CampdenFB unveils its annual Top 50 Family Business Leaders list – the names inspiring their businesses and beyond.

CampdenFB drew up a long list of more than 200 family business leaders across the globe on the basis of these criteria:

- The candidate showed adherence to exceptional corporate governance and succession planning.
- The candidate showed outstanding entrepreneurial talent in the context of the family business.
- The candidate has been crucial to the successful running of the business in the last five years and helped to underpin its revenue growth and profitability.
- The family business also had to meet certain criteria:
  - The family controls at least 25% of the company’s decision-making rights.
  - The share capital controlled by the family is at least 25% of the company’s second generation.
  - The company had revenues of at least €100 million.

For the most part, family businesses like to operate discreetly. When asked who in the family is the inspiration behind the business, some might offer the name of the founder, others the current family principal, but most will be reluctant to name anyone in particular. That, say most family businesses, is how they like it – operating discreetly and not singling out anyone for notoriety.

But, of course, the success of family businesses is often about the inspiration, application and sheer bloody-mindedness to make it of one individual. So with the risk of provoking the ire of some of our readership, CampdenFB is naming 50 of the world’s top family business leaders.

Now in its third year, CampdenFB’s Top 50 Family Business Leaders, with the support of Ernst & Young, represents the most authoritative list of the world’s greatest leaders of family-controlled firms. Judged by a team of professors from leading business schools and former editors of family business journals, the list this year gives specific reasons why they have been included. The four factors used to evaluate the business leaders were growth, succession planning, corporate governance, and entrepreneurship. Many of these included excellence in only one or two of these categories but might particularly excelled in all four.

This year we have also introduced a new category – “the ones to watch.” These are individuals that have already shown exceptional talent, possibly in another career, but have only recently risen to the top of their family business, and are now in a position to make a difference, like Alessandro Benetton and Axel Dumas.

FAMILY BUSINESS LEADERS

Top 50

2013
Some are heads of multi-million-euro companies like Tim Cooper, from the Australian brewery named after his family, and Hans Georg Näder, who heads up German prosthetics maker Ottobock. Others are leading some of the world’s biggest businesses, like Bill Ford at the helm of the eponymous carmaker, and Nick Hayek, who runs the Swatch Group, the world’s biggest watchmaker.

The growing role of women in family businesses has also been reflected in this year’s list — one-fifth of the top leaders were women, up two from last year and five from the first edition of the survey.

Altogether 18 names from last year’s list appear again. They include perennials like Marie-Christine Coisne-Roquette, whose management continues to excel at Sonepar, and Adi Godrej, who is not only leading one of India’s most successful family businesses, but is also fostering better economic relations with India’s old adversary Pakistan.

Of course, compiling a list of the top family business leaders every year might be construed as going against the long-term business ethos that many family businesses are about. After all, appearing on this list or not will have little bearing on the success of a family business. And, unlike their counterparts in non-family listed businesses – which are unlikely to be headed for much longer than seven years – most family business leaders are in place for the long term.

Nevertheless, these 50 names should be held up as role models, inspiring the next generation and indeed non-family business leaders in the pursuit of stewardship of their companies. For that reason alone, the list will hopefully inspire next-gens and beyond.
Simone Bagel-Trah

Age: 44
Role: Chairwoman of shareholders’ committee & supervisory board
Company: Henkel
Country: Germany
Revenues: €15.6 bn (11)

Considered one of the most powerful businesswomen in Germany, Simone Bagel-Trah has been at the helm of consumer goods business Henkel since 2009. With a doctoral degree in microbiology and two years’ experience as a consultant in the pharmaceutical industry, she has the science background needed to understand the essentials of Henkel’s products – which include Schwarzkopf, Persil and Loctite. Under her watch, the company has been expanding heavily, buying stakes in businesses in Central America, Denmark and Germany.

