

Issue 7, Winter 2010-11

Winners Network

Quarterly newsletter for the
Ernst & Young Entrepreneur Of The Year
alumni community



Ernst & Young
Entrepreneur Of The Year®

25 years of inspiration

**What happens at the largest gathering of
entrepreneurs in America?**

Look inside for highlights of the Ernst & Young
Strategic Growth Forum® and other inspirational features.

inspirational and influ
nity of **entrepreneurs**

Ernst & Young Strategic Growth Forum 2010



November's sold-out Strategic Growth Forum in Palm Springs was a resounding success. Approximately 1,700 CEOs and other senior executives from America's best high-growth, market-leading companies participated. In addition, the 2010 national Ernst & Young Entrepreneur Of The Year winner, Howard Lutnick of BGC Partners, Inc., and winners in 10 national categories were named. See their profiles on the following pages.

More than 100 presenters delivered content-rich insights to dozens of critical questions: What is the best source of capital for you right now? How do you capitalize on growth opportunities in China? When should you go public – and how? What's the next big thing in your sector? The Forum also brought together leaders of high-growth companies with investors and other business leaders who can provide the finance and partnerships to fuel growth.

We've created an [online review](#) of the Forum to recap these very successful four days. Whether you attended or not, be sure to visit these inspiring and informative summaries under Forum Digest, including:

> "The Ernst & Young Strategic Growth Forum is one of the seven business get-ahead retreats."
– Forbes.com

> "... the Strategic Growth Forum shows you how to navigate the economic recovery and keep your company growing with business insights you just can't find anywhere else."
– Kauffman.org

> "The Ernst & Young Strategic Growth Forum is one of the most important events in American business."
– Xinhua News Agency



Earvin "Magic" Johnson, NBA Champion and entrepreneur serving as the featured guest speaker in special session at the welcome lunch



A.G. Lafley, Former Chairman, CEO and President, Procter & Gamble, speaking about his drive to unleash innovation and create new markets



Bill Ford, Executive Chairman, Ford Motor Company, being interviewed by **Charlie Rose**, Emmy Award-winning journalist



Kathryn Bigelow, Academy Award-winning director of *The Hurt Locker*, interviewed by **Deborah Norville**, pointing out similarities between artists and entrepreneurs (e.g., the constant role of raising money for her movies)



Sir Richard Branson, Founder and Chairman, Virgin Group Ltd., being interviewed by Ernst & Young Chairman and CEO Jim Turley



Greg Norman, professional golfer and entrepreneur, talking about commitment and compartmentalizing activities and hiring the right people



Deepak Chopra, Co-founder, The Chopra Center for Wellbeing, laying out a game plan for achieving happiness and success

Ernst & Young Strategic Growth Forum 2010

The forum also provided attendees with a variety of compelling panel discussions, including:

- ▶ The relevance, risk and importance of staying entrepreneurial, as discussed by Charlie Rose in interviews with Daniel Lamarre, President & CEO of Cirque du Soleil; Scott Beattie, Chairman, President and CEO of Elizabeth Arden, Inc.; Liz Smith, CEO of OSI Restaurant Partners; and Robert Enslin, President of SAP North America
- ▶ Social media: opportunities to drive growth, discussions with Tony Hsieh, CEO of Zappos.com, Gina Bianchini former CEO of NING.com, and current Entrepreneur-in-Residence, Andreessen Horowitz; Deborah Fine, President and CEO of Direct Brands, Inc.; and Jeff Weiner, CEO, LinkedIn Corporation
- ▶ Why and how do you give back? A discussion on the link between philanthropy and business (session recap on page 5 of this newsletter)

The Strategic Growth Forum has become the country's most prestigious event for high-growth, market-leading companies.



We're pleased to announce that **Michael Dell**, Ernst & Young Entrepreneur Of The Year 1989 national award winner will be the keynote speaker at this year's Strategic Growth Forum.

Mark your calendar! This year's Strategic Growth Forum will be held November 9-13, 2011.

