



A Fireside Chat with Six Bold and Daring Sri Lankan Entrepreneurs

August 2018

For private circulation only amongst delegates of Fireside Chat with Six Bold and Daring Entrepreneurs' event on August 29, 2018

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Eminent spokespersons



Message from the desk of Romal Shetty, President, Consulting, Deloitte India

Dear All

At the outset, we would like to thank ICCSL and CIMA for choosing Deloitte as the knowledge partner for the prestigious event “A Fireside Chat with Six Bold and Daring Entrepreneurs”.

I take great pride in welcoming you to today’s event. It is a great opportunity for us to take away key learnings from the personal and professional experiences of these gentlemen, who have established a niche for themselves in the country as pioneers in their respective fields.

With global revenues to the tune of US\$38.8B and employee base of 250,000+ professionals world-wide, Deloitte is the largest professional services firm in the world. The host of services we provide range from Tax, Assurance, Financial Advisory, Risk Advisory and Consulting, focusing on 5 core industries and 30 sectors across industries. Deloitte member firms serve 82% of the 2017 Fortune 500 companies.

All the facts and figures that talk of our diversity and expertise, as notable and important as they may be, are secondary to the truest measure of Deloitte: We make an impact that matters. So, when one asks, “What is different about Deloitte?” the answer resides in the work we do every day that help our clients, our people, and the wider society achieve remarkable goals, solve complex problems or make meaningful progress. Our edge lies in our ability to draw upon an efficient, globally connected network

of client services, to customise and deliver solutions through our 674 local offices, spread across 150+ countries.

However, we believe a solution is only as good as its outcome. Our Consulting practice has demonstrated success in several implementation and transformation engagements across Strategy, Operations, Technology, Human Capital, and Infrastructure. Our work ranges from helping Governments make smart cities and supporting start-ups with going live, to enabling business houses to redefine their strategies and bring innovation across functions. In Sri Lanka, we have helped several organizations transform and effectively drive their vision, especially in the wake of the hyper dynamic economic landscape of the country today.

In our continued endeavour to “**make an impact that matters**”, we are delighted to serve as the official knowledge partner for this event, and we truly hope you have an enlightening evening.



Romal Shetty,
President,
Consulting,
Deloitte India

Message from the desk of Steven Swientozielskyj, President, CIMA

We live in an increasingly complex world with disruption upending traditional business models. In this new world the requirement to fail fast and continually innovate is key. Companies that fail to do this will be left behind and become irrelevant.

In order to stay relevant and thrive, businesses also need the right skills. The skills that are valued today have a rapidly decreasing shelf life. Many will be obsolete in a couple of years to be replaced by those as yet unimagined. This requires finance professionals to have more frequent skills and knowledge upgrades, as their value to the business moves from expertise only to one of agility and continuous adaption. A growth mindset, being passionate, and always questioning how things can be done better are traditional elements of the entrepreneurial spirit. Today, these are the attributes needed for all finance

professionals – whether working in a small start-up in Colombo, a large bank or in a multinational located across the world.

CIMA – together with our Association with the American Institute of CPAs – is equipping its members and students with the right skills to succeed in business. Management accountants with the CGMA designation are recognised for their ability to enable effective decision-making at the heart of enterprises and to lead change – both in business and in the public sector. This also means our members and students are increasingly in demand by employers.

I am delighted that CIMA is partnering with the International Chamber of Commerce Sri Lanka for this event with leading entrepreneurs who benefit society by creating value for their shareholders, customers and employees.

Message from the desk of Chairman, ICC SL

The International Chamber Sri Lanka ICCSL is honored to partner with CIMA and the Daily Financial Times to organize the first ever fireside chat involving six of Sri Lanka's most successful entrepreneurs post independence era. ICCSL is the local chapter of ICC Paris.

The International Chamber of Commerce is the largest, most representative business organization in the world. The Chamber has 6 million members in over 100 countries having interests spanning every sector of private enterprise. ICC works to promote international trade, responsible business conduct and a global approach to regulation through an unique mix of advocacy and standard setting activities – together with market leading dispute resolution services. In addition, ICC also specializes in world-class business and legal training and are an industry-leading publisher of practical tools for international business, banking and arbitration.

