

Venture capital boosts economic growth

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cheques and credit and debit cards. ESMs allow banks, insurance and utility companies, and government agencies to improve customer service, extend market reach and reduce operational cost.

OpenSys commands an 85% market share in intelligent image-based cheque deposit self-service machines in Malaysia. It has proven solutions deployed in many major banks and insurance and telecommunications companies.

Amanah Ventures Sdn Bhd

This is a VC that specialises in venture-capital, private-equity deals, investing in high-growth and high technology-based companies that require capital for expansion and continued growth purposes. Drawing on the business and strategic links in the financial industry of its ultimate holding company — MIDF — AVSB is positioned to be the key player in the investment chain of companies seeking additional capital.

AVSB strives to provide value-added services to companies via equity participation and capital injection, complementing growth and preparations for greater market capitalisation. As a strategic partner, AVSB is poised to provide access to its business and strategic networking within the MIDF group of companies.

CAV Private Equity Management Sdn Bhd

This PE firm began investing in 1997 and today has five funds totaling RM800 million under its management. With a team of 16 investment professionals, CAV invests in diversified sectors like technology, agriculture, education, healthcare and services at varying stages of development, including buyouts.

CIMB Private Equity

Set up towards the end of 2001 with a seed capital of RM100 million, CIMB PE set out to become a core income-generator for CIMB Investment Bank and to institutionalise private equity in Malaysia through closed-ended pooled vehicles. Over the past five years, funds under its management have grown to more than RM800 million, of which 40% comes from institutional investors both domestic and foreign. CIMB PE's focus of attracting funds to Malaysia has been centred on being a fund manager domiciled in Southeast Asia and investing in a syariah-compliant manner (Islamic PE funds).

Its investment mandate is to invest in late-stage opportunities in Southeast Asia in companies seeking growth capital, recapitalisation and buyouts. CIMB PE's investment in Alam Maritim Resources, in particular, exemplifies its strength because it was able to leverage on the group's core competency in corporate finance and equity capital markets to support the company through its IPO exercise on the Main Board of Bursa Malaysia in mid-2006.

Intelligent Capital Sdn Bhd

A pioneer investor in the Malaysian private equity and venture capital industry, Intelligent Capital was established in 2000. It is the first such Malaysian firm to have successfully raised 100% of its funds from private individuals and corporations.

Intelligent Capital invests in companies in Asia-Pacific that are well positioned for growth and have good management and a clear competitive advantage. It also invests in companies that can take advantage of industries that are consolidating. The company focuses exclusively on advanced manufacturing, information technology, and outsourced and transition services.

Intelligent Capital's relationship with the entrepreneur is built on a shared commitment to excellence, a common culture that has led to an unusually high proportion of successful ventures.

iSpring Venture Management Sdn Bhd

This independent venture capital management firm was one of the four local firms selected by Malaysian Venture Capital Management Bhd (Mavcap) under its outsourcing programme to manage part of the RM500 million allocated under Budget 2001 to help develop the venture capital industry in Malaysia.

Under this programme, iSpring Venture Management currently manages a RM25 million fund — Mavcap Technology Sdn Bhd — which invests in promising ICT companies in and outside Malaysia. The fund is today fully invested and three of its portfolio companies — JobStreet, ISS Consulting and e-Pay Asia — have been listed.

Kumpulan Modal Perdana Sdn Bhd

Incorporated on May 16, 2001, by the government to administer and manage the Venture Capital for Technology Acquisition fund, this firm's vision is to become a focal point for accessing global technology, expertise and capital for Malaysia.

Its mission is to spur technology development through venture capital by leveraging on an international network leading to the growth of Malaysian technology-based businesses.

The company adopts a unique approach to venture capital funding, covering both conventional (minority or "passive-type" stake involvement) and strategic (majority or "ops-venture-type" stake involvement) approaches through the establishment of and/or participation in select "fund of funds" or stand-alone funds with the primary goal of building significant long-term value above market norms.

Malaysia Venture Capital Management Bhd

Since its inception less than six years ago, Mavcap has funded many seed and early-stage ventures. Four of its investee companies have successfully made headway on Mesdaq. A wholly owned subsidiary of Minister of Finance Inc, Mavcap was estab-

lished as a venture capital firm with a two-pronged strategy.

In nurturing and growing local technology companies, Mavcap provides equity financing to ICT and other technology-based companies. In promoting and growing the local venture capital industry, Mavcap has embarked on its outsourced partner programme where opportunity was given to local venture capital management companies to partake in its fund management programme.

Mavcap is a unique venture capital company in the way it was set up and is managed. Today, it is still very active in providing seed and early-stage venture capital funding to companies in ICT and high-growth sectors.

Opus Capital Sdn Bhd

Opus Capital was established in 1999 by two pioneering professionals, Shaun Chan and Azam Azman. It is affiliated to Pan Asia Capital Manager Ltd (Pan Asia), a private equity management company based in Hong Kong, with over US\$120 million (about RM420 million) in committed capital, focusing on investments in emerging businesses in Asia-Pacific.

Opus Capital, together with its Pan-Asia affiliates in Hong Kong and Seoul, has invested in over 24 private equity transactions regionally, with some notable success, in industries like auto components, electronics manufacturing, speciality chemicals, telecommunications services and semiconductor services.

With its extensive experience in private equity in Malaysia and regionally in Asia, Opus Capital brings with it both financial and value-added contributions to accelerate the growth path of investee companies. It is also affiliated to Opus Asset Management, a dedicated fixed-income asset management house with over RM200 million under its management.

OSK Ventures International Bhd

OSKVI, listed on Mesdaq, is one of the leading venture capital and private equity companies in Malaysia. It is the venture capital and private equity arm of OSK Holdings Bhd.

Currently, OSKVI is managing a fund size of more than RM600 million and together with its flagship companies, commands up to 20% market capitalisation on Mesdaq.

Since its inception in 2000, OSKVI has successfully nurtured 12 of its investee companies to a listing on Bursa Malaysia and AIM.

OSKVI has also successfully established platform companies within its portfolio, comprising Green Packet Bhd, mTouche Technology Bhd, GMO Ltd, MNC Wireless Bhd and eBworx Bhd.

It focuses on investments and private equity opportunities spanning Asia-Pacific, such as Malaysia, Singapore, Australia and China. It is on the lookout for companies that are involved in ICT, biotechnology and life sciences, and alternative energy industries.

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