

Samena Capital invests USD 37.6 million into Virtus Medical, a new premium healthcare platform in Hong Kong

- **Establishment of a new premium healthcare services brand in Hong Kong**
- **Integrated service offering, combining high-end specialists with state-of-the-art healthcare service facilities and medical procedures**
- **Captures the fast-growing demand for high-end healthcare services in Hong Kong & Macau, and from medical tourism from Mainland China**

Hong Kong, 29 November 2017: Samena Capital, a principal investment group focused on the Subcontinent, Asia, Middle East and North Africa (collectively known as the SAMENA region), is pleased to announce that it has agreed to invest USD 37.6 million into Virtus Medical Holdings (“Virtus” or the “Company”). The investment will be made by Samena Special Situations Fund III L.P. (the “Fund”) and a select group of co-investors. Samena Capital is partnering with Cenova, a Shanghai-based healthcare private equity fund, along with a strong promoter and management team to develop a leading premium brand for outpatient medical services based in Hong Kong.

The investment will be Samena Capital's first private equity investment in Hong Kong and its second investment in Asia this year. The investment further expands Samena Capital's footprint in growth sectors across Asia.

Virtus is a new premium healthcare platform offering outpatient medical services, based in Hong Kong. The Company was created through merging the practices of more than 20 highly reputable medical practitioners with different specialties. It intends to combine high-end private specialist services with state-of-the-art treatment facilities and services including physiotherapy, wellness, rehabilitation, and a day surgery centre. The integrated platform aims to be a convenient “one-stop-shop” for patients, offering the highest quality standards through establishing “centres of excellence” across multi specialist disciplines.

Hong Kong's private healthcare market has been growing rapidly over the past few years with the private specialist segment growing at the fastest pace. This segment is expected to continue growing rapidly, driven by Hong Kong's demographic and economic factors. Hong Kong's ageing population is one of the oldest globally and its steady GDP growth along with the increasing wealth broaden the potential addressable market for premium private healthcare.

In addition to growing the business in Hong Kong, Virtus plans to establish similar medical centres in Macau, which offers high-end tourism infrastructure. With a presence in both Hong Kong and Macau, Virtus will be well positioned to capture not only the local markets, but also medical tourism from Mainland China. Hong Kong and Macau's geographical proximity, improving transportation links, common language and trusted medical systems make the region attractive. Virtus' core business of specialist services along with its vaccination, and wellness & rehabilitation services are all in high demand from Chinese medical tourists, particularly those from the Big Bay Area. The Company also

plans to expand by operating its own flagship private medical centres in China's key cities such as Beijing and Shanghai.

Commenting on the investment, Shirish Saraf, Founder & Vice Chairman of Samena Capital, said, "We are excited to partner with Dr. Manson Fok and Samuel Poon to create Virtus Medical. The healthcare industry in the region is growing quickly, in particular the demand for premium specialist services. Virtus Medical will become a pioneer in that segment in Hong Kong and expand regionally. We will actively support the team to build a strong premium healthcare platform and deliver outstanding services to our patients."

Commenting on the investment, Manson Fok, Co-Founder & Chairman of Virtus Medical, said, "We are excited by the prospect of partnering with Samena and Cenova to consolidate a group of top-notch medical specialists in Hong Kong and Macau and expand it into a premium healthcare platform with a strong patient-first culture. We are well placed to serve the ever-increasing demand for high-end medical services locally and from medical tourists from China, particularly from the Big Bay Area. "

About Samena Capital

Samena Capital is a principal investment group focusing on the Subcontinent, Asia, Middle East and North Africa (collectively, the SAMENA region). The firm has raised more than US\$1.5 billion of capital since 2008 and has returned US\$615 million to investors from over 45 full and partial exits. Samena Capital currently manages total capital of approximately US\$1.0 billion across three primary investment strategies: private equity, direct investments, and credit

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