

MEKONG CAPITAL HAS TWO NEW PARTNERS

HO CHI MINH CITY, VIET NAM (07 July 2016): Mekong Capital is pleased to announce two new Partners, bringing the total to four Partners.

Ms. Pham Vu Thanh Giang joined Mekong Capital in January 2007 and is one Mekong Capital's most senior Deal Leaders and a member of the Investment Recommendation Committee, together with Chris Freund and Chad Ovel. As a Deal Leader, Thanh Giang has been responsible for the long-term success of investments in Phu Nhuan Jewelry (PNJ) and Vietnam Australia International School (VAS), and serves as a member of the Board of Directors of both companies. Thanh Giang was also the Deal Leader for past investments for which she led the exit, including ICP and DigiWorld, and has been involved in adding value at other of Mekong's portfolio companies over the last 9 ½ years. Currently much of her effort is focused on leading new investments for Mekong Enterprise Fund III.

Ms. Truong Dieu Le joined Mekong Capital in July 2003, and has been leading Mekong's operations team since its formation in 2006. As the Head of Operations, Le oversees all activities of the 12-member Operations team including Finance & Accounting, Human Resources, Investor Relations, Fund Administration & Fund Reporting, Corporate Governance, IT, Office Administration, Compliance and Sustainability. These functions are regularly regarded as excellently managed, and a key source of competitive advantage for Mekong Capital. Prior to forming and leading the operations team, Le was involved in appraising, implementing and adding value to Mekong's investee companies from 2003 to 2006.

Chris Freund, founding Partner of Mekong Capital said: "The much-deserved promotion of Le and Thanh Giang to Partner roles, joining myself and Chad Ovel as Partners, represents the fulfillment of our transformation into a true partnership culture. This is a source of great pride and satisfaction for me, and a great step towards the long-term sustainability of Mekong Capital."

As of 31 March 2016, Mekong's 22 team members have worked for Mekong Capital for an average of 6.2 years, with senior team members averaging 9.2 years.

About Mekong Capital

Established in 2001, Mekong Capital is a Vietnam-focused Private Equity firm, **Mekong Capital has the most extensive private equity track record in Vietnam.**

The Mekong Capital's funds have completed 29 private equity investments, of which 17 have been fully exited and 3 have been partially exited. Mekong Capital has managed **4 funds**, one of which is currently making new investments.

Mekong Capital's investee companies are typically among the fastest growing and market leading companies in Vietnam's consumer-driven sectors such as retail, restaurants, consumer products and distribution, like MobileWorld, Golden Gate, Masan Consumer, Traphaco, Phu Nhuan Jewelry, ICP, etc.

Mekong Capital invests in fast-growing companies, with ambitious expansion plans, and a strong commitment to building management teams that will apply best practices and successfully execute on those expansion plans. These companies are typically well-established companies in their sectors, but which typically operate in fragmented and fast growing markets which present attractive growth opportunities.

Mekong Capital is strongly **committed to adding significant value at each of its investee companies** – through operational improvements, building management teams, introduction of best practices and outside experts, and applying other elements of our *Vision Driven Investing* framework.

Mekong Capital has an experienced **team** of 22 full-time people in our offices in Ho Chi Minh City and Hanoi, who have an average tenure at Mekong Capital of more than 6 years. Mekong Capital's two Partners, Chris Freund and Chad Ovel, both have around 19 years experience in Vietnam, in private equity and CEO roles.

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