



EY Entrepreneurial Winning Women™
Asia-Pacific 2019 conference

2019年度安永亚太区成功女性企业家会议

Helping outstanding women entrepreneurs
think big and grow rapidly

帮助杰出女性企业家志存高远，快速成长

Ho Chi Minh City, Vietnam | 8-10 April 2019

越南胡志明市 | 2019年4月8-10日

ey.com/wwapac #WinningWomen

EY

Building a better
working world



Introduction

Welcome to the *EY Entrepreneurial Winning Women™ Asia-Pacific 2019* conference and to Ho Chi Minh City, Vietnam. We are delighted to be hosting this event for EY Winning Women entrepreneurs in one of the fastest-growing economies in Asia-Pacific. Over 112 countries and territories are currently investing in Vietnam.¹ The country is home to 96.9 million people, 70 million of whom are in the workforce;² a strong manufacturing base; and an expanding service sector, supported by buoyant private consumption and record tourist arrivals.³ It's an exciting place to consider doing business.



This year's conference asks everyone to consider, "How can you grow your network so it can grow your business?" The means to do this may be in this community. We dare you to be bold and ask for what you need and to gift something within your means to others. Operating in uncertainty is par for the course in the Transformative Age. How can you get ahead and understand what your future consumer looks like today? This question and the idea of unifying creativity with data analytics to build businesses of the future are key themes we will explore. Funding fit for purpose is also explored as evidence each year suggests that women entrepreneurs continue to find access to funding challenging.

The program is deliberately global. We aim to help you access business in new markets and expand your relationships outside your own domestic networks. It's one of the reasons we host this conference in a new country each year. We have various activities lined up to connect you with the local market, including the women business leaders networking event and business matching meetings.

The speakers come from an array of experiences, skills, geographies and sectors. Each brings unique insights, perspectives and cultural nuances to the discussion. You will hear from impressive women leaders – such as Maxine Horne, who founded the telecommunications services company Vita Group in Australia and several Winning Women alumnae: Jocelyn Chng of JR Group Holdings from Singapore, Tammy Barton of MyBudget from Australia, and Christi Maherry of LAWtrust in South Africa – over the next two days.

Vietnam is well represented by both female and male business leaders at the conference. You will hear from Le Thi Ngoc Hai, the founder of Le Bao Minh Group, as she describes how she built international partnerships in the late '90s; Minh Phuong Dang of MP Logistics (the first Winning Woman from Vietnam); and Andy An Ho of VinaCapital who joins the panel on funding.

Congratulations to the Winning Women class of 2019, who are joining us for the first time. Twenty-one women entrepreneurs from across Asia-Pacific have been selected to join the Winning Women program this year. Together, they generated a combined revenue of more than US\$1.8b in 2018, employing more than 12,000 people across the region.

We welcome back both the Winning Women alumnae who generously contribute as speakers at this event and also to the broader community who enable connections between entrepreneurs, help opportunities become real, and who mentor and provide insights that help entrepreneurs develop.

We hope you will be inspired over the course of the conference and that you will make meaningful connections with women who share similar aspirations to globally scale and grow their companies.

Alice Chan

EY Asia-Pacific Accounts Leader
EY Entrepreneurial Winning Women™ Asia-Pacific Executive Sponsor



Loletta Chow

EY Asia-Pacific Growth Markets Leader



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1. EY analysis, General Statistics Office of Vietnam (GSO), Foreign Investment Agency Vietnam (FIA)
 2. GSO, Public Info
 3. "The World Bank in Vietnam," The World Bank, 2018 (accessed via www.worldbank.org, 5 October 2018). GDP estimated to have increased by 7.1% year over year in the first half of 2018



Conference program

| Day 1 Monday, 8 April 2019 | |
|----------------------------|--|
| 06:00 | Breakfast is served daily at Saigon Café, level 1 |
| 08:00 | Registration at Ballroom 3, level 3 |
| 08:30 | Welcome Alice Chan, EY Asia-Pacific Accounts Leader |
| 08:45 | Meet the Class of 2019 EY Entrepreneurial Winning Women™ Asia-Pacific self-introductions |
| 09:45 | Morning tea at Ballroom 3 foyer |
| 10:30 | Which consumer future are you designing for? Facilitator: Richard Taylor, EY Oceania Consumer Products & Retail Leader |
| 11:45 | Fireside chat with an inspiring entrepreneur: purpose, mastery and autonomy – the keys to exceptional customer service Host: Ryan Burke, EY Global Growth Markets Leader Guest: Maxine Horne, CEO, Vita Group |
| 12:45 | Lunch at Signature Lounge, level 23 |
| 13:45 | How can you grow your network so it can grow your business? Facilitator: Martha Raupp, EY Oceania Growth Markets Business Development Leader |
| 14:30 | Afternoon tea at Ballroom 3 foyer |
| 15:15 | Unifying creativity with data analytics to build businesses of the future Moderator: Margaret Manning OBE, Partner, Digital Advisory Services, EY Digital Pte Ltd. Panelists: ▸ Tammy Barton, Founder and Director, MyBudget ▸ Jocelyn Chng, Group CEO, JR Group Holdings |
| 16:15 | Close Alice Chan, EY Asia-Pacific Accounts Leader |
| 16:30 | Personal time |
| 18:00 | EY Entrepreneurial Winning Women™ Asia-Pacific official welcome dinner Nightspot, level 23 Host: Cuong Dinh Tran, EY Country Managing Partner, Vietnam, Ernst & Young Vietnam Limited |
| 21:00 | Close |

| Day 2 Tuesday, 9 April 2019 | |
|-----------------------------|---|
| 06:00 | Breakfast is served daily at Saigon Café, level 1 |
| 07:15 | Offsite tour |
| 10:00 | Return to hotel |
| 10:50 | Welcome to day 2 Alice Chan, EY Asia-Pacific Accounts Leader |
| 11:00 | Fireside chat with an exceptional entrepreneur from Vietnam: the importance of trust and cooperation Host: Nam Soon Liew, EY Asean Markets Leader Guest: Le Thi Ngoc Hai, Founder, Le Bao Minh Group |
| 12:00 | Doing business in Vietnam Moderator: Duong Nguyen, Partner, FSO & IT Advisory Leader, Ernst & Young Vietnam Limited Panelists: ▸ Huynh The Du, Senior Lecturer, Fulbright School of Public Policy and Management ▸ Minh Phuong Dang, Founder and CEO, MP Logistics Corporation ▸ Nguyen Ba Cuong, Deputy Director General, Foreign Investment Agency, Ministry of Planning and Investment, Vietnam ▸ Nick Mahon, Head of International Subsidiary Banking, Wholesale Banking, HSBC Bank (Vietnam) Ltd. |
| 13:00 | Lunch at Saigon Café, level 1 |
| 14:00 | Is the funding for growth right before your eyes? Moderator: Joyce Dai, Partner, Transaction Advisory Services, Ernst & Young (China) Advisory Limited Guests: ▸ Andy Ho, Chief Investment Officer, VinaCapital Group, Managing Director, VinaCapital Vietnam Opportunity Fund ▸ Lauren Hall, Founder and CEO, iVvy ▸ Harsha Basnayake, EY Asia-Pacific Transaction Advisory Services Leader |
| 15:00 | Afternoon tea at Ballroom 3 foyer |

| | |
|-------|--|
| 15:45 | What transforms around the corner to around the world? Moderator: Rob Dalton, EY Oceania Growth Markets Leader Panelists: <ul style="list-style-type: none"> ▶ Christi Maherry, CEO, LAWtrust ▶ Adina Jacobs, Cofounder and Director of Product, STM Brands ▶ Farrah-Hani Imran, Consultant Plastic & Reconstructive Surgeon, Burns Unit & Wound Care, National University of Malaysia |
| 16:45 | Day 2 wrap up and close Alice Chan, EY Asia-Pacific Accounts Leader |
| 17:00 | Group photos Personal time |
| 18:00 | Vietnam: women business leaders' networking event Ballroom 3, level 3 External event with senior women from the local business community who are business leaders, government leaders and entrepreneurs. Women entrepreneurs: stories to inspire Moderator: Tony Duong, Managing Partner, Ho Chi Minh City, Vietnam, Ernst & Young Vietnam Limited Panelists: <ul style="list-style-type: none"> ▶ Caroline Gondokusumo, Founder and CEO, Dutakom Wibawa Putra Group ▶ May Cheung, Founder and Chairman, EasyPnP ▶ Victoria Kluth, Managing Director, Araza ▶ Rie Kawano, CEO, COGNITEE Inc. |
| 21:00 | Formal close |

Day 3 Wednesday, 10 April 2019 (Optional)

Today is about helping you navigate better access into Vietnam's thriving business community. These activities help you build on-the-ground relationships in Vietnam.

| | |
|----------------|---|
| 06:00 | Breakfast is served daily at Saigon Café, level 1 Business matching meetings and private investor meetings Winning women will meet with Vietnam-based companies today in one-to-one meetings. EY has selected these organizations for their alignment to the winning women's interests, ranging from seeking market intelligence, to identifying strategic alliances and partnerships with customers and suppliers, as well as prospective sources of private capital. Note: Meetings are booked in advance of the conference. Business matching meetings key contact: Katherine Hannigan, EY Private investor meetings, key contact: Nicole Taylor, EY |
| 08:30 to 12:00 | Private investor meetings Held at the Sheraton Saigon Hotel & Towers. |
| 09:00 to 15:30 | Business matching meetings Held at the client's premises. Private cars and translation services will be arranged. |

EY Entrepreneurial Winning Women™

Day 1 – Monday, 8 April

08:45

Meet the Class of 2019 – self introduction

Each of the 21 Winning Women selected to the Class of 2019 will formally introduce herself. Each will explain what she does, what makes her company the best and her vision for the future. Find out why these women are so impressive and how they see their futures. Presentations will be made in English, Chinese (Mandarin), Japanese or Korean and will be simultaneously translated.



Xuan Cheng
Executive Director
Sansheng Group
Greater China



May Cheung
Chairman
EasyPnP
Greater China



Fumiko Kawashima
CEO
Cloud Clinic
Co., Ltd.
Japan



Eriko Kikuchi
CEO
Tiger Mov Inc.
Japan



Mei Qing
Chairman
Meiqing Media
Group
Greater China



Jinye Qu
President
Future Sifang
Group
Greater China



Linda Speldewinde
Founder
AOD Colombo
Sri Lanka



Julie Stevanja
Founder and CEO
Stylerunner
Australia



Corinne Bot
Founder and CEO
Polyglot Group
Australia



Renece Brewster
CEO
Visual Domain
Australia



Caroline Gondokusumo
Founder and CEO
Dutakom Wibawa
Putra Group
Indonesia



Hyun Oak Han (Helen)
Founder and CEO
CLIO Cosmetics
Korea



Rie Kawano
CEO
COGNITEE Inc.
Japan



Victoria Kluth
Managing Director
Araza
Australia



Takako Kurosu
CEO
Yotsuba
Maintenance
Co., Ltd.
Japan



Jayomi Lokuliyana
Cofounder and CEO
zMessenger
Sri Lanka



Sharon Rechtman
CIO and Owner
Total Beauty
Network
Australia



Kanae Sakane
CEO
Asian Bridge Inc.
Japan



Shelena Serrano
Director and Operations Manager
Vekta Automation
Australia



Dr. Le Tran
CEO
NutriFood
Vietnam



Cindy Vo
Chairwoman and General Director
ASL CORP
Vietnam

Sessions

Welcome

Day 1 – Monday, 8 April

08:30



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Alice Chan

EY Asia-Pacific Accounts Leader

As EY Asia-Pacific Accounts Leader, Alice is responsible for leading and executing EY go-to-market and client service strategies for Asia-Pacific across all sectors. She ensures the teams deliver exceptional service to address the complex issues faced by clients across Asia-Pacific. She leads all EY Asia-Pacific Markets functions, including Business Development, Knowledge, and Learning and Development. Alice is a member of the Asia-Pacific Operating Executive and has 27 years of experience in international tax services, experienced in cross-border advisory.

Prior to her current role, Alice was the EY Asia-Pacific International Tax Services Leader from 2010 to 2018. In this role, she oversaw the global coordination and services of international tax services to clients. Within that leadership portfolio, she managed the Asia-Pacific international tax services teams, transfer pricing teams, operating model effectiveness teams and Asia-Pacific global desks.

In addition to her leadership roles, Alice worked in the US, mainland China and Taiwan advising multinational companies on international tax matters. She has comprehensive and broad experience in international tax planning for cross-border policy developments, especially base erosion and profit shifting, and has led numerous strategic workshops with clients. Her focus is Asia-Pacific multinationals outbound to the US and EMEA across diverse industry sectors.

Alice is also the Global Client Service Partner at Ernst & Young (Asia-Pacific) Services Limited and EY Global Tax Account Leader on G360 account Lenovo, leading the EY teams across the globe on multiple worldwide projects since 2004, advising them on international business transactions. She also led many EY Global Tax strategy sessions for Lenovo, as well as for other clients.

Alice was the Taiwan Tax Managing Partner at Ernst & Young (Asia-Pacific) Services Limited from 2007 to 2010. Prior to that, she led the US International Tax Services desk in Shanghai.

Which consumer future are you designing for?

Day 1 – Monday, 8 April

10:30

Disruptive technologies and new business models are empowering consumers like never before. As a result, business strategies and assumptions that have shaped consumer-facing industries for decades are quickly becoming irrelevant. Companies need to transform to stay relevant to the emerging future consumer. The question is, how? A shift of focus from protecting what you have to creating what you need to become will be important. This session will help you imagine how future consumers might evolve and then rethink how you will serve this consumer.



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Richard Taylor

EY Oceania Consumer Products & Retail Leader

Richard currently leads the Consumer Products & Retail (CPR) sector across EY Oceania, to which the EY member firms offer a broad range of services addressing a range of ever-evolving business challenges. From food manufacturing to fashion retail, he is responsible for exploring how the EY teams can help CPR industries explore new paths to growth, as a more crowded and competitive market develops. Prior to joining EY, Richard worked for GE in London. He has 15 years of experience working across the consumer products, retail, pharmaceutical and industrial sectors in the UK, Europe, Australia and New Zealand.

Working with some of the market's largest retailers and food manufacturers, he has witnessed how leading businesses are setting new purposes and growing their organizations differently amid significant change and disruption. As many organizations find previously held assumptions to be outdated, he helps clients look to the future and back, rather than incrementally forward, when developing strategy. Most recently, Richard is working with many consumer products companies, helping them improve operational excellence, helping implement new technology solutions, and realign portfolios and operating models, all to help more investment in connecting with their consumers.

Richard proudly runs the Oceania Women's Network (OWN) CPR – an Australia-wide networking series – focused on driving higher business growth, improved innovation, increased prosperity and stronger communities. OWN CPR is supported and guided by an advisory board of senior women from some of the world's most recognized brands.

Fireside chat with an inspiring entrepreneur: purpose, mastery and autonomy – the keys to exceptional customer service

Day 1 – Monday, 8 April

11:45

Maxine Horne's drive from an early age set her up for success. Vita Group, the company she founded in 1995, operates across three categories with more than 130 points of presence, 1,700 team members and revenues of AUD685 million as of 30 June 2018. By the time Maxine started Fone Zone (Vita Group's predecessor), she had spent 10 years in the telecommunications industry, gaining exposure to a rapidly evolving, highly competitive telecommunications industry across the United Kingdom and Australia. Maxine was well established to identify a niche opportunity for a customer segment with evolving buying behaviors. Fone Zone was born from the realization that there were no mobile phone retailers in shopping centers in Australia. Her company's growth has been founded on a symbiotic people-first, customer-first philosophy. You don't get one without the other. Hear how Maxine has invested in exceptional customer service by creating an environment that gives her people purpose, mastery and autonomy.



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Ryan Burke

EY Global Growth Markets Leader

Ryan is the EY Global Growth Markets leader and a member of the EY Global Services Practice Group. With more than 24 years of experience advising clients, ranging from startups to multibillion-dollar organizations, Ryan has worked with private equity (PE) firms leading transactions of all sizes. He was formerly the EY Global Consumer Products and Retail (CP&R) Sector Leader for Transaction Advisory Services (TAS), EY CP&R Southwest Market Segment Leader for TAS and EY Global Growth Markets Leader for TAS.

Ryan has worked with the Entrepreneurial Winning Women program since its inception in the US over a decade ago. He has worked directly and indirectly with many Winning Women entrepreneurs, helping them raise capital, provide liquidity and, in many instances, provide strategic support to their growth journey. Apart from this, Ryan supports some of the largest consumer products companies globally and works with leaders of middle-market businesses to help them achieve their growth

aspirations. Ryan's clients include multinational companies, such as Kimberly-Clark, Tyson Foods, Flowserve and Dean Foods, and fast-growing companies, such as Otterbox and Farmer Brothers Coffee. His PE clients include the global PE house Lone Star Funds, as well as middle-market firms, such as Kainos Capital, Halifax Group and Insight Equity.

Along with sector experience in retail and consumer products (particularly the food subsector), manufacturing, distribution, and technology, Ryan also has significant international experience involving acquisition targets in China, India, Brazil, Germany and the UK.

Ryan received a bachelor's degree in Business and Accounting from the University of Oklahoma (OU). He is a member of the American Institute of Certified Public Accountants and holds a Texas CPA license. Ryan also serves as a board member of the OU Price College of Business and OU Steed School of Accounting, and sits on the boards of the North Texas Reading Partners, DFW Private Equity Forum and the Dallas United Way's Tocqueville Society. Ryan is the Finance Chair of a local nonprofit organization in Dallas.



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Maxine Horne

CEO, Vita Group

Maxine is the CEO and cofounder of Vita Group, a leading Australian retailer that has been enhancing its customers' way of life for more than 23 years. Beginning in the telecommunications industry as Australia's first mobile phone retailer, Fone Zone, today Vita Group operates a range of brands, including Telstra branded retail and business points of presence, Vita Enterprise Solutions, Sprout accessories, Artisan Aesthetic Clinics, and SQDAthletica. The group operates across three categories, with more than 130 points of presence, 1,700 team members and revenues of \$685 million as of 30 June 2018.

Since founding Vita Group with one store in 1995, Maxine has guided the growth and evolution of the group. She leads the group leadership team and is responsible for the strategic and operational direction of the business, including the leadership of new revenue streams, such as the group's noninvasive medical aesthetics channel.

Prior to forming Vita Group, Maxine gained significant global telecommunications experience in sales, customer service, leadership and operational roles in the UK and Australia.

Maxine was named Quarterly Business Review Business Woman of the Year, Retail in 2006 and received the Entrepreneur Of The Year™ 2014 Northern Region (Australia) Industry Award. In 2016, Maxine was inducted into the Businesswoman's Hall of Fame and released her biography, *Think Smart, Run Hard*.

How can you grow your network so it can grow your business?

Day 1 – Monday, 8 April

13:45

The first step is to know the Entrepreneurial Winning Women in your community. Help them help you. Let them know your business. And embrace *gifting*. Over the past few months, you have been invited via WhatsApp to tell the community about the issues you are grappling with in your business and ask for help in solving them, as well as gifting others seeking to solve their issues. Today, we look at gifting in action.



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Martha Raupp

EY Oceania Growth Markets Business Development Leader

Martha has more than 20 years of global experience in strategy, marketing and business development with big companies, such as IBM and Apple, and with founder-led companies in various industries in the US, Japan and Australia. At the EY organization, she has led business development, marketing and program management for high-growth programs that help organizations accelerate their growth. Particularly passionate about women entrepreneurs, she has been the Oceania program manager for the EY Entrepreneurial Winning Women™ Asia-Pacific program since its launch. Martha loves that her work leads back to her personal life, where she's a mother of two girls and an active Girl Guide leader.

Unifying creativity with data analytics to build businesses of the future

Day 1 – Monday, 8 April

15:15

You know there is a lot of potential in big data, but how can you sort out what's relevant to you from all that white noise? Part of the answer lies in making sure the data analytics addresses the business problem you want to solve. And part of the answer is in applying creative thinking to produce deep insights. Scoped carefully, advanced analytics can turn vast amounts of data into detailed and predictive insights, enabling better decisions for future growth.

We asked leading entrepreneurs about what business problems (or opportunities) they are solving using data analytics in tandem with creative thinking. These can range from unlocking the value of customers and creating value in human resources, to creating an agile and responsive supply chain. The panelists will share their experiences, exploring the investments they are making in technology and people, the innovation mindset they need to adopt, the cultural impact to their organizations, and the transformation of their businesses for the customer today and in the future.



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Margaret Manning OBE

Partner, Digital Advisory Services, EY Digital Pte Ltd.