NOMINATED FOR: GROWTH, CORPORATE GOVERNANCE
Saad Abdullah Al-Khorayef

Role: CEO
Company: Alkhorayef Group
Country: Saudi Arabia

Saad Abdullah Al-Khorayef has the top position at the Alkhorayef Group, whose interests range from oil and lubricants to printing and paper. Under his leadership, the Riyadh-based firm has strengthened its international presence and now has operations in 40 countries.

Johan Andresen

Role: Chairman
Company: Ferd
Country: Norway
Revenue: €1.2 bn (11)

Two things sum up Johan Andresen – entrepreneurship and openness. Non-family CFO John Giverholt recently became the firm’s CEO.

Erramon Aboitiz

Age: 55
Role: President and CEO
Company: Aboitiz Equity Ventures
Country: Philippines
Revenue: €1.3 bn (11)

Erramon Aboitiz has a reputation as an innovator in the business world. Having focused on expanding the assets of his group’s big subsidiary Aboitiz Power, he’s overseen growth of more than 100% at Aboitiz Equity Ventures since 2008.

Saad Abdullah Al-Khorayef has been behind the internationalisation and diversification of the business, which employs more than 5,000 people, since he took the top job.

Gianluigi Aponte

Age: 72
Role: President
Company: MSC Mediterranean Shipping Company
Country: Switzerland

Organic growth, decentralised management and alliances with competitors – Gianluigi Aponte turned MSC into the world’s second-largest container shipping company in 30 years.

This year is Marcelo Bahia Odebrecht’s third in a row to make this list – and with revenue growth of about 30% in 2011 it’s hardly surprising. In fact, since taking the helm in 2008, he’s overseen growth of more than 70% at the Latin American conglomerate, whose interests include construction, energy and petrochemicals.

Marcelo Bahia Odebrecht

Age: 43
Role: President and CEO
Company: Odebrecht
Country: Brazil
Revenue: €25.8 bn (11)

With the support of CampdenFB.com冬 2013
It’s been a good year for the king of the yellow diggers, Sir Anthony Bamford. Under his watchful eye, JCB reported record-breaking revenues of €3.4 billion for 2011 – up more than 100% since 2009 – and Bamford expects an even better 2012. He’s also pushed expansion, particularly in China, Brazil and India.

Anthony Bamford

Age: 67
Role: Chairman
Company: JCB
Country: UK
Revenues: €3.4 bn (11)

NOMINATED FOR: GROWTH
From the rough-and-tumble world of private equity, Alessandro Benetton is now trying to revamp the Benetton brand – a tall order, say analysts.

Alessandro Benetton
Age: 48
Role: Chairman
Company: Benetton Group
Country: Italy
Revenues: €2.0 bn (11)

Jean Burelle
Age: 73
Role: Chairman and CEO
Company: Burelle
Country: France
Revenues: €4.2 bn (11)

Jean Burelle spent more than 40 years working at his family’s holding company, which has interests in plastic, private equity and real estate. He proved his mettle as president of subsidiary Plastic Omnium between 1987 and 2001, developing the company through international growth and acquisitions, buying the likes of French Landry and Techni-Plaste Industrie. Due to his success, Burelle was promoted president of the overall group in 2001 and he has been behind its recent strong growth. Revenues rose by 72% between 2009 and 2011.

Anand Burman
Age: 60
Role: Chairman
Company: Dabur India
Country: India
Revenues: €725 mn (12*)

With a PhD in pharmaceutical chemistry, fifth-generation Anand Burman played a crucial role in growing the family business, consumer goods company Dabur India. After setting up the firm’s pharmaceutical division, he was appointed company chairman in 2007. Since then, he has focused on turning the business into a multinational group – Dabur made its first-ever acquisition, of Hobi Kozmetik, a Turkish personal care group, in 2010, and has since bought Namaste Laboratories, a US firm specialising in hair care products, and the vitamin supplement division of Mumbai-based Ajanta Pharma. Revenues hit €725 million in 2012 – a 30% increase on the year before.

