

YEGAP celebrates 10 years of promoting entrepreneurship in the region

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Asia-Pacific Entrepreneur

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Message of the YEGAP Chairman

It has been a great pleasure building the Young Entrepreneurs Group of Asia Pacific from its inception in 2004. It has been an honor serving our members and affiliates by providing them with advocacies, networking activities and entrepreneurial undertakings in the region.

We are pleased to note that more young entrepreneurs and start-up businesses are taking an active role in the Asia-Pacific region today. The creation of ministries of entrepreneurship by various governments is proof that there is an increase in the number of entrepreneurs doing business in the region. Further, YEGAP members and affiliates have increased significantly in the last years.

The promotion and development of the entrepreneurship movement, particularly youth entrepreneurship, helped transform the Asia-Pacific economy to one that is vibrant, competitive and integrated to the world market. The youth entrepreneurship movement has become prevalent in Asia-Pacific, as the private sector has envisioned an agenda and plan of action for the purpose of encouraging more entrepreneurs to thrive.

As a whole, the region adopts a common agenda that unleashes the entrepreneurial spirit among the youth to include Entrepreneurship Education; Credit Assistance and Lending; Role Modeling and Mentoring; Business Plan Development and Training; Market Syndication and Linkage; and Business Information Network.

We therefore continue to pin our hopes on the strength of entrepreneurs whose diverse enterprises continue to serve as the anchor to business and economy. And the Young Entrepreneurs Group of Asia Pacific will continue to serve as an effective venue to implement suitable programs that are available to young entrepreneurs in the region.

Anna Marie Periquet

Chairman, YEGAP



YEGAP invites young entrepreneurs to CACCI Conference in Hong Kong

The Young Entrepreneurs Group of Asia Pacific (YEGAP) led by its chair Ms. Anna Marie Periquet, is inviting all young entrepreneurs to gather and share their knowledge and experiences during the YEGAP Breakout Session at the 29th CACCI Conference in Hong Kong on October 29-30, 2015.

YEGAP, one of the Product and Service Councils under CACCI, aims to promote a pro-enterprise spirit for young entrepreneurs among the Asia Pacific country members of CACCI. It hopes to encourage more collaboration between enterprises, universities, social corporations and government which will serve as the anchor for startups and business innovation.

The upcoming CACCI Conference offers another venue for all promising young entrepreneurs to identify challenges and opportunities, and discuss promotion and development of the entrepreneurship movement in the region.

About the 29th CACCI Conference

Hosted by the Kowloon Chamber of Commerce (KCC) the 29th CACCI Conference will take on the theme "Asia Beyond Limits."

Amidst an uneven economic rebound in the advanced Western countries and the continuing threat of deflation their economies are facing, the Asia-Pacific countries – which account for roughly 40% of the world's population and more than 50% of global GDP - are seen to show resilience due to greater foreign investment, continuing domestic demand, and government-

driven investment in infrastructure projects.

The 29th CACCI Conference aims to provide another forum for CACCI members and invited experts to examine and share their views on measures that the business sector and governments in the region can undertake to take full advantage of the current opportunities offered not just by markets in the Asia-Pacific region but by countries in other parts of the world as well, thereby enabling them to grow beyond the domestic borders and into the global market.

Online Registration

Kowloon Chamber of Commerce (KCC) recently unveiled the CACCI Conference website intended for registration and easy access to information on the forthcoming 29th CACCI Conference in Hong Kong on October 29-30, 2015.

The website, www.hkkcc.org.hk/cacci, allows all CACCI members and guests to register and pay securely online through Paypal. Registration fee for overseas delegates is US\$300. Members and guests who register before August 1 will enjoy 10% discount off the registration fee. More information

about the event schedule can be found on the website. ■

Asia-Pacific Entrepreneur

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ICC World Chambers Federation calls for good practice on youth entrepreneurship training

Drawing on its commitment to support and enhance the role of youth as drivers of economic development, the ICC World Chambers Federation (WCF) called for good practice on youth entrepreneurship training and access to finance as one of the discussion items during the 9th World Chambers Congress held on June 11, 2015 in Torino, Italy.

