

A special EY Mexico edition

Emprendedor

Sergio Chufani

Constructora Chufani

National Winner of the 2017
EY Entrepreneur Of
The Year™ Mexico

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EY

Building a better
working world

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Inspiration from innovation that transforms



Wse will soon be celebrating the first 10 years of holding the EY Entrepreneur Of The Year™ program in Mexico, which continues to inspire us today thanks to the ability of so many of Mexico's top business visionaries to lead their companies and innovate in their sectors and in this way drive Mexico's economic growth.

This year we witnessed how our 40 selected entrepreneurs have been able to transform not just the economy, but the day-to-day lives of thousands of people due to the positive impact that their companies have had in their regions and communities. We heard many stories that demonstrate the boundless talent and perseverance of Mexico's business men and women and which will surely inspire future generations to follow the entrepreneurial path.

The EY Entrepreneur Of The Year program is a living tribute to these leaders and their ability to transform the world around them and it is a way for us to express our admiration for how they choose to challenge adversity with ingenuity.

The Eighth edition of Mexico's EY Entrepreneur Of The Year program once again showcases the commitment of our entrepreneurs in the day-to-day work that is shaping their communities. To all of the finalists and all of Mexico, we reiterate EY's commitment to building a better working world. We hope that the EY Entrepreneur Of The Year program fulfils its purpose and continues to inspire more entrepreneurship in Mexico in the years to come.

A handwritten signature in black ink, consisting of a stylized 'M' followed by a circular flourish and a horizontal line extending to the right.

Mauricio Galindo
Director de Brand, Marketing and Communications
Leader of the EY Entrepreneur Of The Year™ Mexico program

Innovation

that embraces disruption

Our commitment to building a better working world includes providing accurate and timely information that helps business leaders make better decisions. We are convinced that the key to driving the transformation of companies is to ask better questions that lead to answers that provide a roadmap for adapting and growing in the face of constant change.

At EY we have created spaces through which we provide fresh perspectives through videos, articles, case studies and research, which are key learning and collaborative tools for companies along their disruption journey.

Current trends like robotics, artificial intelligence, and innovation are just some of the topics that we address in these spaces to develop new ways of thinking that are critical for the strategic transformation of companies and their ability to reinvent themselves.

Wavespace™: This is a global network of growth and innovation centers to help clients catch the next wave in radical breakthroughs in business transformation by tapping into innovative thinking across EY disciplines, experience and industry sectors. Wavespace is focused on specific disruptive growth strategies and technologies impacting industries. This space will open in Mexico in 2018. www.ey.com/wavespace

Digital: The increased pace of disruptive technology caused by the rise of robotics, artificial intelligence, automated processes, and data analytics means that our clients need to revisit their business models. In a digital world, we provide confidence to the markets through our deep understanding of new technologies, innovation, and business and how these changes affect the everyday lives of people so



that we may help foster the conditions necessary for leaders to take advantage of the benefits of transformation. More information is available at: www.ey.com/gl/en/services/digital

Transformative age: We have revitalized our advisory approach to focus on talent, creativity and the experience of our organization through our more than 40,000 advisors and industry professionals in more than 150 countries,

who all share one purpose: to help our clients grow, maintain, and maximize their value across their entire organizations through solutions that address digital strategies, analytics, technology and cybersecurity. More information is available at: www.ey.com/mx/asesoría



Building a better
working world

Does your company anticipate change and transform itself

See summaries, pictures and
videos at www.ey.com/mx/sgf



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



Transforming to grow

In 2017 we held the fifth consecutive edition of the Strategic Growth Forum™ Mexico. This seminal event was attended by top leaders from across Mexico's business world, who had the opportunity to hear key insights from renowned speakers who addressed how transformation is a key factor for growth.

During the opening event of the Strategic Growth Forum™ Mexico, Victor Soule, Lead Partner of the Mexico and Central America Segment, told the audience that the purpose of the SGF is to offer valuable insights and a place for leaders to build relationships. He went on to say that EY's global vision has earned it universal praise for creating these types of programs: "Technological disruption has presented new challenges and we must rise to these challenges. EY holds the SGF as a forum for all of you to find tools for developing your leadership, innovating, being more disruptive, accelerating your growth and demonstrating what Mexico is made of."



In her message, Guadalupe Castañeda, EY Mexico's Lead Partner of Strategic Growth Markets, stressed that the Strategic Growth Forum aims to drive and renew company ideas: "Five years ago we had the dream of holding our SGF and I hope that everyone leaves

here today with new ideas and inspiration that contributes to their business growth."

Over a day and a half of the event, attendees heard speakers discuss different paradigms for transforming companies and got to learn about the experiences of other members of the business ecosystem through keynote conferences and panels on a wide range of topics that included sources of funding, disruptive technology, expansion capital, and Board leadership. There were also industry-focused sessions covering topics like real estate, consumer products, energy, and Fintech.

The forum closed with the EY Entrepreneur Of The Year™ 2017 Mexico gala dinner where the winners of the program's four categories were announced.