If you have questions about the Strategic Growth Forum, or wish to request an invitation, contact Deborah Pargmann at +1 212 773 8417 or deborah.pargmann@ey.com, Chair, Strategic Growth Forum.

> *"The EY Strategic Growth Forum has become the place for market leaders to convene with market innovators. Why? Because entrepreneurship and innovation are the keys to the Global Economic Recovery. You are never too big to be an entrepreneur."*

– Bryan Pearce
Ernst & Young LLP

> *"Companies that 'go for it' emerge stronger; those that watch their flanks come out of it in a losing position. If you try new things, you'll come out of this ahead."*

– Liz Smith
OSI Restaurant Partners,
Outback Steakhouse

> *"People love to interact with other people. And because of digital technology, now we can interact with each other at scale. The effect of this is that brands and companies must take on a more human personality."*

– Gina Bianchini
NING.com

> *"We tend to portray entrepreneurship and business leadership as this incredibly difficult thing. And yet my experience has been that it's emotionally challenging; you have to take risks and get out of your comfort zone."*

– Tom Adams
Rosetta Stone Inc.

> *"Leveraging social platforms will fundamentally transform the way we work. People can't afford not to participate in these platforms."*

– Paul Sagan
Akamai Technologies

> *"We actually think the telephone is one of the best forms of social media. As low-tech as it may sound, the phone is one of the best branding devices out there. That's why we put our 800 number at the top of every single page of our website."*

– Tony Hsieh
Zappos.com

announcing the winners

Congratulations to the Ernst & Young Entrepreneur Of The Year 2010 national finalists and winners.

Video profiles, acceptance speeches and our Entrepreneur Of The Year magazine summarizing this year's national winners are available at ey.com/us/eoy.

Entrepreneur Of The Year national award recipients

We're so delighted that, in spite of a challenging economy, the Entrepreneur Of The Year Program experienced a banner year. Out of 1,514 applicants, there were 237 regional finalists named for 2010. Congratulations to all of this year's finalists and winners!

Overall US winner and Financial Services category winner



Howard W. Lutnick

Chairman, CEO
BGC Partners, Inc., New York, N.Y.

Cantor Fitzgerald is a leader in institutional clients and is the number one investment bank primary dealer in the US, operating in 50 locations around the world. According to Howard Lutnick, "My job is vision and banking. With the vision, I suggest what to do, where to go and what's hot. With banking, I provide the right resources to our people so they can do their job."

Financial Services national finalists:

Joe Ratterman, President and CEO, BATS Global Markets, Inc., Lenexa, Kan.
Thomas S. Ricketts, Chairman and CEO, Incapital Holdings LLC, Chicago, Ill.
James C. Tyree, Chairman, Mesirow Financial, Chicago, Ill.

Distribution and Manufacturing



Thad W. Simons, Jr.

President, CEO
Novus International, Inc., Saint Charles, Mo.

Starting his career path in law, Thad W. Simons, Jr. decided to change directions in an effort to improve the quality of life – worldwide. He became the CEO of Novus International, Inc., whose guiding vision is "helping to feed the world affordable, wholesome food." He has brought to market more than 100 new food additive products over the past decade.

Distribution and Manufacturing national finalists:

Charles T. Angell, President and CEO, Newly Weds Foods, Inc., Chicago, Ill.
John Bloomhall, President and CEO, Diamond V Mills, Inc., Cedar Rapids, Iowa
Jim Nixon, President and CEO, Varel International, Carrollton, Texas

Emerging



Bob Moore

Chairman, CFO
iGPS, Orlando, Fla.

As CEO of CHEP, a large international wood pallet and container pooling services company, Bob Moore saw trouble ahead as environmental pressure against using wood pallets was gathering momentum. Backed by private equity funding, Moore started iGPS. He saw that his true business opportunity lay in helping companies overhaul their supply chains by renting plastic pallets and integrating tracking technology.

Emerging national finalists:

Thomas Alphonse Catanese, President and CEO, Power Survey Company, Kearney, N.J.
Alexis Maybank and Alexandra Wilkis Wilson, Co-founders, Gilt Groupe, New York, N.Y.
Dale Pollak, Founder and Chairman, vAuto, Oak Brook, Ill.

