Eligibility criteria

The nominee must be an owner or manager of a private or public company who is primarily responsible for the recent performance of the company and an active member of top management for at least two years, except in the case of “start-up” businesses. Past award winners may be considered for a category other than the previously awarded one, or may resubmit their nomination, which will be considered for the current year's National Entrepreneur Of The Year Award.

Judging panel and criteria

The independent panels of judges are comprised of past Entrepreneur Of The Year Award winners, successful business leaders and others felt suitable by EY. The judging criteria is based on the four parameters listed below:

a. Entrepreneurial Spirit
b. Financial Performance and Value Creation
c. Strategic Direction, Digital and Innovation, National and Global Impact
d. Community, Personal Integrity/Purpose-driven Leadership

The final decision on the number of categories and awards to be presented will be made by an independent panel of judges, based on the quantity and quality of the completed forms received by the deadline i.e. 16 August 2019. In the past, award categories have included Start Up, Financial Services, Services, Life Sciences & Healthcare, Manufacturing, Consumer Products & Retail, Energy, Real Estate & Infrastructure, Entrepreneurial CEO, Business Transformation and Lifetime Achievement. Additional award categories may be considered, if desired by the panel of judges. The judges will place nominees in different categories, thereby giving them the best opportunity of receiving an award.

The judges will select finalists and winners in several categories and the national winner for the Entrepreneur Of The Year India Program. The National winner will join country winners from around the world at the World Entrepreneur Of The Year Award held in Monte Carlo.

Nominee information (Please fill the form in block letters)

Nominee title:_______First name:_________________________________Last name: ___________________________________________
Job title:____________________Number of years in this position:____________Number of years with the company:____________________
Nominee email address:_________________________________________Phone number (Mobile):________________Date of birth: _______________
Assistant title:______Assistant first name:___________________Assistant last name: ____________________________________________________________________________________________
Assistant cell phone number:________________________Assistant phone number: ___________________________________________
Assistant email address: ____________________________________________________________________________________________
What percentage of the company does nominee hold directly? ____%.

Is the nominee a founder of the company? ________________________________________________________________

Is the nominee still actively involved in executive management? ________________________________________________________________

Has the nominee been previously nominated for the Entrepreneur Of The Year program? □ Yes □ No

If yes, what was the most recent year of participation? __________

What was the most recent status achieved? □ Nominee □ Finalist □ Winner

Has the nominee or nominee’s company been the subject of an investigation by a governmental body, civil complaint or criminal complaint? □ Yes □ No. If yes, please provide brief details and current status ________________________________________________________________

Would you like to add additional nominee(s) for the same company? ________________________________

Company information

Registered company name: ________________________________

Headquarters/principal - Address line 1: ________________________________

Headquarters/principal - Address line 2: ________________________________

Headquarters/principal - City: ________________________________ Region/State/Province/Country ________________________________

Headquarters/principal - ZIP/Postal code: ________________________________ Headquarters/principal - Country: ________________________________

Company telephone number: ________________________________

Brief company description: ________________________________

Is the company owned or controlled by another company? □ Yes □ No.

If yes, what is the parent company name? ________________________________

Is the company a Family Business? □ Yes □ No. If yes, what percentage of the business does the family cumulatively own? _______ %

What generation of leadership is the nominee?________________________________________ Industry: ________________________________

Award category: ________________________________ What year was the company founded? ________________________________

Does your company have a DUNS number? ________________________________ Enter DUNS number: ________________________________

Name of the company’s internal auditors in the financial year 2018-19 ________________________________

Name of the company’s external auditors in the financial year 2018-19 ________________________________

Company website: ________________________________

Primary contact title: ________________________________ Primary contact first name: ________________________________ Primary contact last name: ________________________________

Primary contact designation: ________________________________ Cell phone number: ________________________________ Email address: ________________________________

Is the company publicly listed? □ Yes □ No. If yes, what year did the company go public? ________________________________

Has the company merged with another company within the past three years □ Yes □ No. If yes, what year ________________________________

What percentage of revenue growth reflected in the financial data given is attributable to the merger? ________________________________ %
### Financial information

Financial information is an important quantifiable indicator of success that is available to the panel of judges. Therefore, it is mandatory that the financial data section is completed in full. The financial information included in this nomination form will be considered confidential and will only be used by the independent panel of judges.