Strategic Growth Forum™ Mexico 2017

2
days

500
attendees

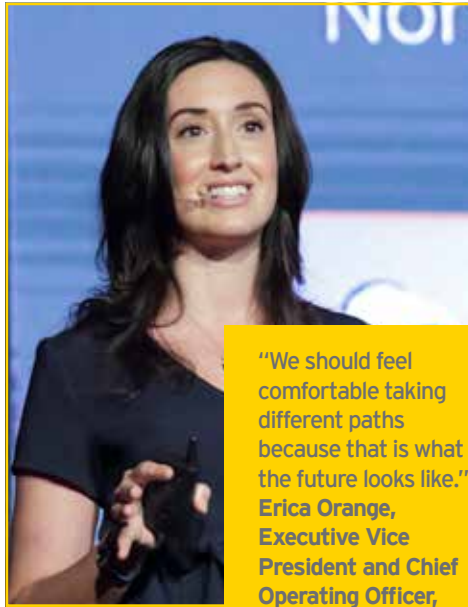
More than
60
speakers

15
impact
panels

4
impact
talks



"A company that fails to transform is doomed."
Pablo Sprenger,
CEO SURA México.



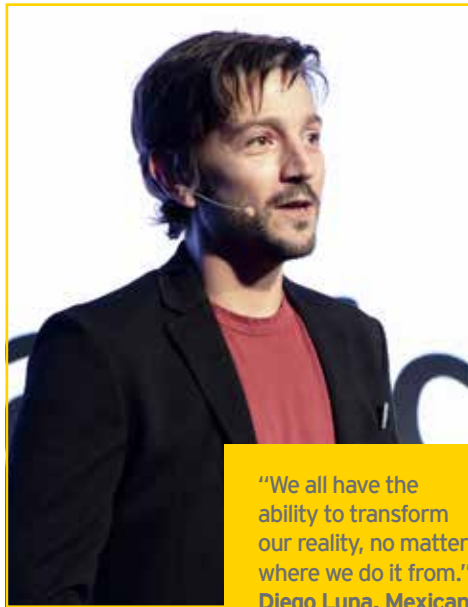
"We should feel comfortable taking different paths because that is what the future looks like."
Erica Orange,
Executive Vice President and Chief Operating Officer,
The Future Hunters.



"Mexico is working full speed ahead to reach the economic levels that it should be at."
Santiago Urquiza,
President, CENCOR.



"The most innovative leaders meet new people or see new places at least once a week."
Hal Gregersen,
Executive Director of the MIT Leadership Center.



"We all have the ability to transform our reality, no matter where we do it from."
Diego Luna, Mexican actor.



Participating companies

- | | | |
|------------------------|---------------------------------|--|
| -Advent International | -Gaszen | -Massachusetts Institute of Technology |
| -Airbus Group México | -Grupo APRO | -Nexus Capital |
| -AMEXCAP | -Grupo Devlyn | -Northgate Capital |
| -BDEO | -Grupo Energético del Sureste | -Recaudia |
| -BIMBO Ventures | -Grupo México | -Retail Sights |
| -BlueBox Ventures | -Grupo Prodensa | -SURA México |
| -Bitso | -Grupo Roales | -Simpliroute |
| -CENCOR | -Kansas City Southern de México | -Tecnológico de Monterrey |
| -Cinépolis | -Kubo financiero | -Tenoli |
| -Decidata | -LIV Capital | -The Future Hunters |
| -Energía Latina | -Luxelare | -Universidad Aeronáutica de Querétaro |
| -Enjambre | | |
| -Fundación Genomma Lab | | |



Is quicksand a solid foundation for growth?




EY Growth Barometer Mexico


The EY Growth Barometer explores the ambitions, strategies and growth challenges that today's middle market leaders face, as well as their attitudes towards global risk and uncertainty.

The survey was applied to 2,340 leading executives from around the world, including the finalists of previous editions of the EY Entrepreneur Of The Year™ program.


How are Mexican companies driving growth?

27%  plan to enter new geographic markets




16%  see regulations or trade barriers as the biggest threat to their growth




17%  see access to capital as their biggest risk



24%  believe that profitability drives the need for innovation



27%  see technology as an important factor for improving productivity



Finalists



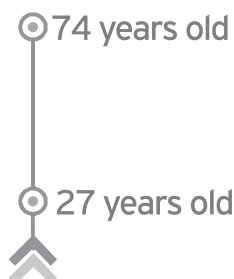
EY Entrepreneur Of The Year™

2017 México

40 finalists from 32 companies



Youth and experience
Ages between:



From 11 different states



Their industries



Services



Private equity



Automotive



Real estate, hospitality, and construction



Technology



Biotechnology



Energy



Pharmaceutical



Financial



Consumer products

26% family businesses

3 ears - youngest company

64 years - most mature company

Economic impact

Collectively they:

- Provide more than 21 thousand jobs
- Have reported a 19% increase in their headcounts (2015 to 2016)
- Report revenue of more than MXN 19 billion
- Reported a 15% YOY increase in sales (2015 to 2016)



Business reach

56%
National

44%
International

EY Entrepreneur Of The Year™

- More than 30 years globally
- 8 years in Mexico
- 989 nominees
- 300 finalists from 250 companies
- 16 judges



EY Entrepreneur Of The Year™ 2017 México



Over several months we work hand in hand with the entrepreneurs who participate in the EOY journey to ensure their success in the program. The EOY program culminates with a gala dinner to celebrate today's business leaders whose ingenuity challenges adversity.

