

## **Mekong Enterprise Fund II has entered into an agreement to sell its shares in Vietnam Australia International School**

**HO CHI MINH CITY, VIET NAM (2 Oct 2017)** – Mekong Capital announced today that the Mekong Enterprise Fund II (“MEF II”) has divested 100% of its investment in Vietnam Australia International School (“VAS”) for a total consideration of more than US\$25 million, resulting in a gross return multiple of 4.5x (including dividend received). The gross IRR of 25.8% over the 6-year period that the Fund held that investment.

Since MEF II invested US\$6 million in VAS in April 2010, VAS has transitioned from a network of small campuses into a system of 7 campuses in which 4 are mega campuses, comprising 6,300 students.

In 2014, VAS marked an important milestone when it transitioned from a bilingual school based on Vietnamese curriculum with supplemental English classes into a dual-curriculum school offering both local Vietnamese curriculum and the Cambridge International Curriculum (in English) to its students.

Since the Fund’s investment in 2010, VAS made substantial progress in recruiting a strong team of professional managers, while enhancing its corporate governance through an active Board of Directors, led by the Executive Chairman, Mr. Marcel Van Miert who was previously the CEO of WCL Group and Nord Anglia Education, two global K-12 school groups which were subsequently merged together.

Through Mekong Capital, its Investment Manager, MEF II applies a value creation framework called *Vision Driven Investing (VDI)* in close partnership with VAS’ management team. VAS has fully implemented all 14 components of VDI, which has contributed to VAS’ strong growth over recent years.

Chris Freund, Partner at Mekong Capital and a member of VAS’ Board of Directors, said: *“VAS’ success was closely correlated with the outstanding management team put in place by the founder, Pham Tan Nghia, and the Executive Chairman, Marcel Van Miert. Based on Mr. Van Miert’s and Mr. Nghia’s vision and extensive experience leading school chains, the Board of Directors and senior management team aligned around a clear direction and strategy for VAS. Meanwhile, with a robust team of senior-level professional managers, they were able to successfully execute on the company’s strategy in all key functional areas, leading to major achievements such as the successful roll out of mega-campus, the transition to a dual-curriculum program, improvements in teaching quality and educational outcomes, etc.”*

Mr. Freund added, *“We are pleased to be handing this investment over to TPG Capital Asia, who has an excellent reputation and track record for adding value to its investee companies. I am confident that VAS’ quality of services and educational outcomes for students will continue to flourish under TPG’s stewardship.”*

### **About Vietnam Australia International School**

Founded in 2004 by Mr. Pham Tan Nghia, VAS owns and operates a chain of 7 schools ranging from kindergarten to high school, in which 4 are mega campuses. All of these campuses are currently located in Ho Chi Minh City. VAS focuses on providing education to the rising number of middle class Vietnamese families in Ho Chi Minh City. For the academic school year 2016-2017, their approximate enrollment is 6,300 students.

From 2014, VAS is transformed from a bilingual school based on Vietnamese curriculum with supplemental English classes into a dual-curriculum school and recognized as a Cambridge International School, which provides Cambridge International Programs by Cambridge International Examinations (CIE).

VAS is widely recognized for successfully providing high-quality education in a safe, caring and stimulating environment. Its students consistently rank among the most successful (in terms of grade average) nationwide. VAS appeals to parents as it not only teaches at an international standard and ensures their kids' integration with a global community, but also maintains the core Vietnamese values.

For more information on Vietnam Australia International School, please visit the company's website at <http://www.vas.edu.vn>

### **About Mekong Enterprise Fund II**

The Mekong Enterprise Fund II is a private equity fund launched in 2006 focusing on private equity investments in Vietnam. The Fund made 10 investments including well-known consumer companies such as MobileWorld, Golden Gate and ICP. Including VAS, the Fund has fully divested 8 of its 10 investments, and continues to hold only MobileWorld and Asia Chemical Corp. (ACC).

The Investment Manager of Mekong Enterprise Fund II is Mekong Capital. Mekong Capital applies a framework called *Vision Driven Investing* to partner with the Fund's investee companies to align around a long-term vision, develop a clear plan to achieve that vision, and work together with the companies to achieve the targets and milestones set out in that plan. Typically, Mekong Capital works closely with its investee companies to strengthen the capacity of their management teams in ways that lead to sustainable net profit growth.

For information on Mekong Capital, please visit the company's website at <http://www.mekongcapital.com>

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