



# 22<sup>ND</sup> Sri Lanka Entrepreneur of the year Awards 2017

## Message from the President of FCCISL

**Congratulations to all Regional and National level winners.**

The Sri Lankan Entrepreneur of the Year Awards is the highest accolade and recognition an entrepreneur could achieve. This is recognized as the highest national awards that celebrates the success of the Sri Lankan entrepreneurs. We are really grateful to host for the 22nd consecutive The Sri Lankan Entrepreneurs of the Year Award to recognize dedicated entrepreneurs of Sri Lanka who are supporting to boost the Economy of Sri Lanka

This year also we carry the theme of “Innovation and Sustainability”, which are very much need to grow the civilization. To achieve sustainable growth, the state of economy depends not only on policies but also the advancement of humanities and balance in civilization. The spirit of entrepreneurship and the willingness to cooperate are the vital elements that we needed imperatively to maintain sustainability. Innovation always widen the markets and provide solutions for the sustainable growth. As this awards ceremony we appreciate and recognize all entrepreneurs who have practiced innovation and sustainability within their enterprises.

FCCISL provides the platform for Sri Lankan entrepreneurs to showcase their outstanding achievements and is proud that these achievements are judged by an independent and eminent judge panel over several stages to finalize each award in an unbiased manner. We are happy as this is an awards scheme that covers the entire Sri Lanka and recognizes the achievements of each entrepreneur in a regional and national level covering all geographic locations and entrepreneurship in SMEs, large and extra-large categories



**Sarath Kahapalarachchi, President  
Federation of Chambers of Commerce & Industry of Sri Lanka**

while recognizing women, young and the differently-able entrepreneurs.

Today, entrepreneurship is cross border. Sri Lankan entrepreneurs also have to have global understanding to identify transnational and cross-cultural

opportunities and turn them into new value-creating initiatives. Global entrepreneurs' efforts go beyond business creation. I congratulate all winners and I wish them all the very best to keep growing in global context.

## Message from the Chairman of the Organizing Committee

FCCISL being the apex body of the chamber movement in Sri Lanka conducts this award ceremony to recognize the Sri Lankan entrepreneurs for their untiring efforts in making a contribution to the national economy.

As a nation Sri Lanka is facing the challenge of achieving sustainable development goals and interestingly the first being the “zero poverty. how we could achieve this goal? The answer is simple though difficult—do business and create wealth for the nation.

In this context all entrepreneurs in this country do reserve a salutation from the nation and FCCISL envisage protecting, nurturing and recognizing our entrepreneurs is its prime responsibility.

In fact, a nation is built on innovation and sustainability. It shapes the future of the economy. We have witnessed the rise of nations in the past strategized on the core concept of innovation and sustainability. FCCISL too has recognized the importance of innovation and sustainability and introduced same as the theme for awards ceremony since last year.

We, at FCCISL live with the dream of building the nation through Innovation and sustainability. It's really a pleasure to see that how our entrepreneurs gradually move upward in the competition to achieve next level of their business life.

We will take this initiative to next level by joining hands with government ministries, donor agencies, well-wishers to create a platform for all entrepreneurs across the nation to get the best benefits in time to come.

We have aligned our dreams with the dreams of our own local chambers, global



**Ajith D. Perera  
Secretary General / CEO  
Chairman of the Organizing committee**

partners' and sponsors to ensure success through entrepreneurial development.

We invite you to witness the crowning of 22nd Sri Lankan entrepreneur of the year and felicitating national and regional winners at this gala ceremony at BMICH, today.

I wish all winners and participants a pleasant evening

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National Bronze Award - Medium Category



Silver Award - Western Province

## Rovel Lanka- Cooling the Nation through AUX

**R**ovel Lanka (Pvt) Ltd is spearheaded by Mr Samantha Ratnayake, Chief Executive Officer of Rovel Lanka- who has amassed years of experience and business acumen before founding the company. Having established Rovel Lanka in 2013, Mr Ratnayake has applied to the Sri Lankan Entrepreneur of the Year Award organised by the Federation of Chamber of Commerce and Industry of Sri Lanka this year. As a first time contestant, the company received the Bronze Award in the medium category in the National level and the Silver Award in the medium category in Western Province at the recently concluded 22nd Sri Lankan Entrepreneur of the Year awards.

