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Aureos Capital and MITSUI SUMITOMO INSURANCE Venture Capital agree partnership to boost SME growth in Asia

- Mutual assistance to gain access to new markets and strategic introductions

Aureos Capital, the private equity fund manager specialising in investing in small and medium sized businesses in emerging markets, and MITSUI SUMITOMO INSURANCE Venture Capital (“MSIVC”), the venture capital arm of Japan’s largest insurance company, have announced a new partnership agreement to boost the growth of small and medium sized businesses across Asia.

The new agreement is designed to give both Aureos’ portfolio of companies in South-East Asia and MSIVC’s investee companies in Japan significant exposure to each other’s markets, boosting the opportunities available to both sets of companies to expand across Asia.

Sev Vettivetpillai, CEO of Aureos Advisers comments: “Aureos and MSIVC portfolio companies will be able to leverage the best practice and networks that each can offer. The breadth and depth of the expertise and business capability jointly available will be a real boost for the small and medium sized businesses involved.”

“With both companies sharing a focus on investing in small and medium sized businesses, this partnership will allow entrepreneurs across Japan and South-East Asia to access both the capital and expertise needed to support the growth of their businesses.”

Aureos and MSIVC point out that one example of the agreement’s reciprocal potential lies with Japan’s technology firms, who are currently seeking growth opportunities in new regions. At the same time, investee companies in Aureos’ South-East Asia network are seeking precisely such technologies to enhance the quality and efficiency of their operations.

Tadatoshi Komuro, president of MSIVC, comments: “Asia has enormous potential and resilience. The region’s recovery from the global economic crisis underscored its growing influence in the world economy.”

“Resonating with our “Acting globally, investing locally” strategy, this partnership will help the portfolio companies of both firms to capitalize on future growth opportunities across Asia. MSIVC is putting strategic efforts to expand its ability to add value to its portfolio not only in Japan but also in other regions starting from South-East Asia”.

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AUREOS CAPITAL LTD

Aureos Capital is a private equity fund management company which specialises in providing expansion and buy-out capital to small and medium sized businesses across Asia, Africa and Latin America.

Since its establishment in 2001, Aureos has increased its funds under management to over US\$ 1.2 billion and extended its geographical footprint to over 50 emerging markets covering Asia, Africa and Latin America, by establishing 16 regional private equity funds.

Investors in Aureos funds include institutional investors, bilateral and multilateral development finance institutions, pension funds, sovereign wealth funds, fund of funds, family offices and foundations and high net worth individuals.

mitsui sumitomo insurance Venture Capital Co., Ltd.

MITSUI SUMITOMO INSURANCE Venture Capital is the venture capital arm of Mitsui Sumitomo Insurance in MS & AD Insurance Group, the largest insurance company in Japan which has a strong sales network comprising over 300 bases in more than 40 countries and regions. Based in Tokyo since 1990, the firm has invested into promising companies across a variety of industry sectors both in Japan and in North America, while helping build significant enterprises.

MITSUI SUMITOMO INSURANCE Venture Capital currently has funds under management worth US\$ 255million.

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