With a current global youth population of 1.2 billion which represents approximately 18% of the world population, youth unemployment has become one of the major challenges faced by most governments around the world. Against this backdrop, ICC WCF, in partnership with the European Training Foundation (ETF), organized a Congress workshop dedicated to support mechanisms, including finance, available for young entrepreneurs during the 9th World Chambers Congress.

As the Congress represented an ideal opportunity to share know-how and showcase the community's



projects, chambers were encouraged to take this opportunity and submit their recommendations and work in relation to youth entrepreneurship training and access to finance.

To share their ideas on how to tackle youth access to finance in their

community, region or country, interested parties were requested to download and complete the questionnaire via the link below: <http://staging.worldchamberscongress.org/News-and-Media/ICC ETF-Application-form/> ■

Ceylon Chamber's Young Members Forum goes online

The Young Members Forum of the Ceylon Chamber of Commerce (CCC), which just marked its first year of services to the younger generation of Sri Lanka, launched its website- www.ymf.lk - thus helping it to expand its reach.

The website was launched by Mr. Mangala P. B. Yapa, CEO and Secretary General of the Ceylon Chamber, while Mr. Suresh Shah, Chairman of the CCC was also present during the occasion, along with other

senior officials and the YMF committee members.

The YMF, which achieved significant progress during its first year, in its efforts towards helping the Sri Lankan Youths, aims to further spread its wings by using the digital platform.

"This initiative, I think will help us to spread our message to the younger population in a more vigorous manner, as nowadays more and more youngsters are using the digital platform to find opportunities", said Ms Gillian

Nugara, YMF President.

The website includes details of the YMF, information on obtaining membership, upcoming and past events, a blog and also several other information, which will be helpful for an interested party.

YMF, during the first year attracted 240 members, who come from diverse backgrounds such as young corporate executives, undergraduates, young academics and many more.

Asia-Pacific Entrepreneur

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Young entrepreneur overcomes obstacles, sets up company in Japan

by Joseph Yeh, *The China Post*

Taiwan's sluggish salary growth and lower bonuses in recent years had prompted many local youths to ditch their bosses and take their future into their own hands by becoming their own bosses.

But the truth is, it has never been easy for anyone to start their own business.

It will only become several-times more difficult if the business is established in a foreign country where people are speaking a different tongue with a different cultural background.

These formidable obstacles, however, did not stop Bob Cheng, a 37-year-old entrepreneur, from starting his own real estate company in Tokyo, Japan in 2013.

After years of ups and downs, Cheng's real estate agency has finally found its feet recently as he is expecting it to reach the break-even point this March.

Reflecting on the shaky road of starting his own company in Japan, Cheng told *The China Post* during a recent interview that the experience has taught him that entrepreneurship is not for everyone.

"You will never make it if you want to start a business simply because you want to be your own boss," Cheng said. "You have to have a strong will and resolution as well as the courage to walk on the lonely road of entrepreneurship."

It is a long story that Cheng has to tell to explain why he wanted to start a real estate company in Tokyo in the first place.

Originally majoring in

electronic engineering at a top local university, Cheng, after taking his master degree in the subject, had worked nearly a decade at IC companies on both sides of the Taiwan Strait.

While he was receiving regular paychecks, Cheng has long had an interest in real estate investment as he found real estate a more stable investment option compared to the stock market. His interest in Japan's culture and the Japanese language also began at young age.

He passed the highest "N1" level in the Japanese Language Proficiency Test during his employment at the Taiwanese IC company.

He originally took the test in preparation to study an MBA at a Japanese university until he later gave up the dream because of another job opportunity. Cheng was given another chance to explore his possibilities in Japan nonetheless.

Under the invitation of a schoolmate, he began working as a project manager at a Tokyo company on late 2012.

During his stay in Tokyo, he renewed his interest in real estate investment as he sees great potential in Japan where real estate prices are relatively low compared to elsewhere in Asia.

According to Cheng, the country's real estate business prospects, especially in the Tokyo metropolitan area, have a rosier outlook as several

major transportation infrastructure projects throughout the city are expected to be completed in coming years soon — and the city's successful bid to host



Bob Cheng sits at his real estate company office in Tokyo in this undated file photo.

the 2020 Summer Olympic Games has improved things further.

