**2023 SVCA Annual Awards**

**Application Deadline: 31 JULY 2023 (Mon)**

**introduction**

The Singapore Venture & Private Capital Association (SVCA) was formed in 1992 to promote the development and interests of the private capital industry. Our membership now exceeds two hundred and sixty and continues to grow in tandem with the industry’s development.

As the common voice of the private capital ecosystem across institutional investors, family offices, asset managers and service providers in the region, we promote the collective interests of our members and contribute towards the development of Singapore as a leading global hub for private capital fund management.

Each year, the SVCA presents a set of awards to participants in the industry. These coveted awards recognize the exceptional successes and incredible value created by the outstanding players in Venture and Private Capital.

**Award categories**

* VC DEAL OF THE YEAR
* PE DEAL OF THE YEAR
* VC EXIT OF THE YEAR
* PE EXIT OF THE YEAR
* FUNDRAISE OF THE YEAR
* ESG AWARD OF DISTINCTION

**eligibility**

* Organisation(s) can apply or nominate others for one, some, or all of the awards.
* Any organisation that is either headquartered in Singapore and/or who has an investor/donor who is headquartered in Singapore is eligible.
* Past winners are not allowed to put up the same investment for nomination in the same category.
* All information provided in the nomination forms will be kept strictly confidential for the Judges’ perusal only.
* Winners will be determined by the Judging Panel.

**timeline**

|  |  |
| --- | --- |
| **Item(s)** | **Deadline** |
| **Submission Deadline** | **31 Jul 2023** |
| **Nominees may be required to attend an interview** | **Week of 21 Aug 2023** |
| **Shortlisted nominees to be informed** | **Week of 28 Aug 2023** |
| **Awards Presentation** | **21 Sep 2023** |

**Judging Panel**

To ensure objectivity and impartiality in judging, SVCA Board Members are excluded from the judging panel.  A world-class panel of senior executives has been assembled to serve as judges for this year’s awards:

* Ms. Chiam Fong Sin, COO, Pavilion Capital International Pte Ltd
* Mr. Chue En Yaw, Chief Investment Officer, Azalea Investment Management Pte Ltd
* Mr. Chris Loh, Partner, Axiom Asia Private Capital Pte Ltd
* Mr. Marcus Lam, Executive Chairman, PricewaterhouseCoopers LLP, Singapore
* Ms. Yar-Ping Soo, Partner, Primary Investments, Adams Street Partners Singapore Pte Ltd

**NOMINATION FORM 1: VC DEAL OF THE YEAR**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current portfolio companies are eligible; historical financials can include years prior to the sponsor investment. For portfolio companies on a Jan, Feb, Mar, Apr, May, or Jun fiscal year, most recent fiscal year should be FY’23; for all other months, most recent fiscal year should be FY’22. Deals invested in the period January 1, 2022 – July 31, 2023 are eligible for nomination.***

Nominated Portfolio Company:

|  |  |  |  |
| --- | --- | --- | --- |
| *Name of Portfolio Company:* | **[To be filled in]** | *Financial Sponsor(s) and Respective Ownership (%)* | **[To be filled in]** |
| *Company Website:* | **[To be filled in]** | *Year of First Sponsor Investment* | **[To be filled in]** |
| *Portfolio Co. Headquarters* *(City, Country):* | **[To be filled in]** |  |  |
|  |  |  |  |

Nominator (Can Self-Nominate):

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate revenues over the past five fiscal years (can include years prior to sponsor investment):*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | *Most Recent Completed Fiscal Year* | *Prior Year* | *Prior Year* | *Prior Year* | *Prior Year* | *Industry Benchmark (%)* | *CAGR**(FY18 to FY22)* |
| *Fiscal Year* | **[e.g., FY’22]** | **[e.g., FY’21]** | **[e.g., FY’20]** | **[e.g., FY’19]** | **[e.g., FY’18]** |  |  |
| *Revenues ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |  | **[x.x%]** |
| *Gross Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |
| *Net Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |

*Q2. Please describe the nature of the nominated portfolio company’s business. (300 words or less)*

**[To be filled in]**

*Q3. How was this investment sourced/ originated? (300 words or less)*

**[To be filled in]**

*Q4. Please describe the capabilities of the nominated portfolio company and how it obtains a competitive advantage in relation to emerging technologies, business models and markets. (500 words or less)*

