

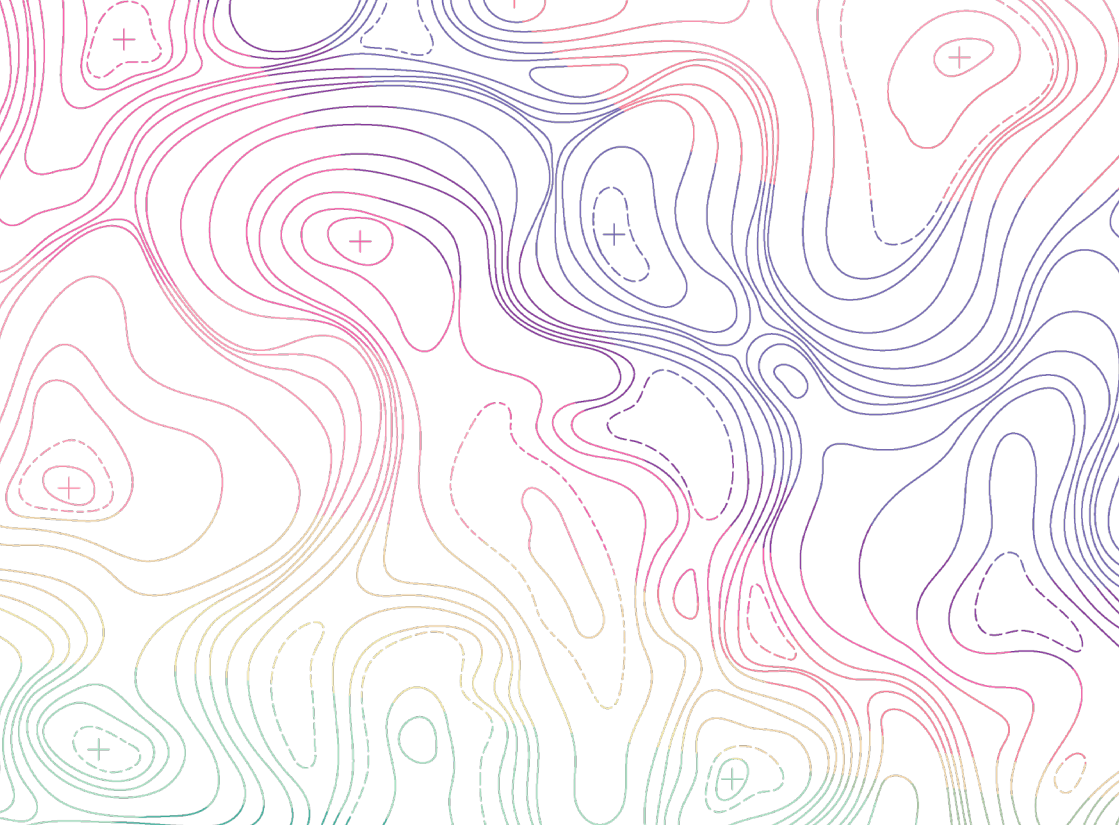


EY Entrepreneur
Of The Year™

2024 Philippines



shaping
OPPORTUNITIES



The Award Categories

From among these category winners will emerge the **EY Entrepreneur Of The Year 2024 Philippines** who will represent the country in the EY World Entrepreneur Of The Year in Monte Carlo, Monaco in 2025.

Master Entrepreneur

An individual who has maintained management excellence over a sustained period of time; the business must have been founded more than five years ago.

Woman Entrepreneur

An individual who has shown exemplary management excellence over a sustained period of time, making her a trailblazer in her particular field of business.

Small Business Entrepreneur

An individual engaged in industry and/or services whose total assets must not have a value exceeding PHP 100 million (excluding land).

Young Entrepreneur

An individual 35 years old or younger who has shown exemplary management excellence over a sustained period of time, making him or her an inspiration and a role model to the youth.

Technology Entrepreneur

An individual who has innovatively leveraged technology to transform and enhance the delivery of products and services to customers, grow the business and create a positive impact on their stakeholders and community.

shaping **OPPORTUNITIES**

recognizes the transformative ability of Filipino entrepreneurs in reimagining and advancing economic and national development with vision, passion and innovation. The theme also honors how achieving business success requires mastering the art of entrepreneurship and infusing creativity, discipline and resourcefulness into enterprises. By showcasing the potential of entrepreneurship to create opportunities, provide solutions and bring about positive change, this theme celebrates the ability of individuals to create their own path and make a profound impact on the country and the world.

The EY World Entrepreneur Of The Year

The EY Entrepreneur Of The Year awards program was established in the United States by Ernst & Young (EY) in 1986 to honor entrepreneurs whose ingenuity and perseverance have created and sustained successful, growing ventures.

