



The Emerging Enterprise Award is an annual award that recognises the bold ambition of young businesses in Singapore. It's a celebration of business innovation, resilience and excellence. If your business is under 10 years old, seize the opportunity now to take your aspirations further.

Up to S\$1.7M worth of prizes to be won, plus enjoy free publicity and media coverage, as well as networking opportunities.

Apply. Win. Get ahead. Application closes 1 June 2018, Friday.

AWARD CATEGORIES & PRIZES

Emerging Enterprise Award

Recognises emerging enterprises that demonstrate an enterprising mindset. These are businesses that drive consistent, significant and sustainable growth, resulting in excellent business performance; and display the ability to scale and expand overseas.

Up to 3 winners will each receive:

- Interest-free Business Overdraft facility worth S\$200,000 from OCBC
 - S\$50,000 worth of prizes from Mastercard
 - Research Consultancy Package from ACORN Marketing & Research Consultants worth S\$30,000
 - Open Enrolment Programme Package from INSEAD worth S\$30,000
 - Consulting Package for Growing Businesses from RSM worth S\$30,000
 - Support from Enterprise Singapore in capability development
-

Best Innovation Award

Recognises emerging enterprises with a strong culture of innovation. These are businesses that seek creative solutions to persistent problems, innovate to carve out new markets for themselves, or embrace technology to transform their businesses.

Up to 2 winners will each receive:

- Interest-free Business Overdraft facility worth S\$50,000 from OCBC
 - Up to S\$30,000 worth of Information and Communication Technology (ICT) business solutions package from Singtel
-

Most Promising Startup Award

Recognises emerging enterprises with a strong startup spirit. These are startups that have developed a unique and commercially viable idea, which has the potential to be sustained in the long run.

The winner will receive a digital consulting package worth S\$50,000 from Wavemaker.

QUALIFYING CRITERIA

The application form must be accompanied by financial statements for the last two financial years[†] and the Business must fulfill the following criteria:

- **Years of business operation:** Up to 10 years
(Up to 3 years of business operations for Most Promising Startup Award)
- **Business incorporation:** Registered either as a Sole Proprietor, Partnership, Limited Partnership, Limited Liability Partnership, or Private Limited Company in Singapore
- **Shareholding:** At least 30% owned by Singaporeans or Singapore Permanent Residents
- **Annual sales turnover as of the last financial year:** Up to S\$20M

[†]For businesses that have only 1 year of operation, note that financial statements can be for the prior or current year, whichever is available. These businesses may or may not have a significant revenue model yet but they must have unique product/solution and or business model and scalability for growth.

DETAILS OF THE BUSINESS

Name of Business (Company):

Address of Business:

Telephone No.:

Fax No.:

Business Website:

Business / Company Registration No.:

Date of Incorporation (dd/mm/yy):

Type of Industry: Professional Services Healthcare Transport & Logistics Information Technology F&B
(Please tick) Engineering Services Manufacturing Real Estate / Construction Wholesale & Trading Energy
 Retail / e-Commerce Education Media Others: (Please state)

Type of Business Entity: Sole Proprietor Partnership Limited Partnership
(Please tick) Limited Liability Partnership Private Limited

No. of
Employees:

1. Is your company a subsidiary? If yes, please state parent company's details below:

Yes No

Name of parent company

Address

2. Do you have corporate shareholders? [If your answer is Yes, please proceed to answer questions part a) to d)]

Yes No

a) If yes, is your ultimate corporate shareholder(s) A listed company

Private Equity / Venture Capital Fund

b) Is your ultimate corporate shareholder(s) registered and operating in Singapore?

Yes No

c) Does your ultimate corporate shareholder(s) have at least 30% ownership by Singaporeans or Singapore Permanent Residents?

Yes No

d) Please provide the name(s) and a short description of all your ultimate corporate shareholders.

All participants to attach the following:

- A copy of the business profile from ACRA
- Latest financial statements for the last two financial years. For businesses with only 1 year of operation, note that the financial statements can be for the prior/current year, whichever is available
- Latest management accounts (including the income statement and balance sheet).
- Where applicable, please include a copy of the business profile from ACRA, the turnover (current and previous financial year) and number of employees of the ultimate corporate shareholder.

FINANCIAL INFORMATION

Performance Indicator	Previous Financial Year	Current Financial Year	Projection For Next Year
Financial Year End (Month / Year)			
Gross Turnover (S\$)			
Gross Profit (S\$)			
Operating Profit Before Tax (S\$)			
Total Fixed Assets (S\$)			
Shareholders' Equity (S\$)*			
Paid-up Capital (S\$)			

*Refers to Paid-up Capital + Retained Profits + Other Reserves

BUSINESS OVERVIEW

Provide us details of your business by answering the following questions and according to the structure below. You may attach as many supporting documents as needed.

1. What is the vision and mission of your business?
2. Describe your primary business activities including geographical coverage.
3. Describe the profile of your customers.
4. Demonstrate how your business has shown consistent, significant and sustainable growth. Also, please give examples of achievement and/or efforts made in regional or international expansion.
5. Describe how your business/product/services are innovative or differentiated from your competition.
6. What are the major challenges faced by your business and what measures are put in place to overcome them?
7. Describe your growth plan for the next 3 - 5 years and how your management team intends to execute the plan.
8. What are the major milestones and achievements of your business?
9. Tell us why you should win the award.