In Sri Lanka the ICC national committee has been in existence for over 60 years. The Chamber engages with the business community to promote good business practices and acts as a voice for the

business community on policy advocacy. ICC Sri Lanka also is responsible for issuing the international guarantee chain of ATA Carnets- the Customs document allowing the duty-free and tax-free temporary import of good. We are also improving the capacity of the chamber in issuing certificates of origin.

Finally, by organizing forums like the fireside chat, the chamber hopes to provide a platform for leaders and professionals to share best practices, exchange insights, develop networks, address the latest business issues affecting their communities, and learn about new areas of innovation from experts.

ICC wishes to express their gratitude to the Six Panelists Mr. Harry Jayawardena, Mr. Sumal Perera, Mr. Dhammika Perera, Mr. Merrill J Fernando, Mr. Ashok Pathirage and Mr. Janak Hirdaramani. CIMA, Sri Lanka, Daily FT, Deloitte, Nations Trust Bank, The De Lanerolle Brothers and all other sponsors for their contributions and support to make this event a success.

Message from the Daily Financial Times

The Daily FT, the first and only national daily business paper in Sri Lanka, is pleased to be associated with ICC Sri Lanka and CIMA, two prestigious professional organisations in a business event eagerly awaited by all.

The ground breaking Fireside Chat is the first ever forum in Sri Lanka where six highly successful entrepreneurs who under a single platform will outline their business acumen, success and management styles.

By partnering in this event, the Daily FT is pleased to add value and via the conceptualisation and promotion of the event as well as post-event coverage we will be empowering our readers and other stakeholders.

The Daily FT is pleased to express its gratitude to ICC Sri Lanka, CIMA and supporting partners and wish the event all success.

Message from the Nations Trust Bank, American Express

Nations Trust Bank American Express supports Sri Lankan individuals and professionals with global aspirations to follow their dreams. We also support and nurture organizations and entrepreneurs venturing in to global markets. This event which brings together six dynamic personalities on a single forum to share their personal journey, experiences and thoughts on the Sri Lankan business and economy is a perfect fit to what our brand promise is and complements our mission of fueling Sri Lankan individuals and organizations to achieve their goals and aspirations.

American Express worldwide stands for celebrating and providing a Powerful backing to individuals whose life and business are interconnected which is the new reality. American Express with the legacy of service, security and trust,

coupled with innovative services is the ideal partner to be able to back people in this blended life, thus, its brand platform; “Don’t do business without it”

Nations Trust Bank American Express is delighted to partner with the Chartered Institute of Management Accountants (CIMA) Sri Lanka Division and The International Chamber of Commerce Sri Lanka (ICCSL) to host the Fireside chat with six of the most successful entrepreneurs of the country on the 29th of August 2018 at the Hilton Colombo. We at Nations Trust Bank American Express, thank the Chartered Institute of Management Accountants (CIMA) Sri Lanka Division and The International Chamber of Commerce Sri Lanka (ICCSL) for inviting us to partner an event of this caliber.

Introducing the Panelists



Mr. Dhammika Perera
Founder, Chairman,
Managing Director,
Vallibel One Group

Who he is...

Mr. Dhammika Perera is a prominent entrepreneur and investor in the Sri Lankan business landscape. He is the driving force behind a syndicate of companies in the country.

What he does...

His business interests include Hydropower Generation, Shipping, Manufacturing, Hospitality, Entertainment, Banking and Finance. His holding company, Vallibel One Group, has stakes in all these sectors, through its various subsidiaries, which employ 60,000 people, with 1880 based in countries other than Sri Lanka. Apart from the already existing Vallibel One, Mr. Perera has the ambition to expand and build other companies of similar magnitude.

His Story...

He made his first business profit by investing with a street hawker at the age of 19. He spent the next few years investing in slot machines. At 22, he was a millionaire. Post that, he invested in multiple businesses and experienced tremendous growth.

1995 was a pivotal year for him, as Vallibel was formed. In 2013, he was featured in Forbes Asia Magazine.

Apart from the Corporate Sector...

Mr. Perera has also made significant contributions in the public domain, and has held the positions of the Chairman of Sri Lanka’s Board of Investment, Sri Lanka’s Secretary of Transport and Board Member of the Strategic Enterprise Management Agency. He enjoys spending his leisure time studying the business models of companies around the world.



Mr. Merrill J. Fernando
Founder, Chairman,
MJF Group

Who he is...

Merrill J. Fernando, “The Tea-Maker”, is hailed as the world’s most experienced tea maker and is the Chairman of Dilmah Tea. He was pivotal in reviving the Ceylonese Tea industry and remains an ambassador for Sri Lankan tea worldwide.