<table>
<thead>
<tr>
<th>Financial Year End*</th>
<th>Most recent year-end</th>
<th>Second most recent year-end</th>
<th>Third most recent year-end</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual revenue**</td>
<td>DD/MM/ YYYY</td>
<td>DD/MM/ YYYY</td>
<td>DD/MM/ YYYY</td>
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<tr>
<td>EBITDA**</td>
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<tr>
<td>Income before taxes**</td>
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<td>Profit after taxes**</td>
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<td>Total equity</td>
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<tr>
<td>Total assets**</td>
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<tr>
<td>Return on Capital Employed (ROCE)</td>
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</tr>
<tr>
<td>Total full-time employees (or equivalent)</td>
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</tr>
</tbody>
</table>

* Any unusual trend in the annual financial data should be explained in a separate statement. Please provide a copy of the audited annual reports for the last three financial years along with this form, also including the cash flow statement for the relevant years.

** Please provide the financial data in INR million.

### Narratives

Please describe the following topics in detail:

- About the nominee
- Type of business
- Innovative approaches
- Company initiative/culture
- Entrepreneurial Spirit
- Strategic Direction, Digital and Innovation, National and Global Impact
- Financial Performance and Value Creation
- Community, Personal Integrity/Purpose-driven Leadership

Also, please provide a detailed write-up on the following topics (Kindly refer general guidelines section for details):

- Strategic Direction, Digital and Innovation, National and Global Impact
- Financial Performance and Value Creation
- Community, Personal Integrity/Purpose-driven Leadership

### Photograph

IMPORTANT: Please submit one professional photograph. Specifics: digital file, minimum 300 dpi in .jpg format, color preferred, head and shoulders only. Photo will only be used for reference and production purposes related to the nominee’s progression within the awards program. Please email the photograph in a compressed “zipped” file to eoy.india@in.ey.com

### Use of information

I understand that the information and materials provided in this nomination on my behalf will be used by Ernst & Young LLP, other member firms of Ernst & Young Global Limited and the independent panels of judges in conjunction with the program for purposes of evaluating the nomination and creating a press release if I am selected to be an Entrepreneur Of The Year finalist and/or award winner. I consent to the use of such information for these purposes and hereby confirm and represent that I have obtained any and all authorizations, consents or waivers required for such uses. I further consent to the use of such information for research, educational or any other purposes as long as such use does not divulge my identity or the identity of the company to any other person other than member firms of Ernst & Young Global Limited, the sponsors, the judges and their respective affiliates.
I understand, authorize and agree that, in connection with my participation in the Entrepreneur Of the Year Program, Ernst & Young LLP, its affiliates and/or third parties acting on their behalf may seek information about me or my company to confirm or supplement information in this nomination by (i) researching publicly available sources (including, without limitation, information available on social media, or the internet generally, or in court or regulatory agency records) and/or (ii) verifying my educational background. I authorize all persons, investigative agencies and educational institutions to provide Ernst & Young LLP, its affiliates and/or third parties acting on their behalf any information concerning my educational background.

Release

In consideration of my participation in the Entrepreneur Of The Year Program, on behalf of myself and my heirs, executors and administrators, I hereby release and forever discharge (i) Ernst & Young LLP and its affiliates; (ii) the member firms of Ernst & Young Global Limited and their affiliates; (iii) the partners, employees, agents, shareholders, members, representatives, successors and assigns of each of the foregoing entities; and (iv) the independent panels of judges from any and all liabilities, claims, actions, damages, costs or expenses of any nature arising out of or in any way connected with my participation in the Entrepreneur Of The Year Program, including (without limitation) any information or materials submitted in connection with this nomination; any information/background checks conducted in connection with my participation in the Entrepreneur Of The Year Program; any events, ceremonies or promotional activities related to the program and/or my participation therein; or the determinations of the independent panels of judges with respect to this nomination and/or my participation in the program.

