

# CLSA Capital Partners' Clean Resources Asia Growth Fund invests in Scinor Water Limited

**Singapore/Beijing [Monday, 25 February 2013]** - CLSA Capital Partners ("CLSACP") is pleased to announce that the Clean Resources Asia Growth Fund L.P. ("CRAG") led a financing round with a US\$10 million investment into Scinor Water Limited ("Scinor" or the "Company").

Kleiner Perkins Caufield Byers ("Kleiner Perkins"), a prior investor, also increased its investment in this financing round.

This investment will enable Scinor to expand its water membrane manufacturing capacity and accelerate expansion of its new products.

Scinor is one of China's leading water R&D and membrane manufacturing companies. The Beijing-based company also operates one of the most sophisticated water equipment integration entities in the world. Scinor has leveraged China's leading universities to derive unique technologies, enabling the Company to produce world class ultra-filtration membranes while maintaining a low cost advantage. The Company was founded by experienced water entrepreneurs, Ms. Hongmei Wu & Mr. Huogi Chen, who have previously launched and exited four water-related companies.

Peter Kennedy, Managing Director of CRAG said: "We are extremely excited to be partnering with Scinor and Kleiner Perkins. There are many water technology companies in China, but this is the first company we have collaborated with that has the combination of world class technology and a management team with a deep understanding and proven track record, led by Ms Wu."

Kerryn Tay, CRAG's water analyst, stated: "The water membrane market in China is expected to triple to US\$13 billion, which is less than 25% of global market share. We believe Scinor is uniquely positioned for both the Chinese and global membrane markets given its international quality and low cost advantage."

Peter Kennedy added: "Water is one of our key focus areas given the acute issues we are seeing in Asia, but it remains a difficult area to invest in. We believe Scinor will be an excellent standalone investment and its potential will be enhanced as part of our water eco-system, which is already adding distribution capabilities outside of the China market. Our team is building this eco-system within a portfolio of companies to assist the individual companies with product and geographic expansion."

Scinor's founder and CEO Ms. Wu stated: "We have been working exclusively with CLSA Capital Partners on this investment for quite some time. They are truly a great partner to have because of their team's expertise in the water sector and the opportunity to work with their other water portfolio companies. We very much look forward to continuing to work with them to grow our businesses further."

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## About Scinor

Scinor Water is a Cayman-incorporated holding company with operating subsidiaries in Beijing and Hangzhou. The company positions itself as a complete solutions provider for industrial/ municipal customers in wastewater treatment seawater desalination – from design, procurement and construction to manufacturing of proprietary differentiated membranes, as well as maintenance and operation services. Scinor's Beijing plant which produces high quality Microfiltration (MF) and Ultra-filtration (UF) membranes at local Chinese prices backed by strong R&D ties to the Chinese universities, is also fast gaining traction in the replacement market of international brands.

### **About CLSA Capital Partners**

CLSA Capital Partners is the alternative asset management arm of CLSA Asia-Pacific Markets, Asia's leading independent brokerage and investment group.

CLSA Capital Partners has approximately US\$2.6 billion under management and offices across the region, including Hong Kong, Singapore and Tokyo. CLSA Capital Partners offers a diversified and increasing range of investment vehicles.

Funds currently under CLSA Capital Partners' management are:

- **ARIA Investment Partners**, pan-Asian private equity funds providing growth and expansion capital to Asian mid-market companies.
- Fudo Capital, pan-Asian private equity funds focused on opportunistic real estate investments.
- Sunrise Capital, an opportunistic growth and mid-market buyout fund focused on opportunities in Japan.
- Clean Resources Asia Growth Fund, an Asia-focused clean technology private equity fund. Clean technology includes all forms of sustainable agriculture, water, cleaner energy, recycling and energy efficiency. The fund employs a research-driven strategy.
- MezzAsia Capital, a pan-Asian mezzanine fund investing in mature mid-cap companies with a focus on M&A, leveraged buyout, growth, expansion and stressed situations.
- **Pacific Transportation**, focused on regional shipping and transport opportunities.
- Semeru, investing in equities listed in Asian (ex-Japan) markets

CLSA Capital Partners is a diverse team of industry professionals with expertise in private equity, banking and finance, law and accountancy and industry specialisations. The highly experienced team, with long established roots in the region, has helped many Asian companies realise their growth potential.

For more information on CLSA Capital Partners or the specific funds please visit <u>www.clsacapital.com</u>.

# **MEDIA RELEASE**



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