Mauro Gilberto Bellini
Age: 51
Role: President
Company: Marcopolo
Country: Brazil
Revenues: €1.2 bn (11)

As president of Brazilian bus-maker Marcopolo, Mauro Gilberto Bellini can be credited with the international development of the company, which was founded by his father in 1949. Between 1996 and 2007, Bellini was tasked with developing Marcopolo’s operations in Africa and the Middle East. He joined the board of directors in 2008 and was elected president last year. The family business now manufactures 30,000 buses every year and has achieved revenue growth of more than 65% during the three-year period to the end of 2011.

Nomination:

Alessandro Benetton
Nomination: Potential

Jean Burelle
Nomination: Growth

Anand Burman
Nomination: Growth

Winter 2013 | CampdenFB.com | 6
Marilyn Carlson Nelson has instilled a culture of corporate governance at the eponymous hospitality company. Those efforts were seen vividly last year in the form of succession with two next-gens – Geoffrey Gage and Wendy Nelson – joining the board. Soon after, Carlson Nelson named non-family Trudy Rautio as CEO. Daughter Diana Nelson will become chair this year.

**Marilyn Carlson Nelson**

*Age: 73  Role: Chairman  Company: Carlson  Country: US  Consolidated revenues: €3.4 bn (11)*

Marie-Christine Coisne-Roquette continues to oversee strong revenue and profit growth at Sonepar. That’s largely down to her shrewd management skills.

**Marie-Christine Coisne-Roquette**

*Age: 56  Role: Chairwoman and CEO  Company: Sonepar  Country: France  Revenues: €14.7 bn (11)*

Tim Cooper was instrumental in bringing the Adelaide-based brewery back into family control after years of uncertainty and at the same time making it one of Australia’s most successful breweries. Lately, he’s concentrated on international growth, with Coopers buying America’s largest home brew brand, Mr Beer, last year.

**Tim Cooper**

*Age: 56  Role: Managing director and chief brewer  Company: Coopers Brewery  Country: Australia  Revenues: €145 mn (12)*

Third-gen Adriana Cisneros is credited with media conglomerate Cisneros Group’s huge success in the vast US Hispanic market and its move into the even bigger market of China. Her father spotted her business acumen early on, naming her future heir to his role as Cisneros’s chairman. She is currently vice-chairman of the board and director of strategy for the Cisneros Group and president of the Cisneros Foundation, the family’s charitable organisation created to improve education in Latin America.

**Adriana Cisneros**

*Age: 33  Role: Vice-chairman of the board  Company: Cisneros Group  Country: Venezuela*
Jean-Charles & Jean-François Decaux

The Decaux brothers are behind big growth – JCDecaux has doubled in size in the last 10 years, making it the world’s biggest out-of-home advertising company. Although 2011 proved more difficult, with sales rising by just 4.8%, the brothers want to double the size of the business in the next 10 years through expansion.

**Age**: 42, 53 respectively  
**Role**: Co-CEOs  
**Company**: JCDecaux  
**Country**: France  
**Revenues**: €2.5 bn (11)  

**NOMINATED FOR**: GROWTH

Richard Eu

Richard Eu pretty much single-handedly changed the fortunes of Eu Yan Sang, the healthcare company founded by his great-grandfather in 1879. Since he joined the family business in 1989, Eu has focused on modernising the firm, which specialises in traditional Chinese medicine. He developed new products and improved distribution, turning Eu Yan Sang into a well known and fast-growing healthcare company in Asia.

**Age**: 65  
**Role**: CEO  
**Company**: Eu Yan Sang  
**Country**: Singapore  
**Revenues**: €179.6 mn (12*)

**NOMINATED FOR**: GROWTH

Axel Dumas

Set to become co-chief executive in summer 2013, sixth-gen Axel Dumas has been hugely influential at Birkin bag-maker Hermès. He led its highly profitable leather division. After learning the ropes from non-family Patrick Thomas, Dumas will become sole CEO.

