

Dutch Good Growth Fund



Ministry of Foreign Affairs of the Netherlands

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Cambodia Laos Myanmar Development Fund II LP (CLMDF 2)

CLMDF 2 will invest growth capital into SMEs across a range of sectors which serve growing domestic markets or have potential for regional expansion. It specifically targets the “new economy” businesses whose success is based on competing on service or product quality and price, rather than connections, and SMEs working to adapt proven business models in growing sectors. This class of entrepreneurs is dynamic and ambitious and is engaged in the highly developmental business of building the region’s private sectors. Central to EMIA’s value proposition is an active role in supporting the Fund’s portfolio companies through Board-level guidance/assistance and planning support. EMIA works with the management teams of the Fund’s portfolio companies to develop long-term value creation strategies, strengthen corporate governance systems, enhance financial and management controls, ensure effective social and environmental management and identify key resources to help grow the business.

Sector(s)

Business services sector, the agribusiness sector, innovative financial services, retail and services focusing on growing middle-income domestic demand such as education, healthcare, food and beverage.

Amount invested

USD 10 million / approximately EUR 9 million

Manager of the IF

Emerging Markets Investment Advisers Pte Ltd (EMIA) is a private limited company headquartered in Singapore with its main operational office in Phnom Penh, Cambodia. The manager also conducts operations in Laos and Myanmar and plans to open an office in Yangon, Myanmar in the near future.

Impact

DGGF’s investment into CLMDF 2 is expected to have a significant developmental impact in terms of increasing access to finance to young entrepreneurs, employment generation and transfer of knowledge to local SMEs. DGGF’s investment is expected to be highly additional and catalytic as CLMDF 2 will be one of the very first funds to provide equity investments to SMEs in Laos and Myanmar. CLMDF 2 fits also with DGGF’s aims of financing SMEs in countries classified as fragile states (in this case Myanmar).

Technical Assistance/Business Development

DGGF has supported CLMDF 2 with a bridge loan and is currently exploring the possibility to test a sustainable model for incubation services for start-up companies in Myanmar

Website: <http://www.emergingmarkets.asia>