THE ROAD TO RECOGNITION

CALL FOR NOMINATIONS
January 23 to February 28
Nomination submissions
Online registration

January

February

March

INTERVIEWS
March 27 to May 12
Meetings with nominees to learn more about their history and their organizations

abril

May

DOCUMENTATION SUBMISSION AND VALIDATION
March 7 to 17
Submission of documentation. If all requirements are met, nominees continue on to the interview stage.

FINALISTS ANNOUNCED
June 1
The finalists of each category are announced

June

COCKTAIL RECEPTION TO PRESENT PROGRAM JUDGES AND FINALISTS
July 6
Ideal for networking

July

JUDGES' EVALUATION
July 16 to August 24
Judges analyze the profiles of the entrepreneurs and the economic and social impact of their businesses

August

September

GALA DINNER
October 31
Awards ceremony

October

STRATEGIC GROWTH FORUM™ MEXICO 2017
October 30 and 31
Exclusive forum for business leaders with renowned speakers from the business world.

Cocktail reception to present program judges and finalists



At a cocktail reception held at the offices of the Reforma newspaper in Mexico City this past July 6, the 40 finalists of the eighth edition of the EY Entrepreneur Of The Year™ Mexico program met the judges of this year's program. At this event, entrepreneurs and judges had the opportunity to exchange insights and experiences about entrepreneurship in Mexico and also created an environment ideal for networking with other members of the business ecosystem.



"The entrepreneurs who win the different categories share their stories, which really inspire those who are just starting out," says Emilio Diaz, Lead Partner of Retail and Consumer Products for EY Latam North.



"Economic and political adversity just won't deter anyone who really has entrepreneurship in his or her DNA," says Victor Soule, Lead Partner of the Mexico and Central America Segment of EY. See more of the event coverage by the Reforma newspaper at: www.forosreforma.com

Judges of the 2017 EOY Mexico program

Lorenzo Barrera Segovia

National Winner of the 2012 EY Entrepreneur Of The Year™ Mexico program, Judge of the 2013, 2015 and 2016 editions of the EY Entrepreneur Of The Year™ Mexico program

Frank Devlyn

President of the Board of Devlyn Holding and Grupo Devlyn and National Winner of the 2016 EY Entrepreneur Of The Year™ Mexico program

Raúl Ferráez Pérez Pascal

General Director of the magazines Líderes Mexicanos, Petróleo & Energía and Latino Leaders

Mónica Flores Barragán

President of ManpowerGroup for Latin America

Rafael Gómez Nava

General Director of IPADE Judge of the EY Entrepreneur Of The Year™ Mexico program from 2014 to 2016



Mónica Flores, Rafael Gómez N., Lorenzo Barrera, Frank Devlyn and Raúl Ferráez



EOY 2017 P



participants





2017 Hall of Fame

me

The road to success is not always a straight line, but it is how we face adversity that makes all the difference. The willingness to fervently meet challenges head on is a trait shared by all the men and women who participate in the program.



Consolidated

"Life gives us opportunities to overcome challenges and it is our attitude that keeps us moving forward and we can chose whether to give up or triumph."

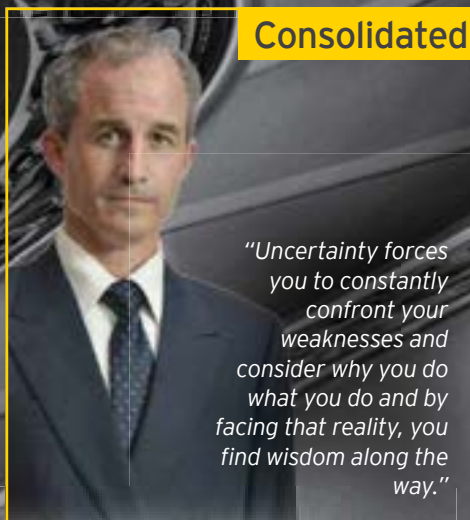
Julián Balbuena Alonso
Best Day



Consolidated

""Being an entrepreneur means always looking for solutions to move forward."

Ingrid Carlou
Reaseguradora Patria



Consolidated

"Uncertainty forces you to constantly confront your weaknesses and consider why you do what you do and by facing that reality, you find wisdom along the way."

Manuel Escobedo
Reaseguradora Patria



Consolidated

""Knowing that you will face risk on the road to success makes you aware of it so that nothing takes you by surprise."

Sergio Chufani Abarca
Constructora Chufani



Consolidated

"We are at a critical time in Mexico where we as women will hold powerful positions because we have the skills to do so and we are committed."

Marian Mouriño
Grupo Energético del Sureste



Consolidated

"There are two critical moments when the most growth is possible: when the economy is doing very well and when the economy is weak."