**Age**: 42  
**Role**: Future co-CEO  
**Company**: Hermès  
**Country**: France  
**Revenues**: €2.8 bn (11)

**NOMINATED FOR**: POTENTIAL

Ferruccio Ferragamo

Ferruccio Ferragamo understands both the design and business side of the family firm. The fashion house has ridden the luxury sector boom well, and Ferragamo has instilled strong corporate governance.

**Age**: 67  
**Role**: Chairman  
**Company**: Salvatore Ferragamo  
**Country**: Italy  
**Revenues**: €986.4 mn (11)

**NOMINATED FOR**: GROWTH, CORPORATE GOVERNANCE
Bill Ford

Age: 55  
Role: Executive chairman  
Company: Ford Motor  
Country: US  
Revenues: €102.9 bn (11)

Recent Ford oversight plans to restructure the company’s European operations and the launch of new lower-emissions vehicles was a successful move as rising oil prices has seen greater demand for greener cars.

NOMINATED FOR: CORPORATE GOVERNANCE

Antoine Fiévet

Age: 48  
Role: Chairman and CEO  
Company: Bel Group  
Country: France  
Revenues: €2.5 bn (11)

The man behind Laughing Cow cheese has plenty to smile about. Not only has Antoine Fiévet overseen steady growth at France-based Bel despite austerity in most of Europe – revenues were up by 4.5% in 2011 – he was also awarded the IMD-Lombard Odier Global Family Business Award on behalf of the 148-year-old company in 2012. The fifth-gen has pushed aggressively into foreign markets – and the move appears to be paying off, with the company reporting double-digit rises in sales in Africa, the Americas and Asia-Pacific during the third quarter of 2012.

NOMINATED FOR: GROWTH

Wolfram Freudenberg

Age: 71  
Role: Chairman of the board of partners  
Company: Freudenberg Group  
Country: Germany  
Revenues: €6 bn (11)

Fifth-generation Wolfram Freudenberg, who was appointed chairman of the family-controlled conglomerate in 2005, has done more than enough to offset growth difficulties stemming from Europe’s financial crisis. He has focused on expanding in India, China and Russia – and has made some worthwhile acquisitions in developed markets, buying Norway’s Vector Technology Group and US-based MedVenture Technology. Revenues rose 43% between 2009 and 2011.

NOMINATED FOR: GROWTH

Adi Godrej

Age: 70  
Role: Chairman  
Company: Godrej Group  
Country: India

A perennial on this list, Adi Godrej appears again due to his continuous ability to ensure the eponymous company grows strongly both domestically and internationally. He’s shown an uncanny ability to appoint professional managers who make a difference to the group’s subsidiaries.

NOMINATED FOR: GROWTH
Abigail Johnson

Age: 51  
Role: President  
Company: Fidelity Financial Services  
Country: US

NOMINATED FOR: POTENTIAL

Often described as the most powerful woman in fund management, Abigail Johnson was named president of Fidelity Financial Services in 2012. It’s surely a clear indication the third-gen will one day replace her father, Ned Johnson, at the helm of Fidelity Investments.
Second-gen Nick Hayek joined the Swatch Group, now the world’s largest watchmaker, in 1994 and became CEO in 2003. Under his tenure, the family business, which also owns the Omega and Longines brands, expanded into Asia and the US. Always looking for a good deal, last year Hayek acquired Swiss watch case-maker and fellow family business Simon et Membrez.

NOMINATED FOR: GROWTH

Lim Kok Thay

Lim Kok Thay
Age: 62
Role: Chairman and CEO
Company: Genting Group
Country: Malaysia
Revenues: £4.9 bn (11)

Lim Kok Thay is the man behind Genting Group’s staggering growth – revenues more than doubled between 2009 and 2011. The group is expanding in Asia and Australia.

NOMINATED FOR: GROWTH

Nicola Leibinger-Kammüller

Age: 53
Role: President
Company: Trumpf Group
Country: Germany
Revenues: €2.33 bn (12*)

Nicola Leibinger-Kammüller replaced her father, Berthold Leibinger, as president of the machine tool producer in 2005. Revenues at the Ditzingen-based business, which her father bought from founder Christian Trumpf, dropped significantly between 2008 and 2010, during the global downturn. But under Leibinger-Kammüller’s leadership the family business, one of the biggest toolmakers in the world, has seen a complete turnaround. Leibinger-Kammüller built on a strong rebound in 2010/2011, with revenues hitting €2.33 billion in its most recent fiscal year.

