

CLSA Capital Partners' ARIA IV invests in Azoya, a leading cross-border e-commerce solutions provider and retail operator in China.

Hong Kong, Monday, 6 March 2017: ARIA Investment Partners IV, LP and ARIA Investment Partners IV (Non-US), LP (together, "ARIA IV") are pleased to announce an investment in Haituncun (Shenzhen) Info-Tech Co., Ltd ("Azoya"). ARIA IV is the lead investor in Azoya's third round of capital raising which includes further commitments from existing investors.

ARIA IV is the fourth generation pan-Asia private equity fund managed and advised by CLSA Capital Partners ("CLSACP"). For more than two decades, ARIA funds have tracked the dynamic consumption patterns shaped by demographic and socioeconomic trends across Asia.

Azoya is a leading, Chinese, cross-border e-commerce solutions provider and licensed retail operator. The company assists international online e-commerce platforms and prominent bricks-and-mortar retail chains and brands to access China's online retail market, one of the largest e-commerce markets in the world.

Managing Director of the ARIA Funds, Miranda Tang, commented: "Riding on the increase in disposable income, consumption upgrades, and substantial developments in global logistics, cross-border trade has been growing rapidly among Chinese e-shoppers. While it is a competitive sector, Azoya has demonstrated its in-depth local market knowledge and a thorough understanding of overseas retailers. The Azoya management team is extremely adept at connecting international retail companies to e-shoppers in China."

"This is the second investment by ARIA IV in the e-commerce enabling sector following the first investment made in India over a year ago. We have been searching actively for companies with a sustainable model to leverage the exponential growth of Asia's e-commerce sector. It gives us great pleasure to invest in Azoya which now extends our footprint in this sector into the world's two most populated countries, China and India."

The co-founders of Azoya, Alex Huang and Don Zhao said: “ARIA Funds are amongst the most respected and experienced private equity investors in Asia. They have a 20-year proven track record of backing innovative companies with solid growth potential in Asia. ARIA IV’s investment in Azoya is recognition of our strong business model and high growth performance over the past three years.”

“We are very confident of the synergies this investment partnership brings. By leveraging CLSA’s resources in the fast-consumer and retail industries, as well as Azoya’s global retailers’ network across 11 countries, Azoya will expedite its growth and reinforce its leading position in the cross-border e-Commerce space.”

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About Azoya

Azoya is a leading turnkey e-commerce solutions provider and retail operator, which assists global retailers in tapping into China via cross-border e-commerce model and establishes the next-generation cross-border trading platform. With the all-encompassing services and dedicated specialist teams, Azoya has already successfully established strategic partnerships with over 35 international retailers across 11 countries since 2013, making Azoya as one of the leaders and fastest growing player in cross-border e-commerce in China.

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About CLSA Capital Partners

CLSA Capital Partners is the alternative asset management arm of CLSA, an award winning institutional equity brokerage and investment group. CLSA Capital Partners has more than US\$3 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 strategies managed by a diverse team of industry professionals with expertise in private equity, banking and finance, law and accountancy and various industry specialisations.

For more information, visit www.clsacapital.com.

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