify the application and selection process. Make the selection process more accessible and straightforward. The IBM-funded

website, Supplier-Connection.net, allows small businesses to apply to all participating companies using a single application form, making paperwork less burdensome. The site also helps small businesses collaborate to bid on contracts.

It is not the quantity but the quality of SMEs that will ultimately lead to job creation. The small-business sector is ripe for innovation and growth. Linking it to large corporations' supply chain can be a win-win for everyone involved. This includes SMEs and corporations -- and the governments looking to SMEs as a possible solution to their job-creation needs.

Source: Gallup Business Journal, 29 January 2013 ■

ABOUT CACCI

The Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI) is a regional grouping of apex national chambers of commerce and industry, business associations and business enterprises in Asia and the Western Pacific.

It is a non-governmental organization serving as a forum for promoting the vital role of businessmen in the region, increasing regional business interaction, and enhancing regional economic growth. Since its establishment in 1966, CACCI has grown into a network of national chambers of commerce with a total now of 29 Primary Members from 27 Asian countries. CACCI is a non-governmental organization (NGO) granted consultative status, Roster category, under the United Nations.

About YEGAP

The Young Entrepreneurs Group Asia-Pacific (YEGAP), formerly called the Committee on Youth Entrepreneurship, was created during the 68th CACCI Council Meeting held in May 2004 in Phnom Penh, Cambodia. Its goal is to provide a venue for young entrepreneurs in CACCI member countries to get actively involved in entrepreneurial development. CACCI hopes that the YEGAP will serve as an effective venue for identifying suitable programs geared towards entrepreneurial development for young entrepreneurs. Ms. Anna Marie Periquet from the Philippine Chamber of Commerce and Industry serves as Chairman of the group and Mr. Teisuke Suzuki from the Japan Chamber of Commerce and Industry as Vice Chairman.

The YEG-AP held its inaugural meeting in February 2005 during the 20th CACCI Conference held in New Delhi, and has met annually since then.

For more information on YEGAP, please visit our website at www.yegap.org

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