What he does...

Mr. Fernando is the founder and chairman of MJF group. He is responsible for expanding the operations of the tea company, giving it a global manufacturing and distribution presence. He is an investor, entrepreneur, taste maker, brand ambassador and philanthropist.

His Story...

He is accredited with revolutionizing the tea industry in Sri Lanka by connecting the producers directly with the consumers. His journey in tea began in 1950 with his selection as one of the first six Ceylonese to be trained in tea. He was initially employed in a British family tea company and established his own business in 1962 - Merrill J Fernando & Company. In recognition of the commitment to his exemplary philosophy of making Business a matter of Human Service, he was awarded the prestigious Business for Peace Award in Oslo in 2015 by the Noble Peace Laureates Committee and was also presented with a Lifetime service Award from President Maithripala Sirisena.

Apart from the Corporate Sector...

Mr. Fernando takes active interest in environmental causes. He established the Dilmah Conservation which focuses on working towards a more sustainable use of the environment.



Mr. Janak Hirdaramani
Member, Board of
Directors, Ex Chairman,
Hirdaramani Group

Who he is...

Mr. Hirdaramani is a Senior Board Member of the Hirdaramani group and is regarded as a pioneer in the apparel industry in Sri Lanka.

What he does...

As the director of a conglomerate, his business interests include Apparel, Power, Retail, IT, Leisure & Financial Services. He is particularly known for revolutionizing the apparel industry.

He played a major role in establishing Hirdaramani's strong footprint in the apparel export sector in Sri Lanka since the 1970's and is largely credited with the development of the Group's vast manufacturing and customer base.

His Story...

Janak Hirdaramani has been instrumental in the group’s growth and incredible success over the last 45 years.

Progressing from a single retail store in 1990, the group today has more than 60,000 associates across six countries and multiple industry sectors. With more than 20 garment factories in Sri Lanka, the group is a preferred choice for leading international brands such as Tommy Hilfiger, Levi’s, Ralph Lauren, Tesco, Marks & Spencer etc.

Apart from the Corporate Sector...

Mr. Hirdaramani contributes significantly to various charitable organizations across Sri Lanka and India. He has recently dedicated a large part of his time to philanthropic endeavors.



Mr. Harry Jayawardena
Chairman,
Managing Director,
Stassen Group

Who he is...

Mr. Harry Jayawardena is an eminent business magnate and investor in Sri Lanka. He is the head of many blue chip ventures in diversified fields of business.

What he does...

He is the Founder Director and the present Chairman/Managing Director of the Stassen Group of Companies. He has holdings in diversified industries ranging from Food and Beverages, Telecommunications, Hospitality to Financial sector and others.

He plays the role of chairman for a number of enterprises such as Melstacorp, Distilleries Company of Sri Lanka, Lanka Bell and Aitken Spence. He is also one of the largest stakeholders of Hatton National Bank and was Chairman of Sri Lankan Airlines and Petroleum Corporation.

His Story...

Mr. Jayawardena's journey started in 1977, when he established "Stassens" in Galle. This not only proved to be a turning point in his personal and professional life, it also marked the beginning of a new era for business & commerce in Sri Lanka. He has been proclaimed as Sri Lanka's most successful and impactful businessman.

Apart from the Corporate Sector...

Mr. Jayawardena is also the Honorary Consul General for Denmark in Sri Lanka.



Mr. Sumal Perera
Founder, Chairman,
Access Group of
Companies

Who he is...

Mr. Sumal Perera is the founder and chairman of one of Sri Lanka's fastest growing corporate entities.

What he does...

He continues to be the Chairman of all companies under the umbrella of the Access Group and Managing Director of Sathosa Motors PLC, a company that gained a public listing in 1993.

As the founder and chairman of a diversified business conglomerate, his business areas include Engineering, Telecom, Power & Renewable Energy, Water, IT, Property, Healthcare and General Trading & Contracting. He believes in consolidating existing enterprises, while continuing to enter new markets with innovative products and services.

His Story...

With his vision and leadership, Mr. Perera has been able to grow the Access Group of companies into a diversified and successful business enterprise, in a short span of 2 decades. His portfolio today contains leading businesses in many diverse fields.

Apart from the Corporate Sector...