Mr Ratnayake was encouraged to apply by Mr Rajitha Fonseka, whom he credited as being an enormous support to his business from the beginning as one of directors of the company. "This is the first time I have received such an appreciation," Mr Ratnayake said, explaining that one of the primary reasons for him to found his company was the desire to see his concepts being put into practice. He humbly mentioned that when he entered the company for the award, he had minimal expectations of winning and that the response afterwards has been very positive.

"I started the company in a 10 by 10 room with one employee," he recalled. By now, the company has over 25 EPF paid employees under its belt, and teams dedicated to service, accounts and special projects.

Throughout his career, Mr Ratnayake has gained a good knowledge base on electronics and electronic products. Therefore, when he began his company, he was able to put his knowledge to use. "For the electronic items, there are competitors everywhere, but I was thinking of cooling products," he said, explaining how he came to form his company. With global climate change



affecting the temperatures around the world, tropical countries such as Sri Lanka are also experiencing a rise in temperatures that, while subtle, means that air conditioning is becoming a necessity in life. Himself hailing from Nuwara Eliya which enjoys a cooler climate, Mr Ratnayake entered the air conditioning industry to provide his customers relief from the heat.

The first customer of the company was a big multinational brand to whom Rovel supplied

200 bottle coolers. From then on, the company began importing AUX air conditioning units from China from 2013, initially with a small number of units.

The company has a clientele of reputed government and private institutions and organisations and supplies them with products from their offices at Boralesgamuwa. The company has a service centre in Matara, known as a regional service centre. The company hopes to establish three additional

regional service centres in the upcoming year so that the company can provide good services around the island.

The company is capable of delivering the products island wide and give a five-year warranty for the compressor and a one year warranty for the other components. The spare parts are provided at an affordable rate, and the units cater to all segments of customers, from residential to apartments, supermarkets, etc.

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AUX has a production plant in China so that the brand manufactures its own products. Thus AUX can cater to any segment of the customer market, and this benefit is given to Sri Lankan customers through Rovel Lanka.

"Big or small or medium, any company can supply products. The world is small now, and large countries have a lot of companies supplying different kinds of products," said Mr Ratnayake, "But you can't supply different service: service is unique, if you give good service, it is a remarkable point". the company has a hotline that diverts to the CEO's direct private phone so that he is instantly alerted should a customer encounter any problems.

When asked about his business practices, Mr Ratnayake said, "Rovel Lanka's competitor is Rovel Lanka. We are going on a small journey and my message to new entrepreneurs is also that. Give the best customer service, and don't fight with other competitors. Every day you have to see who's your competitor. Go in front of the mirror and you will see your competitor. Always try to see ways where you can improve your company instead of getting caught up in rivalries".

The Sri Lankan Entrepreneur of the Year Award is the ultimate accolade one can achieve as a Sri Lankan entrepreneur. This long running award scheme, organized by the Federation of Chambers of Commerce & Industry of Sri Lanka is designed to recognize and reward entrepreneurs who reach the pinnacle of business world whilst contributing towards the national economy. The award program is organized in association with PCCISL's 60 member Chambers and Associations.

This long running national award scheme organized by the FCCISL is the first and most comprehensive award scheme, that evaluates local business based on a multi-faceted requirements list, which includes their financial strength, management style, employment generation capacity,

## Sri Lankan Entrepreneur of the Year 2017

technology used, competitiveness, innovativeness and future viability. The award has also been a pioneer in recognizing entrepreneurs who were not in the limelight. Most of its Platinum Winners are first identified and felicitated by the Sri Lankan Entrepreneur of the Year Award. These entrepreneurs have transformed themselves into strong global players thereafter.

A unique facet of the FCCISL Sri Lankan Entrepreneur of the Year Awards is its emphasis on recognizing

regional business talent. The national level awards are the culmination of regional shows that recognize businesses in the Southern, North Central, North Western, Central, Western, North, East, Uva and Sabaragamuwa provinces.