Margaret has been associated with the creative digital agency space since 1996, when she cofounded the Reading Room, one of the UK's largest digital agencies. After the sale of the UK business in October 2015, she led a management buy-in for an Asia-Pacific business, later rebranded as Adelphi Digital Consulting Group. Margaret joined the EY organization in 2018, strengthening the digital consultancy services across the Asia-Pacific Area. At the EY organization, Margaret focuses on creating a better digital experience for customers and staff, provided by the digital experience squads through strategy, design, build, enhancement and support services.

Her lifelong pursuit of online gaming, degree in psychology (experience in artificial intelligence) and management consultancy background have led to a special interest in online communications. Margaret continues to explore how this communication is fundamentally changing the way business works, an example being the increasing acceptance of agile business.

In June 2015, Margaret received the Order of the British Empire (OBE) for services provided to British exports to Singapore and the wider Asia-Pacific region. She remains committed to helping small and midsize enterprises from any region to expand both nationally and internationally.

Margaret serves as the vice-chair of the UK-ASEAN Business Council, and she has won numerous accolades, including the SBR Management Excellence Awards in 2015, the Stevie International Business Awards in 2013 and the Best CIO Awards in 2012. She was also a nominee at the EY Entrepreneur Of The Year 2009 UK event.

Unifying creativity with data analytics to build businesses of the future



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Tammy Barton

Founder and Director, MyBudget

Tammy is the founder and director of personal budgeting company MyBudget, which since 1999 has grown from her kitchen table into a national success story. Barton started MyBudget at the age of 22 to help people take control of their finances through budgeting. Today, MyBudget has helped more than 100,000 clients, employs more than 250 people and has 13 offices nationally.

In 2009, MyBudget debuted on Business Review Weekly's Fast 100 List and remained there for four consecutive years. Barton's professional achievements have also been recognized, and she has been the recipient of numerous awards, including Telstra South Australian Business Woman of the Year, EY Young Entrepreneur of the Year for the central region, League of Extraordinary Women Female Entrepreneur of the Year and the 100 Women of Influence Award. Barton has also served on the BankSA Advisory Board since 2012.

MyBudget's sustained growth reflects the company's unwavering commitment to reducing financial stress in the community and its unique, caring approach to personal money management, which aims to free people from money worries so they can live the debt-free, stress-free lives they desire.



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jocelynchng1168

Jocelyn Chng

Group CEO, JR Group Holdings

Jocelyn Chng, Group CEO of JR Group Holdings, has over 30 years of experience in food manufacturing and food service industries. She began her career at one of the group's brands – Sin Hwa Dee, which after eight years under her leadership grew from a small local business into a global food brand sold in over 30 countries today.

In 2001, after much research and development and resilience, JR Foods pioneered a wide range of ready-to-eat meals. Now, its customers include renowned restaurants and hotels. In 2008, under her leadership, JR Foods created Chef-In-Box, the very first hot food vending machine in Singapore. Trying to convince and educate stakeholders on the merits of the revolutionary concept was not easy, but proved to be successful.

Jocelyn, known to be a first-mover and industry innovator, kept innovating. Her most recent offering from JR Group – the world's first fully-automated and unmanned vending machine cafe, the Chef-In-Box Vendcafé, which was launched in 2016 – has garnered much international attention. Since the launch, seven more outlets have opened in Singapore.

As a passionate advocate for food manufacturing and vending ready-to-eat meals, Jocelyn was appointed co-convenor of the TR57 Working Group of the Singapore Standards Council, to introduce guidelines on food safety and good hygiene practices for the food vending industry. For her achievements through the decades, she has received numerous entrepreneurial, business and innovation awards. In 2017, she was the recipient of Great Women of Our Time Award, 2017 (Finance & Commerce Sector) and in 2016, she was the recipient of the National University of Singapore Eminent Alumni Award.



Building a better
working world

Is the funding for
growth right before
your eyes?

Uncover funding options that can take
you from challenger to leader.

#WinningWomen #WomenFastForward



The better the question. The better the answer.
The better the world works.

Fireside chat with an exceptional entrepreneur from Vietnam: the importance of trust and cooperation

Day 2 – Tuesday, 9 April

11:00

Le Thi Ngoc Hai saw that many foreign companies wanted to do business in Vietnam and were looking for distribution representatives by the late '90s. In 1997, she opened a store selling office equipment for international brands, such as Canon, and quickly moved on to take more control of her future business growth, founding Le Bao Minh.

Over the past 22 years, she has scaled her business: today it has 18 branches, 300 authorized agencies offering warranty nationwide, 2,000 employees and USD151m in estimated revenue as of 2018. She is also preparing for initial public offering. Her company has branched to include information technology and is the exclusive distributor of Canon products in Vietnam.

Le Thi Ngoc Hai's leadership also extends to social responsibility and she champions the role business needs to play to support society. Hear from one of the enduring women entrepreneurs in Vietnam as she shares her experiences.



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Nam Soon Liew

EY Asean Markets Leader

Nam Soon is Managing Partner, Asean Markets and is responsible for the EY organization's services performance and client service across advisory, assurance, tax and transactions.

He has over 26 years of consulting and industry experience in large-scale business and technology transformation, as well as risk management and compliance. He has worked extensively in retail; small and medium enterprises; private, commercial and investment banking; asset management; insurance; private equity; and FinTech.

Prior to joining the EY organization, Nam Soon held senior leadership positions as Chief Transformation Officer at Prudential Asia and Partner, Financial Services and Wealth Management Leader at IBM. He was also previously a partner with PwC and started his career with Andersen Consulting.

He has deep experience in advising senior client executives on business strategy; technology and digital transformation; risk management and governance; regulatory compliance; M&A; operations improvement of shared services information technology and operations; design and implementation of target operating models; managing cross-border IT and operations; and outsourced portfolios across Asia, the UK and the US.

Nam Soon was also the EY Financial Services Asia-Pacific Diversity and Inclusiveness Leader.

He has a master's degree from Imperial College London. Nam Soon has also attended executive leadership programs at Harvard and INSEAD, and is a director of Ernst & Young Advisory Pte Ltd.



Le Thi Ngoc Hai

Founder, Le Bao Minh Group

Le Thi Ngoc Hai is the founder of Le Bao Minh, a reputable enterprise in the field of office equipment and information technology and an exclusive distributor of Canon products in Vietnam. Starting off as a small store in 1997, the company has nearly 2,000 employees today, with revenue of VND3,500 billion. The company expects to reach VND5,000 billion in 2019 and VND10,000 billion in 2022, and is preparing for an initial public offering in mid-2019.

For the past 22 years, Le Bao Minh has been operating with the motto and objective of “compliance with the law, cooperation with partners for safe and sustainable development, attentive customer care, and guarantee of best job and income for all employees.” To date, Le Bao Minh has been able to create a diverse and loyal customer base through its exceptional service and attentive attitude.

The company's distribution and product warranty extends across 64 provinces and cities, serving the government in the General Department of Taxation, the Ministry of Public Security, the Ministry of Defence, the Public Procurement Agency of the Ministry of Planning and Investment, and the Supreme People's Court of Vietnam. It is also associated with major corporations, such as Cargill, Puma, Adidas, Abbott, Techcombank and VietinBank to name a few.

Le Bao Minh has a strong focus on community engagement and has been involved with charities such as Spring Border program, Operation Smile, Light for Poor Blind People and House of Gratitude.

Doing business in Vietnam

Day 2 – Tuesday, 9 April

12:00

Vietnam has seen remarkable transformation in recent years. It's considered to be one of the most dynamic emerging countries in the East Asia region, with GDP estimated to have increased by 7.1% year over year in the first half of 2018. Manufacturing is still core, but expansion of the service sector has also strengthened, underpinned by strong retail sector growth and supported by buoyant private consumption and record tourist arrivals.⁴

This session explores the ins and outs of doing business in Vietnam, with leaders who bring their own experiences and insights.

⁴ "The World Bank in Vietnam," The World Bank, 2018 (accessed via www.worldbank.org, 5 October 2018).



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Duong Nguyen

FSO and IT Advisory, Partner, Ernst & Young Vietnam Limited

Duong is the Financial Services Organization (FSO) and IT Advisory Leader, Ernst & Young Vietnam Limited (EY Vietnam), Vietnam, Laos and Cambodia. She also serves as the Vice Chairman of Vietnam Fintech Association.

She has nearly 20 years of experience in audit and advisory with EY Vietnam and Ernst & Young, Australia, serving prestigious banks and financial institutions. She has also acted as a senior advisor to small and medium enterprise entrepreneurs, especially FinTech startup projects recently. Duong's overseas and local experience has honed her leadership and management skills as well as practical professional knowledge about area financial markets. As the Vice Chairman of Vietnam Fintech Association, Duong is responsible for strategy development, promoting members in collaborating with other financial institutions for financial inclusion purposes.

Duong is a Fellow of Certified Public Accountants Australia and a member of Vietnam Association of Certified Public Accountant.

She is the author of numerous articles for reputable newspapers and online magazines, such as *Finance Asia*, *Vietnam Investment Review*, *Vietnam Economic Times* and *VnExpress*.



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Huynh The Du

Senior Lecturer, Fulbright School of Public Policy and Management

Dr. Du is a senior lecturer at Fulbright School of Public Policy and Management. His teaching and research interests are urban economics, infrastructure development, and finance and banking. He worked at the Bank for Investment and Development of Vietnam from 1996-2005. He frequently participates in policy dialogue in Vietnam. His research papers have appeared in prestigious international journals. Dr. Du studied in civil engineering, business management, applied economics and public policy, economic development, and public administration at the bachelor and master levels. He received a Master in Public Administration from Harvard Kennedy School of Government in 2010 and a Doctor of Design degree from Harvard Graduate School of Design in 2013. His doctoral dissertation title is "The Transformation in Ho Chi Minh City: Issues in Managing Growth."



Nguyen Ba Cuong

Deputy Director General, Foreign Investment Agency, Ministry of Planning and Investment, Vietnam



Nick Mahon

Head of International Subsidiary Banking, Wholesale Banking, HSBC Bank (Vietnam) Ltd.



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Minh Phuong Dang

Founder and CEO, MP Logistics Corporation

Minh Phuong is known for founding and leading Minh Phuong Logistics Corporation (MP Logistics), as its chairwoman and CEO since 1995, with a vision to become Vietnam's most reputable privately held forwarding and logistics company. Currently, MP Logistics has locations across Vietnam and Japan.

As chairwoman and CEO, she is responsible for the strategic direction of MP Logistics, building partnerships, broadening business relationships and advising the company executive team on management, leadership and business policy issues.

In 2006, Minh Phuong was elected Chairwoman of Vietnam CEO Club, a not-for-profit executive advisory organization. Under her leadership, she helped organize events that foster economic growth between Vietnam and other Asian countries, such as Japan and India. Vietnam CEO Club currently has more than 150 CEO members from leading businesses in Vietnam with total revenue of more than US\$10 billion recently.

In 2009, Minh Phuong joined Saigon Airport Corporation, a taxi and car rental services company as a strategic investor. As chairwoman, she is responsible for strategic expansion of its services and business growth.

In recent years, Minh Phuong has received several honors. She was hailed by "Forbes Emergent 25: The Women Making their Mark in Asia's Enterprises" in 2018. She was also selected as one of the participants in the EY Entrepreneurial Winning Women Asia-Pacific 2016 program.

Is the funding for growth right before your eyes?

Day 2 – Tuesday, 9 April

14:00

Women entrepreneurs may have bullish growth aspirations, but real growth needs capital. While almost one-third (30%) of female-led businesses targeted growth rates over 15% in 2018 (compared to just 5% of male peers), over half (52%) of women-led companies had no external funding at all, and nearly one in five (17%) women-led companies cited access to capital as a barrier to growth.⁵ Are women entrepreneurs less ready to ask for capital, or considering different financing options because they are concerned about losing control of their companies? Hear the different perspectives from those who have raised funds, invested in companies or advised companies on financing options – entrepreneurs, investors and EY professionals.

⁵ *EY Growth Barometer 2018*, EYGM Limited, 2017.



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Joyce Dai

Partner, Transaction Advisory Services,
Ernst & Young (China) Advisory Limited

Joyce has worked with clients across several sectors – including retail and consumer; health care and pharmaceutical; technology, media and entertainment, and telecommunications; and e-commerce – since joining the EY Transaction Advisory teams in 2006. She has assisted with over 100 deals, including financial due diligence, share purchase agreement (SPA) reviews, and pre-closing and post-closing analyses.

She started her career in Canada before returning to China in 2004. Since joining Ernst & Young (China) Advisory Limited in 2006, she has primarily focused on serving priority private equity (PE) houses and helping PE clients manage the deal cycle. Joyce has participated in a number of widely publicized deals and recently published “China: A classic investment case” (October 2018) in the China Venture Capital and Private Equity Association report.

Joyce supports women investors and founders by providing assistance with financial due diligence, SPA advice and helping with introductions to acquisitions. In her spare time, she likes to play tennis and practice kick-boxing, and is an avid violin player. She has been a Canadian chartered accountant since 2004 and is a lifetime member of the Canadian Golden Key Honor Society for outstanding academic performance.



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Andy Ho

Chief Investment Officer, VinaCapital Group
Managing Director, VinaCapital Vietnam
Opportunity Fund


Andy serves as Chief Investment Officer of VinaCapital Group and Managing Director of the VinaCapital Vietnam Opportunity Fund (VOF), which is traded on the Main Market of the London Stock Exchange and part of FTSE 250. Since joining VinaCapital in 2007, Andy has helped VOF's net asset value surpass the US\$1 billion mark, deployed over US\$1 billion on privately negotiated deals and led over US\$700 million in exits via strategic trade sales. In 2016, VOF was the top performing Vietnam-focused fund, gaining 25.5%. Andy is a leading authority on investing in developing markets, privatizations and private equity deals in Vietnam, regularly speaking at events around the region and appearing in the media.

Prior to joining VinaCapital, Andy was director of investment at Prudential Vietnam, where he looked after the company's capital market portfolio and developed its bank investment strategy, which provided a return of four times over an 18-month period. He also served as manager of Prudential's mutual fund, PruBF1. Andy also held various management positions at Dell Ventures (the investment group of Dell Computer Corp.) and the EY organization.

Andy earned a BS in Finance and Accounting from the University of Colorado Boulder and an MBA from the Massachusetts Institute of Technology. He is a certified public accountant in the US.



 @LaurenHallCEO

 [linkedin.com/in/laurendhall/](https://www.linkedin.com/in/laurendhall/)

Lauren Hall

Founder and CEO, iVvy

Lauren is a passionate entrepreneur with more than 25 years' business management experience at the executive and board levels across the manufacturing, retail (fast-moving consumer goods), advertising and technology industries in both South Africa and Australia. With a background in programming, accounting and marketing, Lauren has successfully built multiple companies from startup to exit.

She is founder and CEO of iVvy, Australia's multi-award-winning software-as-a-service technology company providing enterprise software to the events and hospitality industry, including the world's first real-time marketplace with live availability and pricing of function space, food and beverage, group accommodation, and suppliers. iVvy is a real game-changer for the events industry.

Lauren was recognized as an industry leader in the EY Entrepreneurial Winning Women Asia-Pacific program in 2016. She won four prestigious International Global Stevie Awards for Best New Product of the Year 2016, Entrepreneur of the Year Globally 2016, Innovator of the Year 2016 and Entrepreneur of the Year Asia-Pacific 2016. She was named Gold Coast Business Woman of the Year 2016 and won the Queensland iAwards for Best Innovation in the Digital Economy 2016. She also won the Gold Coast Mayor's award for Innovation for 2017.

Lauren has a 2nd Dan black belt in ITF Taekwondo and was the National Taekwondo Champion for South Africa, competing in the World Championships in Russia and on the international circuit for five years. She lives in the Gold Coast Queensland with her husband and two sons.

Is the funding for growth right before your eyes?



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Harsha Basnayake

EY Asia-Pacific Transaction Advisory Services Leader

Harsha is an experienced deals, strategy and corporate finance professional with over 20 years of experience in Asia-Pacific markets. He is currently the EY Asia-Pacific Leader, Transaction Advisory Services Leader. His team represents one of the fastest growing businesses in EY Asia-Pacific markets, and advises clients both in the private and public sectors on complex capital agenda issues offering buy-side, sell-side, strategy, corporate finance, turnarounds and restructuring solutions.

Harsha has been instrumental in building several businesses within the EY organization, including the valuations and business modeling practices in the Far East markets and the Transaction Advisory practices in Singapore, Southeast Asia and the EY Asia-Pacific Area. As a practitioner, he continues to advise many clients, including private businesses, investment banks, private equity funds, sovereign wealth funds, publicly listed companies and statutory boards. His engagements include provision of advice relating to M&As, due diligence reviews, valuations, financial modeling, debt restructuring and litigation support.

Harsha holds several professional affiliations (Fellow of the Institute of Chartered Accountants of Sri Lanka, Fellow of the CPA Australia and Fellow of Royal Institution of Chartered Surveyors Asia) and is the Chairman of the Council of the Institute of Valuers and Appraisers of Singapore (IVAS).

What transforms around the corner to around the world?

Day 2 – Tuesday, 9 April

15:45

Having a leading business in your own market takes enormous drive, ambition and hard work. But what does it take to scale and grow your business globally? What works in one country may not work in another. Navigating local politics, sometimes opaque regulatory environments, currency fluctuations, product development, costs and wages, skills gaps, erratic suppliers or sourcing, and poor infrastructure are some of the challenges businesses face when expanding internationally. Hear from Winning Women who have made the leap from domestic business to global business as they share their experiences.



@RobDalton_EY



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Rob Dalton

EY Oceania Growth Markets Leader

Rob has been involved in the entrepreneurial sector for over 30 years and is passionate about assisting and supporting new fast-growth emerging businesses with their operational, funding and strategic direction.

He has led EY Growth Markets and the EY Entrepreneur of the Year Oceania program for many years. With the emergence of the startup sector globally, Rob has more recently been involved in implementing diverse programs to support the startup, scale-up and fast-growth emerging business sectors and leveraging a range of EY platforms and community networks, including the EY Entrepreneurial Winning Women™ Asia-Pacific program.

Rob has a wealth of practical experience, having been a partner for more than 25 years. He led the organization Audit services for many years and was the Audit partner for many large companies. Rob has also been seconded into organizations to lead their finance and operations functions and their strategic transformations.

Over the last three decades, he has also committed himself to an array of community roles in the arts, education and charity sectors. His most significant contribution has been in sports, a passion for his entire life. Rob has been relentless in assisting amateur and professional sports create processes and infrastructure to develop sustainable non-government revenue streams to support the ongoing growth of sports in Australia.

Rob has a Bachelor of Business from Monash University, with a major in Accounting. He is a chartered accountant and has been a registered company auditor since 1995.

What transforms around the corner to around the world?



@ChristiMaherry



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Christi Maherry

CEO, LAWtrust

Christi is the CEO of Etion Secure, incorporating LAWtrust, a specialist security solutions provider that builds trust in information systems through establishing authenticity, accountability and privacy in data messages. She has been involved in the security sector since 1996. Before committing her energy to the private sector, Christi worked in state security and intelligence for nearly a decade. The experience she gained in the intelligence sector has come in handy in the tech space in the era of cyber threats, crime and warfare.

She is a transformational leader and visionary entrepreneur with a proven track record. She has won both local and international awards and is recognized as a technology industry leader. Her drive to build a business that makes a significant contribution not only financially but also to the well-being and security of the country led her to cofound LAWtrust in 2006. Christi has grown LAWtrust from a startup to the dominant player in the South African identity and integrity security sector, while also establishing footprints in Australia and Spain.

In 2018, to achieve LAWtrust's aggressive growth strategy, Christi merged her company with a listed entity called Etion Limited.

Christi is passionate about female empowerment and youth education and is a board member of Junior Achievement Africa. She is an alumna of the EY Entrepreneurial Winning Women Africa 2016 program and won the EY World Entrepreneur Of The Year 2017 Southern Africa Emerging Award.



@adinajacobs



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Adina Jacobs

Cofounder and Director of Product, STM Brands

Adina is cofounder and Director of Product at STM Brands, a global company making distinctive digital accessories designed to protect everyday essential devices. The product mix includes phone cases, laptop bags, iPad and laptop cases, and other consumer tech accessories. STM Brands is the parent company of two global brands, STM Goods and Element Case. Each brand has a unique identity, which is celebrated through design, materials and brand.

Adina founded STM Brands in 1998. Since its humble beginnings in Bondi, it has grown to include offices and warehouses in Sydney, San Diego, Malaysia, Hong Kong and the UK, with product available in stores across 30 regions. As well as the STM Goods brand, the company also owns Element Case, a luxury brand of high-end phone cases. Adina's background is in product development, having worked as an accessories buyer for several Australian brands.

She's also the cofounder of Mentor Walks, an event series for women where mentors and mentees go on a monthly walk together in small groups. Adina and her partner, Bobbi Mahlab, started Mentor Walks in Sydney in October 2016, and events are now running in Sydney, Melbourne, Brisbane, Wollongong and Canberra, with plans to expand to regional Victoria 2019.

