



THAILAND

NAVIS EXITS DISTRI THAI WITH SECONDARY SALE TO ACTIS

As secondary deals increase with Asian private equity's growing maturity, [Navis Capital Partners](#) has exited its Fund I investment in magazine distributor/retailer DistriThai via a secondary sale to [Actis](#).

"Our investment was debt-free and we generated a money multiple of 3.4 x, 36% IRR, which we think is good for an unleveraged deal," [Nicholas Bloy](#), Director at Navis, told *AVCJ*. [Rodney Muse](#), Director at Navis, added that the exit price was between \$10 and \$20 million.

Described by one commentator as one of the "incredibly small" number of "genuine farang business success stories in Thailand," DistriThai was bought by Navis from the retiring

founder in 2001. Muse characterized it as "a strong basic business in a growing industry ... the dominant non-Thai periodicals supplier in Thailand." Navis's operational improvement included the appointment of a new CEO, "an ex-Amazon guy, who ran with it pretty well," and aggressive expansion of retail outlets under the Bookazine brand.



Rodney Muse

Muse sees the business as having continuing strong upside, but told *AVCJ* "it's logical to lock in the good returns for LPs and leave the next chapter to Actis". Expect to see more such exits soon. - PSM

MALAYSIA

CIMB PLANS LARGER FUNDS

[Commerce International Merchant Bankers Berhad \(CIMB\)](#)

is planning to launch private equity funds of larger size once it has fully invested its Southeast Asian Strategic Assets Fund.

CIMB Private Equity's director [Darawati Hussain](#) told *AVCJ* that "as more established and larger funds are focusing on North Asia and India opportunities, it is the local players that are active in seeking out the investment opportunities in Southeast Asian countries."



Darawati Hussain

CIMB has also just launched a \$30 million private equity fund with Koperasi Permodalan Felda Bhd., according to Malaysian press reports.

"The challenge for CIMB is to attract more foreign funds into Malaysia for private equity and venture capital funds, as domestic investors are still new to the asset class," Hussain added.

Market observers estimate that CIMB Private Equity's current fund will make an IRR of 20% over a ten-year period.

"While there have been significant increases in private and public funds allocation to the private equity area, there has been less available to fund earlier stage investing," Hussain said. - SY

JUST IN...

These breaking stories are based on news reports and AVCJ's research sources. Watch future issues for more coverage.

- India's government has authorized ICICI Venture to raise \$750 million from non-resident Indians and foreign investors as part of the formation of its new \$1 billion fund.
- Affinity Capital Partners and JP Morgan Partners are reportedly considering an IPO rather than a trade sale to exit from Mando, Korea's largest car parts manufacturer. However, Mando has often been the subject of speculative reporting in the Korean press, and the IPO plan has not been confirmed.
- Leading fund of funds operation Partners Group is reportedly planning a new \$500 million fund targeting Asia.
- According to filings, Carlyle has held a first close of over \$777 million for its Asia-focused buyout fund, Carlyle Asia Partners II.
- Senior Blackstone MD Prakash Melwani has announced that the firm will be focusing on smaller deals in India due to spiraling valuations in the market.
- Data services giant EDS has made a conditional offer for 52% of Mphasis in India, yielding a potential \$255 million exit for Baring Private Equity, conceivably for as much as 25x money.
- IDFC Private Equity Fund II has reportedly closed at \$430 million, up from its original target of \$300 million. This will be India's largest infrastructure-focused private equity fund.
- TVG Capital Partners has established an India presence with a new Bangalore office and a new hire: Arvind Malhan, formerly with NEA and New Path Ventures in India. TVG has also engaged Aman Mehta, until recently, president of Hong Kong Bank, as a senior advisor for India.
- Carlyle will reportedly make a \$30 million investment in China's largest wooden flooring manufacturer, Shanghai Anxin Flooring.