This year the event is themed on "Innovation and Sustainability for Transformation", with the view that the prospective and emerging entrepreneurs are worthy enough of standing alongside the stars in the corporate world and past platinum

winners of this prestigious award. A large number of versatile and innovative entrepreneurs from across the country vie for 100 awards and 07 Merit certificates in four categories regionally as well as on national level.

The gracious sponsors of the event are, SAIF ZONE, Ministry of Industry & Commerce, Dialog Enterprise, The Residences at One Galle Face, National Enterprise Development Authority, Brandix Lanka Limited, Wijeya Newspapers, SMS Holdings (Pvt) Ltd. and TV Derana.

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# Idea Group's CEO/Managing Director Sampath Mayakaduwa conferred with two Gold awards at the Best Entrepreneur of the Year 2017 awards ceremony

Mr. Sampath Mayakaduwa, CEO/Managing Director of Idea Group Limited was conferred with two Gold awards at the 22nd edition of the 'Best Entrepreneur of the Year 2017' awards ceremony held at BMICH organized by the Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL) with the gracious presence of President Maithripala Sirisena as the chief guest. Mr. Mayakaduwa emerged victorious by winning the two Gold awards for the Provincial Gold award (Extra Large Category – Western province) and National Gold award (Extra Large Category). Best Entrepreneur of the Year awards ceremony is held annually to recognize and award entrepreneurs who excel in their endeavors in a unique manner. At this worthy cause, entrepreneurs are recognized in four categories as Best entrepreneur of the year, Best female entrepreneur of the year, Best young entrepreneur of the year and Entrepreneur of the year with best potential.

Mr. Sampath Mayakaduwa is creative entrepreneur and a charismatic individual who endeavours on diversified businesses with a strong passion towards introducing innovative products to the Sri Lankan marketplace. As his first embark on the business arena, he started developing software apps as a business with Rs.2000 he had in hand. Admired by his innovative solutions, Tigo Phone Company

obtained his services and became one of his loyal customers. To provide comprehensive service to his existing and potential customers, he commissioned his maiden company, 'Idea Holding Private Limited' in September 2008. Along with the steady development in his software business acquired through provision of innovative software, in 2012 he diversified his business periphery to unveil 'SIVILIMA' network of showrooms.

With the lapse of a short period of nine years, Idea group of companies has developed in to a successful conglomerate comprised of 20 subsidiaries and assets over 5000 million rupees. Continuing its journey to success as a socially responsible business, SIVILIMA provides domestic and commercial markets in the country with an array of green-oriented products. Idea Group of companies is the proud owner of Technical plans of SIVILIMA product range owning 42 Patent licenses. Moreover, the factory situated in Katana is the largest factory in South Asia that produces ASA Polymer roofing sheets. Also Mr. Mayakaduwa holds ownership of the biggest company in Sri Lanka that produces accessories for doors and windows and the largest showroom network of Sri Lanka which amounts to over 400 "Sivilima" showrooms throughout the island. The Idea Group of companies contributes immensely towards eradicating unemployment by providing

employment opportunities and currently has direct and indirect workforce of 2500 serving in its diversified business.

Mr. Sampath Mayakaduwa has also written the popular book titled, 'Mudal Aakarshanaya' (Money Attraction) in 2009 and besides contributed towards mitigation of the destruction of the forestry by introducing optional green-oriented products. Company's core competency of introducing environmental friendly and top quality products to the marketplace is noteworthy.

Mr. Mayakaduwa has a policy of recruiting youth who have completed their University education as employees for his diversified business. The diversified group of companies has a unique culture that shed light on producing innovative products. At present, the Idea family is focused on achievement of the sales target of Rupees 10 billion for the year 2018.

Continuing its journey to reach the pinnacle of success, SIVILIMA brand of Idea Group Limited was also conferred with the 'Best Innovative Brand of the Year' Gold award at the 16th 'SLIM Brand Excellence 2017' by surpassing five innovative and leading brands in the country nominated to clinch this award. Idea Group of Companies that offers customers a 'Total Solution' for roof thatching being a diversified business also deals in hospitality trade and construction and Information Technology spheres in this country.