Energy, Chemicals and Mining



W. Keith Maxwell, III

CEO
Spark Energy Gas & Electricity, Houston, Texas

Founding Spark Energy, Maxwell drew on knowledge gained from the de-bundling and deregulation of natural gas and applied them to power. Thinking of matters of sustainability, Maxwell feels people need to leave the earth better than they found it. His approach for the company is to find green initiatives that are commercially viable, ones that will drive the free market to go to the model.

Energy, Chemicals and Mining national finalists:

Jerry Jost, President, Jost Chemical Co., St. Louis, Mo.
Michael F. Mansfield, Sr., CEO, Mansfield Oil Company, Gainesville, Ga.
Paul Thomas, CEO and President, Green Mountain Energy Co., Austin, Texas

Health Sciences



Lawrence D. Stern

Chairman, CEO
Talecris Biotherapeutics, Research Triangle, N.C.

Not long after joining Bayer through a corporate acquisition, Larry Stern, CEO of Talecris, started to think, "If I ever have a chance, I'd love to spin this business off and run it." Years later, Stern launched the newly named Talecris as a stand-alone company. In five years, the company has grown into one of the leading plasma therapeutics companies in the world

Health Sciences national finalists:

Maura Bluestone, President and CEO, Affinity Health Plan, The Bronx, N.Y.
Scott Huennekens, President and CEO, Volcano Corporation, San Diego, Calif.
Lisa Shaffer, PhD, President and CEO, Signature Genomic Laboratories, LLC, Spokane, Wash.

Media, Entertainment and Communications



Robert Friedman

Co-Chairman, CEO
Summit Entertainment LLC, Montvale, N.J.

In 2005, Robert Friedman made the decision to step down at Paramount and take a risk on creating a new studio, a dream he had long envisioned. In just three years under Friedman's leadership, Summit has grown into one of the most successful film franchises in the business, competing with the major studios that have dominated the market for decades.

Media, Entertainment and Communications national finalists:

Jeffrey R. Gardner, President and CEO, Windstream Corporation, Little Rock, Ark.
Matthew O'Connell, President and CEO, GeoEye, Inc., Dulles, Va.
Andy Ory, President and CEO, Acme Packet, Burlington, Mass.

Real Estate, Hospitality and Construction



Larry Silverstein

President, CEO
Silverstein Properties, New York, N.Y.

Larry Silverstein saw his opportunity nearly half a century ago at the end of the manufacturing era in New York City. Silverstein leased the last piece of undeveloped land at the World Trade Center site for what would become 7 World Trade Center. After September 11th, he committed himself to rebuilding and completed the building in 2006, making it New York City's first LEED-certified office building.

Real Estate, Hospitality and Construction national finalists:

Sunil Dharod, CEO and Owner, Dharod, Inc., Dallas, Texas
Chaim Katzman, Chairman, Gazit Globe, Miami, Fla.
M. A. "Mort" Mortenson, Jr., Chairman, M. A. Mortenson Company, Minneapolis, Minn.

Retail and Consumer Products



Jack Link

CEO
Jack Link's Beef Jerky, Minong, Wis.

Like the generations before him, Jack Link never sat on an idea, and in 1987, he formed Link Snacks. Less than five years ago, Jack Link's share of the meat snack category was a respectable 27%. Since then, with a strong, strategic marketing program in place, accompanied by a solid sales and distribution network, the Jack Link's brand has achieved a 50% market share.

Retail and Consumer Products national finalists:

David Giuliani, CEO, Clarisonic, Bellevue, Wash.
James A. Haslam, III, President and CEO, Pilot Travel Centers LLC, Knoxville, Tenn.
Russ Hornsby, CEO, Cepia LLC, Clayton, Mo.

Services



Mary A. Tolan

Founder, President, CEO
Accretive Health, Inc., Chicago, Ill.