Héctor Silveyra Garza
EXEL



Consolidated

"I think there are more opportunities when there is uncertainty because those opportunities are the easiest to overlook."

Gerardo Trueba
Reaseguradora Patria



Expanding business

"Your strongest competitors will keep an eye on you and analyze where you are at. This makes it critical for you to innovate, which also keeps your competitors in their toes."

Ricardo Añorve
Grupo Sonora Grill



Expanding business

"The life of an entrepreneur seems like a straight line between where we are and where we want to go, but the truth is that there are a lot of twists and turns along the way."

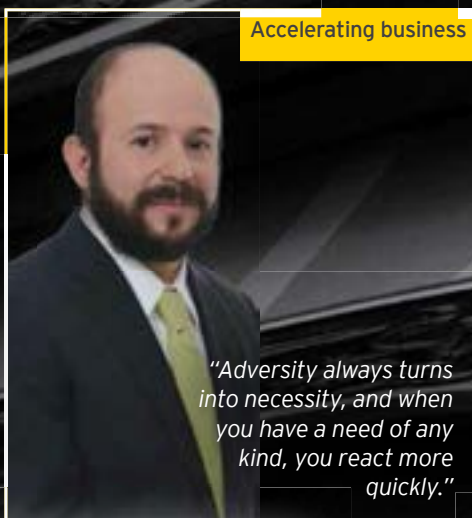
Allan Cherem
Financiera Contigo



Accelerating business

"We need more young people to take on the challenge of entrepreneurship because they surely have great ideas and they can apply their energy to making those ideas a reality."

Eymard Argüello
Agua Inmaculada



Accelerating business

"Adversity always turns into necessity, and when you have a need of any kind, you react more quickly."

Bruno Blackmore
BlackTrust



Accelerating business

"Uncertainty creates fear. We need to know how to handle fear because fear never goes away completely. That uncertainty that we feel will always be there."

Gustavo Armando Calderón Cravioto
Drive 360



Accelerating business

"The toughest situations that Mexico is facing is in our own heads. Thinking positively will put us on the road to growth."

René Freudenberg
Interlub



Accelerating business

"Uncertainty causes unease in the markets. Those of us who have the passion and desire to succeed always figure out how to move our businesses forward and that is exactly where brilliant ideas are born."

Roberto Iberri
Interlub



Accelerating business

"Entrepreneurs are forged out of ambition, persistence, passion and a relentless desire to improve every day. Limits exist only in our minds."

Jorge Armando Monsalve Flores
K Diseño Kreativo



"We shouldn't wait for uncertain times to innovate and stay one step ahead."

Jorge de Dios Morales
Grupo Diarqco



"Always think of adversity as a great opportunity to learn."

Harish Utam Tekchand Mukhi
H.U.T. Internacional



"We should stay on the lookout for uncertainty to force ourselves out of our comfort zones and grow."

Carlos Armando Torres Dávila
Riggers



"Adversity is a challenge that you need to take on with focus, energy and a strong desire to succeed."

Otto von Bertrab
Río Secreto



"We need to question things to understand them and then find new ways to do things, analyze and embark on the entrepreneurship adventure."

Dámaso Acosta
Kurago Biotek



"Entrepreneurs consistently die and come to life; they are reborn over and over again."

José Antonio Cruz
Kurago Biotek



"Being an entrepreneur pushes you to the limit, and whatever pushes you to the limit gives you an opportunity to grow."

Jorge Ayala
MKX Digital Demand Generation



"Being an entrepreneur teaches you to go against the grain and challenge conventional wisdom."

Elías Mauricio Bouzali
Ibushak

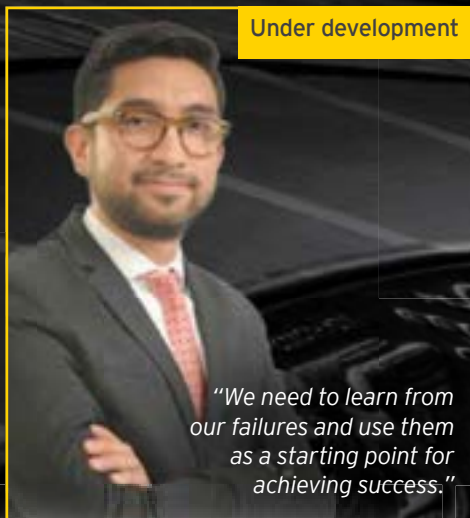


"Becoming an entrepreneur gave me the chance to scrutinize and challenge the old ways of doing things to create new ways to see things."