**Idea Group**  
**No. 06, Lucas road, Colombo 14.**

# RH Group of Companies wins Extra Large Category National and Provincial level awards at the Sri Lankan Entrepreneur of the Year 2017.

RH Group of Companies has received a bronze award for the extra large category in the national and Silver award for the provincial level at the 22nd Sri Lankan Entrepreneur of the Year- 2017 organized by the Federation of Chamber of Commerce and Industry of Sri Lanka held recently at the BMICH.

Commenting on the success of his company, Chairman/ Managing Director of RH Holdings Mr. Ruwan Kukulewithana said, "I am happy about the award, and my target is to become one of the Platinum winners, and step by step we are moving [forward] and I appreciate the panel of judges, FCCISL and also my staff and family who have supported me to achieve this success".

The company started in 2003 with 5 staff members as an initiative between Kukulewithana and his business partner Mr. Hiran Pieris along with two of his School friends. The small but highly organized company received the M1 accreditation within 5 years of entering the construction industry and has been upgraded to a C1 contractor. The company specializes in pre-fabricated building systems and is registered as a leader in the category.

The company has completed several notable projects and was awarded a Construction Excellence Award in 2012 in recognition of their work. RH Holdings has gone on to win several awards and accolades since its inception, a by-product of the company's mission of valuing trust rather than profit.

"Our mission is to be a trustworthy contractor in the South Asian region," Kukulewithana stated. The company has already begun working in Myanmar earlier this year, and among its employees are individuals from all walks of life, regardless of their ethnicity or country of origin.



**Mr. R. Kukulewithana receiving the National Bronze Award - Extra Large Category**



**RH team with the Bronze & Silver Awards**

The company rests on seven pillars including Entrepreneurship, Engineering, People (clients, staff, workers, suppliers and bankers), ethics, quality and respect.

The company hopes to reach Expected Financial target when it celebrates its 25th anniversary and hopes to enlist 20

000 employees.

Sending a message to young entrepreneurs, Kukulewithana stated that dreaming and working towards your dreams are important, as well as having a vision, planning out the day, the week, and the month, so that the year and Life would be planned automatically.



**RH GROUP OF COMPANIES**

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# 22<sup>ND</sup>

## Sri Lanka Entrepreneur of the year Awards 2017

**DailyMirror**  
28th December 2017  
An Advertising Special Feature



**Captured Moments of the  
“22nd Sri Lankan Entrepreneur  
of the year Awards 2017”**







# 22<sup>ND</sup> Sri Lanka Entrepreneur of the year Awards 2017

5

## Deen Brothers Cinch Yet Another Win Before the Close of 2017

**W**hen Present Managing Director/ Chief Executive Officer of Deen Brothers Imports (Pvt) Ltd, Najeeb Deen joined the company his father and uncle together formed in the 1940s after leaving his secondary education as a determined youth in 1977, the company was struggling for survival. With all the eagerness and vigour of youth, Dr Deen was focused on reviving the company. His efforts have resulted in the company receiving numerous awards and recognition through the years.

The company recorded its latest triumph at the 22nd Sri Lankan Entrepreneur of the Year awards organised by the Federation of Chamber of Commerce and Industry of Sri Lanka, where the company received the Gold Award in the Extra Large category in the Southern Province and the Bronze Award in the Extra Large category in the National Level.

With the practical business experience he has gathered throughout his career, Dr Najeeb now leads 350 staff members and has led the company to become the market leader of small construction machinery and power tools, catering to the engineering, woodworking, and agricultural sectors in Sri Lanka. At Deen Brothers Imports, customers are provided with hardware products, home appliances and automation products.

The company is the distributor of high-quality products from several countries. Among its portfolio are the brands OREGON, ICS and Briggs & Stratton from the United States, Norton from India, Toptul from Taiwan, Dongchen Power Tools, SHIMGE water pumps, and Golden Bridge Welding Rod from China.

The company, Dr Deen stated, leads the industry in several areas and seeks to supply high-quality products along with DBL warranties. Therefore Deen Brothers Imports gives an additional layer of security to their customers by issuing warranties for every product.