First working at a part time job looking for real estate units, Cheng ultimately decided to set up his own company instead after deciding to leave the Tokyo company he worked at.

Founding His Own Company

He ultimately established his own company in September 2013, several months after he purchased his first apartment in Tokyo at a reasonable price.

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Lighting a Fire in Taiwan's Entrepreneurs: Thiel's Four Steps to Success

Translated by Luke Sabatier, Commonwealth Magazine

Feb. 26 was a big day for Internet entrepreneurs in Taiwan. Their idol, the “don” of the so-called “PayPal Mafia” Peter Thiel, was in the country for the first time to give a talk.

The 600 people crowded into the lecture hall at the Taipei International Convention Center were not the typical group of older Taiwanese business leaders and white collar workers who usually show up at such high-profile seminars. Instead, they were either stylishly dressed fashion-conscious young adults with their rolled up pant legs or techies in their jackets and blue jeans.

They cannot be taken lightly, many of them having already kindled fires of innovation at home.

One of the first to arrive for Thiel's speech was AppWorks founder

Jamie Lin. In 2010, he introduced to Taiwan the startup accelerator model commonly used overseas. Outside observers were not sure what he was up to, but Lin has been able to gradually revive Taiwan's long-moribund angel venture capital environment.

Also in attendance were Jerry and Andy Kuo, the founders of themed e-commerce website operator Kuo Brothers Corp., and Peter Yen, the founder of online shop Pinkoi that showcases the products of independent Taiwanese designers. Their two ventures represent new and influential e-commerce platforms in different niches that have strong sales potential.

Then there was Fox Hsiao, founder of online recipe sharing service iCook and Michael Chou, founder of Internet media Yowu Report, who are both managing content in distinctive



Peter Thiel, PayPal Co-founder

fields. One is eating into sales of cookbooks in Taiwan, the other is using in-depth, analytical content to successfully create new value in stark contrast to most new media sites that embrace short, superficial articles.

Sega Cheng, one of Google Taiwan's earliest employees who later left the company to join Karaoke platform iKala, *continued on pages 8-9*

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“With the experience of buying my first house in Tokyo, I began to have a better understanding of the whole process of real estate procurement.”

To facilitate the operation of his real estate business, Cheng also began preparing for a national exam to become a qualified real estate broker in Japan.

He almost cried with joy after he received the news on Dec. 4, 2013 that he had passed the test to become a qualified real estate broker. Dec. 4 is his birthday — passing was the perfect birthday gift.

Multiple Challenges

Passing the test itself is hard. But the early operation of his company was even more difficult.

“For a few months I had zero income but I still had to maintain the operation of my company,” he said. To save money, he ate only bread and toast or instant food for several months.

What made things even worse was that he had begun to suffer from health issues including vision loss and hair loss due to extreme stress. He was forced to take several months off and came back to Taiwan so that he could regain his health.

As a foreigner, Cheng also found it difficult to make Japanese employees, business partners and clients have confidence in him handling real estate transactions.

His hard work is paying off. Now nearly a year and a half after the founding of his company, Cheng said the

business is growing slowly but steadily.

As a Taiwanese, Cheng's real estate agency has the advantage that it is offering services to Chinese-speaking customers, especially those from Taiwan, China and Hong Kong.

Asked to offer some tips for those who wish to start their own business overseas, Cheng noted that one has to have a strong resolve if wanting to be an entrepreneur.

“Many Taiwanese people are dreaming of becoming their own bosses but they lack the resolve and choose to stay in their comfort zone. Once the courage to walk on the lonely road of entrepreneurship, God will hear and answer your call to help you overcome obstacles and accomplish your dream,” he said. ■

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Startup scene takes shape in Philippines

By Trefor Moss, *The Wall Street Journal*



(left to right) Aisa Mijeno, co-founder & chief executive of startup SALt, with her invention, the SALt Lamp; Earl Valencia, president and founder of the IdeaSpace Foundation Accelerator; Paul Rivera, founder & chief executive of Kalibr (Photos from *Asian Scientist*, *WSJ*)

Aisa Mijeno had her “eureka” moment one day in a remote village in the Cordillera mountains of the Philippines’ northern Luzon province.