How did you learn about the Emerging Enterprise 2018 Award?

Advertising / Digital

- The Business Times
 SGSME.sg
 OCBC Facebook
 OCBC LinkedIn

Emerging Enterprise Award Sponsors' Channels

- The Business Times
 Acorn Marketing and Research Consultants
 Insead
 Wavemaker
 RSM
 Singtel
 Enterprise Singapore

Others

- ASME
 Colleagues
 OCBC Business Banking Centres / Desks
 SCCC1
 Friends
 OCBC Business Development / Relationship Manager

Please turn over for the Declaration and Agreement section.

Declaration and Agreement

To be completed only by the Director / Partner / Sole Proprietor

By submitting an application for the Emerging Enterprise 2018 Award (the "Award"), we hereby declare that we have read, understood and agree to abide by the terms & conditions as follows:-

(1) We permit and authorise The Business Times, OCBC Bank, RSM, Mastercard, Singtel, ACORN Marketing & Research Consultants, INSEAD, Wavemaker and Enterprise Singapore (the "organisers/sponsors") to use and disclose all information, data and materials submitted in connection with us and the Award, to contact us for the Award-related activities, conduct searches with any public registry or credit bureau, research and analysis which might involve third party researchers and the publication of a report by third parties.

(2) We agree and undertake to indemnify and hold the organisers/sponsors harmless against any claims, proceedings, damages, losses and costs (including legal fees on an indemnity basis) that may arise in connection with the breach of any terms, warranties and conditions herein or in the event that any representations and authorisation given in connection with the Award are untrue or invalid.

(3) We agree that the organisers/sponsors shall not be liable for any damages, losses, costs, expenses, claims and liabilities (whether direct, indirect, special or consequential and whether foreseeable or not) arising out of or in connection with matters relating to the Award.

(4) We agree upon the written request of the organisers/sponsors to provide clarification, supporting evidence and relevant company information should the organisers need to verify the data provided in the Emerging Enterprise 2018 Award application.

(5) We agree, upon the written request of the organisers/sponsors to provide our actual and projected financial figures.

(6) We agree to notify the organisers/sponsors in the event of any changes to our eligibility for the Emerging Enterprise category and/or Best Innovation category and/or Most Promising Startup category.

(7) We agree that the judges' decision on all aspects of the Award including the shortlist, evaluation and the publication of the list of the Emerging Enterprise 2018 Award Finalists will be final. The organisers/sponsors are not under any obligation whatsoever to provide any reason or explanation to us.

(8) We agree to notify the organisers in the event that we, our parent company or any of our subsidiaries have applied for its shares to be listed for quotation on the official list of a securities exchange as defined in the Securities and Futures Act (Cap. 289) on or before 1 June 2018.

(9) We agree to provide details of any litigation cases against us and (where we are a company) our directors/shareholders/partners/sole proprietor in the run-up to the publication of the list of the Award Finalists.

(10) We agree to abide by the publicity schedules and guidelines stipulated by the organisers/sponsors in the run-up to and after the publication of the Emerging Enterprise 2018 Award Finalists, and we further agree that the organisers/sponsors have the discretion to amend such publicity schedules without prior notice to us.

(11) We consent to the use by any organisers/sponsors of our information provided to the organisers/sponsors (including, without limitation, our name, logos, photos and/or video shoot) and media interview articles to be used in any publicity and/or advertising materials of any organiser/sponsor.

(12) We agree to provide any relevant information requested by the organisers/sponsors in relation to us for purposes of inclusion in the Emerging Enterprise 2018 Award media promotions, press releases and marketing collateral.

(13) We agree to abide by the rules/standards as may be determined by the organisers/sponsors regarding the usage of the Emerging Enterprise 2018 Award logo.

(14) We agree that should we not accept any prize under the Award offered by an organiser/sponsor, we agree to forfeit all other prizes offered by the remaining organisers/sponsors.

(15) We agree that the Emerging Enterprise Award and/or Best Innovation Award and/or Most Promising Startup Award may be revoked by the organisers/sponsors in the event that the organisers/sponsors are of the view that we are in breach of any of the terms and conditions of the Award.

Director / Partner / Sole Proprietor

Name: _____

Designation: _____

Email: _____

Signature / Company Stamp: _____

Date: _____

Main Contact Person For Verification Purpose

Name: _____

Designation: _____

Email: _____

Contact Number: _____

Mail the completed documents to: Emerging Enterprise 2018 Award
c/o RSM, 8 Wilkie Road, #03-08 Wilkie Edge, Singapore 228095

Please check if you have included the following in your application:

- A copy of the business profile from ACRA.
- Latest financial statements for the last two financial years (for businesses that have only 1 year of operation, note that financial statements can be for the prior/current year, whichever is available).
- Latest management accounts (including the income statement and balance sheet).

For those with corporate shareholder(s), please ensure that you have included the following in your application:

- A copy of the business profile from ACRA, the turnover (Current and Previous Financial Year) and number of employees of the ultimate corporate shareholder.

For more information of the award, refer to: www.eeaward.com. For further enquiries, email mkgenterprise@sph.com.sg

Jointly Presented By:

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