Dr. Deen with students at the Najeeb Deen Foundation (NDF)

The company also ensures that its corporate social responsibility activities are of benefit to the community around it. Dr Deen is the benefactor of over 600 students in Matara who are able to receive an education as Deen Brothers Imports provides them with funds.

Prior to importing a product, the company also visits the factories of the brand and inspect the product and the manufacturing process to ensure that the brand aligns with the practices and standards valued by Deen Brothers Imports.

Prior to importing a product, the company also visits the factories of the brand and inspect the product and the manufacturing process to ensure that the brand aligns with the practices and standards valued by Deen Brothers Imports.

Deen Brothers Imports has also been acknowledged for their business practices overseas, and the company received the Best Branding Award 2017 for Dongchen brand at the Westin Hotel in China, surpassing

over 100 companies from around the world earlier this year. In 2016, the Japanese HINO brand appointed Dr Najeeb Deen as its brand ambassador in Sri Lanka.

"I am proud to be from Matara and develop the business," said Dr Deen when asked about the branch network of Deen Brothers. In addition to the showroom in Matara, Deen Brothers Imports also has a showroom in Colombo and a fleet of 30 delivery sales vehicles ensure that their products are distributed islandwide.

Additionally, there are 5 vehicles allocated solely as repair vehicles that weekly visit customers to collect machinery in need of repairing. These vehicles then bring the broken machinery to the capable hands of the staff at Deen Brothers Imports and measures are taken to repair the product and redeliver it to the customer as soon as possible. "Service is first and fast," said Dr Deen, speaking of the after sales services provided by the company.



Cheering for the Sri Lankan Team with the DBL Brand Ambassador Gayan Senanayake

one of its biggest involvements in sports being sponsoring Gayan Senanayake- the Sri Lankan flag-bearer at cricket tournaments so that he can support the national cricket team.

The company also provides spare parts to their customers, and Dr Deen stated that the company hopes to improve upon the warranty, and services in the future as well as make the spare parts more accessible to the dealers and customers. The company also plans to begin assembling machinery in the country in 2018, Dr Deen said.

The company also ensures that its corporate social responsibility activities are of benefit to the community around it. Dr Deen is the benefactor of over 600 students in Matara who are able to receive an education as Deen Brothers Imports provides them with funds. The company has also carried out several CSR projects in hospitals and temples and encourage athletes in Matara by being involved in the sports activities in the area, one of its biggest involvements in sports being sponsoring Gayan Senanayake- the Sri Lankan flag-bearer at cricket tournaments so that he can support the national cricket team.



Dr. Najeeb Deen CEO/Managing Director - DBL Group

### SRI LANKAN ENTREPRENEUR OF THE YEAR - 2017

Deen Brothers Imports (Pvt) Ltd was honoured with the  
**southern province and National level awards**  
for the large scale sector.



*Our deepest gratitude for our esteemed customers,  
dealers and our fellow countrymen who helped us  
to achieve this feat*



**DEEN BROTHERS IMPORTS (PVT) LTD.**



22<sup>ND</sup>Sri Lanka Entrepreneur  
of the year Awards 2017

Dr. Senathiraja



G. Weerathunga



G.N. Kuruppu



Harsha Pathberiya



J. Meegoda

Mr. Deepal  
SooriyarachchiMr. Samantha  
RathnayakeNalaka  
Wickramasinghe

Roshan Fernando

Sasanka  
Rathnaweera

Sukitha Ranasinghe



Sunanda Fernando



Viruli De Silva

## TABLE OF JUDGES

No	Institute	Name
1	Chairman of the Panel of Judges	Mr. Deepal Sooriyaarachchi
2	Institute of Personal Management	Mr. G. Weeratunge
3	Sri Lanka Institute of Marketing	Mr. Roshan Fernando
4	Export Development Board	Mr. Harsha Pathberiya
5	Postgraduate Institute of Management	Mr. Samantha Rathnayaka
6	Sri Lanka Standards Institution	Mr. Sunanda Fernando
7	Professional Banks Association	Mrs. Viruli De Silva
8	University of Kelaniya	Dr. C N Wickramasinghe
9	University of Moratuwa	Ms. G. N. Kuruppu
10	University of Colombo	Dr. (Ms.) R. Senathiraja
11	Institute of Engineers	Eng. Jayavilal Meegoda
12	BDO Partners	Mr. Sasanka Rathnaweera
13	Central Environmental Authority	Mrs. S. S. Ranasinghe

# 50 Signs You Might Be an Entrepreneur

Entrepreneurs are a unique group of people. Not only do they think differently; they act differently. They draw on personality traits, habits and mind-sets to come up with ideas that straddle the line between insanity and genius. But just because you're an original thinker and came up with an idea to replace gasoline in cars doesn't mean you're cut out to be an entrepreneur.

