



Navis Capital Partners announces investment into Aurelius Healthcare

Kuala Lumpur, Monday, 24 May 2021: Navis Capital Partners (“Navis”), an Asia-based private equity firm, has completed a majority investment into Aurelius Healthcare (“Aurelius” or “the Group”), to back a highly credentialed management team to build a healthcare services platform that will invest into brownfield and late-stage greenfield hospital opportunities primarily in Malaysia.

The Aurelius team will be led by Dato Amir Firdaus, who brings 25 years of healthcare experience with him, having successfully worked with major healthcare groups in Malaysia, SEA and the Middle East. Collectively, the team has consistent and extensive experience in the healthcare industry covering various aspects of hospital management, business development and corporate governance to make this platform a success.

Currently, Aurelius has signed definitive agreements for two (2) tertiary hospitals at an Enterprise Value of c. USD 80 million. The first opportunity is the acquisition of an existing c. 100 bed hospital. The second opportunity is an acquisition of a nearly-completed c. 200 bed hospital that will be operational in c. 12-15 months time. Aurelius is also actively in discussions for another 4-5 opportunities and will seek to expand this pipeline rapidly with Navis’ participation.

Malaysia’s healthcare market has strong underlying fundamentals with projected growth of 8-10% CAGR over the next few years. There is increasing demand for private healthcare, driven by growth in the middle-income segment, ageing population, rising insurance penetration and under-investment in public hospitals over the past years. In particular, there is a gap in high quality care outside the Klang Valley for the middle-income population. Aurelius aims to fill the gap by bringing world class healthcare quality management practices into these areas in either greenfield or brownfield sites.

Navis is committed to grow Aurelius alongside Dato Amir and his team, with an aim to have 5-10 hospital operating within the platform during our investment holding period. In this regard, Navis will be working closely with Aurelius on merger & acquisitions opportunities (“M&A”), on the provision of growth capital and on the institutionalization of the platform itself in terms of governance and best practice.

Nicholas Bloy, Co-Founder and Managing Partner at Navis Capital, commented: *“This investment will accelerate the provision of private healthcare services to relatively affluent but under-served communities across Malaysia”.*

Edwin Fua, a partner at Navis Capital, commented: *“With Dato Amir and the Aurelius team, we strongly believe that we have the A-team that will create substantial, sustainable value in the Malaysian healthcare space. His collaborative style matches well with our own values and we look forward to an exciting journey ahead with him and his team”*.

Dato Amir Firdaus, Managing Director and Founder at Aurelius, commented: *“Aurelius Healthcare is honoured and delighted for this partnership with Navis Capital. We are committed to ensuring our Patient, Doctors, Teammates and communities we serve shall have great experiences.*

The collective values in Aurelius Healthcare assets shall strive towards provision of high quality, consistent, safe, ethical healthcare outcomes through the highest level of trained clinical teams that are technology enabled. This cocooned in comforting ambience for our patients, families and teammates.

It shall be our honour in caring for patients/communities and collaborate with in supporting Ministry of Health, Malaysia and our partners in the corporate sector.

To Care, To Think, To Breathe, To Love – Aurelius Healthcare”

About Navis Capital Partners Limited

Founded in 1998, Navis manages approximately US\$ 5 billion in private equity capital and focuses on investments primarily in and around 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. Navis has one of the largest private equity professional teams in Asia, comprising 58 individuals, supported by 30 administrative staff, in six offices across the region. Navis has a long and proven track record in pan-Asian private equity, with over 80 control transactions across the Asian region completed since its establishment.

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