**[To be filled in]**

**DUE DILIGENCE PROCESS**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q5. Please describe the due diligence process involved in the nominated portfolio company. (300 words or less)*

**[To be filled in]**

**STRUCTURING & NEGOTIATION**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q6. Please describe how the interest of the sponsor and nominated portfolio company is aligned through deal structuring or other means. (300 words or less)*

**[To be filled in]**

**VALUE-ADD TO DEAL**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q7. Please describe the value adding strategy of the sponsor and how it works closely with the entrepreneur in the execution plan. (300 words or less)*

**[To be filled in]**

*Q8. Describe any considerations relating to ESG (Environmental, Social, and Governance) at the time of investment. Were any initiatives implemented to enhance these factors and if so what was the outcome? What was your contribution to these efforts?*

**[To be filled in]**

**NOMINATION FORM 2: PE DEAL OF THE YEAR**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current portfolio companies are eligible; historical financials can include years prior to the sponsor investment. For portfolio companies on a Jan, Feb, Mar, Apr, May, or Jun fiscal year, most recent fiscal year should be FY’23; for all others months, most recent fiscal year should be FY’22. Deals invested in the period January 1, 2022 – July 31, 2023 are eligible for nomination.***

Nominated Portfolio Company:

|  |  |  |  |
| --- | --- | --- | --- |
| *Name of Portfolio Company:* | **[To be filled in]** | *Financial Sponsor(s) and Respective Ownership (%)* | **[To be filled in]** |
| *Company Website:* | **[To be filled in]** | *Year of First Sponsor Investment* | **[To be filled in]** |
| *Portfolio Co. Headquarters* *(City, Country):* | **[To be filled in]** |  |  |
|  |  |  |  |

Nominator (Can Self-Nominate):

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate revenues over the past five fiscal years (can include years prior to sponsor investment):*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | *Most Recent Completed Fiscal Year* | *Prior Year* | *Prior Year* | *Prior Year* | *Prior Year* | *Industry Benchmark (%)* | *CAGR**(FY18 to FY22)* |
| *Fiscal Year* | **[e.g., FY’22]** | **[e.g., FY’21]** | **[e.g., FY’20]** | **[e.g., FY’19]** | **[e.g., FY’18]** |  |  |
| *Revenues ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |  | **[x.x%]** |
| *Gross Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |
| *Net Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |

*Q2. Please describe the nature of the nominated portfolio company’s business. (300 words or less)*

**[To be filled in]**

*Q3. Please describe how the sponsor exhibits proprietary deal sourcing capabilities in relation to the investment. (300 words or less)*

**[To be filled in]**

**DUE DILIGENCE PROCESS**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q4. Please describe the due diligence process involved in the nominated portfolio company. (300 words or less)*

**[To be filled in]**

**STRUCTURING & NEGOTIATION**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q5. Please describe how the deal is structured and details of leverage financing arrangements, if applicable. (300 words or less)*

**[To be filled in]**

**VALUE-ADD TO DEAL**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q6. How has the company’s private equity investors contributed to value creation over and above what the Company could have achieved on its own? (300 words or less)*

**[To be filled in]**

*Q7. Describe any considerations relating to ESG (Environmental, Social, and Governance) at the time of investment. Were any initiatives implemented to enhance these factors and if so what was the outcome? What was your contribution to these efforts?*

**[To be filled in]**

**NOMINATION FORM 3: VC EXIT OF THE YEAR**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current portfolio companies are eligible; historical financials can include years prior to sponsor investment. All exits (partial or complete) with transactions occurring in the recent two years with cumulative exit to date exceeding 50% of total invested shareholding are eligible. Award finalists will be selected on the basis of Gross Realised IRR and divested quantum:***

1. ***excluding management fees and GP carried interest;***
2. ***including only actual realised returns and the associated investments (on a FIFO basis)***

Nominated Recently Exited Investment:

|  |  |  |  |
| --- | --- | --- | --- |
| *Name of Portfolio Company:* | **[To be filled in]** | *Financial Sponsor(s) and Respective Ownership before Exit (%)* | **[To be filled in]** |
| *Company Website:* | **[To be filled in]** | *Portfolio Co. Headquarters* *(City, Country):* | **[To be filled in]** |
| *Key Deal Advisor:*  | **[To be filled in]** |  |  |
|  |  |

Nominator (Portfolio Companies or GPs can Self-Nominate)

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**RETURNS**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate the financial returns for the investment (Please refer to* ***APPENDIX I*** *for an Illustration):*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | *2017* | *2018* | *2019* | *2020* | *2021* | *2022* | *2023* |
| *Cost of Investment in Divested Shares ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |
| *Returns from Divested Shares and any Dividends ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |
| *Gross Realised IRR* | **[x.x%]** |
| *Proportion of* *Investor’s Stake Exited* | **[x.x%]** |

**VALUE-ADD TO DEAL**

**PROCESS OF DONOR/ INVESTOR**

*Q2. Please describe the nature of the portfolio company’s business and what key trends supported its value creation? (300 words or less)*

**[To be filled in]**

*Q3. How have the company’s private equity and venture capital investors contributed to value creation over and above what the Company could have achieved on its own? (300 words or less)*

**[To be filled in]**

*Q4. Describe any considerations relating to ESG (Environmental, Social, and Governance) at the time of investment. Were any initiatives implemented to enhance these factors and if so what was the outcome? What was your contribution to these efforts?*

**[To be filled in]**

**EXIT ROUTE**

**PROCESS OF DONOR/ INVESTOR**

*Q5. Describe the exit process, highlighting investor’s role, any challenges and key decisions made. (300 words or less)*

**[To be filled in]**

**NOMINATION FORM 4: PE EXIT OF THE YEAR**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current portfolio companies are eligible; historical financials can include years prior to sponsor investment. All exits (partial or complete) with transactions occurring in the recent two years with cumulative exit to date exceeding 50% of total invested shareholding are eligible. Award finalists will be selected on the basis of Gross Realised IRR and divested quantum:***

1. ***excluding management fees and GP carried interest;***
2. ***including only actual realised returns and the associated investments (on a FIFO basis)***

Nominated Recently Exited Investment:

|  |  |  |  |
| --- | --- | --- | --- |
| *Name of Portfolio Company:* | **[To be filled in]** | *Financial Sponsor(s) and Respective Ownership before Exit (%)* | **[To be filled in]** |
| *Company Website:* | **[To be filled in]** | *Portfolio Co. Headquarters* *(City, Country):* | **[To be filled in]** |
| *Key Deal Advisor:* | **[To be filled in]** |  |  |
|  |  |

Nominator (Portfolio Companies or GPs can Self-Nominate)

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**RETURNS**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate the financial returns for the investment (Please refer to* ***APPENDIX I*** *for an Illustration):*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | *2017* | *2018* | *2019* | *2020* | *2021* | *2022* | *2023* |
| *Cost of Investment in Divested Shares ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |
| *Returns from Divested Shares and any Dividends ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |
| *Gross Realised IRR* | **[x.x%]** |
| *Proportion of* *Investor’s Stake Exited* | **[x.x%]** |

**VALUE-ADD TO DEAL**

**PROCESS OF DONOR/ INVESTOR**

*Q2. Please describe the nature of the portfolio company’s business and what key trends supported its value creation? (300 words or less)*

**[To be filled in]**

*Q3. How have the company’s private equity and venture capital investors contributed to value creation over and above what the Company could have achieved on its own? (300 words or less)*

**[To be filled in]**

*Q4. Describe any considerations relating to ESG (Environmental, Social, and Governance) at the time of investment. Were any initiatives implemented to enhance these factors and if so what was the outcome? What was your contribution to these efforts? (300 words or less)*

**[To be filled in]**

**EXIT ROUTE**

**PROCESS OF DONOR/ INVESTOR**

*Q5. Describe the exit process, highlighting investor’s role, any challenges and key decisions made. (300 words or less)*

**[To be filled in]**

**NOMINATION FORM 5: FUNDRAISE OF THE YEAR**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current fund management companies with presence in Singapore are eligible. Funds must have a final close by 31 July 2023 and have a significant investment focus in Southeast Asia.***

Nominated fund:

|  |  |  |  |
| --- | --- | --- | --- |
| *Name of Fund:* | **[To be filled in]** | *Anchor Investor (if any)**Respective Ownership (%):* | **[To be filled in]** |
|

|  |  |
| --- | --- |
| *Name of Fund Manager:* |  |

 | **[To be filled in]** | *Fund Headquarters* *(City, Country):* | **[To be filled in]** |
| *Company Website:* | **[To be filled in]** |  |  |
|  |  |  |  |

Nominator (Can Self-Nominate):

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**AMOUNT RAISED/ INVESTOR RELATIONS**