Mr. Perera has an interest in philanthropy and social work. Access group conducted a programme held at Madukaraya Village in Mannar.

A playground with a pavilion was designed and constructed by Access Engineering Limited and was donated to differently abled children at the Daya Mina Centre for Differently Abled Children at Embuldeniya.



Mr. Ashok Pathirage
Founder,
SoftLogic Holdings PLC

Who he is...

Mr. Pathirage is an eminent business leader from Sri Lanka, providing strategic leadership to one of the leading conglomerates in the country.

What he does...

Currently, he heads the diversified conglomerate SoftLogic. His key business interests include Insurance, IT, furniture, General Trading, Properties, Financial Markets and Leisure. He is also the Deputy Chairman of the National Development Bank PLC and Chairman, NDB Capital Holdings PLC.

His Story...

He joined John Keells Holdings' Management as a trainee and quit the company after 9 years to set up his own software development company in 1991. Fueled by the growth in the industry, SoftLogic acquired various companies across different industries to diversify its portfolio.

Apart from the Corporate Sector...

Mr. Pathirage is an ex-cricketer and enjoys playing Golf.



Introducing the Moderators



Mr. Dinesh Weerakkody
Chairman,
Hatton National Bank |
ICC SL

Dinesh Weerakkody is the Chairman of Hatton National Bank PLC, Chairman of the International Chamber of Commerce Sri Lanka, National Human Resource Development Council of Sri Lanka and Cornucopia Sri Lanka. He holds several honorary Advisory roles in the current government.

He is the recipient of a Jaycees Ten Outstanding Young Persons Award in 1999 and an International Associations of Lions Clubs National Achievers Award in 2008 for the advancement of good governance in the public sector.

Mr. Weerakkody has published widely on Economics, Banking and Finance, HR, Leadership, Management, International Relations and development issues. He is an author of six books and is a regular business speaker / commentator.



Mr. Nisthar Cassim
Editor,
Daily Financial Times

Mr. Nisthar Cassim is one of the most prominent figures in the newspaper industry of Sri Lanka.

He is the former editor of the Daily Mirror. For pioneering business journalism, he was awarded with the first ever 'Business Journalist of The Year' award by the Editors' Guild of Sri Lanka. Mr. Cassim is currently the editor of the Daily financial Times the popular business paper of Sri Lanka.

Deloitte.

Insights



2018 Deloitte Global Human Capital Trends: The rise of the social enterprise

This year's 10 trends, informed by a survey of more than 11,000 HR and business leaders globally, signal seismic changes as organizations are increasingly judged not only on their relationships with workers, customers, and communities but also their impact on society at large-transforming them from business enterprises to social enterprises.



The symphonic C-suite: Teams leading teams

To navigate today's constantly changing business environment and cross-disciplinary challenges, leadership must act as a symphony, not a collection of soloists. This is a major turning point in the evolution of the C-suite.



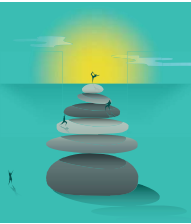
Citizenship and social impact: Society holds the mirror

In the era of the social enterprise, stakeholders are taking an intense look at each organization's impact on society-and expecting to see them deeply engaged in addressing critical social problems.



The workforce ecosystem: Managing beyond the enterprise

A varied portfolio of workers, talent networks, gig workers, and service providers has created a new workforce ecosystem. Companies must find ways to maximize the value and strengths of each workforce segment, while creating harmony through a consistent company culture.



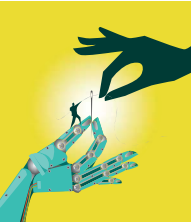
Well-being: A strategy and a responsibility

Expanding well-being programs to encompass what employees want and value now appears essential for organizations to treat their people responsibly-and to boost social capital and strengthen their employment brand.



New rewards: Personalized, agile, and holistic

Surprisingly, rewards are perhaps the last area of human capital to become personalized, offering great potential for organizations to gain an advantage in today's talent market of diverse workers and worker types.



AI, robotics, and automation: Put humans in the loop

Leading companies increasingly recognize that cognitive and robotic technologies are most effective as a complement to humans, not a replacement. So how can we make humans and machines more effective collaborators to create value for customers and meaningful work for employees?



From careers to experiences: New pathways

What is a 21st-century career? Unlike the simple stair-step path of generations ago, it's a series of developmental experiences, each offering people the opportunity to acquire new skills, perspectives, and judgment.