If you ever wondered if you were an entrepreneur, check out the following list. You may not have all these traits or skills, yet if you have some, this is a pretty good indicator that you have what it takes.

1. You come from a family of individuals who just couldn't work for someone else. Your parents worked for themselves. Though this isn't true for every entrepreneur (myself included), many have a family history with one or both parents having been self-employed.
2. You hate the status quo. You're a person who is always questioning why people do the things they do. You strive to make things better and are willing to take action on it.
3. You're self-confident. Have you ever met an entrepreneur who was pessimistic or self-loathing? After all, if you don't have confidence, how can others believe in you? Most entrepreneurs are very optimistic about everything around them.
4. You're passionate. There will be times when you spend an excessive amount of time and do not make a dollar. It's your passion that will keep you going.
5. You don't take no for an answer. An entrepreneur never gives up -- ever.
6. You have the ability to create unlikely partnerships from out of nowhere because of your ability to connect the dots. People tend to gravitate toward you because you are likable. Many times this is because of your passion.
7. You spend more time with your co-founder than your spouse or significant other.
8. You dropped out of college like Bill Gates, Steve Jobs and Mark



9. The daily commute to your office is from the bedroom to the living room.
10. You were always a lousy employee and probably have been fired a lot. Don't worry; you're not alone. I personally have been fired several times in my life. Don't take it as a sign that you're a bad person. Sometimes it's in your DNA.
11. You've always resisted authority; that's why you've had a problem holding down a job.
12. You believe that there is more than one definition of job security: You realize that your job is safe as long as you are in control as opposed to relying on a boss who could ruin your career after one swift mistake.
13. Most of your wardrobe consists of T-shirts; some you probably got at SXSW. Others display your company's name or logo.
14. You have a competitive nature and are willing to lose. You always know that you can do something better.
15. You check GitHub when you wake up in the morning.
16. You ask to be paid in game tickets, shoes or whatever else you love. There are just some things that are better than money, right?
17. Your idea of a holiday is a working day without anything interfering with the tasks you really need to get done.
18. You're unemployable, and there's nothing wrong with that. Life skills are more valuable than the office politics commonly found at 9-to-5 gigs.
19. You work more than 60 hours a week; yet you earned more money at an hourly job when you were in high school.
20. You want to be in control and in command of your own company.

You typically like overseeing most things that go on at your company.

21. You see opportunities everywhere. For example, you walk into a building and are curious about its worth or the companies inside.
22. The word "pitch" no longer has an association with baseball.
23. You take a personality test, like one offered by the Enneagram Institute, and end up with a result calling you a "reformer type," someone purposeful, self-controlled and perfectionist.
24. You recognize that the best seats at your favourite coffee shops are those closest to power outlets.
25. You're a logical thinker with ideas about how to correct problems and the overall situation.
26. Speaking of problem solving, have you checked to see if there's an app for that? Perhaps you've already begun to create a business model and the software architecture to see if it's feasible.
27. You're a people person. You have no problem communicating with people.
28. You regularly quote Steve Jobs mainly to keep yourself from falling to pieces.
29. You sold stuff as a kid like at a

lemonade stand. Heck, when there were class sales, you were probably one of the top sellers.