The Entrepreneur Of The Year is celebrated in more than 145 cities and over 60 countries worldwide.



Timeline

February
Launch of the
2024 Search

February to June
Nominations

April to July
Interviews

August
Deliberations

September
Judging

September
Announcement
of Finalists

October
Awards Banquet

June 2025
World Entrepreneur
Of The Year



The Philippine Awards

The EY Entrepreneur Of The Year Philippines was launched in 2003 by the SGV Foundation, Inc.

200+
finalists recognized
nationwide

75+
category awards given

14
EY Entrepreneur
Of The Year Philippines
winners

1
EY World Entrepreneur
Of The Year winner

What is an entrepreneur?

Entrepreneurs include both founders of companies and those who organize, manage and assume the “educated” risks of a business or enterprise in the companies’ life or development and are active in the leadership of the company.

- ▶ Traditionally, the entrepreneur is the CEO/ original founder of an organization.
- ▶ Entrepreneurs can also be CEOs that come on board to join an existing business.
- ▶ In select cases, the CEO/ President of a subsidiary of a Philippine company may also qualify as an entrepreneur.
- ▶ Entrepreneurs can also be multigenerational (i.e., business passed from generation to generation). The new leadership should exhibit their own form of risk management and also “make their mark” on the family business.
- ▶ Whether the original founder or a non-founding CEO/ entrepreneur, these individuals find creative and venturesome ways to acquire the capital resources, build their team and innovate to achieve their goals and to build and grow their business. They create value for themselves, their employees, their customers and their communities.



The nomination process

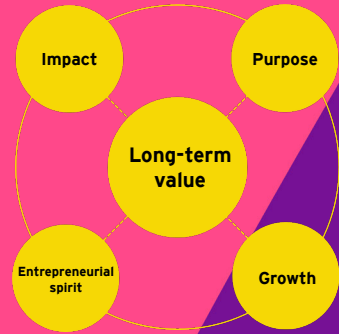
The nominee must be:

- ▶ A Filipino citizen
- ▶ An owner of a privately held business that is at least two years old
- ▶ Primarily responsible for the company’s recent performance
- ▶ Still active in top-level management if he or she is the founder of a publicly-held company

The nominee must submit:

- ▶ A completed nomination form
- ▶ The company’s audited financial statements for 2021, 2022 and 2023
- ▶ Other supporting documents and essays

The Hallmark of an Entrepreneur Of The Year Philippines Winner



Impact

- ▶ Positively impacts the customers they serve
- ▶ Integrates sustainable Environmental, Social and Governance (ESG) practices in their strategy with robust commitments and execution plans
- ▶ Focuses on diversity and inclusion across multiple dimensions

Entrepreneurial spirit

- ▶ Identifies opportunities to innovate and create a better world
- ▶ Takes risks to realize their vision
- ▶ Demonstrates courage, perseverance and resilience to overcome significant obstacles

Purpose

- ▶ Commits themselves and their organization to an inspiring purpose and vision
- ▶ Drives strategies for a sustainable future business
- ▶ Creates and protects value in the long-term across a broad group of stakeholders and ecosystems

Growth

- ▶ Increases market share and expands into new markets
- ▶ Drives positive financial performance
- ▶ Invests in attracting, developing and retaining a diverse mix of talent
- ▶ Builds a culture of innovation that pioneers new approaches or technologies



“Always dream big and do your best to achieve your dreams. Develop the right people and instill in them the right values so that they can serve your customers better.”

Tony Tan Caktiong
President and CEO,
Jollibee Foods Corporation

EY Entrepreneur Of The Year 2003 Philippines
EY World Entrepreneur Of The Year 2004



“There is no substitute for hard work, no express elevator to success. If you suffer a setback, then you have to work even harder. You must have love and passion for what you do.”

Socorro Ramos
Founder,
National Bookstore

EY Entrepreneur Of The Year 2004 Philippines



“Any successful business has to retain its entrepreneurial edge – identifying untapped markets or opportunities, starting new ventures with calculated risk-taking, learning along the way while tapping and developing expertise and talent – to continue to sustain growth.”

Lance Gokongwei
President and CEO,
Cebu Air, Inc.

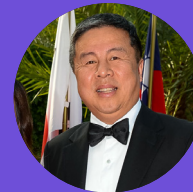
EY Entrepreneur Of The Year 2005 Philippines



“You have to make the decision not just for today but for the future. You have to be bullish on the Philippines and have faith in our country.”

Benjamin Yao
Chairman and CEO,
SteelAsia Manufacturing Corp.

EY Entrepreneur Of The Year 2019 Philippines



“I like being a disruptor. You need to wake up the country. The more disruption, the better it is for Philippine consumers.”

Dennis Anthony Uy
CEO and Co-founder,
Converge ICT Solutions, Inc.