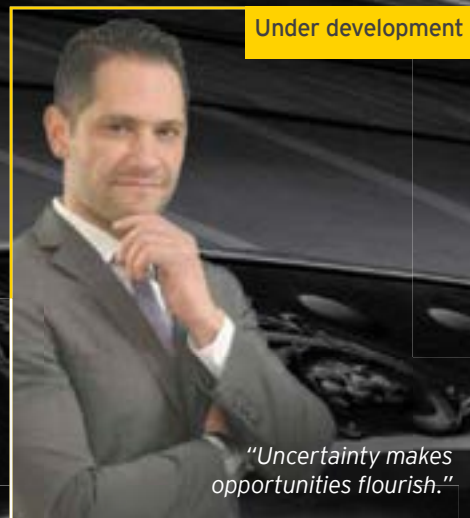
David Salomón Bouzali
Ibushak



Farique Cetina
National Soft



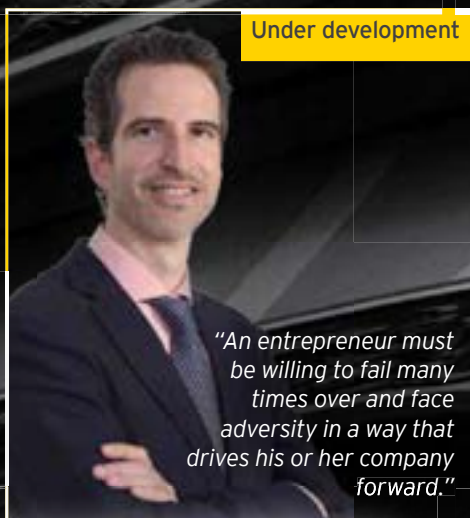
Alejandro Cortés Meza
BlueBox Ventures



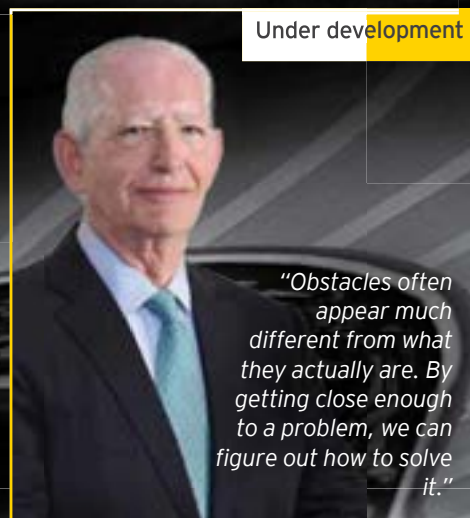
Gustavo Huerta Vargas
BlueBox Ventures



Juan Pablo Sánchez Gnechchi
BlueBox Ventures



Juan López de Silanes
Inosan



Juan López de Silanes y Pérez
Inosan



Vicente Fenoll
kubo.financiero



Bernardo Fernández
Sale Vale



Alejandro Guízar Prado
Bilipocket



Under development

"Setbacks are what really test you and test how far you are willing to go."

Abraham Hernández Pacheco
Vitalis



Under development

"Programs like EOY encourage young people from around the world to think big, to adopt better ways of doing things and to consider how they can benefit their communities."

Jorge López Pérez
Vitalis



Under development

"Breaking down the barriers to enter and overcome obstacles is how entrepreneurs are able to make the world a better place."

Sebastián Mitre
NXT View



Under development

"Adversity spawns great business ideas."

Ian Paul Otero Vázquez
Red Bean



Under development

"Entrepreneurs have a natural tolerance for risk and are optimistic at heart."

Álvaro Rodríguez
IGNIA



Under development

"Uncertainty gives us an opportunity to grow because it forces us to rethink everything that has already been done and do something disruptive."

Sergio Valencia
Basurama



Under development

"Our responsibility as leaders is to create more leaders, which means that as entrepreneurs we need to teach others to be entrepreneurs."

Antonio Villarreal Saldaña
Axioma Proyectos

The insights expressed by the 40 finalists of the 2017 edition of EOY Mexico demonstrate how their unwavering leadership, vision and ingenuity has helped them overcome adversity. These audacious men and women inspire us all and they will surely encourage countless others to dare to follow their dreams.



Ingenuity that defies adversity

This past October 31 we held the Gala Dinner for the eighth edition of the EY Entrepreneur Of The Year™ Mexico program. At this prestigious event we celebrated the spirit and talent of 40 entrepreneurs whose willingness to face and to overcome the plethora of challenges that today's international business environment poses have helped transform Mexico's economy.

In his message at the Gala Dinner, Francisco Álvarez, Regional Managing Partner of EY Latam North, stressed how important the work of each finalist is, since in addition to having a positive impact on Mexico's business environment, they inspire more people to become entrepreneurs.

"These entrepreneurs are shaping reality and they deserve our admiration. Here today we have 40 men and women who are risk takers and innovators and who harness their ingenuity to overcome adversity, create jobs, invigorate the economy, drive the transformation of companies and change the world around them," Francisco asserted.



In his speech on behalf of the judges of this year's edition of the program, Rafael Gómez Nava, General Director of IPADE, commented that: "We had a very intense evaluation session through which we got to know your companies and business models, and your dreams and values as people. It was really hard for us to choose winners from this great pool of talent as well. You inspired each and every one of us and fired up the entrepreneurial spirit within the EY community and the entrepreneurial ecosystem."



The National Winners of the 2017 EY Entrepreneur Of The Year™ Mexico program are:



Consolidated category and National Winner
Sergio Chufani
 Constructora Chufani

"All of the entrepreneurs here today are just the leaders that Mexico needs because they are daring men and women who are committed to their purpose, and to finding better ways of doing things and they believe in this country."