Adina and her STM Brands cofounder, Ethan Nyholm, were Eastern Region nominees in the EY Entrepreneur Of The Year Award 2012. Adina was a member of the 2013 Australian delegation to the G20 Young Entrepreneur Summit in Mexico City, is an alumna of the EY Entrepreneurial Winning Women Asia-Pacific 2016 program, is on Inspiring Rare Birds' list of Australia's 50 Most Influential Women Entrepreneurs and is an active member of the Entrepreneurs Association, Sydney Chapter.

Adina lives in Sydney with her husband, Marc, and three children – Levi, Samara and Gabriel.

[@DrFarrahHani](#)[linkedin.com/in/farrah-hani-imran-0bb470115/](https://www.linkedin.com/in/farrah-hani-imran-0bb470115/)

Farrah-Hani Imran

Consultant Plastic & Reconstructive Surgeon,
Burns Unit and Wound Care Team National University of Malaysia

Farrah-Hani is the Consultant Plastic & Reconstructive Surgeon, Burns Unit and Wound Care Team in the National University of Malaysia, and a final-year PhD student in the School of Medicine, University College Dublin.

She represented Malaysia in rhythmic gymnastics from 1989 to 1994. During that time, she was Malaysian National Sportsgirl twice, Kuala Lumpur Sportsgirl and a Malaysian National Sportswoman finalist. She was a South-East Asian Champion for four years and five-time Malaysian National Champion and Malaysian National School Sports Champion. She was the first Malaysian gymnast to represent Malaysia at the World Championships 1993 in Alicante, Spain.

Farrah-Hani was awarded a sports scholarship from the Malaysian Ministry of Youth and Sports for A-levels in Cambridge and medicine from the Royal College of Surgeons in Ireland (RCSI). In public service, she received the Rotary Club Award for Contribution to Society and McDonalds Youth Achievement Award. She voluntarily serves as team manager for the Malaysian national rhythmic gymnastics team and as a health educator with the United Nations High Commissioner for Refugees Health Unit in Kuala Lumpur. She was also the first Malaysian to be awarded the Association of Graduates Medal in 2002 from RCSI, Her World Youth Woman of the Year in 2007 and the Constable Fellowship Ward from the American Association of Plastics Surgeons in 2011.

In her free time, Farrah-Hani is a medical officer for women's football (soccer) and volunteers her time as an invited motivational speaker and educator, championing mental health, women's empowerment, ethics and integrity.

Vietnam: women business leaders' networking event

Day 2 – Tuesday, 9 April

18:00

The evening begins with an interesting panel discussion where you will hear from four women about their entrepreneurial journeys.

Following the panel is the opportunity to network with senior women from Vietnam's business community who are business leaders, government leaders and entrepreneurs.

Women entrepreneurs: stories to inspire

Each year the EY organization selects outstanding women entrepreneurs with high-growth businesses and the potential to scale globally to join the Winning Women program. These women invariably come from different starting points, countries, backgrounds and interests. Yet, there is a common thread: they start with a realization that there is a gap in the market not being met and find sustainable solutions to meet the demand. Today, four of those Winning Women entrepreneurs will share a glimpse into their business journeys, their perspectives on keeping the customer first and lessons learned along the way.



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Tony Duong

Managing Partner, Ho Chi Minh City, Vietnam, Ernst & Young Vietnam Limited

Tony is the Office Managing Partner and Assurance Services Leader based in Ho Chi Minh City, Vietnam. He has over 22 years of experience and joined the Ho Chi Minh City services in January 2008 from Perth, Australia, where he spent 3 years auditing listed companies across multiple industries. Before his time in Australia, Tony worked in Chicago, USA, working primarily on large corporate SEC registrants.

He graduated with a Bachelor of Business Administration, majoring in Accounting, from the University of Wisconsin Milwaukee. He is a certified public accountant in the United States, Australia and Vietnam.

Tony has served as a consultant to the Ministry of Finance to train staff in IFRS and is a member of the American and Australian Chamber of Commerce.

He is Vice-Chairman of the Advisory Board for Operation Smile Vietnam, which is an international children's medical charity that performs safe, effective cleft lip and cleft palate surgery, and delivers postoperative and ongoing medical therapies to children in low- and middle-income countries.



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Caroline Gondokusumo

Founder and CEO,
Dutakom Wibawa Putra Group

Caroline is the founder and CEO of PT Dutakom Wibawa Putra Group, a wireless internet service provider (WISP) in Indonesia dedicated to the idea of “connecting the unconnected through quality internet.” Operating through the brand name D~NET, the company helps education systems improve through information technology, and empowers corporates and communities with internet-related solutions. Caroline also owns a wireless data equipment distributorship in Indonesia under the trading name Spectrumindo. Caroline started her career as a marketing executive with PT Dyviacom Intrabumi in Indonesia during the early internet years. She is a creative person by nature and has always been on the lookout for opportunities to independently implement her internet service ideas. She hardly had any computer background when beginning her business. But thanks to her passion for technology and desire to learn, she has built the biggest privately owned wireless network in East Java. In 2004, Microsoft appointed Caroline as its marketing development partner for East Java, and in 2016, Facebook started working with her to implement its internet.org project. This has now evolved to become Express Wi-Fi by Facebook.

The Dutakom Wibawa Putra Group won the Achievers Award from ExpressWiFi by Facebook in 2017. Caroline was featured in Entrepreneurial Winning Women Indonesia Class of 2018. She also serves as the president of the Entrepreneurs’ Organization Indonesia East chapter and as the chairwoman for G20 Young Entrepreneurs’ Alliance, Indonesia. Caroline is working on her dream project of contributing to “Making Indonesia 4.0,” which seeks to connect the remote villages in the country through internet. Under her leadership, the company is also busy improving the Indonesian education system. She aims to provide internet connection to at least 1,000 schools and 3,000 villages in the country by the end of 2023.



May Cheung

Founder and Chairman, EasyPnP

May holds an Executive MBA from the School of Economics and Management, Tsinghua University, and a PhD from China University of Political Science and Law. She is a cross-sector entrepreneur and has been doing business across diverse sectors, including traditional printing, investment banking and internet.

In 2011, May founded EasyPnP and established an internet procurement platform to provide corporate clients with tailored services related to printing and gifts, and other customized products. After seven years of development, EasyPnP has been able to provide procurement services for many small- and medium-sized companies, and numerous group accounts. May envisions developing EasyPnP into a comprehensive enterprise service platform and expanding its transparent and efficient services worldwide to meet business needs in an efficient and convenient manner.

EasyPnP received the Award for Enterprises in Service Innovation in 2017. Her sharp insights and capability in integrating cross-sector resources earned May a place among the top 10 economic figures in China in 2017. She continues her entrepreneurial journey to fulfill her dream of helping every company establish its own procurement management system.

Vietnam: women business leaders' networking event



@victoriakluth



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Victoria Kluth

Managing Director,
Araza

Victoria Kluth is a successful entrepreneur and experienced technology executive. Starting her career as a technology consultant, she is now the managing director of Araza, a technology systems integrator that specializes in implementing highly complex solutions, including cloud-based applications and digital solutions. Within five years of inception, Araza is now one of the largest Australian-based consulting startups, specializing in performance, usability, accessibility and disaster recovery, among others.

Victoria leads a team of 350 people and competes against organizations such as IBM, Accenture and Infosys. Her authentic leadership style helps her employees maximize their potential and deliver industry-leading solutions to clients – most of which are ASX 200 organizations.

Passionate about ensuring diversity and gender equity in her entrepreneurial journey, Victoria went on to start an organization called 2186. It is dedicated to networking, educating and assisting enterprises to hire diverse and gender-equitable teams, and to pay fairly within their organizations.

Araza was a winner at the Westpac Businesses of Tomorrow awards and has appeared on many lists featuring fastest-growing organizations, including the London Financial Times' High-Growth Companies Asia-Pacific. Victoria was the Business Leader of the Year by Optus My Business and the ARN Startup Entrepreneur of the Year in 2017.



@kawanorie



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Rie Kawano

CEO, COGNITEE Inc.

Rie is the CEO and founder of COGNITEE Inc., an artificial intelligence software company based in Tokyo, focusing on context classification. COGNITEE independently develops technologies to analyze logical structures of articles and conversations. The company assists clients with the quantitative analysis of data, such as “high performers,” “good teams” and “productive meetings,” which have been assessed qualitatively. Rie currently leads a global team of over 150 people, who work remotely for data setting and data cleaning.

Rie's entrepreneurial journey began during her teenage years when she set up a venture dedicated to sports science in the early internet era. Later, she graduated from the Keio University with a degree in Business and went on to work for Sony Corporation, followed by DeNA. While working at Sony, she majored in Telecommunication Technology from Tokyo Denki University.

Based on Rie's experience working at Sony, she ensures that her organization is also focused on the idea of increasing intelligence jobs. COGNITEE received the Graylock award at the TechCrunch Disrupt tech conference in San Francisco in 2018. As a successful woman entrepreneur, it's no surprise that 80% of the employees in Rie's company are women.

How can you grow your network so it can grow your business?

Know the Winning Women in your community. Help them help you. Let them know your business. Winning Women have a global footprint, are in 65 countries and across all continents and industries.

#WinningWomen #WomenFastForward

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The better the question. The better the answer.
The better the world works.



Meet the Class of 2019

Meet the EY Entrepreneurial Winning Women™ Class of 2019 from the Asia-Pacific Area. This group of dynamic women entrepreneurs are founders of some of the region's leading high-growth companies. They will participate in EY customized year-long leadership program designed to connect them with the advisors, resources and insights they need to scale their businesses and become global market leaders.



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We aim to bring humanity back to business by working toward a more collaborative, diverse and open world — one where cultural boundaries are no longer barriers — so that businesses and their people may expand and grow.



Corinne Bot
 Founder and CEO
 Polyglot Group
 Australia

Corinne is the founder and CEO of Polyglot Group, a leading global boutique consultancy, headquartered in Sydney, Australia.

While working in a recruitment agency, she discovered the business opportunity of assisting foreign organizations expanding to Australia, with bilingual or bicultural recruitment. Now, with over 20 years of experience, Corinne serves her clients with a full spectrum of human-centered services, such as HR consulting and outsourcing, talent acquisition, and payroll outsourcing.

Starting out as a one-person company, Polyglot Group now has a pool of numerous talented individuals from all over the world. Corinne has led the business to expand globally to areas including Europe, the US and Africa. Corinne is a strong advocate of diversity and believes that it is necessary for leaders to be active in their communities. She is a trade advisor for the French Government and a leader among the French community in Australia.

Corinne has won numerous awards for her work over the years, including the Legion of Honour Medal (equivalent to the Order of Australia) in 2016, as well as the NSW Telstra Business Women's Award in 2010. She continues to be an ardent supporter of entrepreneurship and business partnerships. Alongside her entrepreneurial success, she considers her children as her biggest personal achievement. Corinne thus continues her journey of “bringing humanity back to business,” and creating a world where there are no cultural boundaries for organizations and where people can grow.

“

Our purpose is to engage people in new and meaningful ways through developing creative video content across all channels. In doing so, we add value to our clients' businesses and help them achieve their goals.



Renece Brewster
 CEO
 Visual Domain
 Australia

Renece is the CEO of Visual Domain, Australia's leading video production company, dedicated to developing creative video content across all channels. Sensing the business opportunity of developing TV-quality video for the web, Renece cofounded the company when she was just 26. With over 10 years of experience in video marketing, Renece provides innovative and cost-effective video solutions to companies that have been hitherto faced with high costs and long turnaround times for their video requirements. She leads a team of 100 people across Australia who produce more than 300 videos a week for clients, including National Australia Bank (NAB), Bupa, Mind Your Own Business (MYOB), REA Group and Seek.

Extremely passionate about all things digital, Renece has created a cloud-based proprietary platform to streamline all aspects of video production and cut costs, thereby enabling her company to achieve scale. To tap into the increasing demand for video, she has led the company to develop many innovative solutions – from low-cost auto-generated options to interactive videos and 360-degree video productions. She also acts as the financial controller of the business, which is self-funded to date – and leads its sales. Renece was a finalist at the Emerging Entrepreneur of the Year at the Women's Agenda Leadership Awards in 2016, and led her company to win the Mumbrella Production Agency of the Year award in 2018. A mother of two, marathon runner and coffee lover, Renece is also passionate about empowering women in entrepreneurship. She is an advisor at SheStarts and sits on the board of Girls in Tech Australia, a not-for-profit organization that helps women advance their careers in science, technology, engineering and mathematics fields.

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Our mission is to have a ‘capable team, dedicated industry and precise investment’; stay true to this mission; and put in our best efforts to build a 100-year company focusing on top priorities of Chinese families.



Xuan Cheng
Executive Director
Sansheng Group
Greater China

Xuan is the executive director of Sansheng Group and president of Sansheng Holdings. Sansheng Group is a large-scale industrial investment group that owns four major business sectors: Sansheng Real Estate, Sansheng Education, Sansheng Health and Sansheng Technology, holding a number of domestic and Hong Kong-listed companies.

Sansheng Group is deeply rooted in catering to the needs of Chinese families for better living conditions, education, health and scientific advancement. It focuses on real estate development, industrial operation, investment and industrial resources for this cause. From products and services to strategies, the group's mission is to pay attention to the “top priorities of Chinese families” and provide a better life. Sansheng Real Estate is among the top 48 national real estate enterprises in China. It is also listed in the top 10 real estate operational performance enterprises and top 10 real estate profitability enterprises in the country.

As a representative of outstanding women entrepreneurs in China, Xuan engages in various charitable activities, public services and people-to-people diplomacy. She has established more than 300 public welfare programs to promote social activities for public benefits in China. As the president of Fujian Women Entrepreneurs Association, she led women entrepreneurs to aggregate resources to build economic win-win platforms and donated funds to subsidize education for students. Under her leadership, the association also took care of women's health needs, and helped poor children and vulnerable groups.

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Our vision is to help every company in China establish its own procurement management system. We will develop into a comprehensive enterprise service platform, and expand our transparent and efficient services worldwide to meet business needs in an efficient and convenient manner.



May Cheung
Founder and Chairman
EasyPnP
Greater China

May holds an Executive MBA from the School of Economics and Management, Tsinghua University, and a PhD from China University of Political Science and Law. She is a cross-sector entrepreneur and has been doing business across diverse sectors, including traditional printing, investment banking and internet.

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EasyPnP received the Award for Enterprises in Service Innovation in 2017. Her sharp insights and capability in integrating cross-sector resources earned May a place among the top 10 economic figures in China in 2017. She continues her entrepreneurial journey to fulfill her dream of helping every company establish its own procurement management system.

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We aim to be the biggest WISP by connecting the unconnected with quality internet, improving education systems through IT, and empowering corporates and communities through internet-related solutions. All these will be achieved through our core values that include customer focus, excellent execution, value creation, thirst for learning and empowerment.



Caroline Gondokusumo Founder and CEO

Dutakom Wibawa Putra Group
Indonesia

Caroline is the founder and CEO of PT Dutakom Wibawa Putra Group, a wireless internet service provider (WISP) in Indonesia dedicated to the idea of “connecting the unconnected through quality internet.” Operating through the brand name D~NET, the company helps education systems improve through information technology, and empowers corporates and communities with internet-related solutions. Caroline also owns a wireless data equipment distributorship in Indonesia under the trading name Spectrumindo. Caroline started her career as a marketing executive with PT Dyviacom Intrabumi in Indonesia during the early internet years. She is a creative person by nature and has always been on the lookout for opportunities to independently implement her internet service ideas. She hardly had any computer background when beginning her business. But thanks to her passion for technology and desire to learn, she has built the biggest privately owned wireless network in East Java. In 2004, Microsoft appointed Caroline as its marketing development partner for East Java, and in 2016, Facebook started working with her to implement its internet.org project. This has now evolved to become Express Wi-Fi by Facebook.

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We aim to become a global market leader through innovation and make every woman in the world carry at least one of our products in their cosmetics pouch. Therefore, we will endeavor with the mission to provide confidence and joy to customers by being the No. 1 trendsetting color cosmetics company.



Hyun Oak Han (Helen) Founder and CEO

CLIO Cosmetics
Korea

Helen received her master's degree from the Department of Sociology at Yonsei University, and started her first career as a researcher at the Korea Institute of Science and Technology. Founding the CLIO Cosmetics company at the age of 33, she innovatively developed color cosmetics with outsourcing companies in Europe and pioneered the professional makeup cosmetics market in Korea. Helen continued her high-quality innovation through joint development with Korean outsourcing companies. She successfully led the Korean cosmetics market by introducing innovative products, such as “baked eye shadow” – for the first time in Korea – and “tattoo eyebrow,” which lasts for seven days. In the 2000s, CLIO Art Cosmetics, which applied artwork of artists to cosmetic containers, became a prelude to beauty and art collaboration in Korea. By bringing marketing innovation to the Korean cosmetics market, CLIO Cosmetics grew from a small company with sales of US\$0.9m in 1997 to a medium-sized blue-chip company with sales worth US\$171m in 2017. CLIO has won 92 beauty awards, and 9 health and beauty awards. With its proven growth and transparency, CLIO was listed on KOSDAQ, Korea Exchange, in November 2016. Through her entrepreneurial venture, Helen conducted a variety of activities that positively impact local and national economies. These include promoting public interest and implementing responsible management, such as donations for underprivileged women and children. CLIO’s talent-oriented management philosophy of “people are the future” helped it achieve a 30% average annual employment growth rate in 2013-17. Helen created jobs to secure greater opportunities for women. And through various HR training strategies, she achieved a 76% female employment rate and was recognized as the best employer for job creation.

“

Our vision is to identify cognitive biases with technology and unleash creativity. We currently are a team of over 150 people, who work remotely for data setting and data cleaning from around the globe.



Rie Kawano
CEO
COGNITEE Inc.
Japan

Rie is the CEO and founder of COGNITEE Inc., an artificial intelligence software company based in Tokyo, focusing on context classification. COGNITEE independently develops technologies to analyze logical structures of articles and conversations. The company assists clients with the quantitative analysis of data, such as “high performers,” “good teams” and “productive meetings,” which have been assessed qualitatively. Rie currently leads a global team of over 150 people, who work remotely for data setting and data cleaning.

Rie’s entrepreneurial journey began during her teenage years when she set up a venture dedicated to sports science in the early internet era. Later, she graduated from the Keio University with a degree in Business and went on to work for Sony Corporation, followed by DeNA. While working at Sony, she majored in Telecommunication Technology from Tokyo Denki University.

Based on Rie’s experience working at Sony, she ensures that her organization is also focused on the idea of increasing intelligence jobs. COGNITEE received the Graylock award at the TechCrunch Disrupt tech conference in San Francisco in 2018. As a successful woman entrepreneur, it’s no surprise that 80% of the employees in Rie’s company are women.

“

We make people’s lives easier by reducing doctors’ paperwork and helping female health care providers who left their jobs because of various reasons to get back to work and enhance their careers.



Fumiko Kawashima
CEO
Cloud Clinic Co., Ltd.
Japan

Fumiko is a Social Welfare graduate from Nihon Fukushi University. She has been working in the medical welfare industry for years since her graduation. Losing her father to cancer made her realize the need for home health care. This inspired her to launch Cloud Clinic Co., Ltd., with the motive of addressing two key issues: reducing doctors’ paperwork and helping women health care providers who left their jobs, due to childcare and other reasons, get back to work and enhance their careers.

Cloud Clinic provides outsourcing services that utilize cloud technology.

Fumiko was awarded the sixth DBJ Female New Business Plan Competition Women Entrepreneurs award, sponsored by the Development Bank of Japan. This event supports women entrepreneurs in their efforts to establish new businesses.

“

By providing inbound and outbound human resources, we provide valuable connections and opportunities, and promote the globalization of human resources, companies and countries.



Eriko Kikuchi

CEO

Tiger Mov Inc.
Japan

Eriko believes in the motto, “there is no time for hesitation.” She graduated from Kwansei Gakuin University with a degree in Policy Studies and completed her internship in China. While studying at Suzhou University in China, Eriko joined a semiannual internship as an interpreter, translator and VIP correspondent at a five-star hotel in Shanghai. After her graduation, she joined an HR company, Job Web Corporation, as a new graduate in charge of sales. She initiated the overseas internship project “AJITORA” within Job Web Corporation. After sending more than 600 interns abroad, she established Tiger Mov Inc. She travels around the world to accelerate the connections and opportunities between Japan and the world.

Eriko won the 2017 National Chamber of Commerce and Industry Women's Association's Female Entrepreneurs Grand Prize Winner of Start-up Division Special Award.

“

We continue to provide quality delivery solutions and technology programs globally, while staying true to our values of ‘be great’ and ‘be grateful.’



