

Richard Turner

Serial Entrepreneur, Author and Keynote Speaker

Richard Turner is a renowned Australian Entrepreneur, Leader and Innovator. He has founded four successful companies/organisations across four different industry sectors, was Australian Entrepreneur of the Year for the Cleantech sector in 2010, South Australian Entrepreneur of the Year for two of those companies 14 years apart (1996 & 2010) and his most recent venture, ZEN Energy was recognised as the fastest growing company in South Australia for 2010 & 2011 and the 4th fastest growing company in Australia in 2012 (BRW magazine). ZEN is now the largest Clean Energy Generator and Retailer in Australia supplying electricity to large segments of the Commercial and Industrial market.



Richard is a specialist in re-invention and industry disruption, he is passionate about sustainability and wants to ideally assist companies that are driving change for the better, believe in their purpose and add value to future generations.

Richard founded the Entrepreneurs' Organisation in South Australia (1998) and was Entrepreneur in Residence for the University of South Australia (2019-2021) mentoring hundreds of early stage and scaling businesses and currently Deputy Chair of the Premier's Climate Change Council.

Richard has now put a lifetime of learnings in starting and scaling successful businesses into his book "The Essential Entrepreneur" released by Wiley Publishing globally in November 2022.

Richard along with his family has founded three different billion-dollar companies in Australia across three different sectors (Manufacturing, Distribution and Energy).

His credentials are outstanding:

- Australian Entrepreneur of the Year
- Twice South Australian Entrepreneur of the Year
- Twice Winner Fast Movers Award (consecutive years)
- Entrepreneur in Residence (University of South Australia)
- Founding President Entrepreneurs Organisation (EO)
- Growth Expert (Australian Centre for Business Growth)
- Board Chair (Multiple Companies)
- Author "The Essential Entrepreneur" - What it takes to Start, Scale and Sell a Successful

Business (Wiley 2023)

The Richard Turner success story:

- Family Business - Holbrook Meats → Holco Ltd (IPO 1986) → T&R Pastoral → Thomas Foods (\$B)
- Co-Founded with Brother 1987 - Regency Food Services → Bidvest → Bidfood (\$B)
- Founded 1996 - Regency Staffing → Chandler McLeod Hospitality Staffing
- Founded 1998 - Young Entrepreneurs Organisation (YEO) → Entrepreneurs Organisation (EO)
- Founded 2004 - ZEN Home Energy Systems → ZEN Energy (\$B)

Richard Talks About

What it takes to Start, Scale and Sell a Successful Business

Scaling - Preparing for Rapid Growth

Defining the Role of Founder / CEO

During this session Richard will take you through the journey of his family founding three businesses in Australia that have each become \$billion companies, all from either the dining room table or his children's cubby house, including his last company "ZEN Energy" that in 2024 is leading Australia's energy transition.

From manufacturing to distribution to energy, Richard has deep industry knowledge and experience across all the challenges that can derail a business on its journey, how to avoid them, the fundamentals that must be in place, and how to continually innovate, disrupt and lead industry sectors to position your business for a successful capital raise or exit.

He will talk about how he looks at growth and strategy and relates it to the spirit of entrepreneurship.

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