30. You get more SMS alerts from people you follow on Twitter than from actual friends listed in your address book.
31. You're a self-starter, meaning you don't give up on a project until it's completed.
32. No matter what you do on a daily basis, you always think of it in terms of delivering a return on investment.
33. Your dress code is shabby chic and your suit is just collecting dust. You prefer T-shirts and jeans over a suit any day.
34. You're unrealistic. As an inventor or innovator, you kind of have to be this way.
35. You think outside of the box. If not, what will change?
36. You're a charming and charismatic person.
37. Rules don't apply to you. We're not talking about breaking the law. Instead, you believe in efficiency and will bend rules to make things run smoothly.
38. You realize that you can't do everything alone. You have an idea and can promote it but also know that you're not skilled at every task of running a business.
39. You're very opinionated. That's another reason you got fired a lot.
40. You're unpredictable. As an entrepreneur, you know how quickly things can change. Thankfully, you're ready and willing to make adjustments.
41. You enjoy being with a group but don't relish much being alone. You probably get most energetic when working with groups of more than four people.
42. You're determined. You have to make the impossible possible.
43. You have the support of your friends and family. These are the people who get you. And they'll be there to support you along the way.
44. It's normal for you to take a nap under your desk to catch up on sleep. After all, getting eight hours of sleep sometime between 10 p.m. and 6 a.m. is antiquated.



45. You've done the market research. You know that just because you have an incredible idea doesn't mean that it's profitable. But you've already looked into whether customers will make the purchase.
46. You surround yourself with quality people -- not leeches who will bring you down.
47. You're a bit out there. Having the ability to create something out of nothing takes a mad-genius type of person. Remember, people thought Albert Einstein was insane before he proved the theory of relativity.
48. Did you ever ask your family, friends or significant other to send you a calendar invite so that you could talk for all of five minutes?
49. You believe that your time is worth more than money.
50. During your most recent rant about growth hacking, your spouse or boyfriend (or girlfriend) totally understood what you were saying. Even if you don't have all the

above traits right now, you'll probably develop more of them over time. After all, being an entrepreneur is a lifestyle, not a job or hobby.

Source: Internet







# JLanka- Redefining the Landscapes of the Renewable Energy Sector

Dr. Mayura Jayasoma, founder and CEO of JLanka Technologies spearheads an innovative company that has set benchmarks in the renewable energy industry since 2011. Its innovation, progressive attitude and initiative has garnered the company many accolades within a short amount of time, and JLanka Technologies once again solidifies its position as a giant in the industry when Dr. Jayasoma received the Provincial Gold Award (Western Province) and the National Gold Award in the Extra Large Category at the 22nd Sri Lankan Entrepreneur of the Year award ceremony organised by the Federation of the Chamber of Commerce and Industry of Sri Lanka.

JLanka was the first to introduce Solar PV Net Metering Systems when Dr. Jayasoma observed the high

tariffs rates in electricity consumption in Sri Lanka, at a time when solar solutions were not accepted as an economically lucrative sector. The company overcame the challenges that come with entering the industry by educating the customers on the benefits of solar solutions, and by now has impacted the entire country industrially, socially and environmentally.

The company now generates 22MW of clean solar energy and has created a sustainable ecosystem that saves 12,000 tons of CO2 emissions, reduced coal consumption by 10,000 tons and diesel by 9 million litres each year. In an effort to offset the country's carbon footprint, JLanka has thus far planted 40,000 trees across the island.

As a company that came to life

with the desire to improve the standards of living for Sri Lankans, the company introduced the most advanced technology even as a fledgeling company and has followed industry standards and norms ahead of the time, setting the benchmark for the renewable energy industry.

In its endeavour to promote renewable energy, JLanka works closely with government institutions and with the blessing of the government, JLanka plans to open a new institute, the "Academy of Engineering and Green Technologies" in 2018, providing a thorough education in green energy so that the Sri Lankan youth can access a lucrative and promising "green career" alternative to simply becoming a three-wheeler driver.





JLanka Technologies honoured with two prestigious awards at the Sri Lankan Entrepreneur of the Year Awards 2017

National Gold Award  
Extra Large Category

Provincial Gold Award  
Extra Large Category

JLANKA TECHNOLOGIES  
CHANGING THE FUTURE THROUGH RENEWABLE ENERGY





# 22<sup>ND</sup> Sri Lanka Entrepreneur of the year Awards 2017

## Three Sinha Bags Gold at the Sri Lankan Entrepreneur of the Year 2017

At the recently concluded 22nd Sri Lanka Entrepreneur of the Year awards organized by the Federation of Chamber of Commerce and Industry, Manjula Ariyakumara, Chairman of Three Sinha Industries Group walked away with the gold awards for the extra large category in the National Level and Provincial Level.