Leibinger-Kammüller knows the business intimately, having worked in it her whole career, and is currently responsible for overall strategy, corporate communications and real estate and facilities.

NOMINATED FOR: GROWTH

William Lauder

Age: 51
Role: Executive chairman
Country: US
Company: Estée Lauder
Revenues: €7.3 bn (12*)

William Lauder has encouraged family members to be entrepreneurial, with third-gen Aerin recently launching a new brand with the backing of the family. He has also focused on succession planning – third-gen Jane was recently appointed global president and general manager of Darphin, one of the firm’s skincare brands.

NOMINATED FOR: ENTREPRENEURSHIP, SUCCESSION
Isolde & Willi Liebherr

**Role:** Vice-president and president of the board of directors  
**Company:** Liebherr International  
**Country:** Switzerland  
**Revenues:** €8.3 bn (11)

Brother and sister Willi and Isolde Liebherr have been managing the Swiss company since their father died in 1993. Through their joint efforts, they made sure the business grew steadily, with turnover at the company, which is fully controlled by the family, rising 10% in 2011 on the back of growth in eastern Europe and China. They also started succession planning last year, transferring some of their shares to their children and giving the third generation more responsibility within the family business.

Jean Mane

**Age:** 58  
**Role:** President and CEO  
**Company:** Mane  
**Country:** France  
**Revenues:** €530.1 mn (11)

President and CEO Jean Mane has been instrumental in growing the eponymous fragrances and flavours company, with revenues jumping 51% between 2009 and 2011. The firm has several production sites across the world because Mane thinks the company needs to act like a local business to grow in international markets. His philosophy is paying off, and the group is strong in countries such as Indonesia and Japan.

Antonio & Emma Marcegaglia

**Age:** 49, 47 respectively  
**Role:** CEOs  
**Company:** Marcegaglia  
**Country:** Italy  
**Revenues:** €4.3 bn (11)

Thanks greatly to the efforts of the two siblings, steelmaker Marcegaglia has seen a 71% increase in revenues in the three-year period ending 2011.

Eliodoro Matte Larraín

**Role:** Chairman  
**Company:** Empresas CMPC  
**Country:** Chile  
**Revenues:** €3.6 bn (11)

Eliodoro Matte Larraín joined the pulp and paper family business in 1976. After being appointed CEO in 1981, he expanded the company through diversification and acquisitions. Today, under his chairmanship, the group is one of the world’s fastest growing family businesses – revenues rose by 53% between 2009 and 2011.
Rajan Nanda was appointed chairman of Escorts Group, which manufactures tractors and a range of construction equipment such as cranes and forklifts, in 1994. Under Nanda’s supervision, the group has seen fast growth – sales rose by 49% between 2009 and 2011. Nanda has led the company’s expansion into new markets. The group, which has also linked up with a number of international firms, has recently improved professionalism, with the hiring of a number of non-family members to head its units.

**NOMINATED FOR:** ENTREPRENEURSHIP, GROWTH

Abdallah Obeikan has led the company’s expansion into new markets. The group, which spans paper to packaging, publishing and e-learning services, is rapidly expanding in the Middle East – revenues increased by 33% between 2009 and 2011, and the firm recently launched a glass-making business. Thanks to Obeikan’s efforts, the family conglomerate also increased transparency about its financial results.

**NOMINATED FOR:** GROWTH, CORPORATE GOVERNANCE

Liz Mohn recently oversaw changes to the company’s legal structure, allowing the publishing business to bring in outside investors while ensuring the Mohn family retains control. The group also recently linked up with UK rival Pearson in a merger of publishing brands Penguin and Random House.