EY Entrepreneur Of The Year 2022 Philippines



“As entrepreneurs, we have the opportunity to create jobs for our countrymen, especially in the rural areas where most of the poverty is. This way, we can lead in strengthening our country's economy.”

Senen Bacani
Chairman and President,
La Frutera, Inc.

EY Entrepreneur Of The Year 2006 Philippines



“The values of integrity, passion and persistence are key in growing a business. Passion and persistence work hand-in-hand with achieving success, but more importantly, in overcoming failures.”

Wilfred Uytengsu, Jr.
President and CEO,
Alaska Milk Corporation

EY Entrepreneur Of The Year 2007 Philippines



“The entrepreneurial spirit naturally finds its way in those who pursue their dreams with passion. The whole realization that success is really all about hard work, persistence and a little bit of luck.”

Ben Chan
Chairman of the Board,
Suyen Corporation

EY Entrepreneur Of The Year 2013 Philippines



“Know exactly what you want to do and have perseverance, because nothing worthwhile will come on a silver platter. If you don't work hard for it, it's not worth it.”

Amb. Jesus Tambunting
Chairman and President,
Planters Development Bank

EY Entrepreneur Of The Year 2009 Philippines



“Always look at everything as an opportunity. Create something out of nothing and get the most out of it. Be creative, be competitive. Be passionate in everything that you do.”

Tennyson Chen
President,
Bounty Fresh Food, Inc.

EY Entrepreneur Of The Year 2010 Philippines



“The most important ingredient you need to have is a true passion to create something you truly believe in. You need to be willing to commit and dedicate yourself to your dream, give it your very best and never give up.”

Erramon Aboitiz
President and CEO,
Aboitiz Power Corporation
EY Entrepreneur Of The Year 2011 Philippines



“Don't hesitate to make the jump and believe in your vision even if it has been done in some way or another. Where development is concerned, together we can do more because the problem is so big, no one person can do it alone.”

Jaime Ayala
Founder and CEO,
Hybrid Social Solutions, Inc. (HSSI)
EY Entrepreneur Of The Year 2012 Philippines



“I am a former KFC worker who can't program, who never raised venture capital, who never borrowed money, who never excelled in school – but I run the largest consumer tech company in the Philippines and I won the Entrepreneur of The Year Philippines Award. Truly nothing is impossible.”

Nix Nolleto
Chairman and CEO,
Xurpas, Inc.
EY Entrepreneur Of The Year 2015 Philippines



“Establishing Uratex required decades of hard work, prudence, frugality, business sense and no little measure of luck.”

Natividad Cheng
Chairperson and CEO,
Multiflex RNC Philippines, Inc.
EY Entrepreneur Of The Year 2017 Philippines





**EY Entrepreneur
Of The Year™**

2024 Philippines

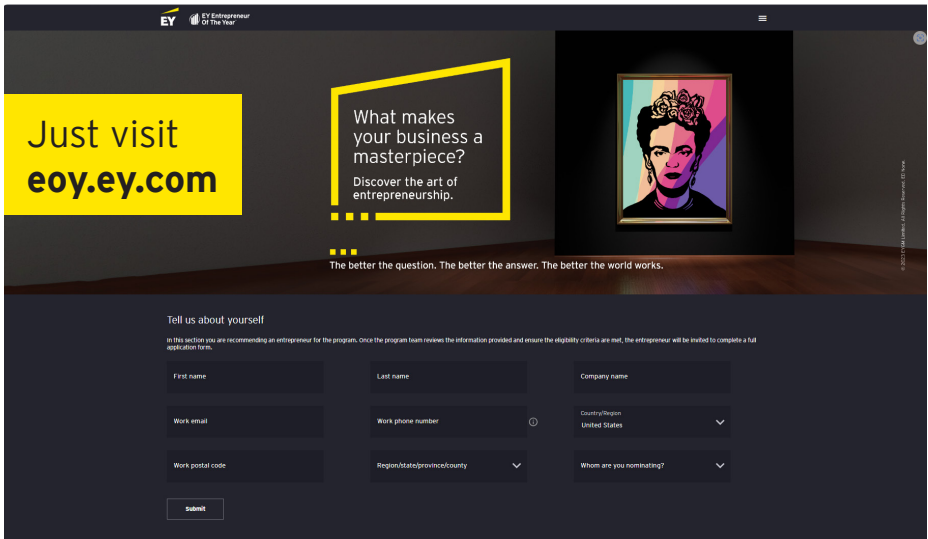
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SGV Foundation**
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ED None

shaping OPPORTUNITIES

We are now accepting nominations!

You may submit
a nomination for
yourself or on
behalf of another
great entrepreneur.



Program founded and
produced globally by:



Program founded in
the Philippines by:



Official media:



Co-presenters:



Gold sponsors:



Silver sponsors:

