

## PRESS RELEASE

### **JOINT VENTURE AGREEMENT SIGNED BY LOI HEIN GROUP (MYANMAR) AND DRAGON CAPITAL GROUP (VIETNAM) TO ESTABLISH RUBY HILL MICROFINANCE**

**Ho Chi Minh City, Vietnam 05 April 2017** - Ruby Hill Financial Company, a Member of the Loi Hein Group (Myanmar), and Dragon Capital Group (Vietnam) have agreed to subscribe to shares, 51% and 49% respectively, in Ruby Hill Microfinance, a new microfinance institution to be based in Yangon, Myanmar. Ruby Hill Microfinance will commence with initial capital commitments of US\$ 5 million and will focus on promoting inclusive loan products and services to the burgeoning workforce driving Myanmar's rapid economic development. Ruby Hill Microfinance will be strategically led by the Chairmen of both Loi Hein, Dr. Sai Sam Htun, and Dragon Capital, Mr. Dominic Scriven, who will directly chart the business course of the microfinance institution from its board of directors. Ms. Trinh Proctor, Loi Hein Group's Chief Strategy Officer, and formerly with Standard Chartered Bank, has been appointed Chief Executive Officer. Ms. Proctor has extensive experience in the fields of formulating bank strategy, risk management/processes and human capital development.

The formation of Ruby Hill Microfinance will marry the banking and microfinance expertise developed by the Dragon Capital Group in Vietnam and the Greater Mekong Sub-Region with the local presence and knowledge of the Loi Hein Group, one of Myanmar's largest and most respected business conglomerates. The United Nations Capital Development Fund (UNDCF)<sup>1</sup> estimates that more than 50% of Myanmar's 60.9 million population had no access to financial services in 2013 and a further 30% of the population accessed unregulated services. This imposed significant costs on poor people. Total unmet financing demand in Myanmar is estimated at around US\$ 1 billion. "It is vital to the economic prosperity of Myanmar that we channel the financial resources we have to productive purposes," said Dr. Sai, Chairman of the Loi Hein Group. "We know that Dragon Capital has experience in successfully implementing microfinance services in the region, and we have chosen Dragon Capital as our partner for Ruby Hill Microfinance, because we have confidence that they will work hard with us to deliver the means for wealth creation in Myanmar."

Mr. Dominic Scriven, Chairman of Dragon Capital, stated "The success of Ruby Hill Microfinance is of paramount importance to the Dragon Capital Group, as it is our first investment in Myanmar. We have been offered a tremendous opportunity by Dr. Sai and the Loi Hein Group to jointly establish and develop Ruby Hill Microfinance with a local partner of means and conscience. Loi Hein is a leader in the fast moving consumer goods segment in Myanmar and its products, such as Alpine water and a wide range of carbonated

<sup>1</sup> <http://www.unctdf.org/en/myanmar>

soft drinks, are known for their superior quality. Now with Loi Hein diversifying into financial services, we have found that we are like-minded with regard to operational and financial goals for Ruby Hill Microfinance, and the contribution that it must make to the betterment of people's lives."

### ***About Loi Hein Group***

Established in 1994, Loi Hein is a leading consumer goods distribution and marketing company in Myanmar. Loi Hein owns and sells its branded products to over 45,000 outlets, generating over \$100m of group revenue per annum. In November 2015, Loi Hein began its diversification into financial services in Myanmar with the establishment of wholly-owned Ruby Hill Financial Company Limited and KTZ Ruby Hill Securities Company Limited in partnership with KT ZMICO of Thailand. Now Loi Hein is proud to deepen such diversification with the establishment of Ruby Hill Microfinance.

### ***About Dragon Capital Group***

Founded in 1994, the Dragon Capital Group is an integrated investment company based in Vietnam. Dragon Capital Group and its affiliates manage some US\$1.5bn in assets spanning public equity, private equity, fixed income and property. Dragon Capital Group's primary shareholders are the company's founders, management and staff. The firm presently employs over 100 staff at its offices in Asia and Europe ([www.dragoncapital.com](http://www.dragoncapital.com).)

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