Victoria Kluth

Managing Director

Araza
Australia

Victoria Kluth is a successful entrepreneur and experienced technology executive. Starting her career as a technology consultant, she is now the managing director of Araza, a technology systems integrator that specializes in implementing highly complex solutions, including cloud-based applications and digital solutions. Within five years of inception, Araza is now one of the largest Australian-based consulting startups, specializing in performance, usability, accessibility and disaster recovery, among others.

Victoria leads a team of 350 people and competes against organizations such as IBM, Accenture and Infosys. Her authentic leadership style helps her employees maximize their potential and deliver industry-leading solutions to clients – most of which are ASX 200 organizations.

Passionate about ensuring diversity and gender equity in her entrepreneurial journey, Victoria went on to start an organization called 2186. It is dedicated to networking, educating and assisting enterprises to hire diverse and gender-equitable teams, and to pay fairly within their organizations.

Araza was a winner at the Westpac Businesses of Tomorrow awards and has appeared on many lists featuring fastest-growing organizations, including the *London Financial Times*’ High-Growth Companies Asia-Pacific. Victoria was the Business Leader of the Year by Optus My Business and the ARN Startup Entrepreneur of the Year in 2017.

“

We have succeeded in securing a space for women in the hitherto male-dominated firefighting equipment industry. Going forward, we seek to sustain our organization as one where all engineers are rewarded well and everyone can maximize their potentials, regardless of gender.



Takako Kurosu
CEO

Yotsuba Maintenance Co., Ltd.
Japan

Takako is the CEO of Yotsuba Maintenance, a firefighting equipment-related services organization based in Japan. She began her entrepreneurial journey at the age of 38, with the mission to address the diversity gap – and provide a woman's perspective – in the firefighting equipment sector.

Born in Tokyo, Takako began her career as a writer for a childcare magazine and manager of a childcare club when she was raising her two children. She then became engaged in nursing care, which included reading books to the patients at an eldercare facility. However, she left the job when she was diagnosed with chorditis.

Later, Takako got into inspecting firefighting equipment and obtained the Fire Defense Equipment Officers License – a national qualification for fire engineering in Japan. She then established Yotsuba Maintenance and succeeded in securing a space for women in the firefighting equipment industry, which was male-dominated until then. An inspiring example of women entrepreneurship, Takako continues to lead her organization as one where all engineers are rewarded well and everyone can maximize their potentials, regardless of gender.

“

Our vision is to be the first choice for customers seeking to create relevant consumer experiences, through end-to-end digital communication solutions, powered by artificial intelligence and data analytics. Thus, we seek to deliver tangible results for both the real and virtual worlds.



Jayomi Lokuliyana
Cofounder and CEO

zMessenger
Sri Lanka

Jayomi is the cofounder and CEO of zMessenger – a full-spectrum digital advertising technology company that specializes in designing and delivering digitally led omnichannel consumer experiences. A multiple-award-winning entrepreneur, startup evangelist, promoter of female entrepreneurship and marketing strategist, she has led her venture to emerge as one of the country's most innovative companies.

Jayomi is a prominent mentor and speaker for young entrepreneurs, or the youth aspiring to entrepreneurship. She has been a contributor to Google Business Group and Google Women Will initiative, and a mentor for the Leadership Engagement for Aspiring Professionals (LEAP) student mentoring program by the Chartered Institute of Management Accountants (CIMA). Her feats include the Women Icon Award Asian by the Business Excellence & Research Group of Singapore in 2018; Best Woman Entrepreneur of the Year at the South Asian Business Partnership Award in 2017, the Woman Entrepreneur of the Year award by the Women Chamber of Industry and Commerce, Sri Lanka; and Echelon's 40 Under 40 Business Innovators in 2015.

She earned her master's degree in Business Administration from the Postgraduate Institute of Management, University of Sri Jayewardenepura and holds a postgraduate diploma in Marketing from Chartered Institute of Marketing, UK.

“

By providing inbound and outbound human resources, we provide valuable connections and opportunities, and promote the globalization of human resources, companies and countries.



Mei Qing
Founder and Chairman
 Meiqing Media Group
 Greater China

Mei, a renowned media figure in China, is the founder of Meiqing Media Group. She has an impressive educational background with master's degrees in Business Administration and Brand Management. Mei is among the first Executive MBA graduates in auto marketing from Tsinghua University. Since 1999, Mei's company focused its study on comprehensive development of the auto industry, culture and media. Not surprisingly, Mei's entrepreneurial success lies in these areas.

Mei is also the producer of several magazines, including *Automobile & Parts*. She also hosts the TV show *Autofree*. Her most successful media venture is *Connections*, through which she gives the international audience knowledge of China's traditional culture and introduces to Chinese people different cultures around the world. As part of the program, Mei has invited about 60 ambassadors from other countries to talk about their cultures, and the differences between China and their countries. *Inside and outside of autos* is another widely watched web show she does that is customized for automobile brands.

Mei was appointed visiting professor at The Oriental Film Art Academy and her media group won the Chinese Culture Industry Leading Brand at the 2nd Boao Enterprise Forum. Devoted to the mission of "leading program production with strength and focusing on quality communication," Mei believes that development happens through innovation and thus her organization can maximize its potential.

“

By making the auction business more sophisticated, we will gradually enter the cultural industry. We look forward to investing in diverse sectors to create a multidimensional development path.



Jinye Qu
President
 Future Sifang Group
 Greater China

Jinye is the president of Future Sifang Group. Born in Lanzhou, Gansu Province, in China, she started her career in 1980 at a state-operated textile corporation, where she worked for nine years as a spinner. In 1989, she founded Sifang Accounting Company. She went on to establish the Future Sifang Group in 1992. In 2000, she was introduced to the idea of auction, and three years later, the company conducted its first auction. So far, Sifang has successfully held more than 2,000 auctions, which accumulates to a total value of CNY40 billion. The auction items range from real estate, land and motor vehicles to cultural relics. The company has also held nearly 100 charity auctions. Sifang Group has obtained "AAA" certification of the Chinese auction industry, and has won the Enterprise Innovation Award. After around 30 years of being in the business, Sifang Group has five business sections: auctions (assets and art), future media, overseas real estate development investment, financing and eco-agriculture. It also has two commercial parks – the Silk Road Cultural Industry Incubation Park, and the Longshanghai Cultural and Creative Industry Park.

With over three decades of working experience, Jinye has made significant contributions to society and won many honors at the national, provincial and municipal levels. She has rich knowledge in business management practices and has always adhered to the mission of "leading the future, and benefiting near and far." As a strong example of female entrepreneurs in the new era, Jinye focuses on public welfare undertakings. She is dedicated to serving her hometown of Gansu. To date, Future Sifang Group has donated more than CNY20 million to more than 3,000 individuals and disadvantaged groups. The donations include culture preservation, education improvement, poverty alleviation, disaster relief, single-mother support, left-behind children support and more. Poverty alleviation workshops have been set up in poverty-stricken areas of Gansu, establishing an e-commerce platform for agricultural products to help the poor. This includes initiatives such as the "Love Heart Wolfberry Garden" subscription, "Longyuan Qiaoshou" poverty alleviation and "Thousands of enterprises help thousands of villages." The local agricultural products in Gansu are sold everywhere, so that poor farmers can benefit from these initiatives.

“

We want to continue to be an international market leader in the formulation and creation of healthy and ethical products. Our product development knowledge coupled with our culture help us to continue launching Australian brands across global markets.



Sharon Rechtman

CIO and Owner

Total Beauty Network
Australia

Sharon is the chief information officer (CIO) and owner of Total Beauty Network (TBN), which creates and markets beauty brands. Sharon began her entrepreneurial journey in beauty brands when she launched DB Cosmetics with her husband in 2006. Today, TBN has its footprint in over 30 countries around the globe, producing cruelty-free, healthy and ethical cosmetics.

Growing up in a highly successful entrepreneurial family, business has always been in Sharon's blood. Prior to launching TBN, she was part of a top-tier consulting firm, where she implemented transformational projects for companies, such as Sony BMG, Toyota, Coles MYER and Telstra. This hands-on experience and her passion to learn culminated in setting up TBN. Apart from her entrepreneurial journey, Sharon has been at the forefront to bring the Arrowsmith program to Victorian schools in Australia to aid hundreds of children to overcome learning difficulties.

In 2018, TBN won the Supplier of the Year award from TerryWhite Chemmart – Australia's largest pharmacy group – and the Best New Natural Product at the Pure Beauty Awards.

By leveraging TBN's product development knowledge and unique culture, Sharon continues to introduce Australian brands to consumers around the globe who seek natural alternatives to mass beauty products without compromising on performance. With TBN's growth and expansion, she stepped into a more focused role as CIO – leading the technological and operations side of the business. In preparation for further global expansion, Sharon is now transitioning to the role of chief strategic officer.

“

We are committed to helping Japanese companies sell their products without establishing their headquarters overseas. Though logistics networks are not yet perfect, they will evolve greatly in the coming years. And we're ready to embrace this disruption to grow and expand our business.



Kanae Sakane

CEO

Asian Bridge Inc.
Japan

Kanae is the CEO of Asian Bridge Inc., an e-commerce company based in Tokyo that seeks to deliver Japanese products across Asia through the power of the internet. Kanae helps her client organizations grow their business through logistics services that are low in cost – and risk.

Kanae was born in Taiwan and pursued her education in Japan. After getting her master's degree from Waseda University in 2004, she joined the Recruit Group. In 2010, she left Recruit to pursue her childhood dream – to build the connection between Taiwan and Japan through fostering logistics – which has grown and become the Asian Bridge corporation today.

In 2015, Kanae initiated a one-stop service to support the e-commerce industry. And in 2017, she developed a cloud-based overseas sales system, BUMB, a cross-border e-commerce service designed to help Japanese companies sell their products without establishing their headquarters overseas. Kanae is of the view that though logistics networks are not yet perfect, they will evolve greatly in the coming years. By growing and expanding Asian Bridge, she hopes to introduce more Japanese products to people across Asia.

“

Our vision is to become a global leader in the timber industry through technological advancement, and creating a new standard for customer support and service. At the end of the day, we want to ensure that every person working in the timber frame and truss industry is safe.



Shelena Serrano
Director and Operations Manager
 Vekta Automation
 Australia

Shelena started her stint with Vekta to support her husband's endeavor; however, she quickly realized that she could have a positive influence on the business and participate as an active business partner in her own right by leveraging strengths from her teaching background.

As a woman with no engineering background in a male-dominated, technical industry, Shelena used to downplay her role in the success of Vekta. But this has changed today. Shelena has realized that to continue to be a successful business, Vekta cannot just rely on engineering and machines. It is also important that people work collaboratively. From the "bookkeeper-wife role," Shelena has taken on a strategic development role in the business, pushing Vekta's focus beyond the technicalities and engineering, and constantly addressing avenues for the business to improve and grow.

Outside of Vekta, Shelena has the pleasure of raising three children. She supports her local community by being part of the local school council and serving as vice-chairperson for Communicare, a West Australian not-for-profit organization.

“

We strive to become a global voice through a design movement and create an impact out of South Asia. Our purpose is to nurture a unique environment that inspires individuals to make a difference through design.



Linda Speldewinde
Founder
 AOD Colombo
 Sri Lanka

Linda is a leading young female entrepreneur, who established the Academy of Design (AOD) in Colombo in 2001. She went on to conceptualize and launch the Sri Lanka Design Festival in 2009. In 2010, she founded the online store Island Crafts, linking design with rural communities, thereby growing a creative and entrepreneurial culture. Just one year later, she set up the Design for Sustainable Development Foundation. Later in 2015, she launched an online fashion brand, fashionmarket.lk, as well as the Mercedes-Benz Fashion Runways Sri Lanka.

A focused and motivated woman, Linda describes her driving force as "the need for good design in Sri Lanka." She explains, "we didn't have good design, because we didn't have educated designers." And so, she began her longstanding relationship with the Northumbria University, UK, thereby partnering her Academy of Design with the Northumbria's School of Design.

In 2009, she won the British Council's International Young Fashion Entrepreneur Award. She is the highest-ranked woman in the "40 under 40" list of the most influential young people in Sri Lanka. In 2018, she was awarded an Honorary Doctorate in Civil Law by the Northumbria University, recognizing the modern force of creative innovation created at a global level. She strongly believes that design can make an impact on education, rural crafts and communities in her country that will lead to social and cultural sustainability in Sri Lanka.

“

We strive to support women leading healthy lifestyles by providing them with activewear and athleisure wear they feel great in and inspired by. Our vision is to create a lasting brand and strong community that stands for more than just the product we sell.



Julie Stevanja
 Founder and CEO
 Stylerunner
 Australia

Julie is the founder and CEO of Stylerunner, a premium designer activewear and athleisure retailer, based in New South Wales. Julie started the company in 2012 as her response to the diversity gap in the sportswear market. Her efforts to cater to women's sportswear requirements clicked, and she led Stylerunner to achieve an incredible 1,700% growth in just three years.

After completing a degree in Business at the University of South Australia, majoring in Marketing and minoring in Finance, Julie was recruited by ANZ. Here, she worked in institutional finance for five years analyzing property investment portfolios. This helped her hone her entrepreneurial skills. Julie also worked for a startup tech in London – MUBI, a streaming service – as head of Marketing, and head of Australia and New Zealand in business development. Later, she founded Stylerunner and has been on that journey ever since.

“

Our vision is to become a leading company in nutrition products, sustainably developed for consumers' benefit.



Dr. Le Tran
 CEO
 NutiFood
 Vietnam

Dr. Le started her entrepreneurial journey in 2000 as a founding shareholder of NutiFood. She took up role of the director in 2000, and became the chairwoman and CEO in 2002. The company's original products include three main categories: nutritional feeding powder for children, pregnant and baby-feeding mothers; nutritional milk powder; and high-energy nutritional food. NutiFood grew substantially from 2000 to 2007.

To support the growth plan of NutiFood by expansion of its distribution network, Dr. Le called for new investment from other shareholders through a private placement and IPO transaction (non-listed public entity) in early 2008. She stepped down from the CEO position before the IPO to focus on other projects. However, NutiFood experienced a financial loss and crisis in 2008, and Dr. Le was invited by the board of directors to rejoin as the CEO and save the company. She fought hard to overcome losses and brought the company back on the growth trajectory, as before. In late 2008, a new chapter of NutiFood began with several restructuring exercises, management improvement and revised growth strategies. With the support of her husband and other trusted private lenders, she acquired more shares from shareholders for NutiFood.

In 2012, Dr. Le withdrew from the chair position – giving way to her husband – to focus more effectively on the CEO role for new product development and market growth. The company officially resumed as a private business in 2015 with two major shareholders – Dr. Le and her husband. Dr. Le is passionate about making innovative products for infants and children, and her long-term goal is to eradicate malnutrition from Vietnam. Currently, NutiFood is among the top three Vietnamese dairy companies, in terms of volume; having many cow farms, factories, nutrition and health advice centers; and distribution network. NutiFood's network covers 64 provinces and cities across Vietnam, Cambodia, the Philippines, China and the US. The company plans to expand to Sweden and France in 2019-20. Forbes listed Dr. Le as one of Vietnam's top 10 successful women in 2015 and Vietnam's 50 most influential women in 2017.

“

We are a well-known player providing logistic services for clients among 90 markets. We aim to spread across South Africa, India, Brazil and other South American markets, focusing on broadening and improving other services, such as trucking, maintenance and freight forwarding.



Cindy Vo
CEO and Chairwoman
ASL CORP
Vietnam

Cindy founded Amerasian Shipping Logistics (ASL CORP) – a sea-air freight forwarding and logistics company based in Ho Chi Minh City, Vietnam – in 2005. She began her entrepreneurial journey to create a niche for herself in the shipping sector after resigning from the post of chief representative in a US shipping company. Cindy leads her company in providing services including sea freight forwarding, air freight forwarding, domestic trucking, customs brokering, third-party logistics integration and project cargo handling.

With her strong leadership and vision to grow the company in an immature market marked by competition, fragmentation and other technical barriers, ASL CORP has become a well-known player serving clients around the globe. ASL CORP assists clients in over 90 markets, including the US, Korea, Australia, Canada, Singapore and Hong Kong. The company has about 110 employees, with six offices in Vietnam and one branch office in California. It became an official partner of Alibaba in 2018 to promote and export Vietnamese products to world markets through a giant e-commerce platform. Cindy and her management are aiming to have more clients from South Africa, India, Brazil and South America. In 2019, ASL CORP is looking to broaden and improve other services, such as trucking, maintenance and freight forwarding.

Cindy received her MBA from Maastricht University in 2008 and her master's degree in Logistics from Mekong Institute in 2016. She is a recipient of many business awards in Vietnam, including the Top 10 Excellent Young Entrepreneur Award in Ho Chi Minh in 2018. She was also listed among the top 50 businesswomen in Asia-Pacific in 2014 and top 100 best women CEOs in Vietnam (2017).



欢迎莅临2019年度安永亚太区成功女性企业家大会! 欢迎来到越南胡志明市。我们非常高兴在亚太区经济发展最快的其中一个经济体为成功的女性企业家主办这次活动。目前在越南投资的国家 and 地区超过112个。¹越南有人口9,690万, 其中劳动力人口有7,000万², 也有扎实的制造业基础, 以及得益于活跃的个人消费和创纪录的入境旅游而不断壮大的服务行业。³这里是一块营商宝地。



今年的会议向大家提出一个问题，“如何发展您的网络，使之有助于您的业务增长？”这个问题的解决之道或许可以在这里找到。我们希望大家敢于提出自己的需求，同时在自己能力范围内为他人提供帮助。在存在不确定因素的情况下经营在变革时代正常不过。您如何才能获得领先地位，读懂您未来的消费者？这个问题以及融合创造性思维与数据分析，构建面向未来的业务都是我们将探讨的主题。此外，由于每年都发现融资困难是女性企业家面临的挑战，我们也将特别探讨为特定目的找到适当资金的问题。

该项目是全球性的。我们旨在帮助您开发新市场，拓展国外关系。这是我们每年在不同国家主办这个会议的原因之一。我们安排了各种活动，帮助您与当地市场建立联系，包括女性商界领袖交流活动和业务配对会议。

大会讲者来自不同的地区和行业，拥有多种经验和技能。在讨论中，每位讲者都将带来独特的洞察、观点和少许不同的文化。在接下来的两天中，您将听到令人钦佩的女性商界领袖的经验分享，包括澳大利亚电信服务公司Vita Group创始人Maxine Horne，以及多位往届的成功女性企业家：新加坡JR Group Holdings庄莉娟、澳大利亚MyBudget的Tammy Barton和南非LAWtrust的Christi Maherry。

越南商界的女性和男性领袖均有代表出席这次会议。您将听到Le Bao Minh Group创始人Le Thi Ngoc Hai分享她在90年代末建立国际合作关系的经验；MP Logistics的Minh Phuong Dang（越南首位成功女性企业家）和VinaCapital的Andy An Ho分享经验。Andy An Ho将参加资金话题讨论。

祝贺2019年度成功女性企业家的获选者，这些获选者均是首次参加这个项目。亚太区有21位女性企业家获选参加今年的项目。这些企业家在2018年共创收逾18亿美元，在区内聘用员工超过12,000人。

欢迎成功女性企业家名人堂其中两位女性企业家对本次活动给予了慷慨的支持，担任会议的演讲嘉宾，也欢迎她们重回这个大家庭，帮助企业家建立联系，把机会变成现实，并就企业家的成长提供指导和深刻洞察。

我们希望本次会议将对您有所启发，同时希望您能与拥有类似抱负的女性建立有意义的联系，共同拓展全球业务，发展壮大企业。

陈宝瑜

安永亚太区客户主管

安永亚太区成功女性企业家项目高级项目主管



周昭娟

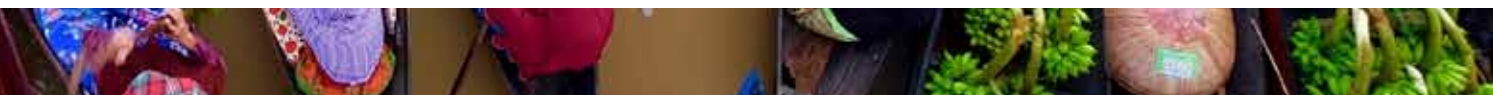
安永亚太区高增长市场主管



1. 安永分析、越南统计局（GSO）、越南外国投资局（FIA）。

2. GSO、公开信息。

3. “The World Bank in Vietnam（世界银行在越南）”，世界银行，2018（www.worldbank.org，访问日期：2018年10月5日）。2018年上半年GDP预计同比增长 7.1%。



