



Navis Capital Acquires Hanoi French Hospital – One of Vietnam’s Most Established and Premier Healthcare Providers

HANOI, JUNE 30, 2016: Navis Capital Partners (“Navis”), an Asia-based private equity firm, has completed an investment in Hanoi French Hospital (“HFH” or “the Hospital”). HFH is a leading primary healthcare operator in Vietnam and operates a seventy bed hospital in Hanoi.

Founded in 1996, HFH is the first international private healthcare facility in Hanoi. Today, it stands out as a leading private hospital in the premium segment, providing high quality doctors, state-of-the-art medical infrastructure and an international level of services to patients in Hanoi and the broader Northern region of Vietnam.

Located in the centre of Hanoi, the Hospital employs a multi-disciplinary French and Vietnamese medical team of 50 full-time doctors (including 15 expatriates), 80 consultants and 30 rotational doctors, covering over 20 healthcare specialties. The Hospital is particularly well-known for its practice in obstetrics, gynaecology and paediatrics.

Recently, the Hospital has obtained approval from the Vietnamese Ministry of Health to build an extension which will accommodate an additional 100 beds (for a total of 170 beds) and renovate the existing facility in order to meet the increasing demand for world-class healthcare services in Hanoi and the extended Northern area. Construction has already commenced and will complete in the second half of 2018.

Healthcare demand in Vietnam is growing rapidly and the North of Vietnam in particular suffers from a lack of international-standard private hospitals. HFH was a first mover in the market and has established a strong reputation for excellent care and service over its twenty year history.

Lucien Blanchard, General Manager of Hanoi French Hospital, said: “Navis is well-known in the region for delivering operational improvements across its portfolio companies by providing localized strategic guidance and management expertise. The planned expansion is critical to the continued success of HFH and we are excited about this partnership with Navis to move forward with our ambitious development plan.”

David Ireland, Senior Partner at Navis, said: “We are impressed by the hospital’s experienced and professional management team, its excellent reputation and the leading competitive position achieved through twenty years of hard work and superior care. The hospital has a very clear growth plan to provide world-class health care services in Hanoi and the Northern region of Vietnam and we look forward to partnering with the Hospital and the team throughout this important expansion and beyond.”

Notes to Editors:

Navis Capital Partners

Founded in 1998, Navis focuses on private and public equity investments in and around Southeast Asia. Navis contributes both capital and management expertise to a limited number of well-positioned companies with the objective of directing strategic, operational and financial improvements. The firm manages approximately US\$5 billion in equity capital and has made over 70 control investments in the region, of which about half have been exited. Navis has one of the largest private equity professional teams in Asia, comprising over 60 individuals, supported by over 30 administrative staff, in eight offices across the region.

For more information, please visit [Navis Capital](#).

About Hanoi French Hospital

Founded in 1996, Hanoi French Hospital is the leading private hospital in Vietnam, providing high-end healthcare services to patients in Hanoi and broader Northern region of Vietnam. The Hanoi French Hospital employs a multidisciplinary French – Vietnamese medical team of 50 full-time doctors (including 15 expatriates), 80 consultants and 30 rotation doctors, covering most of the medical and surgical specialty needs. The hospital has achieved dominant position in key specialities among private healthcare providers such as maternity, gynecology and paediatrics and delivered over 2,000 births per year. The hospital currently has 73 beds with over 20 healthcare specialties, delivering 110,000 consultations and 4,590 procedures per year.

For more information, please visit [Hanoi French Hospital](#).

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