During a stint there as a volunteer, she would watch local people trek nearly 50 kilometers along jagged paths to buy fuel for kerosene lamps, their only source of light. Children would often miss school to make the trip.

“That’s when the SALt Lamp was born,” Ms. Mijeno said. “My vision was to solve this problem for the 16 million Filipinos who have no access to electricity—those in the mountains, on small islands, people off the grid.” Four years later, potential investors are lining up to back her invention, a lamp that runs for eight hours powered by a single cup of saltwater.

Ms. Mijeno’s SALt Corp.—

short for Sustainable Alternative Lighting—is one of a number of promising Philippine startups, many of which address the everyday challenges of people in developing countries.

“The Philippines can become a leader in using technology to address emerging-market problems,” said Earl Valencia, president and founder of the IdeaSpace Foundation, a Manila-based incubator that has helped back Ms. Mijeno’s lamp. “We just need a couple of big successes. Then this will go ballistic.”

Until recently, it was difficult for entrepreneurs like Ms. Mijeno to get support for their ideas. The Philippines simply didn’t have a startup scene.

The turning point came in 2012, when two Philippine telecommunication companies set up incubators—organizations that foster startups—to breathe life into

Manila’s technology sector. Smart Communications, a subsidiary of the Philippine Long Distance Telephone Co., founded the nonprofit IdeaSpace. Kickstart Ventures, which typically takes a 12% to 20% stake in the startups it funds, was spun out of Ayala Corp. and SingTel-owned Globe Telecom Inc.

Kickstart has invested in 20 startups so far, and is realistic about its chances of sprouting the next Facebook Inc. “The failure rate for startups is about 96%,” said KickStart founder and President Minette Navarrete. Even so, Ms. Navarrete said Philippine tech is poised for its first big breakthrough. “We’re just waiting for that first \$100 million exit,” she said, referring to two successful endpoints for a tech startup: an initial public offering or a buyout.

The country’s first tech IPO took place in December,

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when Xurpas Inc., a mobile content provider, raised \$30 million on the local exchange. But it took Xurpas 15 years to go public, and Ms. Navarrete said the best of the city's new entrepreneurs would likely do far better in a fraction of the time.

One of the 20 startups backed by Kickstart is Kalibr, a "talent marketplace" that connects companies with job seekers. It was founded in 2012 by Paul Rivera, who formerly worked at Google Inc. But he left his dream job in Silicon Valley in 2007 to return to the Philippines—which he left at the age of five—to found a startup.

"I thought, am I that crazy one that leaves Google?" he recalled, as his initial ventures found mixed success. Back then, Philippine startups faced a lonely struggle for survival, as they lacked California's refined ecosystem of investors, venture capitalists, cheerleaders and incubators, 32-year-old Mr. Rivera said.

But once an ecosystem began to coalesce around the two new incubators, everything started to click. Kalibr received \$100,000 from Kickstart for a 4% stake and then became the first Philippine company to participate in the prestigious Y Combinator incubator and investor program in Silicon Valley, raising \$1.6 million in second-round funding.

Now, with venture capitalists from Japan, Singapore and the U.S. eyeing Philippine tech companies, expectations of local entrepreneurs are higher than ever, Mr. Rivera said. "Filipino startups used to be happy with a 1 million peso [\$45,000] exit. I

want a \$100 million exit."

Alongside Filipino returnees in Manila's cosmopolitan tech community are foreign entrepreneurs who aim to use the youthful, tech-savvy and English-speaking Philippines as a springboard to jump into other emerging markets like India and Indonesia.

Among the Manila-based, foreigner-led startups following this playbook are Lenddo, which uses social media to build credit scores for people with no credit history—in the Philippines, about 80% of people don't have bank accounts—enabling them to get bank loans for the first time. And then there is mClinica, which provides discounts on medicine via a network of 1,500 Philippine pharmacies, while gathering market data for drug companies.