Sergio will represent Mexico at the EY World Entrepreneur Of The Year™ 2018 to be held in Monaco.



Expanding Business category
Ricardo Añorve
 Grupo Sonora Grill

"I want to thank EY for giving me the chance to be part of this great program. This is really a dream come true for me and it is great to know that they appreciate what we are doing."



Accelerating Business category Tie
Harish Utam Teckchand
 H.U.T. Internacional,
 with Juan Carlos Luqueño receiving the award on his behalf

"I want to thank the entire EY team for the rewarding experience of participating on the EOY program as a company."



Accelerating Business category Tie
Otto von Bertrab
 Río Secreto

"It's really great to know that there are so many Mexicans out there doing such great things for our country and who are putting in so much effort in spite of the difficulties that we all have to overcome."



Under Development category
Bernardo Fernández
 Sale Vale

"I want to say that I feel blessed to be here today and accept this award on behalf of our entire team that makes Sale Vale great."

EY Entrepreneur Of The Year™ Mexico





















"This is truly a great honor. Winning this award is really exciting and a source of pride for me, especially because the whole EOY process was so thorough. It has been a privilege to be part of this and I am committed to keep doing the best I can, to keep striving to be a successful company, and to find new ways to reinvent myself to achieve success."

Sergio Chufani, CEO of
Constructora Chufani
**Winner of the
Consolidated category**

Entrepreneur Of The Year® Mexico 2017

Sergio Chufani, CEO of Constructora Chufani, will represent Mexico at the EY World Entrepreneur Of The Year™ in Monaco in 2018, where he will share his success story, insights into his business model, and what he did to overcome adversity with winners from the more than 60 countries where EY holds the EOY program.

"This is truly a great honor. Winning this award is really exciting and a source of pride for me, especially because the whole EOY process was so thorough. It has been a privilege to be part of this and I am committed to keep doing the best I can, to keep striving to be a successful company, and to find new ways to reinvent myself to achieve success," Sergio assented in an interview.

Sergio also expressed his excitement about representing Mexico at the EY World Entrepreneur Of The Year™ in Monaco. "I'm so and so pleased to receive this award and I know that being the Entrepreneur of the Year comes with much responsibility. I will represent Mexico in the event as best I can."

Sustainable construction and design

The story of Sergio Chufani as an entrepreneur started 26 years ago. Demonstrating ingenuity in the face of adversity, Sergio's leadership has driven the success of Constructora Chufani, which has positioned itself as a true leader in the specialized market of sustainable design and construction of industrial, commercial and institutional buildings. Today Constructora Chufani has projects in Mexico, the United States and Panama for many of the top companies in various sectors and industries, including Bosch, Hyundai, Nestlé, Grupo Modelo, Samsung, and Kellogg's.

Since his earliest days in the business, Sergio's goal was to lead his own company - Constructora Chufani - and under Sergio's leadership Constructora Chuffani has become one the ten best construction companies in its field in Mexico.

Constructora Chufani

25 
years in the market.

10 

It is one of the best 10 Mexican construction companies in its field.

2010 

In 2010 it became a member of the US Green Building Council.

3 

Currently has projects in 3 countries: Mexico, United States and Panama.

Of The Year México

"Meeting so many other dynamic entrepreneurs during the EOY program has been so exciting and has been such a good learning experience for me. A total of 40 entrepreneurs have made it this far in the program and each of us in our own businesses and based on our particular experience has contributed to the progress of this new Mexico that we are all living and growing in."

Ricardo Añorve, founder and CEO of Sonora Grill Group.

Winner of the Expanding Business category





Fine cuisine rooted in tradition

"The EOY program is a great way for us entrepreneurs to gauge our progress so far and to understand how and where we should continue to challenge ourselves as businesspeople. It also gives us insight into how we can help our communities and how to be shining examples for young people in Mexico, since it has long been my conviction that Mexicans as a people are ambitious and work hard and that they dream big and have a desire to do great things," said Ricardo Añorve, founder and CEO of the Sonora Grill Group, regarding the value of the EY Entrepreneur Of The Year™ program for him and his company.

Ricardo stressed that the best part of his experience in the EOY program has been how much he has learned and shared with the other participants. "Meeting so many other dynamic entrepreneurs during the EOY program has been so exciting and has been such a good learning experience for me. A total of 40 entrepreneurs have made it this far in the program and each of us in our own businesses and based on our particular experience has contributed to the progress of this new Mexico that we are all living and growing in. I think that part of what we need to do as entrepreneurs is to find new and better opportunities for the people around us to develop and grow, and not just to help us ourselves be successful, but so that others can accomplish their own dreams and be successful too."

The seeds of Ricardo's success were sown 13 years ago when he opened a small taco shop. His passion for the business was the driving force for Ricardo to grow his one shop into a chain of top-tier restaurants that have broken the mold of the steakhouse business model in Mexico.

Sonora Grill's perfect blend of traditional cuisine and an innovative and relaxed dining atmosphere, plus the high-level of service and unmatched quality of each dish, have paved the way for Ricardo Añorve to become a leader in his market and to continue to grow the Sonora Grill, Sonora Grill Prime, and Parrilla Urbana brands in a number of cities across Mexico.