Accretive Health's unique business model has been enormously successful. From a start-up concept scratched out "on a piece of paper" seven years ago, the company has become a leading provider of health care revenue cycle management services. The company's services have helped improve hospitals' yield and operating margins, which in turn has allowed not-for-profit hospitals to expand their capital investment to improve the quality of care.

Services national finalists:

Luke Hillier, CEO, ADS, Inc., Virginia Beach, Va.
Neal Keny-Guyer, CEO, Mercy Corps, Portland, Ore.
Greg Waldorf, CEO, eHarmony, Inc., Pasadena, Calif.

Technology



Lars Björk

President, CEO
Director, QlikTech, Radnor, Pa.

According to Lars Björk, President and CEO of QlikTech, "We are in the business of selling transparency." QlikView is business intelligence software that dramatically simplifies the process of analyzing and evaluating information by organizing data in a manner similar to the way a user's brain works. Clarity and simplicity are the essence of both the software and the corporate culture.

Technology national finalists:

Michael Simon, President and CEO, LogMeIn, Inc., Woburn, Mass.
Charles M. Swoboda, CEO, Cree, Inc., Durham, N.C.
R. Halsey Wise, Chairman, President and CEO, Intergraph Corporation, Madison, Ala.

Why and how do you give back?

Entrepreneurs are focused on growing their businesses and have limited resources to devote to charity. Striking the right balance was a recurring theme of a special panel discussion at the Forum on the link between philanthropy and business. Participants shared philosophies of charitable giving – why they do it, the constraints they face and how they choose worthy causes.

“We run our philanthropy like a business. We start at the beginning

of the year and plan how much we’ll give away,” said Laurie Cunnington, President of Ward Williston Oil Company. “When requests for additional support come in, we say, ‘Send us a proposal and we’ll review it.’”

Make sure to read our recap of the special session on [entrepreneurs giving back](#).

To read full results of the study *Entrepreneurs & Philanthropy: Investing in the Future*, [click here](#).



From left to right:

Panelists: Peter Paul, President, Headlands Asset Management; Laurie Cunnington, President, Ward Williston Oil Company; Jeff Taylor, CEO & Founder, Eons, Inc.; Cecilia Dahl, President, Smart Destinations, Inc.

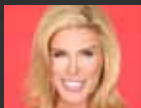
Moderator: Sarah Libbey, President, Fidelity® Charitable Gift Fund



Lisa Bair



Jessica Herrin



Ali Brown



Barbara Levine



Kelly Caldwell



Elisabete Miranda



Amy Gonzales



Darlene Panzitta



Dawn Halfaker



Susan P. Rice



Lili Hall

Get to know the 2010 Ernst & Young Entrepreneurial Winning Women™

High-potential entrepreneurs receive business development resources and support

In what was a highly competitive year, we are proud to announce the new 2010 [Ernst & Young Entrepreneurial Winning Women](#), a diverse group of 11 high-potential women entrepreneurs, including a combat veteran improving national security, a medical claims evaluation specialist reducing health care costs and a modern retailer redefining today's direct selling business model. Entrepreneurial Winning Women is a national competition and executive leadership program designed by Ernst & Young to help accelerate the growth of high-potential businesses founded by women entrepreneurs.

“Through Entrepreneurial Winning Women, we seek to increase the number of market-leading companies run by women. We're committed to using Ernst & Young's vast network and depth of resources as the leading advisor to high-growth companies to further the growth and success of these

exceptional women-founded companies,” said Maria Pinelli, Americas Director, Strategic Growth Markets, Ernst & Young LLP.

These dynamic women entrepreneurs have started to participate in a customized program designed to catalyze their companies' growth by building and fostering critical relationships, enhancing leadership skills, expanding business know-how and providing increased visibility.

If you would like to act as an advisor to any of these entrepreneurs, please contact Melissa Taylor, Entrepreneurial Winning Women Program Manager, at melissa.taylor@ey.com or +1 212 773 8795.

Nominations for the 2011 Ernst & Young Winning Women program will open in April. More information will be provided in an upcoming issue.