Three Sinha was founded in 1968 and for two decades offered grill gates to the customers until the company saw a need for roller doors towards the start of the 1990s. An innovative concept at the time, roller door manufacturing companies were few in the market, and Three Sinha was able to research the industry, connect with suppliers and begin manufacturing roller doors with six employees and one vehicle in the beginning.

“Progressively, having a good relationship with customers and understanding the skills to produce roller doors properly, as well as the need for good after-sales services, [Three Sinha] was able to build a household brand within ten years,” commented Mr Manjula Ariyakumara, Chairman of the company.

The company offers roller doors, canopies, swing gates and sliding gates, custom designed roller door panels, and has diversified into the solar panel industry, in addition they offer Solar hot water systems, aluminum fabrications, cladding, stainless steel works such as railings and staircases. “The company has diversified into so many household products leading towards sustainability in our economy,” said Mr.

Ariyakumara, “through having diversified, our objective was to give the customer an all-around service so that he can get most of his work done through a company with a good reputation and after-sales services”.

The company has two showrooms in Colombo, one in Kandy and Matara, and a fleet of over 40 vehicles, through which the company is able to distribute the products manufactured at their two factories. The company has established strong relationships with reputed suppliers, ensuring that the products are manufactured using only the best raw materials available.

The company caters to mid to high-end residential customers and contractors and provides constant training to the employees

at Three Sinha so that the labourers are knowledgeable of the product.

The company at present is constructing a showroom in Negombo, in order to expand their manufacturing capacities and thereby extend the company's reach beyond Sri Lanka and as Mr Ariyakumara said, plans to be “the main service provider and product supplier of roller doors and solar energy. Our plan is to keep the customer at Three Sinha in all levels, so we do not

supply just roller doors; we provide solar panels, aluminum fabrications, doors and windows, canopies, railings and staircases. As it goes on, we will diversify into other sectors as well”.

Manjula Ariyakumara - Chairman of the Three Sinha Industries (Pvt)Ltd





# THREE SINHA

INDUSTRIES | SOLAR | ALUMINIUM | STEEL BUILDING



22<sup>nd</sup> ANNUAL AWARDS

## Sri Lankan Entrepreneur of the year

**Extra Large Category**

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# Entrepreneur of the Year 2017





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## Richard Branson to Young Entrepreneurs: ‘Just Do It’

Richard Branson talks about starting an empire in his early 20s and learning to take calculated risks.

Through the decades, entrepreneur Richard Branson has not lost that certain wunderkind vibe about him and the way he runs his brand. This aura makes him especially inspiring to entrepreneurs who are looking to start young.

“Most young people with good ideas ... will find that 99 percent of people will give them every reason why their idea's been done before or why it's not a good idea or why they're going to fall flat on their face,” Branson recently told Inc.'s president and editor in chief Eric Schurenberg during an exclusive sit-down interview. “In the end, you have to say, ‘Screw it. Just do it.’”

At the age of 15, Branson dropped out of high school to start his first business, a magazine for young activists titled Student.

Four years later, in 1970, Branson began selling records by mail. In 1971, he opened his first record store. In 1972, he opened a recording studio. In 1973, he started his own record label. The Virgin business empire had begun, and Branson had not yet turned 24.

Today, the Virgin Group is a well-regarded global conglomerate of about 350 companies, branching into the entertainment, travel, and mobile industries.

Not all of Branson's big ideas have been successful. Virgin Airlines and Virgin Mobile are now flagship brands for Branson, but remember Virgin Cola? With big risks come big, public failures. Branson has a follow-up secret to success: determination even when failure seems inevitable.

“If you have enough determination.... It's more likely that you will succeed because of what you learned from the occasions when you didn't succeed,” Branson said. “The most important thing is to not be put off by failure.”

Source: Internet



Special Edition Co-ordinated by Uthpala Daulagala