"I'm convinced that others can learn so much from our experience and that this experience can be replicated in other fields beyond tourism and ecology."

Otto von Bertrab, General Director of Río Secreto
Winner of the Accelerating Business category (tie)



Passion for nature

Since 2008, Río Secreto has provided more than 100,000 speleologists, scientists and tourists one of the most unforgettable adventure experiences designed to bring them into harmony with nature and give them the opportunity to interact up close with one of the most impressive geological formations in the world.

Says Otto von Bertrab, General Director of Río Secreto: "I didn't really expect to win any category of the EOY program. I didn't enter it to win. However, after the interviews stage I thought that I might have actually had a shot at winning because my business is such a generous and rewarding one. Río Secreto is a business model that is unique in its field and our vision is pro-nature and pro-environment through and through. This is why I really believe that we have created a company that deserves to win." Otto also stressed that the EY Entrepreneur Of The Year™ program is a great venue for sharing best practices.

"Because in the end, that is what these events are all about: sharing good practices and learning experiences. I'm convinced that others can learn so much from our experience and that this experience can be replicated in other fields beyond tourism and ecology."

The key to the success of Río Secreto has been Otto von Bertrab's vision, his passion for nature, and his explorer's spirit, which have melded together to become a guiding philosophy that drives Otto as an entrepreneur.

Río Secreto has made National Geographic's list of the top 10 places to visit for Mexican families. Río Secreto natural beauty has also been named Mexico & Central America's Leading Nature Reserve by the World Travel Awards and it has received Trip Advisor's Hall of Fame award.

After working for years in India and Nigeria, Harish Utam came to Mexico to embark on his business adventure that would span nearly three decades and grow into a company that sells a line of more than 600 innovative household, personal care, and cleaning products.

Harish Utam Tekchand Mukhi, general director of H.U.T. Internacional
Winner of the Accelerating Business category (tie)

Focus and perseverance

After working for years in India and Nigeria, Harish Utam came to Mexico to embark on his business adventure that would span nearly three decades and grow into a company that sells a line of more than 600 innovative household, personal care, and cleaning products.

Harish Utam, general director of H.U.T. Internacional, faced the challenges posed by every new market, but thanks to his relentless focus and perseverance, H.U.T. Internacional now has more than 8,000 points of sale in Mexico and abroad. The customers of H.U.T. Internacional currently include many of today's most prestigious retailers, such as Walmart, Liverpool, Sears, Soriana, Chedraui, Oxxo, Coppel, The Home Depot, Casa Ley, Home Store, Comercial Mexicana, City Market, Smart, Súper San Francisco de Asís, La Marina and Anfora.

Juan Carlos Luqueño, general manager of H.U.T. Internacional, who received the award on behalf of Harish Utam Tekchand Mukhi, said in the interview that "the EY Entrepreneur Of The Year program is a very enriching experience for our company. It's so exciting because just making it this far is a great achievement for us after 30 years in the industry. I think that the EOY program is a great way for EY to recognize the achievements of so many entrepreneurs and companies in Mexico. This kind of program is really beneficial for everyone involved. The EOY program has motivated us to reflect on the discussions and topics of interest for our business that we have touched on throughout the program. The relationships we are building and the networking that we are doing have also been valuable for us. Being able to talk to other entrepreneurs and people as they share challenges and achievements that are similar to our own is very enriching indeed."



EY Entrepreneur Of The Year

México

"It will so rewarding to share this award with my whole team because we have been through some very challenging times and have overcome many barriers on the road to our success, which has given us the faith, strength and enthusiasm that we will need to continue forward."

Bernardo Fernández, CEO of Sale Vale

Winner of the Under Development category



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EY

Inclusive company

"This is truly a great moment for Sale Vale and so inspiring for me as an entrepreneur. I am so grateful to God and to my parents, my family, my children, and my wife, who are all my biggest reason for doing what I do. This is not just a work team, since the support that all of our families give us is vital to our business success. I am also grateful to EY because I honestly didn't expect this award that they have given my whole team, which truly has been the driving force behind Sale Vale's ability to keep growing," said Bernardo Fernández, CEO of Sale Vale in an interview.

According to Bernardo, the EY Entrepreneur Of The Year™ program has transformed his business vision. "I have always had lots of energy and I like that. I have certain sayings that I draw inspiration from like 'Courage doesn't mean not being afraid; it means being afraid and doing what you need to do anyway'. These ideas that motivate you to keep pushing forward are embodied in the success of all the great entrepreneurs and startups that are part of this program, and in the messages of its great speakers, which have given me much knowledge to share with my team and to quickly grow my company."

Bernardo's desire to build a retail business that wouldn't just serve store owners but which would also reach end customers lead to the creation of Sale Vale, which is a chain of supermarkets that provides a unique and high-value shopping experience for its customers.

Sale Vale currently has 26 points of sale throughout the state of Puebla and it plans to expand the business into other regions of the country. Sale Vale is an inclusive company that buys from local artisans and that hires people with disabilities.