Nominee’s signature (Required for nomination to be considered): _______________________________________________________________

Nominator

Are you nominating yourself? ☐ Yes ☐ No. If No, Nominator title:___First name:______________Last name: ____________
Job title:________________________Email address:________________________Phone number: ______________________
Company name:________________________Nominator relationship to nominee:________________________

Why are you recommending this nominee? __________________________________________________________________________________

Is there anything else you would like to tell us about the nominee? _______________________________________________________________

How did you learn about the Entrepreneur Of The Year Award?

☐ Entrepreneur Of The Year website  ☐ Prior-year participant or attendee  ☐ Social media  ☐ Print media
☐ Entrepreneur Of The Year winner/finalist  ☐ Mail  ☐ EY  ☐ Broadcast media  ☐ Other, please indicate: ___________________

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YOUR WEALTH MANAGER
**General guidance on completing and submitting the nomination form**

**Entrepreneurial Spirit:** Describe the history of the company/organization and the nominee’s contribution in its setting up; the source of the idea for the business and how he/she spearheaded it to its current state of growth and success. The entrepreneurial growth story must be descriptive and presented in a compelling fashion, covering key aspects, which demonstrates the attributes like vision, courage, risk-taking ability, agility, ability to fight the odds, building a team and demonstrating leadership capability and eventually successfully building scale.

Please highlight the significant business operations and expansion plans that have been executed in the past 3 years, in which the nominee had a major contribution. Also, describe the rationale for such expansion, challenge faced during this phase and how the nominee has dealt with them.

In addition, information may be provided on: Nominee’s education, recent accolades, leadership positions held in the industry/country/world, key clients, number of employees, major acquisitions/JVs, geographical coverage and business transformation/diversification.

**Financial Performance and Value Creation:** Mention the company’s key sources of funding and details of strategic investors. If the company has secured funding through a public issue in the last five years, mention the performance of the issue. Also, if the company has issued any securities/bonds in international markets, mention the details of the transactions. Provide details of the company’s competitive financial strength, substantiating them with key sector-related metrics. Also share how the company has provided value to its shareholders through effective deployment of organizations strategies.

**Strategic Direction, Digital and Innovation, National and Global Impact:** Explain how the nominee has created a business model, which demonstrates that it has a sustained and clear capacity for creativity and innovation in the development and implementation of major products and/or services. Include the differentiators between the company and its competitors.

Describe the nominee’s plan for the future of the company/organization (including global expansion plans), which demonstrates the nominee’s strategic thinking and planning skills, with specific emphasis on future vision, fund-raising, diversification, geographical expansion, organic/inorganic growth and investment/R&D expenditure.

How is the nominee driving adoption of digital techniques and analytics to make better, quicker and smarter decisions that improve business performance and manage risk?

**Community, Personal Integrity/Purpose-driven Leadership:** Describe the nominee’s contribution to society. Please provide details of the specific philanthropic organizations supported or created by the nominee or the organization, along with their purpose, scope of activities and achievements. Highlight any other special initiatives undertaken by the nominee to benefit the society in India or abroad. Discuss the financial details of these initiatives and their outreach to society and share details of initiatives taken by the entrepreneur/company to bring about a positive social and environmental change.

Please provide details of the group companies along with the company’s financial stake in these entities, details of audit committee members, promoter’s share holding for the last three financial years and their pledged shares in the company. Also provide details of the awards won for corporate governance, if any.

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**Submission and queries**

The completed nomination form along with the necessary annexure should be sent to the following address:

Program Manager  
Entrepreneur Of The Year®  
Ernst & Young LLP  
Golf View Corporate Tower B, Sector 42, Sector Road  
Gurgaon 122002, Haryana

For nomination-related queries, please contact:

📞: + 91 124 443 4088  
✉: eoy.india@in.ey.com