会议日程

2019年4月8日，星期一

| | |
|-------|--|
| 06:00 | 早餐, Saigon Café (1楼) |
| 08:00 | 登记, 3号多功能厅 (Ballroom 3) (3楼) |
| 08:30 | 欢迎辞 陈宝瑜, 安永亚太区客户服务主管 |
| 08:45 | 认识2019年度成功女性企业家 |
| 09:45 | 茶歇 3号多功能厅前廊 (Ballroom 3 foyer) |
| 10:30 | 您在制定怎样的消费者未来? 主持人: Richard Taylor, 安永大洋洲区消费品和零售行业主管 |
| 11:45 | 与激励人心的企业家的轻松交谈: 目标、掌控力和自主权——打造卓越客户体验的关键因素 主持人: Ryan Burke, 安永全球高增长市场主管 嘉宾: Maxine Horne, Vita 集团首席执行官 |
| 12:45 | 午餐 Signature Lounge (23楼) |
| 13:45 | 如何发展您的网络, 使之有助于您的业务增长? 主持人: Martha Raupp, 安永大洋洲区高增长市场业务拓展主管 |
| 14:30 | 茶歇 3号多功能厅前廊 (Ballroom 3 foyer) |
| 15:15 | 融合创造性思维与数据分析, 构建面向未来的业务 主持人: Margaret Manning OBE, EY Digital Pte Ltd 数字咨询服务合伙人 嘉宾: ▶ Tammy Barton, MyBudget创始人兼董事 ▶ 庄莉娟, JR Group Holdings集团首席执行官 |
| 16:15 | 总结 陈宝瑜, 安永亚太区客户服务主管 |
| 16:30 | 自由时间 |
| 18:00 | 安永亚太区成功女性企业家欢迎晚宴 Nightspot (23楼) 主持人: Cuong Dinh Tran, Ernst & Young Vietnam Limited越南首席合伙人 |
| 21:00 | 结束 |

2019年4月9日，星期二

| | |
|-------|--|
| 06:00 | 早餐, Saigon Café (1楼) |
| 07:15 | 外出参观 |
| 10:00 | 返回酒店, 准备会议 |
| 10:50 | 第二天会议开场 陈宝瑜, 安永亚太区客户服务主管 |
| 11:00 | 与一位杰出企业家的轻松交谈: 信任与合作的重要性 主持人: 刘南顺, 安永东盟区市场拓展主管 嘉宾: Le Thi Ngoc Hai, Le Bao Minh 创始人 |
| 12:00 | 在越南营商 主持人: Duong Nguyen, Ernst & Young Vietnam Limited合伙人及金融服务及IT咨询服务主管 嘉宾: ▶ Huynh The Du, 富布赖特公共政策与管理学院高级讲师 ▶ Minh Phuong Dang, MP Logistics Corporation董事长兼首席执行官 ▶ Nguyen Ba Cuong, 越南计划投资部外国投资局副局长 ▶ Nick Mahon, HSBC Bank (Vietnam) Ltd.银行业务部国际附属银行业务主管 |
| 13:00 | 午餐 Saigon Café (1楼) |
| 14:00 | 支持业务增长的资本就在眼前吗? 主持人: 戴敏超, 安永(中国)企业咨询有限公司交易咨询服务合伙人 嘉宾: ▶ Andy Ho, VinaCapital集团首席投资官及VinaCapital Vietnam Opportunity Fund董事总经理 ▶ Lauren Hall, iVvy创始人兼首席执行官 ▶ Harsha Basnayake, 安永亚太区交易咨询服务主管 |
| 15:00 | 茶歇 3号多功能厅前廊 (Ballroom 3 foyer) |
| 15:45 | 什么因素能把小公司变成跨国企业? 主持人: Rob Dalton, 安永大洋洲区高增长市场主管 嘉宾: ▶ Christi Maherry, LAWtrust首席执行官 ▶ Adina Jacobs, STM Brands联合创始人兼产品总监 ▶ Farrah-Hani Imran, 马来西亚国民大学整形与重建外科、烧伤科和创伤护理团队主管 |
| 16:45 | 第二天总结并结束会议 陈宝瑜, 安永亚太区客户服务主管 |

| | |
|-------|--|
| 17:00 | 合影 自由时间 |
| 18:00 | <div><div>越南：女性商界领袖交流活动</div><div>3号多功能厅（Ballroom 3）（3楼） 与本地的女性商界领袖、政府领导和企业家等商界人士的外部交流活动</div><div>成功女性企业家：激励人心的故事 主持人：Tony Duong, Ernst & Young Vietnam Limited越南胡志明办事处主管合伙人 嘉宾：<ul style="list-style-type: none">▶ Caroline Gondokusumo, Dutakom Wibawa Putra Group创始人兼首席执行官▶ 张红梅，阳光印网创始人兼董事长▶ Victoria Kluth, Araza总经理▶ Rie Kawano, COGNITEE Inc.首席执行官</div></div> |
| 21:00 | 正式结束 |

| | |
|--|---|
| 第三天——2019年4月10日，星期三（自愿参加） | |
| 今天的日程旨在帮助您更好地接触越南日益壮大的商界群体。这些活动有助您与越南当地的商界建立实质的关系。 | |
| 06:00 | 早餐，Saigon Cafe （1楼） |
| | <div><div>业务配对会议和投资者私人会晤</div><div>今天，成功女性企业家将与越南当地企业进行一对一会晤。安永选择这些企业，是基于成功女性企业家的意向，包括寻求市场信息，识别战略盟友、与客户和供应商建立合作伙伴关系，以及寻找私人资本。 注：上述会议须提前预约。 业务配对会议主要联系人： Katherine Hannigan，安永 投资者私人会晤，主要联系人： Nicole Taylor，安永</div></div> |
| 08:30-12:00 | <div><div>投资者私人会晤</div><div>在Sheraton Saigon Hotel & Towers（喜来登酒店）进行</div></div> |
| 09:00-15:30 | <div><div>业务配对会议</div><div>在客户所在场所进行。届时将安排私人专车及翻译服务。</div></div> |

安永成功女性企业家

第一天——4月8日，星期一

08:45

认识2019年度 成功女性企业 家——自我介绍

入选2019年度项目的21名成功女性企业家均将进行正式的自我介绍。每位将会阐述其从事的事业，其公司为何能脱颖而出，以及其对未来的愿景。了解这些女性企业家为何如此出色，以及她们如何看待自己的未来。演讲将以英语、中文（普通话）、日语或韩语进行，并提供同声传译。



程璇
执行董事
三盛集团
大中华



张红梅
董事长
阳光印网
大中华



**Fumiko
Kawashima**
首席执行官
Cloud Clinic
Co., Ltd.
日本



Eriko Kikuchi
首席执行官
Tiger Mov Inc.
日本



梅卿
董事长
上海梅卿传媒集团
有限公司
大中华



瞿金叶
董事长
未来四方集团
大中华



**Linda
Speldewinde**
创始人
AOD Colombo
斯里兰卡



Julie Stevanja
创始人兼首席执
行官
Stylerunner
澳大利亚



Corinne Bot
创始人兼首席执行官
Polyglot Group
澳大利亚



Renece Brewster
首席执行官
Visual Domain
澳大利亚



Caroline Gondokusumo
创始人兼首席执行官
Dutakom Wibawa
Putra Group
印度尼西亚



Hyun Oak Han (Helen)
创始人兼首席执行官
CLIO Cosmetics
韩国



Rie Kawano
首席执行官
COGNITEE Inc.
日本



Victoria Kluth
总经理
Araza
澳大利亚



Takako Kurosu
首席执行官
Yotsuba
Maintenance
Co., Ltd.
日本



Jayomi Lokuliyana
联合创始人兼首席
执行官
zMessenger
斯里兰卡



Sharon Rechtman
首席信息官兼所有人
Total Beauty
Network
澳大利亚



Kanae Sakane
首席执行官
Asian Bridge Inc.
日本



Shelena Serrano
总监兼运营经理
Vekta Automation
澳大利亚



Le Tran 博士
首席执行官
NutriFood
越南



Cindy Vo
首席执行官兼董事长
ASL CORP
越南

研讨会

欢迎辞

第一天——4月8日，星期一

08:30



[linkedin.com/in/alice-chan-18179166/](https://www.linkedin.com/in/alice-chan-18179166/)

陈宝瑜

安永亚太区客户服务主管

作为安永亚太区客户服务主管，陈女士负责领导和执行安永针对亚太区各个行业的市场和客户服务战略。她确保安永团队提供卓越服务，解决亚太区客户面临的复杂问题。她领导安永亚太区市场的业务拓展、知识以及培训与发展在内的各项职能部门。陈女士是亚太区运营管理委员会成员，在国际税务服务方面拥有27年的经验，在跨境咨询方面具有丰富的经验。

在担任现任职务之前，陈女士在2010年至2018年期间曾任安永亚太区国际税务服务主管，负责监督在全球范围内协调及交付国际税务服务。其领导职责包括管理亚太区国际税务服务团队、转让定价团队、运营模式有效性团队，以及亚太区全球服务台。

除领导职务外，陈女士还在美国、中国大陆和台湾为跨国公司提供国际税务方面的咨询服务。她在跨境政策发展，特别是税基侵蚀和利润转移的国际税务规划方面具有全面和广泛的经验，并领导了多场客户参与的战略研讨会。其服务重点为亚太区不同行业在美国及欧洲、中东、印度及非洲区有业务的跨国公司。

陈女士也是Ernst & Young (Asia-Pacific) Services Limited的全球客户服务合伙人，以及安永G360客户——联想公司的全球税务客户主管，自2004年以来领导安永全球团队开展多个全球项目，为这些项目提供国际商业交易方面的咨询建议。她还为联想以及其他客户主持过多场安永全球税务战略研讨会。

2007年至2010年，陈女士曾担任Ernst & Young (Asia-Pacific) Services Limited的台湾税务主管合伙人。在此之前，她在上海领导美国国际税务服务部。

您在制定怎样的消费者未来？

第一天——4月8日，星期一 10:30

颠覆性的技术和新的商业模式正在赋予消费者前所未有的权利。因此，几十年来塑造面向消费者行业的商业战略和假设正在快速失去其合适性。公司需要转型，才能紧跟新兴的未来消费者。问题是，如何转型？重点将是保护您拥有的东西转移到创造您需要成为的样子。本会议将帮助您想象未来的消费者可能会如何改变，然后重新思考您将如何为其服务。



 [linkedin.com/in/richardmichaeltaylor/](https://www.linkedin.com/in/richardmichaeltaylor/)

Richard Taylor

安永大洋洲区消费品和零售行业主管

Richard目前主管安永大洋洲区消费品和零售（CPR）行业，各成员机构提供广泛服务，应对一系列不断变化的业务挑战。从食品制造到时尚零售，他负责探索在市场变得愈加拥挤，竞争日益激烈的环境下，安永团队如何帮助CPR行业寻找新的增长途径。在加入安永前，Richard曾在伦敦供职于通用电气。他在英国、欧洲、澳大利亚和新西兰的消费品、零售、制药和工业领域拥有15年的工作经验。

他与市场上一些最大的零售商和食品制造商合作，见证了领先企业如何在出现重大变革和颠覆的情况下，设定新目标并以不同方式实现企业发展。许多企业发现以前秉持的假设已经过时，因此他在制定战略时倾向于帮助客户展望未来的同时回顾过去，而不是不断地向前推进。最近，Richard正与许多消费品公司合作，帮助他们实现卓越运营，帮助实施新技术解决方案，重新调整投资组合和运营模式，以协助他们在建立与消费者的联系方面增加投资。

Richard自豪地管理着消费品零售业大洋洲女性网络（OWN）。这一网络遍布澳大利亚各地，专注于推动更高的业务增长，改善创新、促进繁荣、壮大社群。这一网络由来自全球一些最知名品牌的资深女性组成的咨询委员会提供支持和指导。

与激励人心的企业家的轻松交谈：目标、掌控力和自主权——打造卓越客户体验的关键因素

第一天——4月8日，星期一

11:45

Maxine Horne从小就开始为她的成功做好准备。Vita集团是她于1995年创立的公司，截至2018年6月30日，经营业务涉及三大类别，拥有130多个营业店，1,700名团队成员，营收6.85亿澳元。Maxine创立Fone Zone（Vita集团的前身）之前，她已在电信业有10年工作经验，曾参与英国和澳大利亚迅速发展和竞争激烈的电信业工作。凭借其多年的经验，Maxine做好准备发掘特定机会，为购买行为不断变化的客户群提供服务。她发现澳大利亚的购物中心没有移动手机零售商，于是创办了Fone Zone。其公司的发展理念为以人为本、客户至上，这两方面相辅相成，缺一不可。了解Maxine如何通过创建一个赋予员工目标、掌控力和自主权的环境，投资于提供卓越的客户服务。



@burkeryan1



linkedin.com/in/ryanburkeey/

Ryan Burke

安永全球高增长市场主管

Ryan是安永全球高增长市场主管，也是EY Global Practice Group（安永全球服务业务小组）成员。Ryan拥有超过24年的咨询服务经验，其客户涵盖初创公司到数十亿美元的企业，他与私募股权公司合作，领导各种规模的财务交易。他曾是安永全球消费品和零售行业交易咨询服务主管、安永消费品和零售行业西南市场交易咨询服务主管以及安永全球高增长市场的交易咨询服务主管。

自从成功女性企业家项目十多年前在美国推出以来，Ryan一直参与其中。他直接或间接地与许多成功女性企业家项目参加者合作，帮助她们筹集资金，为其提供流动性，并且为其中许多人的企业发展提供战略支持。除此之外，Ryan还支持全球一些最大的消费品公司，并与中等市场企业的领导者合作，帮助他们实现增长目标。Ryan的客户包括Kimberly-Clark（金伯利克拉克）、Tyson Foods（泰森食品）、Flowserve（福斯）和Dean Foods（迪安食品）等跨国公司，以及Otterbox和Farmer Brothers Coffee等高增长公司。他的私募股权客户包括全球私募股权公司Lone Star Funds（龙星基金），以及中等市场公司，如Kainos Capital、Halifax Group和Insight Equity。

除了在零售和消费品（尤其是食品子行业）、制造业、分销和技术方面的行业经验外，Ryan还拥有涉及中国、印度、巴西、德国和英国收购目标的重要国际经验。

Ryan在俄克拉荷马大学（OU）获得了商业和会计学士学位。他是美国注册会计师协会的会员，持有德州注册会计师执照。Ryan还担任俄克拉荷马大学Price商学院和OU Steed School of Accounting的董事会成员，并担任North Texas Reading Partners、DFW Private Equity Forum和Dallas United Way's Tocqueville Society的董事会成员。Ryan是达拉斯当地一家非营利组织的财务主席。



@vitachief



linkedin.com/in/maxine-horne-06314a42/

Maxine Horne

首席执行官

Vita集团

Maxine是Vita集团的首席执行官兼联合创始人。该集团是澳大利亚领先的零售商，23年来一直致力于提升客户的生活方式。Vita集团的前身Fone Zone作为澳大利亚第一家手机零售商，起步于电信行业，今天经营着一系列品牌，包括澳大利亚电信品牌零售和营业网点、Vita Enterprise Solutions（企业解决方案）、Sprout配件、Artisan Aesthetic Clinics和SQDAthletica。截至2018年6月30日，该集团的经营覆盖三个类别，拥有130多个营业网点与1,700名团队成员，创造6.85亿美元的收入。

自1995年成立Vita集团第一家店铺以来，Maxine一直引导着集团的成长和发展。她领导集团管理团队，负责业务的战略和运营方向，包括新收入流的领导，例如集团的无创医学美学业务。

成立Vita集团之前，Maxine在英国和澳大利亚积累了销售、客户服务、领导和运营职位方面丰富的全球电信经验。

Maxine于2006年被《商业评论季刊》评为“零售业年度商业女性”，并于2014年获颁澳大利亚北方地区安永企业家奖。2016年，Maxine入选女性企业家名人堂并发布了她的传记——*Think Smart, Run Hard*（《敏思笃行》）。

如何发展您的网络，使之有助于您的业务增长？

第一天——4月8日，星期一

13:45

第一步是了解您所在社区的成功女性企业家，帮助她们帮助您，让她们知道您的业务，然后要拥抱提供协助。在过去几个月中，您已在WhatsApp中受到邀请，向大众分享您在经营中遇到的问题，寻求帮助解决问题，并且向试图解决问题的其他人士提供协助。今天，让我们来看看如何将提供协助付诸行动。



@marthasmadrigal



linkedin.com/in/martharaupp/

Martha Raupp

安永大洋洲区高增长市场业务拓展主管

Martha拥有20多年全球战略、市场营销和业务拓展经验，曾与IBM、Apple等大型公司以及美国、日本和澳大利亚诸多行业的创始人带领的公司协作。她在安永负责主管高增长市场项目的业务拓展、市场营销和项目管理，协助企业加速增长。她特别热衷于协助女性企业家，自安永亚太区成功女性企业家项目推出以来一直担任大洋洲区项目经理。Martha育有两女，是一位积极活跃的女童军领导。

融合创造性思维与数据分析， 构建面向未来的业务

第一天——4月8日，星期一 15:15

我们都知道大数据具有巨大的潜力，但是如何从繁杂的数据中梳理出有价值的内容呢？一方面，需要确保数据分析针对您想要解决的业务问题。另一方面，要运用创造性思维得出深刻洞察。经过深入的探讨，进阶分析可以将大量数据转化为详细的预测性信息，使您能够为未来的业务增长做出更好的决策。

我们向杰出企业家发问，了解他们通过融合数据分析与创造性思维，处理了哪些业务问题（或针对了哪些机会），包括了解客户价值、创造人力资源的价值，以及搭建高灵敏度的响应型供应链。专家小组成员将分享他们的经验，包括探讨他们对技术和人员进行的投资，他们需要采用的创新思维，在文化方面其企业受到的影响，以及面向当前和未来的客户所进行的业务转型。



@margaretmanning



linkedin.com/in/margaret-manning-obe-378a012/

Margaret Manning OBE

EY Digital Pte Ltd.数字咨询服务合伙人

1996年，Margaret与他人联合创办了英国最大的数字代理机构之一“Reading Room（阅览室）”。自那时起，Margaret与该创造性的数字代理业一直保持着联系。在2015年10月将该英国企业出售后，她带领外部管理人买入一家亚太企业，后来更名为Adelphi Digital Consulting Group。2018年，Margaret加入安永，增强了亚太区数字咨询服务的实力。在安永，Margaret专注于提升客户和员工的数字体验，由数字服务经验丰富的人员提供策略、设计、构建、增强和支持服务。

在线游戏是Margaret一生的追求，心理学学位（人工智能经验）和管理咨询背景让她对在线交流产生了特殊的兴趣。Margaret不断地探究在线交流是如何从根本上改变商业运作方式的，其中敏捷商业管理（agile business）被日益接受就是一个例子。

2015年6月，Margaret被授予大英帝国勋章，表彰她为英国向新加坡以及亚太其他地区出口所提供的服务。她一直致力于协助各地区的中小企业拓展国内外业务。

Margaret现任英国-东盟商务理事会副主席。她曾多次荣获殊荣，包括获得2015年新加坡商业评论杰出管理奖（SBR Management Excellence Awards）、2013年国际企业大奖（Stevie International Business Awards）以及2012年最佳首席信息官奖项。此外，她还被提名参加EY Entrepreneur Of The Year 2009 UK（安永企业家奖2009英国）的评选。

融合创造性思维与数据分析，构建面向未来的业务



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Tammy Barton

MyBudget
创办人兼董事

Tammy Barton（曾用名Tammy May）是一家协助个人改善财务预算能力的公司MyBudget的创办人兼董事。该公司于1999年开业，至今已不再是小规模业务，代表着澳大利亚的一个成功商业故事。Tammy Barton于22岁时创立MyBudget，协助人们通过预算计算，控制财政状况。MyBudget成立至今曾协助超过100,000名客户，雇用员工250多人，在全国设有13个办事处。

2009年，MyBudget 首次登上澳大利亚商业杂志Business Review Weekly的“增长最快速的100大企业”（Fast 100 List）榜，并连续四年列于榜单。她在专业方面的成就也受到认可，曾获得多个奖项，包括“Telstra南澳年度商界女性奖”（Telstra South Australian Business Woman of the Year）、“安永中部地区的年度青年企业家奖”（EY Young Entrepreneur of the Year for the central region）、杰出女性联盟的“年度女企业家奖”（League of Extraordinary Women Female Entrepreneur of the Year），以及“100大具影响力女性”（the 100 Women of Influence Award）。自2012年以来，她也一直是南澳银行（BankSA）的咨询委员会成员。

MyBudget的持续增长反映了该公司致力减少社会人士的财政压力，以及其独特及关爱的个人财务管理方法。该方法协助人们享有没有债务和压力，免于担忧状况的生活。



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jocelynchng1168

庄莉娟

集团首席执行官
JR Group Holdings

庄莉娟担任 JR Group Holdings集团首席执行官，在食品生产和食品服务行业拥有逾30年经验。她的职业生涯始于集团旗下一个品牌新华利（Sin Hwa Dee），在她8年领导下，该品牌从一家小型本地企业发展成为一个全球性食品品牌，产品已销往30多个国家。