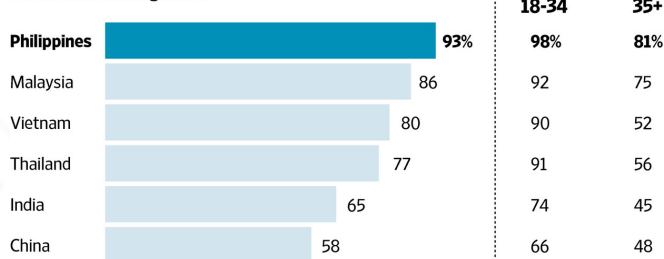
The best ideas, Mr. Valencia said, are coming from Filipinos themselves, people who live with the country's problems on a daily basis. In 2013, IdeaSpace started running a national contest to find—and then fund—the most promising Filipino startups.

"The first year we were so scared, we thought there'd be 50 applicants," recalled Mr. Valencia. There were 600 entrants. This year's contest drew more than 1,200. "We've

Social Supremacy

Filipinos use social networks heavily, making the country attractive to tech startups.

Percentage of adult Internet users* who use social-networking sites:



*Respondents use the Internet at least occasionally or own a smartphone.

Source: Spring 2014 Global Attitudes Survey/Pew Research Center

THE WALL STREET JOURNAL

been amazed by the pent-up demand," he said.

"Here, 90% of the things people develop are trying to address a real problem," the 32-year-old Mr. Valencia said. He said Silicon Valley favors gimmicky messaging apps or obscure cloud-computing systems.

To address the problem of having no electricity, the 30-year-old Ms. Mijeno adapted a basic high school chemistry experiment to build and patent a device powerful enough to produce a bright and durable light.

SALt Corp. has received about \$125,000 in funding so far, she said, and is receiving a steady stream of offers from venture capitalists. She added that it is partnering with nongovernmental organizations to help fund the lamp's distribution in poor communities across the Philippines, where its anticipated \$22 price tag could be prohibitive, Ms. Mijeno said.

"Then India will be next," she said. ■

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was present at the event and broadcast Thiel's speech live through iKala-backed real-time video streaming platform LIVEhouse.in.

Another notable was the always glamorous blogger "Norika" (given name Chen Ho-ying), who has joined hands with music streaming service KKBox to take on Spotify, the new giant in the commercial music streaming field.

Yet all of these young faces in the crowd were simply representative of Taiwan's young innovators and entrepreneurs. The message behind Thiel's visit was of even greater significance to Taiwan's future.

The Impact of Zero to One



Light Lin, Founder flyingV

Light Lin, the founder and chairman of Taiwan's biggest crowd funding platform FlyingV, explained the attraction. Acknowledging that Thiel's philosophy of "building a monopoly to create and capture lasting value" may not be applicable to everybody, Lin said that the groundbreaking successes racked up by Thiel and PayPal's other

founders "tell us that what we're doing can work and that there's hope."

What Taiwan urgently needs is its own "Peter Thiel." Kai-Fu Lee, the chairman of venture capital firm Innovation Works and a longtime observer of ethnic Chinese entrepreneurial circles, says that unlike China, which already has Jack Ma of Alibaba and Lei Jun of Xiaomi, Taiwan's Internet sector desperately needs role models who can inspire others to emulate them.

While welcoming the "foreign standard-bearer" Thiel, Lee was also hoping to see a Taiwanese hero emerge, concerned that many sectors in the country were unable to escape their comfort zones.

Thiel argues that the most successful entrepreneurs are not those determined to defeat others but rather people who hunger to create new value, because only the results of innovation are capable of shaking up or eliminating other sectors.

In Zero to One, Thiel lays out a four-step process to creating a "monopoly," a term he defines as "the kind of company that is so good at what it does that no other firm can offer a close substitute."

Step 1: Start with Small Markets

The ideal target market for start-ups is a small, distinct group of people clustered together who are badly underserved, argues Thiel in his book.

Many Internet startups in Taiwan seem to follow this principle. Cheng provides a classic example of this strategy, having focused a new venture on a small niche. After leaving Google

and its prosperous confines in 2012, Cheng was recruited by iKala founder Chang Tse-ming to get involved with a company founded less than five years earlier in an industry – the online karaoke market – whose growth had stalled.

Cheng did his homework and quickly realized that brick-and-mortar KTV outlets such as PartyWorld and Holiday KTV dominate Taiwan's NT\$5 billion karaoke market. He also concluded, however, that an online karaoke venture could be successful by focusing on the segment of people who loved to sing and practiced their singing rather than fight with the big chains over the same market.

