

## **ANNEX**

This year's awards were presided by a distinguished panel of judges:

- Ms. Chiam Fong Sin, COO, Pavilion Capital International Pte Ltd
- Mr. Chris Loh, Partner, Axiom Asia Private Capital Pte Ltd
- Mr. Chue En Yaw, Head of Private Equity, Fullerton Fund Management Company Ltd
- Dr. Wong Kien Keong, Arbitrator & Consultant, Arbitrum Opus Chambers Pte Ltd
- Mr. Yeoh Oon Jin, Executive Chairman, PricewaterhouseCoopers LLP, Singapore

## **VC DEAL OF THE YEAR – WINNER**

### **Monk's Hill Ventures | Investee: Ninja Van Logistics**

**Monk's Hill Ventures** is a partnership of seasoned entrepreneurs who have built and backed global companies based both in Silicon Valley and Asia. A venture capital firm investing in technology startups, the firm takes advantage of the fast growing Southeast Asian markets. With the firm's operating background, they contribute more than just capital. Monk's Hill Ventures are also technologists and deeply believe in the positive and increasing impact of technology on our world. Investing in technology companies has never been more attractive, as technology adoption reaches an inflection point. There are now nearly 5 billion mobile subscribers and more than 3 billion internet users globally. With quantum improvement in computing, building and scaling a technology company costs less than 10% of what it took 15 years ago. Leveraging technologies like big data, mobile, and cloud to build significant business is not only possible, but well within economic reach, especially in emerging markets. Innovation is now global. Monk's Hill Ventures invests in top entrepreneurs in post-seed companies in Southeast Asia.

**Ninja Van** is a technology-enabled, last-mile logistics operator for e-commerce. Started in 2014 from Singapore, it is now the go-to logistics provider in its home market, and has expanded into multiple cities in Malaysia and Indonesia. They serve more than 300 merchants across a variety of industries, for example Lazada, Shopee, Watsons, Challenger and more.

## **PE DEAL OF THE YEAR – WINNER**

### **Navis Capital Partners | Investee: B Medical Systems SàRL**

**Navis Capital Partners** was founded in 1998 to make private equity investments in buyouts, recapitalisations and financial restructurings in Asia, particularly in enterprises with a strong or developing presence in Southeast Asia, Australia and Hong Kong. Since its founding Navis has made over 70 controlling investments most of which have been completed with little reliance on acquisition finance. Industries/segments in which Navis has invested include food processing, fast food/casual dining, industrial products, fast moving consumer goods, outdoor advertising, auto rentals, consultancy and professional services, amongst others. Navis' investment model places a low reliance on leverage to drive its equity returns. The firm manages several private and public equity funds totalling USD 5 billion, and whose investors include a number of well-known US, European, Middle Eastern and Asian

commercial and investment banks, pension funds, insurance companies, corporations, foundations, as well as a number of high net worth individuals and family offices. Navis has one of the largest private equity professional teams in Asia, comprising over 60 individuals, supported by over 30 administrative staff, in eight offices across the region.

**B Medical Systems S.à r.l.** is a Luxembourg-based pioneer in the medical equipment industry. The company was founded in 1979 when the World Health Organization approached Electrolux in Vianden to provide a solution to their problems in safely storing and transporting vaccines around the world. Then, Electrolux became Dometic, a division of the Dometic Group. Our recognition grew through our work and the positive results it generated and we have become well-known for our expertise in Cold Chain and Blood Safety. All our stakeholders recognize us for the work we do, not just for profit, but for the greater good of mankind, saving lives in developing nations and setting standards in developed nations in doing the right thing.

#### **VC EXIT OF THE YEAR – WINNER**

##### **Wavemaker Partners | Investee: Luxola**

**Wavemaker Partners** is a venture capital firm that invests in early stage technology companies in Southeast Asia. The firm's partners are former entrepreneurs who have exited themselves and have collectively invested in more than 120 companies around the world. Wavemaker Pacific is the Singapore/SEA representative of the DFJ Global Network which comprises 15 venture capital firms across 4 continents that have backed successes like Hotmail, Baidu, Skype, Twitter and Tesla. Wavemaker Pacific also manages Wavemaker Labs, an Approved Technology Incubator under the Singapore National Research Foundation (NRF).