Ernst & Young Entrepreneur Of The Year® Winners Network

Welcome to the Winners Network

The world's most influential and innovative community of entrepreneurs

The Ernst & Young Entrepreneur Of The Year Winners Network is open to all current and past winners of Entrepreneur Of The Year Awards.

Today the world faces increasingly complex problems, and the role of the entrepreneur has never been more important. In 2011, as we celebrate 25 years of the Entrepreneur Of The Year Program, it is a fitting time to underscore the power of entrepreneurship – individually and collectively – by bringing the world's most successful entrepreneurs together and helping you do better what you do best.

A community of entrepreneurs is a powerful force. Working individually and together, entrepreneurs can transform economies, address large, complex problems, drive innovation and improve our communities. Ernst & Young's commitment to entrepreneurs begins with respect for your time, energy and all you have accomplished. Our goal is to be the catalyst in an active community of successful entrepreneurs, providing support in five ways:

- ▶ **Connections:** access to the best business minds in the world
- ▶ **Kinship:** a community of peers with shared experiences and common entrepreneurial perspectives
- ▶ **Knowledge:** the most relevant content and information, from Ernst & Young professionals and other organizations focused on high-growth entrepreneurial companies
- ▶ **Influence:** opportunities to impact public policy and tackle complex problems as part of the most prestigious organization of entrepreneurs in the world
- ▶ **Recognition:** celebrations of past, present and future entrepreneurs and the contributions you make locally, nationally and globally

▶ *"We are committed to building the Winners Network into an active community of the world's most successful and innovative entrepreneurs."*



– Jim Turley
Chairman,
Ernst & Young

Destination Kohler: Winners Network members talk with President Bush

Another unforgettable and outstanding event this year was the [inaugural reunion](#) of nationally recognized Entrepreneur Of The Year winners held in Kohler, Wisconsin. Hosted by Herb Kohler together with Arthur Blank and Wayne Huizenga (all Winners Network members), participants came together the last week of September to celebrate entrepreneurship.

Attendees were invigorated by the unique opportunity to share ideas, successes and challenges, both on a business and personal level.

They talked candidly with former President George W. Bush, who was interviewed by Ernst & Young Chairman and CEO Jim Turley. And they discussed topics of importance to economies and governments both here and abroad, all against the backdrop of the beautiful Kohler recreational offerings.

This reunion was the first in a series of events planned for members of our exclusive Winners Network, and alumni events are happening across the country. For more information on upcoming alumni events call Natasha Householder at +1 201 872 1645.



Get and stay connected 24x7 at: www.EOYWinnersNetwork.com



Make connections

The Winners Network online community website is your gateway to forming relationships with other successful entrepreneurs in the community.

In your day-to-day activities, when you're faced with a puzzling question, when you need information, or would simply like advice from someone who's been down a similar road before, use the website to find great entrepreneurs who can help.

The website provides multiple ways to connect:

- ▶ **Browse:** find other entrepreneurs by simply browsing through member profiles on the homepage.
- ▶ **Search:** search for other winners by name, industry or company.
- ▶ **Explore the Connection Tree and Profile Clouds:** use the Connection Tree and Profile Clouds to find other winners who share your personal interests or professional expertise and to find members in your industry or in a particular part of the country.

The website provides a range of features to help you network with your peers, learn about each other, discuss industry-specific issues, participate in special events and share information, advice, ideas and growth strategies.



Find and share knowledge

The Winners Network online community website provides quick access to the most relevant information for entrepreneurs from Ernst & Young professionals and other organizations focused on high-growth entrepreneurial companies.

- ▶ **Exclusive member-only events:** register on the website for events designed exclusively for Winners Network members. Join conversations on important issues led by Ernst & Young executives, guest moderators and other Winners Network members. Attend briefings led by Ernst & Young subject-matter professionals on topics of interest to entrepreneurs. Over the course of the year, you'll have opportunities to participate in both virtual and in-person events.
- ▶ **Featured resources:** access research documents, business reports and other materials carefully selected to be of interest to entrepreneurs in the Resources section of the website.
- ▶ **Discussions:** start or continue conversations with other members in your online Discussion forum. Add your thoughts to current discussions or suggest your own to hear what the greatest entrepreneurs in the country think or expert advise they can provide.