As a result, he developed a mobile version of the service that enabled members to turn their smartphones into microphones, an innovation that attracted nearly 600,000 members.

Once he captured a big share of the online karaoke market, Cheng turned his attention to bigger targets, founding real-time video streaming platform LIVEhouse.in.

Having successfully "monopolized" a small niche market, Cheng is ready to move to the next step – building economies of scale.

Step 2: Expanding Economies of Scale

Taiwanese companies often complain of having trouble expanding their scale because of the size limitation of the domestic market. In theory, they shouldn't feel constrained in the boundary-less world of the Internet, but the fact is that very few Taiwanese Internet startups have been able to develop a presence overseas.

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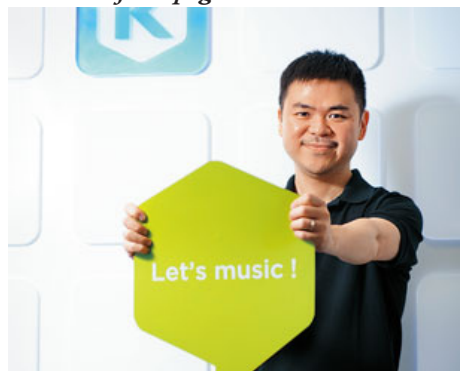
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Chris Lin, CEO KKbox

One of the few domestic Internet firms to break through in foreign markets is KKbox. Now in its 11th year in business, KKbox has become Asia's biggest online music streaming platform with 10 million members, 2 million paying members and presences in Taiwan, Hong Kong, Macau, Japan, Malaysia, Singapore and Thailand.

But KKbox, which has achieved "monopoly" status in the Chinese-language digital music distribution world, is facing the prospect of being dislodged from its perch.

Amid the fierce battle unfolding in its industry and free plays having already become a major trend (Spotify's desktop version offers unlimited free listening while KKbox lets members listen to five free songs a day), KKbox decided to join forces with a real-time bidding advertising expert before plunging further into free services.

People are usually shocked the first time they meet that expert, Norika Chen, known simply as Norika in Internet circles, when they learn that this woman clad in high heels and a

mini-skirt, with flowing air and jazzy makeup, is actually a man.

"I have never studied computer science, but I write better programs than anybody. I don't understand the principles of marketing, but the marketing strategies I think up from a people perspective always deliver great results," he says as he lists the many innovations he developed through "hotel-world.com," which he started with a friend in 2007.

The online hotel service was too far ahead of its time, it eventually closed down. Chen retained his expertise, however, and especially his knowledge of the real-time advertising field.

KKbox, anticipating that advertising will be the key battlefield as member numbers soar in the future, decided to invest in Paganini Plus Limited and appoint Chen as its general manager.

Step 3: Don't Bother with Disruption

Many people often describe Internet entrepreneurs as "disruptors," but Thiel says he has never liked the term.

"Disruption gets your attention, but it does not necessarily get you success," he says in an interview with Commonwealth Magazine. "Your goal is not to destroy existing companies. Your goal is to build a successful company."

Wayne Huang, founder of anti-malware company Armorize Technologies Inc., agrees with Thiel's philosophy.

This high-tech enthusiast, who turns 40 this year and was full of ambition to start his own business from the time he began college, recalls that when he founded Armorize, he never thought of "subverting" well-established

companies like Trend Micro or Symantec and in fact hoped to cooperate with them. His objective was to bring his own antivirus ideas to fruition.

"Everything was based on meeting needs and then using innovative methods to satisfy them," Huang says. "The world should have better ways of doing things. I believed I could change them."

Huang never set his sights on "disrupting" the industry when he launched his business, but his ambition to make the world better still resulted in the industry changing.

Step No. 4: Be the Last Mover

Thiel strongly disputes the concept of first-mover advantage.

"The really great technology companies are not just the first ones. It's often the last-movers. So Microsoft is the last operating system. They remained a monopoly for many years ... and had many, many good years. Google is the last search engine. That makes it so valuable. It's locked-in for decades," Thiel said in the interview with Commonwealth.