Hyper-connected workplace: Will productivity reign?

Greater use of communications tools by individuals does not automatically mean a boost in productivity for teams and organizations. A combination of technology, physical space design, new leadership approaches, and new work practices must all come together to achieve this goal.



The longevity dividend: Work in an era of 100-year lives

Proactive organizations are tapping into the older talent pool by extending their career models, creating new development paths, and inventing roles to accommodate workers in their 50s, 60s, and 70s.



People data: How far is too far?

Advanced analytics can now track and analyze a dizzying amount of employee data that creative organizations are mining to gain new insights about the entire employee experience. But this avalanche of data also carries heightened risk.

Experience Deloitte's Human Capital Trends like never before: Access the new HC Trends app at hctrendsapp.deloitte.com. [@DeloitteTalent](https://twitter.com/DeloitteTalent)

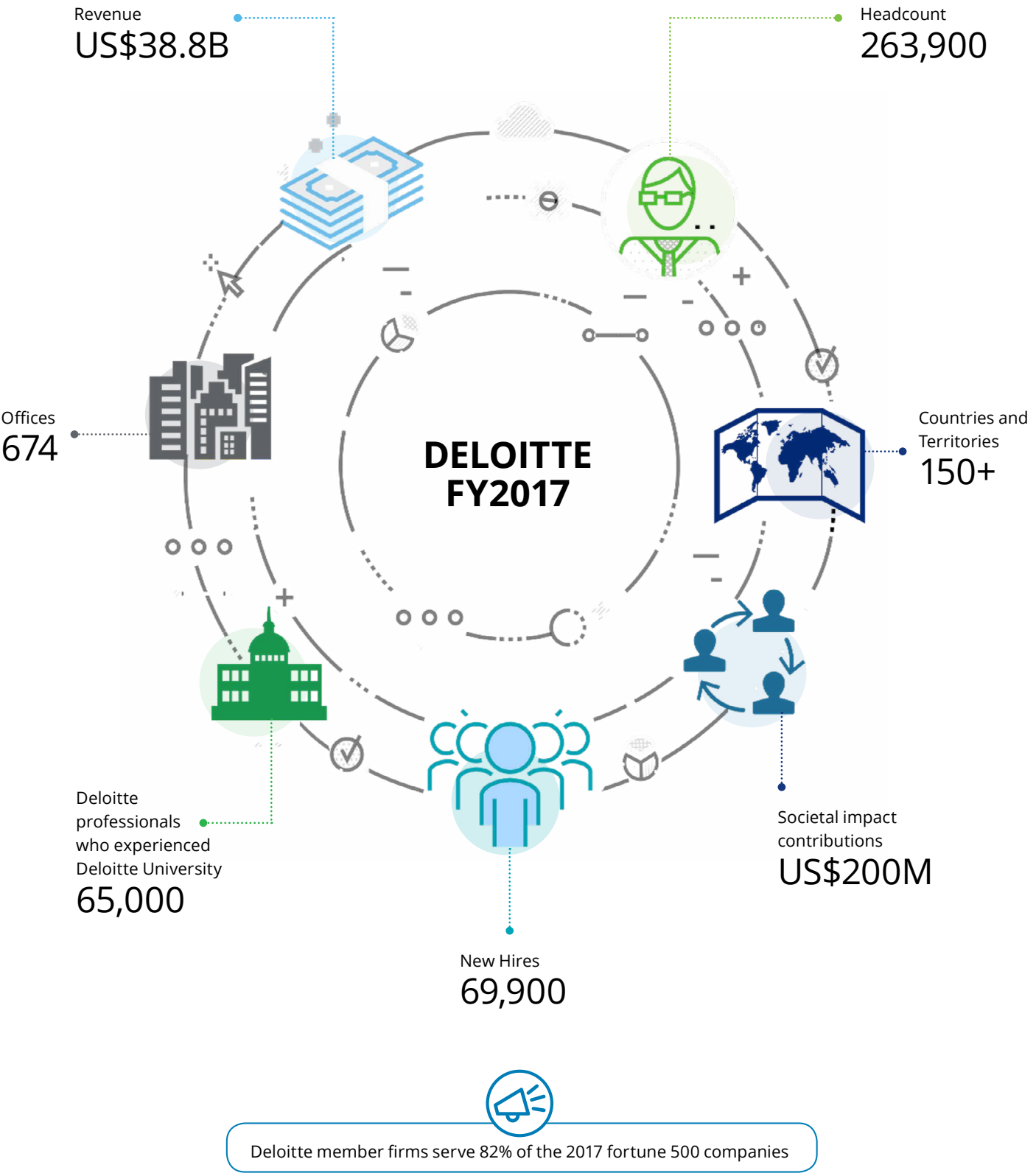
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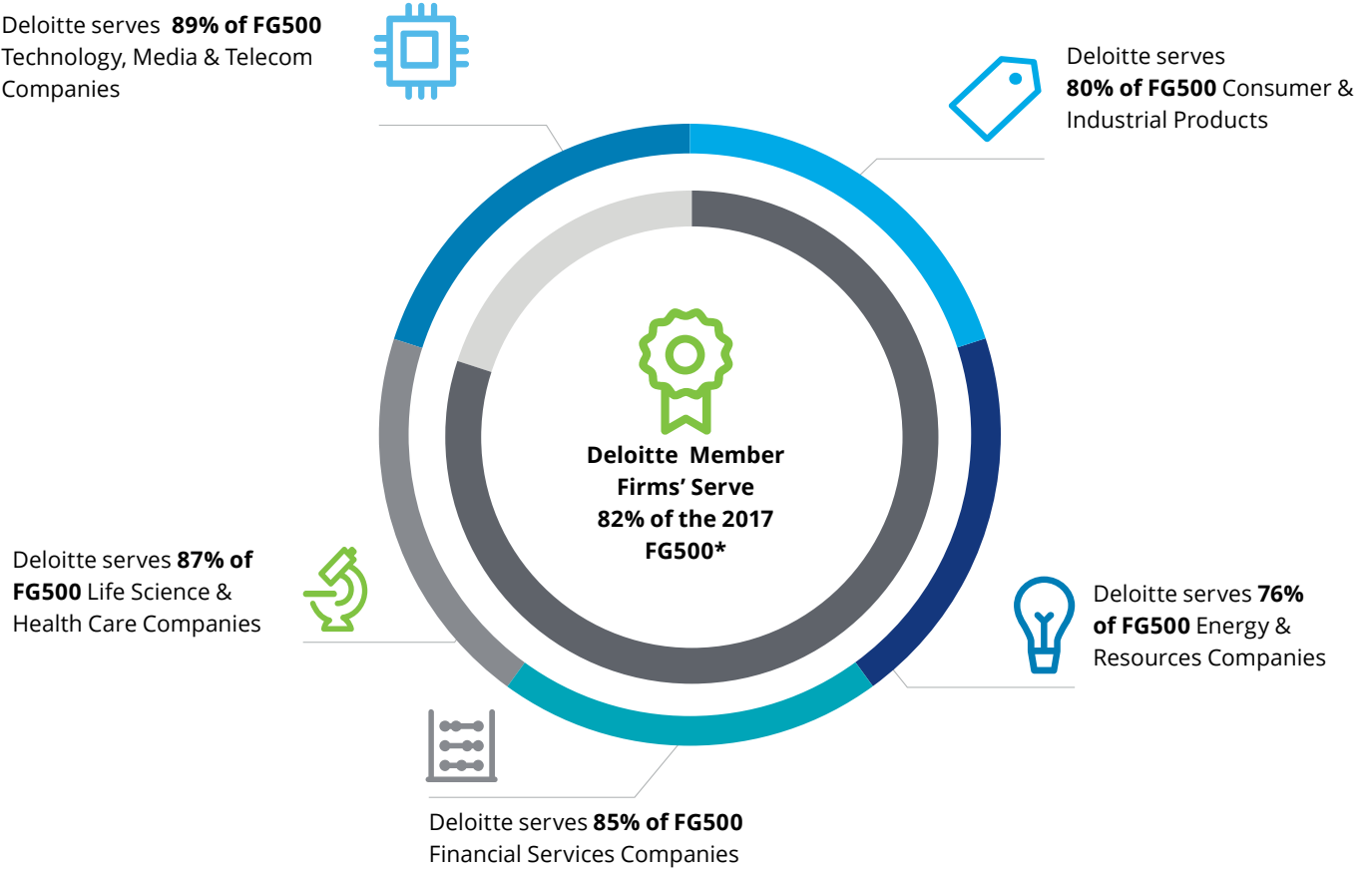
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