



Navis to Invest in PT Tawada Healthcare, a Leading Medical Equipment Distributor in Indonesia

JAKARTA, JUNE 30, 2016: Navis Capital Partners (“Navis”), an Asia-based private equity firm, has signed a definitive agreement (subject to regulatory approvals) to invest into PT Tawada Healthcare (“Tawada”), one of the largest medical device distributors in Indonesia offering a wide variety of equipment such as X-ray machines, ultrasound machines, laboratory equipment, orthopaedic instruments and laparoscopy towers.

Since 1999, Tawada has served an increasing number of international, blue chip healthcare equipment manufacturers such as Carestream, Siemens, Drager, Samsung, Medtronic, Abbott Vascular, Smith & Nephew and Baxter Healthcare, helping them to gain market access and increase their market share in Indonesia. With a nationwide network of 13 offices and warehouses, over 320 employees and over 2,000 customers, including hospitals, clinics, laboratories, and private practices, Tawada is able to provide a full scope of value-added services on behalf of its principals spanning from product registration, sales and marketing, inventory management, customer training and after-sales maintenance and support.

Currently, the medical equipment industry in Indonesia is estimated to be about US\$ 1 billion in revenues, and is expected to grow at a compound annual growth rate of 15-20% over the next five years, fuelled by (i) the roll out of a government-backed universal healthcare and insurance scheme; and (ii) the growing health awareness and affluence of the population.

Through its investment, Navis intends to enhance the Company’s ability to compete by ensuring Tawada is suitably capitalized and continues to expand its network and principal base. This will be achieved by attracting top talent and upgrading its systems and processes. Navis also intends to assist the Company in exploring M&A opportunities to accelerate its growth trajectory.

The CEO of Tawada said: “We are delighted to have reached this agreement with Navis. This strategic partnership will give us the necessary means, both strategically and financially, to accelerate further growth for Tawada. This will be both organic and through strategic acquisitions in Indonesia and possibly, throughout the region.”

Edwin Fua, a Partner at Navis, said: “We are very pleased to have the opportunity to work together with the senior team in Tawada. The capability and professionalism of the Group is evident through the confidence of their principals’ in them and it provides a strong foundation to build on. We look forward to helping them become a best-in-class, partner-of-choice distributor for principals all around the world who are looking for market access into Indonesia.”

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 Tawada Healthcare

Founded in 1999, Tawada Healthcare is one of the largest and most comprehensive healthcare, medical devices, and medical consumables distributors in Indonesia. Tawada currently represents 20 major international principals and has 13 branches covering major provinces and cities throughout the entire Indonesia. Aside from the logistic infrastructure, Tawada also has more than 150 sales and marketing staff and its own dedicated application specialist and service engineer teams to be able to service its customers and principals alike.

For more information, please visit [Tawada Healthcare](#).

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