**Luxola** set out to be the number one destination for beauty online in Southeast Asia. The company was founded in 2011 and is based in Singapore. It was acquired by Moët Hennessy Louis Vuitton (LVMH) to become the e-commerce extension of their brand Sephora.

#### **PE EXIT OF THE YEAR – WINNER**

##### **EQT Partners | Investee: Classic Fine Foods**

**EQT** invests in good companies across the world with a mission to help them develop into great and sustainable companies. By providing access to ownership skills and operational expertise, EQT help acquired companies grow and prosper, both under EQT's ownership and with future owners. EQT has three overall investment strategies – Private Capital, Real Assets and Credit – guided by a responsible ownership approach and an industrial growth strategy. Approximately EUR 30 billion has been raised from over 300 global institutional and professional investors. More than EUR 17 billion has been invested in around 150 companies and today, EQT owns around 70 companies in a variety of industries across the world with c. 100,000 employees and revenues of approximately EUR 15 billion in total. The most tangible result of the EQT Business Model is that portfolio companies have on average increased the number of employees by 11%, sales by 8% and earnings by 11% annually during EQT Equity funds'

ownership. Almost all of the return on investments is attributed to operational improvements such as increased sales and efficiency gains.

**Classic Fine Foods** (“CFF”) is the largest fine food ingredients distributor in Asia. With presence in 13 countries and 21 cities in Asia Pacific, the Middle East, and the UK, CFF specializes in sourcing importation, storage, marketing and distribution of fine foods products, sourced primarily from Europe. Product range includes premium and niche dairy, meat, pastry, gastronomies, seafood, high quality perishables, condiments, pasta and dry products.

## **MOST IMPACTFUL NON-PROFIT/ SOCIAL ENTERPRISE – FINALISTS**

### **Medica Synergie Pvt. Ltd. invested by Quadria Capital**

**Quadria Capital** (“Quadria”) is an independent healthcare focussed private equity firm with assets under management exceeding US\$ 1.5 billion and investments in 15 companies across the Asia-Pacific region. Quadria focused on partnering with promising regional healthcare companies and, with its active investment strategy, helps them grow into regional leaders, while creating and delivering outstanding returns to its investors. Quadria complements its investment objective with a progressive investment philosophy of creating positive impact on environment, society and governance. Quadria’s aim is to improve lives by bringing better healthcare for all. This comes from its belief that positive investment returns and constructive social and financial impact must go hand-in-hand.

**Medica Synergie** (“Medica”) is the largest and fastest growing hospital chain in eastern India, operating over 1,000 beds across six hospitals in five cities. Eastern India region is characterized by a large population base (over 450 million), poor healthcare indicators and inadequate healthcare infrastructure (3.9 beds/ 10,000 people). Medica’s key social objectives are to increase access to high quality, yet affordable healthcare services as well as generate employment opportunities especially for underprivileged women. Medica’s hospitals are differentiated in terms of a wide range of multi-specialty services like cardiac surgeries, joint replacements and transplants; superior service quality and 15-20% lower pricing than other private hospitals.

### **Agape Connecting People Pte Ltd invested by Garden Impact Investments Pte Ltd**

**Garden Impact Investments Pte Ltd** (“GII”) is a private Singapore-based impact investment holding company. GII invests in businesses that create jobs and provide services and products for the poor and marginalised. We provide expansion capital to small medium size enterprises (SMEs) that have social impact as well as potential for growth and asset appreciation. In addition to the financial returns, each investment will be monitored for their measurable social and environmental impact. Our primary investment focus is South-East Asia.

Agape is Greek for “Unconditional Love”. This was the very foundation and belief that **Agape Connecting People Pte Ltd** was founded. Anil David, Agape’s founder, strongly believes that regardless of background and marginality, everyone with the desire and talent should be given an equal opportunity to

succeed, thus transforming their lives and those around them. Agape Connecting People is a leading outsourced contact centre services company. We are communication specialists delivering both multi-channel outsourcing call centre services to our customers with cutting-edge interaction solutions. Our team of dedicated professionals are experienced and trained to ensure high success and quality service with every customer contact.