How to get started

To receive your official invitation and login information for the Winners Network website, please email EOYWinnersNetwork@ey.com or call Natasha Householder at +1 201 872 1645.

You're in great company!

New report released:

Intrapreneurship



How can established companies institutionalize entrepreneurship for greater growth, continuous innovation and competitive edge? To answer this, Ernst & Young conducted a series of global surveys and interviews with industry authorities and business leaders from corporations such as Ford Motor Company, Dell and SAP. The results were released last month in a new report that examines the secrets of successful

“intrapreneurship,” or entrepreneurial thinking within a company, and its vital role in the economic recovery.

Ernst & Young's *Igniting innovation: how hot companies fuel growth from within* explains that the best way for a company to foster creative thinking is to tap resources it already has: its own employees. Encouraging people to explore high-risk, high-reward ideas within the safety and support of a larger, well-established corporate structure is at the heart of being intrapreneurial. The report also outlines the concrete ways corporate giants keep their market leadership, and the role that governments play to encourage innovation in both new and established companies. The study, which was released during the 2010 Strategic Growth Forum in Palm Springs, can be downloaded at www.ey.com/innovation.

“Even in large corporations, entrepreneurial thinking isn't optional - those who stand still fall behind. Globally, all of the lists of leading companies, such as the US Russell 3000, the German HDAX, the FTSE 350, the South Korean KOSPI 200 and the Indian Bombay 200, turn over by 50% or more every five years. That means companies that are stuck in their bureaucracies will be replaced by those with a thriving culture of innovation.”

– Maria Pinelli
Americas Director, Strategic Growth
Markets



Ernst & Young Entrepreneur Of The Year® 25 years of inspiration

Call for nominations

For 25 years, the Entrepreneur Of The Year Program has celebrated the achievements of business visionaries like you, who nurture the innovations and create the jobs so critical to our economy. If you have been inspired by a successful entrepreneur who deserves recognition for his or her achievements, consider a nomination for the Entrepreneur Of The Year Award. To receive an application or nomination form, please call +1 800 755 2927 or visit ey.com/us/eoy. The deadline for the completed application form is March 18, 2011.

For questions regarding the Ernst & Young Entrepreneur Of The Year Program and the nomination process, contact Wendy Fox, Americas Program Manager, Entrepreneur Of The Year at +1 612 371 6703 or wendy.fox@ey.com.

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Contact us

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Americas Director, Entrepreneur Of The Year
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Calling all entrepreneurs!

To nominate an entrepreneur of a high-growth company, please call +1 800 755 2927 or visit ey.com/us/eoy.

Online resources and social media

Ernst & Young Entrepreneur Of The Year Winners Network

We've got a special online home for Entrepreneur Of The Year regional and national award winners. If you are an Entrepreneur Of The Year winner, be sure to register and log on for news, insights, networking and special event updates.

www.eoywinnersnetwork.com

Ernst & Young Strategic Growth Forum

For the fourth consecutive year, CEOs and senior executives from America's best high-growth, market-leading companies have participated in the Ernst & Young Strategic Growth Forum. Don't miss next year's event, November 9-13, 2011.

www.ey.com/us/strategicgrowthforum

Ernst & Young Strategic Growth Markets

Our Strategic Growth Markets practice is dedicated to serving the changing needs of rapid-growth companies. For more than 30 years, we've helped many of the world's most dynamic and ambitious companies grow into market leaders.

www.ey.com/us/strategicgrowthmarkets



Twitter

Follow Ernst & Young Strategic Growth Markets at twitter.com/eysgm.

Winners Network news and activity suggestions?

For suggestions on this newsletter, or for suggestions or questions about Entrepreneur Of The Year alumni gatherings, please contact Natasha Householder at +1 201 872 1645 or natasha.householder@ey.com.

Ernst & Young

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About Ernst & Young

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About Entrepreneur Of The Year®

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

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