公司注重产品创新和食味品质，庄记海南鸡饭配料是零售市场上首个同类产品，采用豆油而非鸡油烹制而成，让鸡肉饭可以为有各种不同饮食要求或禁忌的消费者所享用。

2001年，经过多次研发，努力不懈，JR Foods率先开发出一系列即食产品，协助食品服务和企业在提供高品质餐点的同时降低成本，增加收入，在资源不足的情况下提高生产力。目前，公司客户包括著名的餐厅、酒店、医院、托儿所等。

2008年，在她的领导下，JR Foods创建了新加坡第一台热食贩卖机Chef-In-Box。虽然尝试说服利益相关方，使其了解这一革命性理念带来的好处并非易事，但事实证明是成功的。

她被认为是行业的先行者和创新者，她一直致力于创新。JR Group的最新产品是2016年，她推出世界第一家全自动无人贩卖餐厅Chef-In-Box Vendcafé，聚焦了全世界的许多目光。此后，集团在新加坡又开设了9家分店。

鉴于她一直热衷于推崇食品生产和出售即食食品，她被委任为新加坡标准理事会（Singapore Standards Council）TR57工作组联合召集人，为食品供应行业引进食品安全和食品卫生实务指引。

几十年来，她荣获多个企业家、商业和创新奖项，包括2018年度安永亚太区成功女性企业家奖、2017年时代女性（Great Women of Our Time）（金融和商业领域）以及2016年新加坡国立大学杰出校友奖（National University of Singapore Eminent Alumni Award）。



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■ ■ ■
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与一位越南杰出企业家的轻松交谈：信任与合作的重要性

第二天——4月9日，星期二 11:00

90年代末，Le Thi Ngoc Hai看到许多外国企业希望在越南营商并在寻找销售代表。1997年，她开了一家商店，销售佳能等国际品牌的办公设备，为了更好地控制未来的业务增长，她创立了Le Bao Minh。

在过去的22年中，她不断扩大业务规模，目前全国共有18家分支机构，300家提供保修服务的授权代理，共有2,000名员工，预计截至2018年收入达1.51亿美元。她正在筹备公司上市。如今，公司增加了信息技术业务，是佳能产品在越南的独家经销商。

Le Thi Ngoc Hai的领导力还体现在社会责任方面，她支持企业在服务社会中发挥应有的作用。倾听一位坚持不懈的越南女性企业家的经验分享。



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刘南顺

安永东盟区市场拓展主管

刘南顺是安永东盟区市场拓展主管，负责安永在咨询、审计、税务和交易方面的服务绩效和客户服务。

他在大规模业务和技术转型以及风险管理和合规方面，拥有超过26年的咨询和行业经验。他广泛的工作经历涵盖零售业；中小企业；民营、商业和投资银行；资产管理；保险；私募股权和金融科技等领域。

在加入安永之前，刘先生曾担任英国保诚亚洲区的首席转型官，以及IBM的金融服务和财富管理主管等高级领导职务。此前他还是普华永道的合伙人，职业生涯起始于安盛咨询。

他在为客户高管提供咨询服务方面拥有丰富的经验，服务涵盖业务战略，技术与数字化转型，风险管理和治理，监管合规，并购，共享服务信息技术和运营的操作改进，目标运营模式的设计和实施，对跨境IT和运营的管理，以及在亚洲、英国和美国的外包投资组合等。

刘先生也曾担任安永金融服务亚太区多元化和包容性主管。

他拥有伦敦帝国理工学院硕士学位。刘先生还参加了哈佛大学和欧洲工商管理学院的高管领导力课程，并且在Ernst & Young Advisory Pte Ltd.担任总监。



Le Thi Ngoc Hai

Le Bao Minh 创始人

Le Thi Ngoc Hai是Le Bao Minh的创始人。Le Bao Minh是一家从事办公设备和信息技术的知名企业，是佳能产品在越南的独家经销商。1997年，公司从一家小店铺起步，如今发展成为拥有近2,000名员工的企业，营业收入达到3.5万亿越南盾。2019年和2022年，公司营业收入预计达到5万亿越南盾和10万亿越南盾。公司目前正在筹备于2019年中上市。

在过去的22年里，Le Bao Minh恪守“遵守法律、与合作伙伴协作以实现安全和可持续的发展、周到的客户服务和确保为所有员工提供最好的工作和收入”的宗旨和目标。如今，通过杰出的服务和周到的态度，Le Bao Minh已经建立了一个多元化的忠诚客户群。

公司的分销和产品质保已经遍布64个省市，为越南税务总局、越南公安部、越南国防部、越南计划投资部公共采购局和越南最高法院等政府部门提供服务。此外，公司与嘉吉、彪马、阿迪达斯、雅培、越南科技商业银行和越南工商银行等大型公司亦有合作。

Le Bao Minh非常注重社区参与，一直参加Spring Border计划、Operation Smile（微笑行动）、Light for Poor Blind People（为贫困盲人照亮）和House of Gratitude等慈善活动。

在越南营商

第二天——4月9日，星期二 12:00

近年来，越南发生了显著变化。它被认为是东亚地区最具活力的新兴国家之一，2018年上半年国内生产总值同比增长约7.1%。制造业仍然是该国核心产业，但在零售业增长强劲、私人消费活跃以及创纪录的游客到访量的支撑下，其服务业也强劲增长。⁴

本次会议将探讨在越南营商的详细情况，企业领导者将分享其经验和见解。

⁴ “世界银行在越南”，世界银行，2018年（www.worldbank.org，2018年10月5日访问）。



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Duong Nguyen

合伙人，金融服务及IT咨询服务主管

Ernst & Young Vietnam Limited

Duong是Ernst & Young Vietnam Limited（安永越南）越南、老挝和柬埔寨地区金融服务主管和IT咨询服务的主管。她还担任Vietnam Fintech Association（越南金融科技协会）副主席。

她在安永越南和安永的澳大利亚成员机构拥有近20年的审计和咨询经验，曾为著名的银行和金融机构提供服务。她还担任过中小企业企业家的高级顾问，近期更为金融科技创业项目服务。Duong的海外和本地经验磨练了她在区域金融市场方面的领导能力和管理技能，以及实用的专业知识。作为越南金融科技协会的副主席，Duong负责战略制定，促进会员与其他金融机构以普惠金融为目标的合作。

Duong是澳大利亚注册会计师协会资深会员和越南注册会计师协会会员。

她为多份著名报纸和在线杂志撰写了多篇文章，如Finance Asia（《亚洲金融》）、Vietnam Investment Review《越南投资评论》、Vietnam Economic Times（《越南经济时报》）和VnExpress等。



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Huynh The Du 博士

高级讲师

富布赖特公共政策与管理学院

Huynh The Du博士是越南富布赖特公共政策与管理学院的高级讲师。他的教学和研究兴趣是城市经济学、基础设施发展，以及金融和银行业。1996年至2005年间，他供职于越南投资发展银行。他经常于越南政策制定前参与发表意见。他的研究论文刊登在享誉全球的国际期刊上。Huynh The Du博士教授本科和硕士学位的土木工程、商业管理、应用经济学和公共政策、经济发展以及公共管理等课程。他于2010年获得哈佛大学肯尼迪政府学院公共管理硕士学位，并于2013年获得哈佛大学设计研究生院设计博士（DDes）学位。他的博士论文题目是《胡志明市的转型：管理增长的难题》。



Nguyen Ba Cuong

越南计划投资部外国投资局副局长



Nick Mahon

HSBC Bank (Vietnam) Ltd. 银行业务部国际附属
银行业务主管



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Minh Phuong Dang

创始人兼首席执行官

MP Logistics Corporation

Minh-Phuong创立并领导 Minh Phuong Logistics Corporation (MP Logistics)，自1995年以来一直担任公司董事长兼首席执行官，致力于让公司成为越南最著名的民营货运代理和物流企业。目前，MP Logistics在越南和日本均有业务。

作为董事长和首席执行官，她负责把握MP Logistics 的战略方向，构建伙伴关系，拓展业务关系以及为公司管理团队就管理、领导力和经营政策问题提供建议。

2006年，Minh-Phuong获选非营利高管咨询机构Vietnam CEO Club（越南首席执行官俱乐部）主席。在她的领导下，该机构帮助组织了诸多活动，旨在促进越南与日本、印度等其他亚洲国家间的经济增长。目前，Vietnam CEO Club拥有来自越南领先企业的CEO成员逾150位，这些企业的近期营业收入总和超过100亿美元。

2009年，Minh-Phuong作为战略投资者加入Saigon Airport Corporation，该公司从事出租车和汽车租赁服务。作为董事长，她负责公司服务的战略性扩张和业务增长。

近年来，Minh-Phuong获颁多项荣誉。2018年，她入选“Forbes Emergent 25: The Women Making their Mark in Asia's Enterprises（福布斯25位亚洲新锐女性榜）”。此外，她还获选参与2016年度安永亚太区成功女性企业家项目。

支持业务增长的资本就在眼前吗？

第二天——4月9日，星期二 14:00

女性企业家可能有强大的增长愿望，但真正的增长需要资本。虽然2018年近三分之一（30%）的女性领导企业的目标增长率超过15%（有此目标的男性领导企业只有5%），超过一半（52%）的女性领导企业根本没有外部资金，近五分之一（17%）的女性领导企业称获得资本是增长的障碍之一。⁵ 女性企业家是不是因为担心失去对公司的控制而不太愿意寻求资本，或者考虑不同的融资选择？听取那些已经募集资金、投资公司或为公司提供融资选择建议的人士——企业家、投资者和安永专业人员分享不同观点。

⁵ 2018年《安永增长晴雨表》，EYGM Limited, 2017年。



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戴敏超

交易咨询服务合伙人

安永（中国）企业咨询有限公司

自2006年加入安永交易咨询团队以来，戴女士曾与多个行业的客户进行合作，包括零售和消费品、保健和制药，科技、媒体娱乐和电信，以及电子商务。她协助完成了100多项交易，包括财务尽职调查、股票购买协议审核以及交割前和交割后分析。

她在加拿大开始自己的职业生涯，并于2004年回到中国。自2006年加入安永（中国）企业咨询有限公司以来，她主要专注于服务重点私募股权企业，并帮助这些客户管理交易周期。她参与了一系列广泛报道的交易，最近在中华股权投资协会的报道中发表了《中国：经典投资案例》（2018年10月）的文章。

戴女士通过协助进行财务尽职调查、提供股票购买协议建议和帮助介绍收购对象，为女性投资者和创始人提供支持。在业余时间，她喜欢打网球和拳击，同时还是一名狂热的小提琴爱好者。2004年，她成为一名加拿大特许会计师，并因优异的学术水平成为加拿大金钥匙国际荣誉协会终身成员。



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Andy Ho

VinaCapital集团首席投资官

VinaCapital Vietnam Opportunity Fund董事总经理

Andy是VinaCapital集团首席投资官兼VinaCapital Vietnam Opportunity Fund (VOF) 董事总经理，该基金在伦敦证券交易所主板市场交易，被纳入富时250指数。自2007年加入VinaCapital以来，Andy帮助了VOF实现净资产价值超过10亿美元大关，通过私下协商交易部署超过10亿美元，并通过战略贸易销售主导超过7亿美元的市场退出。2016年，VOF是表现最好的越南投资基金，涨幅达25.5%。Andy是越南投资发展中市场、私有化和私募股权交易的一位主要权威人士，经常在该地区的活动中发表演讲，并在媒体上亮相。

在加入VinaCapital之前，Andy是Prudential Vietnam的投资总监，负责管理公司的资本市场投资组合并制定银行投资策略，其制定的策略在18个月内实现了四倍回报。他还担任保诚集团共同基金PruBF1的经理。Andy曾在Dell Ventures（戴尔计算机公司的投资集团）和安永担任过诸多管理职务。

Andy拥有科罗拉多大学波尔得分校的金融与会计学学士学位和麻省理工学院的工商管理硕士学位。他拥有美国注册会计师资格。



@LaurenHallCEO



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Lauren Hall

创始人兼首席执行官

iVvy

Lauren是一个充满热忱的企业家，拥有在南非和澳大利亚任职高管和董事会职务超过25年的企业管理经验，行业涉及制造、零售（快消品）、广告和科技行业。Lauren拥有编程、会计和市场营销背景，创立了多家公司，经营至退出业务。

她是澳大利亚软件即服务技术公司 iVvy的创始人兼首席执行官。该公司屡获奖项，为活动与酒店业提供企业软件，包括全球首个具备活动场地、食品饮料、团体住宿和供应商的实时供应情况和定价的市场。iVvy 真正改变活动业的游戏规则。

Lauren在2016年度安永亚太区成功女性企业家项目中被评为行业领导者。她还曾荣获Stevie® Awards的4个知名奖项——Best New Product of the Year（年度最佳产品）2016、Entrepreneur of the Year Globally（全球年度企业家）2016、Innovator of the Year（年度创新者）2016 和Entrepreneur of the Year Asia-Pacific（亚太区年度企业家）2016。此外，她还获颁Gold Coast Business Woman of the Year（年度黄金海岸商业女性）2016、Queensland iAwards for Best Innovation in the Digital Economy（昆士兰电子经济体最佳数字创新奖）2016以及2017年黄金海岸市长创新奖。

Lauren持有国际跆拳道联盟黑带二段证书，曾荣获南非全国跆拳道冠军，参加过俄罗斯举办的世界锦标赛和国际巡回赛共五年。她与丈夫和两个儿子居住在昆士兰的黄金海岸。

支持业务增长的资本就在眼前吗？



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Harsha Basnayake

安永亚太区交易咨询服务主管

Harsha是一位经验丰富的交易、战略和企业融资专业人员，在亚太区市场拥有超过20年的经验。他目前是安永亚太区交易咨询服务主管。他的团队负责安永亚太区市场发展最快的业务之一，为民营和公共部门客户提供有关复杂的资本议程问题的建议，就买方、卖方、战略、企业融资、周转和重组解决方案等建言献策。

Harsha在安永帮助建立多项业务方面建树良多，包括远东市场的估值、模型和经济咨询业务，以及新加坡、东南亚和安永亚太区的交易咨询业务。作为一名从业人员，他持续为许多客户提供咨询服务，包括民营企业、投资银行、私募股权基金、主权财富基金、上市公司和法定机构等。他的工作包括提供与并购、尽职调查、估值、财务建模、债务重组和诉讼支持相关的建议。

Harsha拥有多项专业资格（斯里兰卡特许会计师协会资深会员、澳大利亚注册会计师协会资深会员和英国皇家特许测量师学会亚洲分会资深会员），并且是新加坡测量师与评估师协会（IVAS）理事会主席。

什么因素能把小公司变成跨国企业？

第二天——4月9日，星期二 15:45

在您自己的市场中建立一家领先企业需要巨大的动力、雄心和努力，那么，在全球范围内扩张和发展业务需要什么条件？在一个国家有效的方式，在另一个国家可能未必如此。在海外扩张业务时，企业要面临诸多挑战，需要应对的包括当地的政治环境、有时出现外地监管制度不透明的情况、汇率波动、产品开发、成本和工资、技能差距、不稳定的供应商或采购，以及基础设施不足等问题。聆听成功女性企业家分享的经验，了解她们如何实现业务从本国扩张至全球的跨越式发展。



@RobDalton_EY



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Rob Dalton

安永大洋洲区高增长市场主管和安永企业家奖大洋洲区项目主管

Rob在创业领域拥有逾30年经验。他热衷于为新的快速增长的新兴企业提供运营、融资和战略方面的帮助和支持。

他领导安永高增长市场团队和安永企业家奖大洋洲区项目已有多多年。随着全球创业领域的兴起，Rob近年来更多地参与实施不同的项目，支持初创企业、扩大经营的企业以及快速成长的新兴企业，充分利用安永平台和社交网络，包括安永亚太区成功女性企业家项目。

Rob拥有丰富的实战经验，担任合伙人一职已逾25年。他曾主管安永的审计服务多年，曾担任诸多大型公司的审计合伙人。Rob还曾被借调到企业，主管财务和运营职能及其战略转型。

在过去的三十年里，他还在艺术、教育和慈善领域担任多项公职。他最显著的贡献是在体育方面，体育是他一生的钟爱。Rob一直致力于帮助建立业余和专业体育运动流程和建设有关基础设施，创造可持续的非政府收入，支持澳大利亚体育运动的持续发展。

什么因素能把小公司变成跨国企业？



@ChristiMaherry



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Christi Maherry

LAWtrust首席执行官

Christi是Etion Secure的首席执行官。Etion Secure收购一家专业的安全解决方案提供商LAWtrust。这家公司致力于通过构建数据信息的真实性、可核查性和隐私性，促使公众建立对信息系统的信任。1996年以来，她一直从事安全行业。在投身于私营部门前，Christi在国家安全和情报部门工作近10年。在网络威胁、网络罪案和在军事/政治领域使用电脑技术的年代，她在情报部门的工作经验在科技领域派上了用场。

她是一个变革型领导，也是一个有远见的企业家，具实战经验，曾多次荣获本地和国际奖项，被公认为科技行业领导者。她致力于建立一个企业，能对国家的经济及福祉和安全做出巨大贡献，这一内心驱动力促使她与他人于2006年联合创立了LAWtrust。在Christi的领导下，LAWtrust从一个初创企业发展成为南非身份认证和健全安全领域的主导者，并将业务拓展至澳大利亚和西班牙。

2018年，为实现LAWtrust雄心勃勃的扩张战略，Christi将公司与上市企业Etion Limited合并。

Christi热衷于女性赋权和青年教育，是Junior Achievement Africa（青年成就非洲）董事会成员。她获选参加2016年度安永非洲区成功女性企业家项目，曾荣获EY World Entrepreneur Of The Year 2017 Southern Africa Emerging Award（安永企业家奖2017南非新兴企业家奖）。



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Adina Jacobs

联合创始人兼产品总监, STM Brands

Adina是STM Brands的联合创始人兼产品总监。这是一家跨国公司，生产独特的数字配件，为重要的日常使用设备提供保护。其产品组合包括手机壳、笔记本电脑包、iPad和笔记本套以及其他科技配件消费品。STM Brands是两个全球品牌STM Goods和Element Case的母公司。每个品牌都有独特的标识形象，通过设计、用材和品牌等为人所知和喜欢。

Adina于1998年创立STM Brands。该品牌从澳大利亚邦迪低调起步，目前其办事处和仓储已经发展到悉尼、圣地亚哥、马来西亚、中国香港和英国等地，产品在30个地区的商店中销售。除了STM Goods品牌外，该公司还拥有Element Case，一个高端手机壳的奢侈品牌。Adina的背景是产品开发，曾担任多个澳大利亚品牌的配件买手。

她还是Mentor Walks的联合创始人，这是一个女性系列活动，其中导师和学员每月一次结成小组搭档散步。2016年10月，Adina和她的合作伙伴Bobbi Mahlab在悉尼创办了Mentor Walks，目前正在悉尼、墨尔本、布里斯班、卧龙岗和堪培拉等地举办活动，并计划2019年扩展到维多利亚地区。

Adina和她的STM Brands联合创始人Ethan Nyholm在2012年度安永企业家奖中获得澳大利亚东部地区提名。Adina曾担任2013年澳大利亚墨西哥城G20青年企业家峰会代表团成员，是2016年度安永亚太区成功女性企业家项目获奖女性，曾入选Inspiring Rare Birds的“澳大利亚50位最具影响力女企业家”，并且是悉尼企业家协会的活跃成员。

Adina和她的丈夫Marc以及三个孩子Levi、Samara 和Gabriel住在悉尼。



@DrFarrahHani



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Farrah-Hani Imran

整形与重建外科、烧伤科和创伤护理团队主管

马来西亚国民大学

Farrah-Hani Imran是马来西亚国立大学整形与重建外科、烧伤科和创伤护理团队主管，也是都柏林大学医学院博士生，已修至最后一年。1989年至1994年，她代表马来西亚参加艺术体操。在那段时间里，她曾两次担任马来西亚国家女运动员、吉隆坡女运动员和马来西亚国家女运动员决赛选手。她曾4年获得东南亚冠军，5次获得马来西亚全国冠军和马来西亚国家学校体育冠军。她是第一位代表马来西亚参加1993年西班牙阿利坎特世界锦标赛的马来西亚体操运动员。

她获得马来西亚青年和体育部颁发的体育奖学金，用于学习剑桥的A-level和爱尔兰皇家外科医学院（RCSI）的医学学科。在公共服务方面，她获得了扶轮社（Rotary Club）社会贡献奖和麦当劳青年成就奖（McDonalds Youth Achievement Award）。她自愿担任马来西亚国家艺术体操队队长，以及联合国难民事务高级专员办事处（UNHCR）健康部门在吉隆坡的志愿健康教育工作者。她于2002年成为第一位获得RCSI颁发毕业生协会奖章的马来西亚人，于2006年获评Her World年度青年女性奖，并于2011年获得美国整形外科医师协会的康斯特布尔奖学金（Constable Fellowship Award）。