**NOMINATED FOR:** GROWTH

Hans Georg Näder as he is popularly known has overseen steady growth at one of the world’s biggest producers of prosthetics – and the winner of CampdenFB’s 2012 family business of the year award. Näder has also brought in non-family managers in different divisions.

**NOMINATED FOR:** GROWTH, CORPORATE GOVERNANCE

Pawan Munjal

**Country:** Saudi Arabia
**Company:** Obeikan Industrial Investment Group
**Position:** CEO
**Revenues:** €583.7 mn (11)

Abdallah Obeikan became CEO of his family’s conglomerate in 2000. Under his tenure, the group spans paper to packaging, publishing and e-learning services, is rapidly expanding in the Middle East – revenues increased by 33% between 2009 and 2011, and the firm recently launched a glass-making business. Thanks to Obeikan’s efforts, the family conglomerate also increased transparency about its financial results.

**NOMINATED FOR:** GROWTH, CORPORATE GOVERNANCE

Hans Georg Näder

**Age:** 51
**Role:** CEO and president
**Company:** Ottobock
**Country:** Germany
**Revenues:** €583.2 mn (11)

Professor Näder as he is popularly known has overseen steady growth at one of the world’s biggest producers of prosthetics – and the winner of CampdenFB’s 2012 family business of the year award. Näder has also brought in non-family managers in different divisions.

**NOMINATED FOR:** GROWTH, CORPORATE GOVERNANCE
Third-gen Enrique Pescarmona has overseen huge growth at South American energy business Impsa – revenues increased by 100% between 2009 and 2011. He’s taken a very entrepreneurial approach to running the firm, venturing into new markets and sectors. He’s also strong on succession planning – three of his children work for Impsa and another for the family’s winery.

Enrique Pescarmona
Age: 71
Country: Argentina
Company: Impsa
Role: President and CEO
Revenues: €763.2 mn (11*)
*11 months to 31 December 2011

Güler Sabanci
Age: 57
Nationality: Turkish
Company: Sabanci Holding
Position: Chairwoman
Revenues: €9.86 bn (11)

Third-generation Lino Saputo Jr replaced his father, Emanuele, at the helm of the dairy company in 2004. He’s made his mark pretty rapidly in terms of growth, with revenues rising 15% in fiscal 2012. Last year, he appointed non-family member Dino Dello Sbarba as president and COO of the group and was behind the acquisition of Morningstar, a dairy subsidiary of US-based company Dean Foods.

Lino Saputo Jr
Age: 45
Country: Canada
Company: Saputo
Position: CEO and vice-chairman
Revenues: €5.3 bn (12*)

Over the last 10 years, Scholz Group has made acquisitions in eastern Europe and North America, such as Almex in Poland and CMA in the US, becoming one of the industry’s top players. After a sharp fall in revenues in 2009, the company recovered quickly, with turnover jumping more than 120% from 2009 to 2011.

Oliver Scholz
Age: 42
Country: Germany
Company: Scholz Group
Position: CEO
Revenues: €5.3 bn (11)

With the support of Ernst & Young

Grandhi Mallikarjuna Rao
Age: 62
Role: Chairman
Company: GMR Group
Country: India
Revenues: €1.2 bn

NOMINATED FOR: GROWTH

Thanks to the efforts of founder and chairman GM Rao, the family-controlled infrastructure group has continued to grow strongly and expand internationally – revenues were up 65% between 2009 and 2011.

NOMINATED FOR: GROWTH

Few family business leaders have played such a crucial role in the economic development of their country than Güler Sabanci, the chairwoman of the eponymous conglomerate. Sabanci has overseen rapid growth at the family business, whose operations span banking, retail and energy, since she took the job as chairperson in 2004. Most big foreign businesses wanting a foothold in Turkey’s economy will want an audience with Sabanci, such is her power.