"So it's always the last mover that matters at least as much as first movers." The philosophy is a beacon not only for Internet startups poised to rise up but to businesses across every industry afraid of being displaced.

Ultimately, Thiel's appearance sparked hope within Taiwan's Internet circles and impelled the country's entrepreneurs to accelerate their steps and secure a spot riding the innovation and entrepreneurial wave. Only then will they be ready to catch up and make a late move. ■

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Yuxin offers opportunities to investors for nation building

BUSINESS NETWORKING CORNER

YuXin, a tutorial and advancement center network that is the result of a collaboration between the Philippines' best tutorial and review center and a Singapore-based global education company, is now accepting local and international franchisees, with the ultimate goal of contributing to nation-building.

The network takes its name from the Chinese words "yu" (excellence) and "xin" (heart or mind). YuXin aims to help K-12 students develop a heart for excellence by providing high-quality academic tutorial and advancement programs at reasonable rates.

As one of the cornerstones of a progressive economy, education has been a favorite area of investment in both the public and the private sectors. Educational enterprises appeal to investors for their growth potential and the opportunity to render service to the public.

YuXin combines academic tutorials and advancement programs. Its

academic tutorials provide homework assistance and prepare students for tests and participation in class. YuXin's Singapore Math program develops level-by-level mastery of mathematics skills to prepare students for more advanced math in school and in the workplace.

YuXin's proprietary Level Up advancement track is the world's first to offer Speed Reading and Mind Mapping as components of a single program. Both components have been proven by educational experts to be effective in improving a student's learning abilities. Speed Reading helps students become faster and better able to understand what they read, whereas Mind Mapping uses pictorial associations to improve a student's memory, creativity, and comprehension.

YuXin also offers homeschool support for parent-teachers explaining

advanced subjects such as math or science, and for parent-teachers who are busy or indisposed. It likewise provides exam and contest preparation to help students taking school entrance exams or proficiency tests, or who are joining math and similar academic competitions.

On its way to becoming the tutorial and advancement center of choice in the Philippines, YuXin is actively pursuing its plans to open centers throughout the ASEAN region and beyond. It is open to local and international investors and franchisees, who may visit getyuxin.com or email franchise@getyuxin.com for more information.



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Success with getting AHEAD

BUSINESS NETWORKING CORNER



AHEAD ONLINE (AO) is an online tutorial and test preparation service that offers a fully interactive mode of teaching, with voice, video, whiteboard, and file-sharing components. Students and tutors interact with each other as if they were face to face.

The academic content and teaching methodologies of AHEAD Online have been developed by AHEAD Learning Systems, the leading and the most awarded supplementary education service provider in the Philippines.

Founded in 1995, AHEAD created the tutorial and review course industry in the Philippines. It is among the most recognizable and trusted brands among the small- to medium-sized companies in the country.

AHEAD Online's Vision

Led by a team of experts and innovators, AHEAD Online is envisioned as one of the world's 10

leading providers of online tutorials and test preparation courses.

AO has the best of internationally recognized universities as instructors. They are young, smart, and highly engaging. AO continues to search for the best talents and go to great lengths to make sure they are trained to handle various learning needs.

AO has the most comprehensive lineup of courses, offering assistance to preschool to graduate school students and professionals. AO's affiliate company AHEAD Professional Network has trained hundreds of school owners, principals, and teachers from all over the Philippines.

AO has operated globally with students in the USA, Canada, Singapore, Saudi Arabia, and Iraq. There are billion more learners around the world waiting for AO's services.

The business of AHEAD Online is socially relevant, economically productive, directly useful to families and individuals, and a personally satisfying

endeavor for investors with a social conscience. For more information, visit www.online.ahead.edu.ph

About CACCI

Established in 1966, the Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI) (www.cacci.biz) is a regional grouping of apex national chambers of commerce and industry, business associations and business enterprises from 26 Asian countries.

About YEGAP

Organized under the CACCI umbrella, the Young Entrepreneurs Group of Asia Pacific (YEGAP) aims to provide a platform for young entrepreneurs from the region to network with each other and explore areas of cooperation in suitable programs geared towards the development and promotion of entrepreneurship among the youth. To contribute articles for the Entrepreneur newsletter, please email cacci@cacci.biz

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