空闲时间里，Farrah是一名女子橄榄球/足球队医，也获邀志愿进行多次励志演讲和教育演说，倡导精神健康、女性赋权、道德伦理、原则诚信。

越南：女性商界领袖交流活动

第二天——4月9日，星期二 18:00

活动当晚首先进行的是妙趣横生的小组讨论，您将聆听四位女性企业家讲述她们的创业之旅。小组讨论之后，您将有机会与越南商界的资深女性商业领袖、政府领导人和企业家进行交流。

成功女性企业家：激励人心的故事

每年，安永都会遴选具有高增长业务，并且有潜力在全球扩展业务的优秀成功女性企业家参加“成功女性企业家”项目。这些女性企业家通常拥有不同的起点，来自不同的国家，背景和兴趣各异。然而，她们都有一个共通点，她们开始时都能够意识到市场存在一个尚未满足的需求缺口，并能找到满足需求的可持续解决方案。今天，四位成功女性企业家将分享她们的创业故事，她们对客户至上的看法以及长久以来收获的经验教训。



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Tony Duong

越南胡志明办事处主管合伙人, Ernst & Young Vietnam Limited

Tony是Ernst & Young Vietnam Limited越南胡志明办事处主管合伙人和审计服务主管合伙人。他拥有22年工作经验，2008年1月从澳大利亚珀斯转入胡志明办事处，在澳大利亚有3年为多个行业的上市公司提供审计服务。在澳大利亚工作之前，Tony供职于芝加哥的安永办事处，主要为在美国证监会注册的大型企业提供服务。

他毕业于University of Wisconsin Milwaukee（威斯康星大学密尔沃基分校），主修会计，获工商管理学士学位。他是美国、澳大利亚和越南注册会计师。

Tony曾担任财政部顾问，为员工提供国际财务报告准则培训，目前是美国和澳大利亚商会成员。

他是越南Operation Smile（微笑行动）咨询理事会副主席。Operation Smile是一个致力于为中低收入国家的儿童提供安全、高质量的兔唇裂腭手术，以及手术后及后续治疗的国际儿童医疗慈善机构。



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Caroline Gondokusumo

创始人兼首席执行官

Dutakom Wibawa Putra Group

Caroline是PT Dutakom Wibawa Putra Group的创始人兼首席执行官。该公司是印度尼西亚一家无线互联网服务提供商，致力于“以优质互联网连接未连接”为宗旨。依托品牌 D~NET，公司通过信息技术协助改善教育系统，通过互联网相关的解决方案赋权企业和社区。此外，Caroline在印度尼西亚还拥有一家无线数据设备分销公司Spectrumindo。

Caroline的职业生涯始于印度尼西亚PT Dyviacom Intrabumi营销主管，当时正值互联网时代早期。她生性富有创造力，时刻留意着可以独立实施其互联网服务想法的机会。在创业初期，她几乎没有任何计算机背景。凭借她对技术的热情和积极学习，她创建了东爪哇地区最大的私人无线网络。2004年，微软任命Caroline为其在东爪哇地区的市场拓展合作伙伴；2016年，Facebook与她合作实施其internet.org项目。目前，Facebook已将该项目发展为ExpressWiFi 计划。

2017年，Dutakom Wibawa Putra Group获颁Facebook的ExpressWiFi 计划的Achievers Award（实现者奖）。Caroline曾入选2018年度安永的印度尼西亚成功女性企业家项目。此外，她还担任Entrepreneur Organization印度尼西亚东部分会会长，以及G20青年企业家联盟（Young Entrepreneurs Alliance）印度尼西亚代表团主席。

Caroline正努力实现她的梦想计划，希望通过互联网连通印度尼西亚偏远村庄，为“印尼制造4.0”贡献自己的力量。在她的领导下，公司还在努力改善印度尼西亚的教育系统。她的目标是到2023年底前为国内至少1,000所学校和3,000座村庄提供互联网连接。



张红梅

创始人兼董事长

阳光印网

张红梅持有清华大学经济管理学院EMBA学位和中国政法大学法学博士学位。张红梅是连环跨界创业者，她先后在传统印刷业、投行及互联网行业进行了三次创业。

2011年，张红梅跨界创办阳光印网，搭建互联网采购平台，为企业客户提供印刷品、定制品、礼品等的大规模定制服务。经过近7年的发展，阳光印网目前已经拥有数十万中小企业客户和数千家集团客户。张红梅的愿景是将阳光印网打造成一个全面的企业服务平台，把阳光、透明、高效的服务推广至全球，高效便捷地满足企业一切所需。

2017年，阳光印网荣获2017年度最佳企业服务创新奖，同时张红梅个人因其敏锐的洞察力和对跨界资源的整合能力，入选2017中国十大经济潮流人物。她继续自己的创业之旅，实现她帮助每家公司建立自己的采购管理系统的梦想。

欢迎来到越南：女性商界领袖交流活动



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Victoria Kluth

总经理, Araza

Victoria Kluth是一位成功的企业家和经验丰富的技术主管。最初她担任一名技术顾问，现在她成为Araza的总经理。Araza是一家技术系统集成商，专门负责实施高度复杂的解决方案，包括基于云的应用程序和数字解决方案。成立五年后，Araza已成长为澳大利亚最大的咨询初创公司之一，专注于性能、可用性、可访问性和灾难恢复等。

Victoria领导一支由350人组成的团队，并与IBM、埃森哲和Infosys等企业展开竞争。她真诚的领导风格帮助她的员工发挥最大潜力，并为客户提供行业领先的解决方案，其中大部分是澳大利亚证券交易所 200强企业。

Victoria热衷于在创业过程中实现多元化和性别平等，建立了名为“2186”的组织。该组织致力于建立网络、教育和协助企业雇用多元化和性别平等的团队，并在企业内实现公平薪酬。

Araza获颁“Westpac明日企业奖”，并出现在许多增长最快的组织名单上，其中包括伦敦《金融时报》“亚太区高增长公司”榜单。Victoria于2017年被评为Optus My Business“年度企业领袖”，并获得ARN Startup“年度企业家”奖项。



@kawanorie



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Rie Kawano

首席执行官, COGNITEE Inc.

Rie是COGNITEE Inc. 的首席执行官和创始人，COGNITEE Inc.是一家位于东京的人工智能软件公司，专注于语境分类。COGNITEE自主研发技术来分析文章和对话的逻辑结构。该公司协助客户对数据进行定量分析，例如“高绩效者”，“优秀团队”和“富有成效的会议”等已经经过定性分析的数据。Rie目前领导一支由150多人组成的全球团队，通过远程工作负责数据设置和数据清理。

Rie的创业之路始于她十几岁的时候，当时尚处于互联网时代的早期，她建立了一个致力于体育科学的企业。后来，她毕业于庆应义塾大学，获得商业学位，后来为索尼公司工作，之后在DeNA任职。在索尼工作期间，她在东京电机大学主修电信技术专业。

根据Rie在索尼工作的经历，她确保她的公司也专注于“增加情报工作岗位”。COGNITEE于2018年在旧金山举行的TechCrunch Disrupt技术大会上获得了Graylock奖。作为一名成功的女企业家，Rie公司80%的员工都是女性也就不足为奇了。



Building a better
working world

如何发展您的网络， 使之有助于您的业务 增长？

了解您所在社区的成功女性企业家。帮助她们帮助您。让她们知道您的公司。成功女性企业家来自全球65个国家，足迹遍及所有大洲和行业。

#WinningWomen #WomenFastForward

The better the question. The better the answer.
The better the world works.



认识2019年项目参加者

认识安永举办的安永亚太区成功女性企业家项目的参加者。这群充满活力的女企业家创办了区内多家领先的高增长企业。通过参与该为时一年的定制领导力培训项目，参加者将能接触到有助于她们扩充业务、成为全球市场领导的顾问，以及获取所需的资源与洞察观点。



“

我们的目标是通过努力建立一个协作紧密、多元开放的世界，让人文回归商业，消除文化界限的障碍，促使企业扩张，员工发展。



Corinne Bot
创始人兼首席执行官
Polyglot Group
澳大利亚

Corinne是Polyglot Group的创始人兼首席执行官，这是一家全球领先的精品咨询公司，总部位于澳大利亚悉尼。

在招聘机构工作期间，她发现了通过双语或双文化招聘帮助外国企业开拓澳大利亚市场的商机。现在，凭借20多年的经验，Corinne为客户提供以人为本的全方位服务，如人力资源咨询和外包、人才招聘和薪酬处理外包。

Polyglot Group创始之初只有一人，现在拥有来自世界各地的众多优秀人才。在Corinne的领导下，公司在全球范围内扩张业务，遍及欧洲、美国和非洲各地。Corinne是多元化的坚定拥护者，深信领导者必须积极参与社区活动。她是法国政府的贸易顾问，也是澳大利亚法语社区的领导者。

Corinne凭借多年来的工作赢得诸多奖项，包括2016年获得的“荣誉勋章”（相当于澳大利亚勋章），以及2010年“新南威尔士澳大利亚电信商业女性奖”。她一直是企业家精神和商业伙伴关系的坚定支持者。除了在创业上的成功，她认为孩子是她最大的个人成就。因此，Corinne继续她的“让人文回归商业”之路，积极创建一个没有文化界限的公司，员工可发展的世界。

“

我们的目的是通过在所有渠道中开发创意视频内容，以新颖和有意义的方式吸引人们。如此，我们为客户的业务增加价值，帮助他们实现目标。



Renece Brewster
首席执行官
Visual Domain
澳大利亚

Renece是澳大利亚领先的视频制作公司Visual Domain的首席执行官，该公司致力于开发全渠道的创意视频内容。她觉察到为网络开发电视质量视频的商机，在26岁之龄就与他人共同创立了公司。Renece拥有超过10年的视频营销经验，为迄今为止面临视频高成本和长周转时间问题的公司提供创新且具成本效益的视频解决方案，配合他们的视频要求。她在澳大利亚领导一支百人团队，每周制作300多个视频，客户包括澳大利亚国家银行（NAB）、保柏（Bupa）、Mind Your Own Business（MYOB）、REA Group和Seek。

Renece对所有数字产品都充满热忱，创建了一个基于云的专有平台，以简化视频制作的各个方面并降低成本，从而使公司实现规模化生产。她利用日益增长的视频需求，带领公司开发了许多创新的解决方案——从低成本的自动生成方案到交互式视频和全景视频制作。她还担任该公司的财务总监，目前仍保持自筹资金，并领导销售工作。

Renece曾入围2016年“女性议程领导奖”的年度新兴企业家决赛，并带领她的公司在2018年赢得“Mumbrella年度制作机构奖”。作为两个孩子的母亲、马拉松运动员和咖啡迷，Renece也热衷于鼓励女性创业。她是SheStarts的顾问，并担任Girls in Tech Australia的董事会成员，这是一个非盈利组织，帮助女性在科学、技术、工程和数学（STEM）领域发展自己的事业。

“

以精干团队、专门产业、精准投资为原则，不忘初心，极致而为，致力成为一家专注中国家庭头等大事的中国百年企业。



程璇
执行董事
三盛集团
大中华

程璇是三盛集团执行董事，三盛控股总裁。三盛集团是一家大型工业投资集团，拥有三盛房地产、三盛教育、三盛健康和三盛科技四大业务，并拥有多家国内和香港上市公司。

三盛集团深深扎根于满足中国家庭改善生活条件、教育、健康和科技的需求。为此，集团专注于房地产开发、工业运营、投资和工业资源。从产品和服务到战略，集团的使命是关注“中国家庭的头等大事”，为其提供更好的生活。三盛房地产是中国48大全国性房地产企业之一。它还被列入全国十大房地产经营业绩企业，以及全国十大房地产盈利企业。

作为中国优秀女企业家的代表，程璇从事各种慈善活动、公共服务和民间外交。她已经建立了300多个公益项目，在中国促进公益性社会活动。作为福建省女企业家协会会长，她带领女企业家聚集资源，建立经济双赢平台，并捐赠资金补贴学生教育。在她的领导下，该协会还关心妇女的健康需求，并帮助贫困儿童和弱势群体。

“

我们的愿景是让每个中国的企业都有自己的采购管理系统。我们将打造全面的企业服务平台，把阳光、透明、高效的服务推广至全球，高效便捷地满足企业一切所需。



张红梅
创始人兼董事长
阳光印网
大中华

张红梅持有清华大学经济管理学院EMBA学位和中国政法大学法学博士学位。张红梅是连环跨界创业者，她先后在传统印刷业、投行及互联网行业进行了三次创业。

2011年，张红梅跨界创办阳光印网，搭建互联网采购平台，为企业客户提供印刷品、定制品、礼品等的大规模定制服务。经过近7年的发展，阳光印网目前已经拥有数十万中小企业客户和数千家集团客户。张红梅的愿景是将阳光印网打成一个全面的企业服务平台，把阳光、透明、高效的服务推广至全球，高效便捷地满足企业一切所需。

2017年，阳光印网荣获2017年度最佳企业服务创新奖，同时张红梅个人因其敏锐的洞察力和对跨界资源的整合能力，入选2017中国十大经济潮流人物。她继续自己的创业之旅，实现她帮助每家公司建立自己的采购管理系统的梦想。

“

我们的目标是成为最大的无线互联网服务提供商（WISP），以优质互联网联接未联接为宗旨，通过信息技术改善教育系统，通过互联网相关的解决方案赋权企业和社区。我们将秉承我们的核心价值观，包括以客户为中心、卓越的执行力、价值创造、强烈的求知欲和赋权，努力实现目标。”



Caroline Gondokusumo

创始人兼首席执行官

Dutakom Wibawa Putra Group
印度尼西亚

Caroline是PT Dutakom Wibawa Putra Group的创始人兼首席执行官。该公司是印度尼西亚一家无线互联网服务提供商，致力于“以优质互联网联接未联接”为宗旨。依托品牌 D~NET，公司通过信息技术协助改善教育系统，通过互联网相关的解决方案赋权企业和社区。此外，Caroline在印度尼西亚还拥有一家无线数据设备分销公司Spectrumindo。

Caroline的职业生涯始于印度尼西亚PT Dyviacom Intrabumi营销主管，当时正值互联网时代早期。她生性富有创造力，时刻留意着可以独立实施其互联网服务想法的机会。在创业初期，她几乎没有任何计算机背景。凭借她对技术的热情和积极学习，她创建了东爪哇地区最大的私人无线网络。2004年，微软任命Caroline为其在东爪哇地区的市场拓展合作伙伴；2016年，Facebook与她合作实施其internet.org项目。目前，Facebook已将该项目发展为ExpressWiFi 计划。

2017年，Dutakom Wibawa Putra Group获颁Facebook的ExpressWiFi 计划的Achievers Award（实现者奖）。Caroline曾入选2018年度安永的印度尼西亚成功女性企业家项目。此外，她还担任Entrepreneur Organization印度尼西亚东部分会会长，以及G20青年企业家联盟（Young Entrepreneurs Alliance）印度尼西亚代表团主席。

Caroline正努力实现她的梦想计划，希望通过互联网连通印度尼西亚偏远村庄，为“印尼制造4.0”贡献自己的力量。在她的领导下，公司还在努力改善印度尼西亚的教育系统。她的目标是到2023年底前为国内至少1,000所学校和3,000座村庄提供互联网连接。

“

我们的目标是通过创新成为全球市场的领导者，促使全球各地每个女性的化妆包中有至少一种我们的产品。因此，我们将致力于为客户提供信心和快乐，成为排名第一的引领潮流的彩妆公司。



Hyun Oak Han (Helen)

创始人兼首席执行官

CLIO Cosmetics
韩国

Helen在延世大学社会学系毕业并获得硕士学位，第一份工作是在韩国科学技术院担任研究员。

她在33岁时创立CLIO Cosmetics公司，与欧洲外包公司合作开发创意彩妆，开辟了韩国的专业彩妆市场。通过与韩国外包公司的联合开发，Helen持续进行优质创新。她成功引领韩国化妆品市场，首次在韩国推出“烘焙眼影”，以及像纹身一样持续七天的“纹身眉毛”等创新产品。进入千禧年，CLIO Art Cosmetics将艺术家的艺术品应用于化妆品容器，奏响韩国美容和艺术融合的前奏。通过将营销创意引入韩国化妆品市场，CLIO Cosmetics从1997年销售额为90万美元的小公司发展为2017年销售额达1.71亿美元的中型蓝筹公司。CLIO共赢得92项美容奖，以及9项健康和美容奖。凭借其久经考验的增长力和透明度，CLIO于2016年11月在韩国证券交易所KOSDAQ上市。

Helen通过她的创业公司，开展各种活动积极影响本地和国家经济，包括促进公众利益，实施责任管理，如为贫困妇女和儿童捐款。CLIO秉承“人才成就未来”这一以人为本的管理理念，在2013-2017年间实现了30%的年均就业增长率。Helen创造了工作岗位，为女性提供更多机会。通过各种人力资源培训策略，她实现了76%的女性就业率，被公认为创造就业机会的最佳雇主。

“

我们的愿景是通过技术来识别认知偏差,并释放创造力。我们目前是一个由150多人组成的团队,远程从事全球数据设置和数据清理工作。

**Rie Kawano**

首席执行官

COGNITEE Inc.

日本

Rie是COGNITEE Inc. 的首席执行官和创始人, COGNITEE Inc.是一家位于东京的人工智能软件公司,专注于语境分类。COGNITEE自主研发技术来分析文章和对话的逻辑结构。该公司协助客户对数据进行定量分析,例如“高绩效者”,“优秀团队”和“富有成效的会议”等已经经过定性分析的数据。Rie目前领导一支由150多人组成的全球团队,通过远程工作负责数据设置和数据清理。

Rie的创业之路始于她十几岁的时候,当时尚处于互联网时代的早期,她建立了一个致力于体育科学的企业。后来,她毕业于庆应义塾大学,获得商业学位,后来为索尼公司工作,之后在DeNA任职。在索尼工作期间,她在东京电机大学主修电信技术专业。

根据Rie在索尼工作的经历,她确保她的公司也专注于“增加情报工作岗位”。COGNITEE于2018年在旧金山举行的TechCrunch Disrupt技术大会上获得了Graylock奖。作为一名成功的女企业家,Rie公司80%的员工都是女性也就不足为奇了。

“

我们减少医生的文书工作,帮助因各种原因离职的女性医疗保健服务工作者重返工作岗位,改善职业生涯,从而使人们生活得更轻松。

**Fumiko Kawashima**

首席执行官

Cloud Clinic Co., Ltd.

日本

Fumiko毕业于日本福祉大学社会福利专业。自毕业以来,她在医疗福利行业工作多年。父亲因癌症去世使她意识到“家庭保健”的必要性。这激发了她建立Cloud Clinic有限公司的想法,其旨在解决两个关键问题:减少医生的文书工作,使提供医疗保健服务的女性工作者在因育儿和其他原因离职后重新开始工作,改善她们的职业生涯。

Cloud Clinic提供基于云技术的外包服务。

Fumiko荣获日本开发银行赞助的第六届DBJ女性新商业计划竞赛女企业家奖。该活动支持女性企业家创业。

“

通过提供出入境人力资源，我们提供与世界其他地方之间宝贵的联系，并创造机遇，促进人力资源、公司和各国的全球化。

**Eriko Kikuchi**

首席执行官

Tiger Mov Inc.

日本

Eriko信奉的座右铭是：“没有时间犹豫。”她毕业于关西学院大学的政策研究专业，并在中国完成了实习。在中国苏州大学学习期间，Eriko在上海一家五星级酒店实习了半年，担任笔译、口译和VIP记者。毕业后，她作为应届毕业生加入了人力资源公司Job Web Corporation，从事销售业务。她在Job Web Corporation内部启动了海外实习项目“AJITORA”。在向国外派遣了600多名实习生后，她成立了Tiger Mov Inc.。她到世界各地促进日本与世界其他地方建立联系，创造机遇。

Eriko荣获了2017年全国工商会妇女协会颁发的女性企业家大奖创业类特别奖。

“

我们将继续在全球范围内提供高质量的交付解决方案和技术方案，同时忠于‘铸就伟大’和‘心怀感恩’的价值观。

**Victoria Kluth**

总经理

Araza

澳大利亚

Victoria Kluth是一位成功的企业家和经验丰富的技术主管。最初她担任一名技术顾问，现在她成为Araza的总经理。Araza是一家技术系统集成商，专门负责实施高度复杂的解决方案，包括基于云的应用程序和数字解决方案。成立五年后，Araza已成长为澳大利亚最大的咨询初创公司之一，专注于性能、可用性、可访问性和灾难恢复等。

Victoria领导一支由350人组成的团队，并与IBM、埃森哲和Infosys等企业展开竞争。她真诚的领导风格帮助她的员工发挥最大潜力，并为客户提供行业领先的解决方案，其中大部分是澳大利亚证券交易所200强企业。

Victoria热衷于在创业过程中实现多元化和性别平等，建立了名为“2186”的组织。该组织致力于建立网络、教育和协助企业雇用多元化和性别平等的团队，并在企业内实现公平薪酬。

Araza获颁“Westpac明日企业奖”，并出现在许多增长最快的组织名单上，其中包括伦敦《金融时报》“亚太区高增长公司”榜单。Victoria于2017年被评为Optus My Business“年度企业领袖”，并获得ARN Startup“年度企业家”奖项。

“

在迄今为止以男性为主导的消防设备行业，我们成功地为女性提供了发展空间。展望未来，我们希望不断发展我们的公司，使所有工程师都获得良好的回报，每个人无论男女，都可以最大化发挥其潜力。



Takako Kurosu

首席执行官

Yotsuba Maintenance Co., Ltd.