A powerful combination

The Mexican media covered the events and topics addressed at the SGF, as well as the success stories all of the EOY finalists, and members of the press joined us in our praise of the difference

that these entrepreneurs have made for the country and their communities.

The EY Entrepreneur Of The Year™ program and the Strategic Growth Forum™ are highly valued by the business world at large for their impact on business thought leadership.

Our digital impact

EY's influence reaches across social media, as our business leadership is put on display by all who share our vision and who interact with our digital communities in Mexico and beyond. Our social media followers benefit from the valuable information, thoughts that inspire, and expert insight that we share with them.

Alejandro G
@aguizar_
@Billpocket finalist of
#EOYMX17 by @EYMexico



USEM CDMX
@usem
Sergio Chufani, National Winner of #EOYMX17 with 25 years of experience leading Consultora Chufani. <http://ey.com/mx/eoy> @EYMexico #USEMCDMX



REFORMACOM
@Reforma
Bernardo Fernández of @_SaleVale, winner of the category #UnderDevelopment #EOYMX17 @EYMexico #entrepreneurs #innovation



Beatriz
@beatriz_asd
The favorite!!
#constructorachufani
#EOYMX17 (VIDEO)



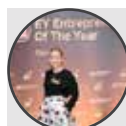
Río Secreto
@riosecret0
Our General Director, Otto von Bertrab, winner of #EOYMX17, in the category #AcceleratingBusiness #RíoSecreto #MoreThanTourism



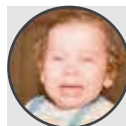
Entrepreneur México
@SoyEntrepreneur
#Entrepreneurs
@sergiochufani of
@ConstructoraCh1 is the
national winner #EOYMX17
@EYMexico <http://entm.ag/mdf>



Marian Mourino
"Transformation is not optional" #EOYMX17 #strategicforum



EMedina
@ODRAUDEMEDINA
@mmourino well deserved recognition of your relentless drive and commitment. Thanks for sharing your vision. I'm proud to work with you #EOYMX17



Miguel Ángel Borja
@mborjat
Today at #EOYMX17
Congratulations @drcobranza participating in #Entrepreneurs with #notableleaders @pioarturob @dantemcrotary @FrankDevlyn @EYMexico

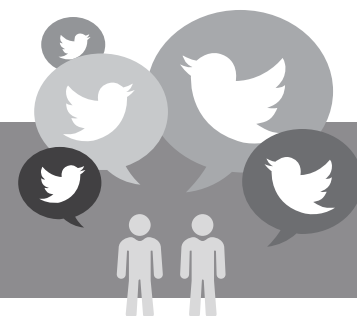


Ed
@edmorelos
Two great Mexican entrepreneurs nominated by @EYMexico. Congratulations @alvarodrigueza @vicentefenol!!! #EOYMX17



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Helping businesses thrive



EY Growth Navigator

Through this exclusive interactive tool, EY can help drive the growth of your company by identifying priorities and planning sustainable strategies for development. Contact Karla González to schedule a personalized session:

karla.a.gonzalez.juarez@mx.ey.com

www.ey.com/mx/aceleramoselcrecimiento

Liderazgo intelectual

Here you will find a variety of resources like studies, research, surveys and publications that were developed and created by our global network of professionals to help you make better decisions by giving you deeper insight into the business world.

www.ey.com/mx/publicaciones

Accelerating entrepreneurs

This program is aimed at helping rapidly growing startups from around the world expand their businesses by giving them personalized orientation, sharing ideas and building networks with other startups and well-established larger companies. We help turn today's entrepreneurs into the leaders of tomorrow's global market.

www.ey.com/acceleratingentrepreneurs

EY Entrepreneurial Winning Women™

Through this multinational initiative created in 2008, we identify a select group of women entrepreneurs with scalable projects to help them take their organizations to the next level.

In Mexico we strive to recognize the achievements of more women entrepreneurs and to increase their participation in the EY Entrepreneur Of The Year™ program. A total of 27 women have been part of the program to date.

www.ey.com/winningwomen

EY World Entrepreneur Of The Year™

The National Winner of EY Entrepreneur Of The Year™ travels to Monaco to represent Mexico at the EY World Entrepreneur Of The Year™, which brings together the winners from over 60 countries and which provides a powerful forum for participants to build relationships, obtain insight, and draw inspiration from some of the most outstanding entrepreneurs in the world.

www.ey.com/weoy

EY Strategic Growth Forum™ Mexico 2017
and EY Entrepreneur Of The Year™ Mexico
2017 were in part made possible by





**EY World Entrepreneur
Of The Year™**

2018

Founded and produced by



**Building a better
working world**

A global platform

Sergio Chufani, National Winner of EY Entrepreneur Of The Year 2017 Mexico, will represent Mexico at the EY World Entrepreneur Of The Year™ 2018.

June 13 to 17
www.ey.com/weoy



Do you know an innovative entrepreneur?

Nominate her or him for EY Entrepreneur Of The Year™ 2018 Mexico. Information on the call for nominations will be available at the beginning of the year at www.ey.com/mx/eoy.



**EY Entrepreneur
Of The Year™**

2018 Mexico