NOMINATED FOR: GROWTH, CORPORATE GOVERNANCE

NOMINATED FOR: GROWTH

NOMINATED FOR: GROWTH, CORPORATE GOVERNANCE
Under fourth-gen Arunachalam Vellayan’s watchful eye, the Murugappa Group has expanded through acquisitions – and revenues grew by 64% between 2009 and 2011.

**Arunachalam Vellayan**

- **Age:** 59
- **Country:** India
- **Company:** Murugappa Group
- **Position:** Executive chairman
- **Revenues:** €3.1 bn (11)

**Luiza Helena Trajano Inácio Rodrigues**

- **Age:** 64
- **Country:** Brazil
- **Company:** Magazine Luiza
- **Position:** President
- **Revenues:** €2.3 bn (11)

Nomination: Growth

Brazil’s breakneck economic growth might be slowing down, but Luiza Helena Trajano Inácio Rodrigues, a frequent adviser to President Dilma Rousseff, isn’t letting that get her down. Indeed, she says her target customers – the lower middle class – are still shopping. And the figures bear that out – sales at Magazine Luiza were up 15% during the third quarter of 2012, compared with the same period in 2011. Trajano knows the business well having first begun working at Magazine Luiza aged 12, when it was still a small store run by her aunt. She’s grown it into a massive powerhouse – making it one of Brazil’s largest retailers. Revenues grew more than 90% between 2009 and 2011.

**Steve Sheetz**

- **Age:** 64
- **Country:** US
- **Company:** Sheetz
- **Position:** Chairman
- **Revenues:** €4 bn (11)

Nomination: Growth, Succession

With almost three decades at the helm of the company, started by his brother Bob as a dairy store in 1952, Steve Sheetz can take credit for the firm’s steady growth, having overseen the opening of numerous stores across America. But Sheetz is also nurturing the next generation – he recently announced second-gen Stan will succeed him as chairman, while his other brother Joe will serve as CEO. Sheetz himself will become chairman of the family council.

**Atul Shah**

- **Age:** 51
- **Country:** Kenya
- **Company:** Nakumatt
- **Position:** Managing director
- **Revenues:** €340.4 mn (12*)

Nomination: Growth, Entrepreneurship

A great example of an entrepreneur, Atul Shah transformed his family’s business into a retail powerhouse. His focus now is on expanding into new markets – and getting the next generation involved in the Kenyan company. Between 2009 and 2011, Shah oversaw impressive revenue growth of 49%.
Pawan Munjal has turned Hero MotoCorp into a global company. The family business saw revenues rise 48% between 2009 and 2011 and is today the world’s biggest manufacturer of motorcycles. He’s also planning expansion to Africa and Latin America, with assembly plants expected to open in Kenya, Nigeria and Colombia.
Francis Yeoh joined his father’s construction firm in 1978 and took the helm in 1988. Yeoh’s shrewdness in buying bargains and keeping plenty of cash in the business to make acquisitions is legendary. He has made infrastructure conglomerate YTL one of Malaysia’s largest companies, with revenue growth of more than 125% between 2009 and 2011.

MANOMINATED FOR: GROWTH

Second-gen Manfred Wittenstein took over the family business more than 30 years ago. It was originally a small company producing sewing machines but as demand waned Wittenstein spotted an opportunity in the fast-growing technology sector. He turned the firm into an innovative engineering company, making specialised computer drive and electro-mechanic products. Wittenstein focuses intensely on product development and meeting the needs of increasingly demanding computer systems. The company has notched up some impressive growth rates, with revenue increasing 70% between fiscal 2010 and fiscal 2012.

MANOMINATED FOR: GROWTH, ENTREPRENEURSHIP

Francis Yeoh
Age: 58
Role: Managing director
Company: YTL Corporation
Country: Malaysia
Revenues: €5 bn (12*)

Mikkel Vestergaard Frandsen, who describes himself as a “first-generation owner of a third-generation company”, is doing good business by doing good. Having turned his family’s textile firm into a successful social enterprise, he recently launched a carbon credit initiative, which aims to bring clean water to millions of people in Kenya.

MANOMINATED FOR: ENTREPRENEURSHIP
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