日本

Takako是Yotsuba Maintenance的首席执行官，该公司是一家日本的消防设备相关的服务机构。她在38岁时开始了创业之旅，其使命是应对消防设备领域的多样性差距，提供女性观点。

Takako出生于东京，她在抚养两个孩子的同时，开始担任育儿杂志的作者，并任职一家育儿中心经理。之后，她开始从事护理工作，包括在老年人护理机构为患者读书。然而，当她被诊断出患有声带炎后，就停止了这项工作。

后来，Takako开始检查消防设备并获得了防火设备人员许可证（日本的全国消防工程资格）。随后，她成立了Yotsuba Maintenance，并成功在一直以男性为主导的消防设备行业中为女性提供了发展空间。Takako作为女性创业的例子十分鼓舞人心。通过她一直以来的领导，该公司使所有工程师都能获得良好的回报，每个人无论男女，都可以最大化发挥其潜力。

“

我们的愿景是通过人工智能和数据分析技术提供端对端的数字传媒解决方案，成为寻求打造‘相关消费者体验’客户的第一选择。为此，我们力求为现实和虚拟世界带来有形成果。



Jayomi Lokuliyana

联合创始人兼首席执行官

zMessenger

斯里兰卡

Jayomi是zMessenger的联合创始人和首席执行官。zMessenger是一家全面服务型数字广告科技公司，专注于设计和提供全方位的数字化消费体验。作为获得多项殊荣的企业家、热衷于创业，也是女性创业推广人和营销策略师，她带领公司跻身斯里兰卡最具创新力公司之一。

Jayomi是一位著名导师，为年轻企业家或有志于成为企业家的年轻人传授经验。她曾为谷歌商业社区（GBG）和Google Women Will计划做出贡献，担任特许管理会计师公会（CIMA）的LEAP学生辅导计划导师。她曾获颁多项殊荣，包括2018年新加坡Business Excellence & Research Group颁发的Women Icon Award Asian（亚洲女性榜样奖）、2017年South Asian Business Partnership Award（南亚商界合作伙伴奖）年度最佳女企业家奖（Best Woman Entrepreneur of the Year）、2015年斯里兰卡Women Chamber of Industry and Commerce（女工商总会）颁发的年度女企业家奖（Woman Entrepreneur of the Year），也入选Echelon的40位40岁以下商业创新者。

她持有University of Sri Jayewardenepura的Postgraduate Institute of Management的工商管理硕士学位以及英国特许营销学会（Chartered Institute of Marketing）研究生文凭。

“

我们通过具有中国文化特色的内容、增加文化自信、坚实国家文化软实力, 大力彰显中华文化魅力。同时, 我们把每一个国家的文化名片带给中国的观众。



梅卿

创始人兼董事长

上海梅卿传媒集团有限公司

大中华

中国知名传媒人士梅卿是梅卿传媒集团的创始人。她受过良好的教育, 持有工商管理 and 品牌管理两个硕士学位。梅卿还是清华大学汽车营销EMBA首届毕业生。自1999年以来, 梅卿的公司潜心研究汽车产业与文化传媒业的融合发展。梅卿在这些领域的成功毫不为奇。

梅卿还是《汽车与配件》等杂志的出品人, 及《梅卿快车道》电视节目主持人。她最成功的媒体节目是《梅卿看世界》, 让世界看到中国优秀的传统文化, 让中国人了解世界各国的文化名片。在这个访谈节目中, 她已经邀请了约60个国家的驻华大使介绍本国的文化及其与中国文化的差异。此外, 她出品的《车厘车外》也广受关注, 这是一档为汽车品牌定制的网络汽车节目。

梅卿被聘任为“东方电影艺术学院”客座教授, 她的上海梅卿传媒集团有限公司在第二届博鳌企业论坛上获颁中国文化产业领军品牌。

秉承“引领实力制作 专注品质传播”的宗旨, 梅卿坚信在创新中求发展, 这样企业才能最大限度地发挥潜能。

“

通过将拍卖业务做精做强, 我们将逐步渗入进文化产业。我们期待投资不同行业, 打造多元化发展道路。



瞿金叶

董事长

未来四方集团

大中华

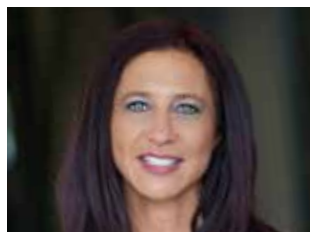
瞿金叶是未来四方集团的董事长。她出生于中国甘肃省兰州市, 1980年在一家国营纺织公司开始了自己的职业生涯, 在那里她作为纺纱工人工作了九年。1989年, 她成立了四方会计公司。1992年, 她成立了未来四方集团。2000年, 她经人介绍产生创办拍卖业务的想法, 三年后, 该公司进行了第一次拍卖。到目前为止, 四方集团已成功举办了2,000多场拍卖会, 累计总值达400亿人民币。拍卖品包括房地产、土地和机动车以及文物。该公司还举办了近100场慈善拍卖会。四方集团已经获得中国拍卖行业AAA级资质, 并曾荣获企业创新奖。经过约30年的经营, 四方集团有五个业务板块: 拍卖(资产与艺术品)、文化传媒、海外房地产开发、金融和生态科技农业。它还有两个商业园区——丝绸之路文化产业孵化园和陇商汇文化创意产业园。

瞿金叶拥有三十多年的工作经验, 为社会做出了重要贡献, 并在国家、省、市各级赢得了许多荣誉。她拥有丰富的知识和业务管理实践, 始终坚持“引领未来, 惠及四方”的使命。

作为新时期女企业家的优秀典范, 瞿金叶专注于公益事业。她致力于为她家乡甘肃服务。截至目前, 未来四方集团已向超过3,000名个人和弱势群体捐款超过2,000万人民币。捐赠内容包括文化保护、教育改善、扶贫、救灾、资助单亲母亲和留守儿童等。该集团在甘肃贫困地区建立扶贫工作坊, 从而建立一个农产品电子商务平台, 帮助贫困人口, 具体包括“爱心枸杞园”认购、“陇原巧手”扶贫和“千企帮千村精准扶贫”等行动。甘肃当地农产品销往各地, 贫困农民则可以从这些举措中受益。

“

我们希望持续成为配制和创造健康道德产品的国际市场领导者。我们的产品开发知识以及文化帮助我们持续在全球市场推出澳大利亚品牌。



Sharon Rechtman

首席信息官兼所有人

Total Beauty Network

澳大利亚

Sharon是Total Beauty Network TBN的首席信息官(CIO)和所有人。TBN是一家创造和营销美容品牌的企业。2006年,当Sharon与丈夫一起创立DB Cosmetics时,她开始了在美容品牌的创业之路。今天, TBN在全球30多个国家拥有营运足迹,生产零残忍、健康及道德的化妆品。

Sharon在一个非常成功的创业家庭中长大,天生流淌着商业血液。在成立TBN之前,她是一家顶级咨询公司成员,她为索尼、BMG、丰田、科尔斯迈尔和澳大利亚电信等公司实施了转型项目。这种实践经验和她对学习的热衷最终促成TBN的建立。除了她的创业之旅外, Sharon还一直积极致力于将Arrowsmith项目带到澳大利亚维多利亚州的学校,帮助数百名儿童克服学习困难。

2018年, TBN荣获澳大利亚最大制药集团TerryWhite Chemmart的“年度供应商奖”,并在Pure Beauty Awards上获颁“最佳天然新产品奖”。

通过利用TBN的产品开发知识和独特文化, Sharon持续向全球消费者介绍澳大利亚品牌,这些消费者寻求与大众美容产品同等功效的天然替代品。随着TBN的增长和扩张,她成为了首席信息官这一更有针对性的角色,主管企业的技术和运营。为了进一步全球扩张, Sharon将转任首席战略官。

“

我们致力于帮助日本公司销售其产品,无需在海外设立总部。虽然物流网络还不完善,但未来几年它们将会发生很大变化。我们已准备好迎接这种颠覆,发展和扩张我们的业务。



Kanae Sakane

首席执行官

Asian Bridge Inc.

日本

Kanae是Asian Bridge Inc.的首席执行官,这是一家总部位于东京的电子商务公司,旨在通过互联网的力量将日本产品推广到整个亚洲。Kanae通过低成本和低风险的物流服务,帮助她的企业客户发展业务。

Kanae出生于台湾,在日本接受教育。在2004年从早稻田大学获得硕士学位后,她加入了Recruit Group。2010年,她离开Recruit追求童年梦想——通过发展物流业,建立台湾与日本之间的联系,她已将这个梦想孵化为如今的Asian Bridge公司。

2015年, Kanae推出一站式服务,以支持电子商务行业。2017年,她开发了一个基于云的海外销售系统BUMB,这是一种跨境电子商务服务,旨在帮助日本公司销售其产品,无需在海外设立总部。Kanae认为,虽然物流网络还不完善,但未来几年它们将会发生很大变化。通过发展和扩大Asian Bridge,她希望向亚洲各地的人们介绍更多日本产品。

“

我们的愿景是通过发展技术成为木材行业的全球领导者，并为客户支持和服务创造新标准。最后，我们希望确保在木框架和桁架行业工作的每个人都是安全的。



Shelena Serrano

总监兼运营经理

Vekta Automation

澳大利亚

Shelena最初在Vekta工作，为她的丈夫提供支持。她很快意识到，她的教学背景能让她对业务产生积极影响，并作为一个积极的商业伙伴参与其中。

作为一个在男性主导的技术行业缺乏工程背景的女性，Shelena过去常常淡化她促使Vekta成功的作用。但现在已经不同。Shelena意识到，要持续成为成功的企业，Vekta不能仅仅依靠工程和机器。人员间的协同工作也很重要。从“簿记员贤内助”开始，Shelena已在企业中担任战略发展的角色，助推Vekta的工作重点超越技术和工程，不断寻求业务改进和发展的途径。

除了在Vekta的工作，Shelena还养育三个孩子。她也支持当地社区，担任当地学校理事会成员以及西澳大利亚非营利组织Communicare副主席。

“

我们力图通过设计在全球发声，对南亚以外地区产生影响。我们的宗旨是营造独特的环境，鼓励人们通过设计而变得与众不同。



Linda Speldewinde

创始人

AOD Colombo

斯里兰卡

Linda是一位杰出的女性企业家，她2001年在科伦坡创立了设计学院（Academy of Design）。她专注于概念化设计，2009年推出斯里兰卡设计节（Sri Lanka Design Festival）。2010年，她开了一家网店Island Crafts，将设计与乡村社区相结合，从而打造创新创业文化。仅仅一年之后，她设立了Design for Sustainable Development Foundation（持续发展设计基金）。2015年，她创立了在线时装品牌，fashionmarket.lk和斯里兰卡梅赛德斯-奔驰时装秀型台（Mercedes-Benz Fashion Runways Sri Lanka）。

Linda是一位专注上进的女性，她认为“斯里兰卡对优秀设计的需求”是她努力的动力。她解释道：“我们缺乏优秀的设计，因为我们缺乏有良好教育背景的设计师。”为此，她开始与英国诺森比亚大学（Northumbria University）建立长期关系，将她的设计学院与诺森比亚（Northumbria）设计学院（School of Design）建立了合作关系。

2009年，她获颁英国文化协会（British Council）的 International Young Fashion Entrepreneur Award（国际年轻时装企业家奖）。她在斯里兰卡“40位40岁以下”最具影响力年轻领袖榜单上位居首位。2018年，她被英国诺森比亚大学（Northumbria University）授予民法荣誉博士学位，以表彰其为打造全球创意创新现代力量所做出的努力。她坚信设计可以对国内的教育、乡村手工艺和社区产生一定的影响，助力斯里兰卡社会和文化的可持续发展。

“

我们致力于为女性提供目前最好的健康的生活方式,为她们提供感觉良好并获得鼓舞的运动服和运动休闲服。我们的愿景是创建一个长期品牌和强大的用户群体,而不仅仅是销售的产品品牌。



Julie Stevanja
创始人兼首席执行官
Stylerunner
澳大利亚

Julie是Stylerunner的创始人兼首席执行官, Stylerunner是一家高级设计师运动服和运动休闲零售商,总部位于新南威尔士州。Julie在2012年创办该公司,以应对运动服装市场的多元化差距。她实现满足女性运动服装需求的目的,带领Stylerunner在短短三年内实现了惊人的1,700%增长。

Julie在南澳大利亚大学主修市场营销,辅修金融,获取商科学位后,入职澳新银行。她从事机构融资业务五年,负责分析房地产投资组合。这帮助她磨练了自己的创业技能。Julie还曾在伦敦的一家初创技术公司MUBI(一家流媒体服务商)担任市场营销主管,以及澳大利亚和新西兰业务发展主管。后来,她成立了Stylerunner,经营至今。

“

我们的愿景是成为营养产品领域的领先企业,可持续发展,使消费者获益。



Le Tran 博士
首席执行官
NutiFood
越南

Le博士于2000年踏上创业征程,成为NutiFood的创始股东。2000年,她担任总监一职,2002年担任董事长兼首席执行官。公司的初始产品主要分为三个类别:针对儿童及孕期和哺乳期母亲的营养粉、营养奶粉和高能量营养食品。2000至2007年,NutiFood增长显著。

为支持NutiFood通过扩张分销网络实现增长的计划,Le博士于2008年初呼吁其他股东通过非公开配售和IPO交易(非上市公众公司)方式新增投资。IPO前,她辞去了首席执行官职务,关注其他项目。然而,2008年,NutiFood遭受了经济损失和危机,Le博士被董事会邀请重掌首席执行官一职,以挽救企业。她奋力补救公司的损失,带领公司恢复增长。2008年末,NutiFood开启了一个新篇章,启动了重组方案,提升了管理能力,调整了增长战略。在她的丈夫和其他可信私人贷款人的支持下,她回购了更多NutiFood股东的股份。

2012年,Le博士卸任董事长职务,让位给她的丈夫。她留任首席执行官,把更多的精力放在新产品开发和市场增长方面。2015年,公司再次成为一家私人企业,Le博士和她的丈夫是公司的两大股东。

Le博士热衷于制造创新的婴幼儿产品,她的长远目标是消除越南的营养不良现象。在越南乳业公司中,NutiFood目前在奶牛场、工厂、营养和健康咨询中心数量以及分销网络方面位列第三位。NutiFood的网络覆盖越南、柬埔寨、菲律宾、中国和美国的64个省份和城市。该公司计划在2019-2020年把业务拓展至瑞典和法国。

2015年,Le博士成为福布斯评选的越南十大成功女性之一,2017年她成为福布斯评选的越南最具影响力的50位女性之一。

“

我们是一家知名服务商，为90个市场的客户提供物流服务。我们致力开拓南非、印度、巴西和其他南美洲市场的业务，着重拓宽和改善其他服务，例如汽车运输、维护和货运代理等。



Cindy Vo
首席执行官兼董事长
ASL CORP
越南

Cindy于2005年创立Amerasian Shipping Logistics (ASL CORP)，公司坐落于越南胡志明市，是一家海空货运代理和物流公司。在辞任某美国航运公司首席代表一职后，她踏上了创业征程，在航运领域创造出一个细分市场。Cindy带领公司提供海上货运代理、航空货运代理、国内汽车运输、报关代理、第三方物流整合和项目货物处理等服务。

尽管市场不成熟，竞争激烈、碎片化严重，同时存在其他技术障碍，但在她强有力的领导下以及明确的公司发展愿景的指引下，ASL CORP已经成为业内全球知名的公司，向全球客户提供服务。ASL CORP为美国、韩国、澳大利亚、加拿大、新加坡和香港等90余个市场的客户提供帮助。公司拥有约110名员工，在越南有6家办事处，另外在加利福尼亚设立了一个分支机构。2018年，公司成为阿里巴巴的官方合作伙伴，通过电商巨头将越南产品推广和出口到全球市场。Cindy及其管理团队的目标是开发更多的南非、印度、巴西和南美客户。2019年，ASL CORP还希望拓宽和改善其他服务，例如汽车运输、维护和货运代理等。

Cindy于2008年获取荷兰Maastricht University工商管理硕士学位，并于2016年获得湄公学院（Mekong Institute）物流硕士学位。她曾荣获多个越南商界奖项，包括2018年胡志明市十大杰出年轻企业家奖。她还在2014年入选亚太区50大商界女性，在2017年入选越南100位最佳女性首席执行官。

Alumnae

Class of 2018



Elidawati Ali Oemar
CEO
Elcorps
Indonesia



Sharala Axryd
Founder and Group CEO
The Center of Applied Data Science
Malaysia



Yueqiong Cao
Chairman
Shanghai Genechem Co., Ltd.
China



Weiyu Chen
CEO and Cofounder
Atzuche
China



Jocelyn Chng
Group CEO
JR Group Holdings
Singapore



Melesa Chua
President and CEO
CDC Holdings, Inc.
Philippines



Abigail Forsyth
Managing Director
KeepCup
Australia



Mariko Hashimoto
CEO
Delighted Inc.
Japan



Mei He
Chairwoman and President
Wailian Group
China



Marina Hirst Tristram
Managing Director
Tasman Bay Food Group
New Zealand



Kelly Jamieson
Managing Director
Edible Blooms
Australia



Kaoru Joho
CEO
TableCross Inc.
Japan



Fumiko Kato
CEO
WAmazing Inc.
Japan



Elizabeth Lee
Chairman
Golden Bridge United Financial Leasing Co., Ltd.
China



Denise Meyerson
CEO
The Focus Learning Group
Australia



Nasaa Narmandakh
Chairwoman
Monpolymet Group
Mongolia



Sarah Timmerman
CEO
Beginning Boutique
Australia



Kiyomi Tsuchiya
Managing Director
Sound-F Co., Ltd.
Japan



Kahoko Tsunazawa
CEO
KIDSLINE Inc.
Japan



Anneke van den Broek
CEO
Rufus & Coco
Australia



Sandra Wanduragala
Chairman
Selyn Sri Lanka
Sri Lanka



Young-mi Youn
Founder and CEO
Highland Foods
Korea



Rachel Zhu
President
Riqing Group
China

Class of 2017



Jill Ang
Managing Director
Ha Li Fa Pte Ltd –
BoBo Fishball
Singapore



Tammy Barton
Founder and
Director
MyBudget
Australia



Li Chen
Cofounder and
Chairman
Life Infinity and
Beijing iLife3
Technology Co. Ltd
Mainland China



**Carrie
Edwards-Britt**
Managing Director
The Amazing Baby
Company and MGI
Australia



**Jessica (Eun
Jung) Lee**
Cofounder and
Chairman
Korea McNulty
Co. Ltd
Korea



Kate Morris
Founder and CEO
Adore Beauty
Australia



Jenny Paradiso
Cofounder and
Managing Director
Suntrix
Australia



**Helene
Raudaschl**
Managing Director
and Co-owner
Indoguna
Singapore
Singapore



**Kim Oanh Thi
Nguyen**
Founder and
Executive
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Wrap & Roll
Vietnam



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Technology Co. Ltd
Mainland China



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Webster**
Founder and CEO
The Australian Skin
Institute Pty Ltd
Australia



**Lakmini
Wijesundera**
Cofounder and CEO
IronOne
Technologies
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Mexarts
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Pilot Academy
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Cofounder, STM
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Xiuru Nan
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Manager and
Cofounder
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Pharmaceutical
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Foodstar
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Hong Kong



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Greenpac
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Stella Fung
Managing Director
Beijing Tong Ren
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Medical Center
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CEO
The Garrard Group
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Dato' Hazimah Zainuddin
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Hyrax Oil Sdn Bhd
Malaysia



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Eve Group
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EOS Corporation
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Qi Lin
Founder
Chexun.com
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Founder and Managing Director
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Founder and CEO
My Property Circles
Bricks for Chicks
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Golden Throat Group
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