

CLSA Capital Partners' ARIA IV Funds invest US\$10 million in India's Holisol Logistics

Hong Kong - Wednesday, 16 December 2015: ARIA Investment Partners IV L.P. and ARIA Investment Partners IV (Non-US) L.P. (together, "ARIA IV") are pleased to announce the investment of US\$10 million in Holisol Logistics Private Limited ("Holisol"). ARIA IV are private equity funds managed and advised by CLSA Capital Partners ("CLSACP"), the alternative asset-management arm of CLSA, Asia's leading and longest running independent brokerage and investment group.

Based in Delhi, Holisol provides holistic supply chain solutions which include Fulfilment Centre (FC) solutions to E-commerce businesses including designing, setting up and operating FCs; last-mile delivery solutions to online and offline brands and customised packaging and shipping solutions & services to automotive industries.

Following what is the third investment by ARIA IV in India in two years (second investment in 2015), Managing Director of the ARIA Funds, Miranda Tang, commented, "This investment continues 15 years of successful investing by ARIA Funds in leading consumer businesses in India and 20 years' experience in the Asian region. To date, we have made 13 investments in India and 32 investments across Asia."

"It gives us great pleasure to invest in Holisol and be part of the exponentially growing Indian E-commerce space. The Indian E-commerce industry is at an inflection point today as consumption is moving online rapidly. With increasing digital transformation and a large pool of young net-savvy people, the E-commerce industry is expected to grow in multiples. The ARIA team aims to assist Holisol to scale its operations, enhance its brand and prepare it to capture the strong growth potential in this space," Tang said.

The three co-founders of Holisol, Rahul Dogar, Naveen Rawat and Manish Ahuja said, "We are delighted to receive the investment from ARIA IV. The ARIA Funds are one of the most experienced private equity investors in the Asian region with many successes in backing companies with unique and differentiated business models in India and across Asia. ARIA IV's investment in Holisol is validation of Holisol's business model.. Holisol has emerged as one of the leading end-to-end E-commerce logistics players in India and the ARIA investment will help us to scale faster and offer our solutions to larger markets.

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About Holisol Logistics Pvt. Ltd.

Holisol was founded in 2009 by Rahul Dogar, Naveen Rawat and Manish Ahuja with a view to providing multi-channel logistic solutions to E-commerce and bricks & mortar retailers. Holisol manages 600,000 sq. ft of FCs across 14 locations, which makes it one of the leading independent E-commerce logistics players in India. As a natural extension of its FC business, Holisol also provides last-mile delivery services to its customers. In addition, Holisol designs, develops and provides unique packaging and shipping solutions for odd-sized and large products such as tractors, engines, axles, other automotive parts for global and domestic movement.

Rahul, Naveen and Manish have collectively spent decades working in senior capacities with international Logistics firms, managing logistic operations for some of the largest global corporations. Please visit www.holisollogistics.com or contact:

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About CLSA Capital Partners

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

CLSA Capital Partners has approximately US\$3 billion under management and seven 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 real estate investment funds.
- **Sunrise Capital**, Japan dedicated private equity fund, capitalising on opportunities in the mid-cap sector.
- **Clean Resources Asia Growth Fund**, pan-Asian clean resources, private equity growth capital fund.
- **Pacific Transportation**, pan-Asian transportation private equity fund.
- **Nexen Global Co-Investment Fund**, global industrials investment fund.

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 www.clsacapital.com

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