

## 2012 fast facts

### The world's most prestigious business award for entrepreneurs

Ernst & Young Entrepreneur Of The Year® is the world's most prestigious business award for entrepreneurs. The award makes a difference through the unique way it encourages entrepreneurial activity and recognises the contribution of people who inspire others with their vision, leadership and achievement. As the first and only truly global award of its kind, Entrepreneur Of The Year celebrates those who are building and leading successful, growing and dynamic businesses, recognising them through regional, national and global awards programs in more than 140 cities in over 50 countries.

Launched in Australia in 2001, the Entrepreneur Of The Year program has recognised over 1,000 Australian entrepreneurs for their vision and achievement. Globally, the program has acknowledged some 10,000 entrepreneurs over the past 25 years.

The Entrepreneur Of The Year program is founded and produced by Ernst & Young. The program is supported nationally by our Principal sponsor Commonwealth Bank, sponsor Qantas, print sponsor GEON and supporter the Australian Government through Austrade.

### Unique individuals who make a difference

The unique individuals recognised by Entrepreneur Of The Year are more than simply high achievers; they are the ones who seek out opportunities, have turned their vision into reality, creating a flow-on of success for those around them - generating employment and industry growth, driving the economy and progressing society. Without doubt, it is the entrepreneur's ability to seize market opportunities, while remaining focused on the business fundamentals that creates long-term, sustainable growth and, ultimately, improves the overall business landscape.

Over the last decade, the Entrepreneur Of The Year program has provided a unique opportunity for entrepreneurs to come together to share insights, develop networks and promote the best of entrepreneurial endeavour in Australia and worldwide.

The 2012 Entrepreneur Of The Year nominees will compete with their state counterparts in five regional award events. Winners from each region will progress to the national awards ceremony in November, where national category winners and an overall 2012 Australian Entrepreneur Of The Year will be announced.

### The only Australian business award with an international platform

The 2012 Entrepreneur Of The Year nominees will be announced in May. This group of nominees will compete with their state counterparts in five regional award events. Winners and award recipients from each region will progress to the national awards ceremony in November, where national category winners and an overall 2012 Australian Entrepreneur Of The Year will be announced. The overall national winner will represent Australia at the 2013 Ernst & Young World Entrepreneur Of The Year® award in Monte Carlo.

Entrepreneur Of The Year is the only business awards program that promotes an Australian entrepreneur into an international competition. Attending the award in Monte Carlo is an experience of a lifetime and the Australian winner can expect to meet and network with the country winners from 49 other nations.

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### Entrepreneur Of The Year award categories

Nominees need to have been in business for more than two years and have demonstrated strong growth and financial performance. Nominations are sought in four competitive and three recognition award categories:

1. Emerging
  2. Industry
  3. Services
  4. Technology
- Listed  
(non-competitive at the regional level; competitive at the national level)
  - Social entrepreneur  
(non-competitive at the regional level; competitive at the national level)
  - Champion of Entrepreneurship  
(non-competitive at both the regional and national level)

### Entrepreneur Of The Year judging

Judging at both a regional and national level is carried out by an independent panel of judges which includes leading figures in the business community, academia and past Entrepreneur Of The Year winners. Ernst & Young is not represented on the judging panels.

The judges assess each Entrepreneur of The Year finalist using six selection criteria: entrepreneurial spirit, financial performance, innovation, personal integrity and influence, strategic direction and national and global impact.

### Past Australian and international winners

With their passion to succeed, entrepreneurs inspire others around them; creating jobs, improving communities and helping others reach their potential. Demonstrating these attributes, former Australian winners are: Peter Farrell of ResMed (2001); John Rothwell AO of Austal Limited (2002); David Bussau AM of Opportunity International (2003); Robert Gerard AO of Gerard Corporation (2004); Tony D'Antonio and Peter Hosking of Global Machinery Company Worldwide (2005); Mike Cannon-Brookes and Scott Farquhar of Atlassian (2006); Shane Yeend of Imagination (2007); Rod Jones of Navitas (2008), Greg Roebuck of Carsales.com (2009); John Spence of The Karma Royal Group (2010); and Michael Malone of iiNet (2011).

"It was extraordinary hearing the stories from all the other nominees at the awards. One of the great things about the program is that stories can serve as inspiration to other people who are still out there working away to get their businesses off the ground."

**Michael Malone, iiNet**  
2011 Australian Entrepreneur Of The Year

Some well known Entrepreneur Of The Year winners outside of Australia include: Scott McNealy, Sun Microsystems (1987); Michael Dell, Dell Computer (1989); Howard Schultz, Starbucks (1991); Jeff Bezos, Amazon.com (1997); Eddie Jordan, Jordan Grand Prix (2000); Narayana Murthy, Infosys Technologies (2003); Wayne Huizenga, Blockbuster Entertainment (2005); Guy Laliberté, Cirque du Soleil (2007); and Olivia Lum, Hyflux (2011).

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### **An unforgettable experience**

Receiving recognition as an Entrepreneur Of The Year nominee or winner delivers an enormous range of benefits. Program participants tell us that the experience is one they will never forget and which continues to offer valuable connections long after the awards are over:

#### **John Spence, The Karma Royal Group, 2010 Australian Ernst & Young Entrepreneur Of The Year**

"Often as entrepreneurs, we tend to live in a bit of a bubble. Entrepreneur Of The Year makes you focus on what you do and why you do it. It's good to have that."

#### **Greg Roebuck, Carsales.com, 2009 Australian Ernst & Young Entrepreneur Of The Year**

"I was a bit unsure of getting involved at first – but putting aside the shock of winning, it's been a fantastic experience. The stories of the other competitors; the stories of the judges; the realisation that we as a nation have so many people willing to create and implement change, is just enormously inspiring."

#### **Rod Jones, Navitas Limited, 2008 Australian Entrepreneur Of The Year**

"Through the Entrepreneur Of The Year program I've met a whole range of people in different industries that I would never have met otherwise and who, as entrepreneurs, think in a similar way to myself. There have been so many positive outcomes from being involved. It's been one of the highlights of my life."

#### **Tracy Thomson, Finite IT Recruitment Solutions, 2007 Entrepreneur Of The Year National finalist**

"Fantastic, positive and very uplifting experience. One of the best things about Entrepreneur Of The Year is the people I've met, including those from Ernst & Young and other finalists."

#### **Scott Farhquar and Mike Cannon-Brookes, Atlassian, 2006 Australian Entrepreneurs Of The Year**

"We met the Entrepreneur Of The Year winner from Portugal – he runs a €6 billion business and employs 37,000 employees – these were the sort of people we were competing against. To be able to ask them questions and to learn from their experiences was a once in a lifetime experience."

#### **Brenton Cunningham, Accuweigh, 2007 Entrepreneur Of The Year National finalist**

"Entrepreneur Of The Year has motivated me to go on forever. It is the acknowledgement that you are doing something right and gives you the incentive to go that extra step. The process is good and offers you the opportunity to mix with other entrepreneurs and business people, giving you reassurance that you are not alone. The judging process is a pat on the back you do not always get."

#### **Shelley Barrett, ModelCo, 2005 Entrepreneur Of The Year National winner**

"Not only is the Entrepreneur Of The Year award a business accolade, but it's a platform to propel the business through networking with invaluable contacts."

Further information about the Entrepreneur Of The Year program can be found at [www.eoy.ey.com.au](http://www.eoy.ey.com.au).  
Alternatively, please contact Joanne Tozer on 02 9248 4068 or at [joanne.tozer@au.ey.com](mailto:joanne.tozer@au.ey.com).

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