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate dates, amount of funds raised:*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Launch of Fundraising | First Close | Final Close |
| *Date* | **[dd/mm/yyyy]** | **[dd/mm/yyyy]** | **[dd/mm/yyyy]** |
| *Funds Raised (USD)*  |  | **[$x.x MM]** | **[$x.x MM]** |
| *Targeted Amount (USD)* | **[$x.x MM]** |
| *Percentage of Fund Committed by LPs* *in earlier Fund/Funds* | **[x.x%]** |
| *Percentage of Fund Committed by GP* | **[x.x%]** |

*Q2. Please list the fund’s top 3 investors and their respective stakes.*

|  |  |
| --- | --- |
| Limited Partner | Percentage of Fund |
| **[To be filled in]** | **[x.x%]** |
| **[To be filled in]** | **[x.x%]** |
| **[To be filled in]** | **[x.x%]** |

**TRACK RECORD & INVESTMENT THESIS**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q3. Please provide track record of any previous funds’ as of date of application. (Refer to* ***APPENDIX II*** *for an Illustration):*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| *Fund Name* | *Vintage* | *Committed Capital (USD)* | *Called* | *Distribution to Paid-In (DPI)* | *Residual Value to Paid-In (RVPI)* | *Net IRR* |
| **[To be filled in]** | **[yyyy]** | **[$x.x MM]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |
| **[To be filled in]** | **[yyyy]** | **[$x.x MM]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |
| **[To be filled in]** | **[yyyy]** | **[$x.x MM]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |
| **[To be filled in]** | **[yyyy]** | **[$x.x MM]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |

*Q4. Please describe the Investment Thesis or Distinctive Advantage of the Fund that attracted LPs to the fund. (300 words or less)*

**[To be filled in]**

**FUNDRAISING PROCESS**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q5. Please describe any special Terms and Conditions or innovations in fund raising and/or fund structuring. (300 words or less)*

**[To be filled in]**

*Q6. Describe any considerations relating to ESG (Environmental, Social, and Governance) incorporated into investment criteria. (300 words or less)*

**[To be filled in]**

**NOMINATION FORM 6: ESG AWARD OF DISTINCTION**

*To be completed and submitted via email to* *awards@svca.org.sg****by 31 July 2023***

***Note: All current portfolio companies are eligible; historical financials can include years prior to the sponsor investment. For portfolio companies on a Jan, Feb, Mar, Apr, May, or Jun fiscal year, most recent fiscal year should be FY’23; for all others months, most recent fiscal year should be FY’22. Deals invested in the period January 1, 2021 – July 31, 2023 are eligible for nomination.***

nominated fund:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| *Name of Fund:* | **[To be filled in]** |

|  |  |
| --- | --- |
| *Name of Fund Manager:* |  |

 | **[To be filled in]** |
| *Fund Headquarters* *(City, Country):* | **[To be filled in]** | *Portfolio Headquarters* *(City, Country):* | **[To be filled in]** |
|

|  |  |
| --- | --- |
| *Name of Portfolio Company:* |  |

 | **[To be filled in]** | *Year of first sponsor investment:* | **[To be filled in]** |

Nominator (Can Self-Nominate):

|  |  |  |  |
| --- | --- | --- | --- |
| *Name and Employer of Nominator:* | **[To be filled in]** | *Relationship to Nominee:* | **[e.g., investor]** |
| *Nominator’s Email:**(for Follow-Up Questions)* | **[To be filled in]** | *Nominator’s Phone Number:**(for Follow-Up Questions)* | **[To be filled in]** |

Application Statement (Can be Completed by Nominee, Nominator, or Both):

**ATTRACTIVENESS OF DEAL**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q1. Please indicate revenues over the past five fiscal years (can include years prior to sponsor investment):*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | *Most Recent Completed Fiscal Year* | *Prior Year* | *Prior Year* | *Prior Year* | *Prior Year* | *CAGR**(FY18 to FY22)* |
| *Fiscal Year* | **[e.g., FY’22]** | **[e.g., FY’21]** | **[e.g., FY’20]** | **[e.g., FY’19]** | **[e.g., FY’18]** |  |
| *Revenues ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** | **[x.x%]** |
| *Gross Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |
| *Net Margin (%)* | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** | **[x.x%]** |  |

**INVESTOR'S CONTRIBUTION TO ESG**

**PROCESS OF DONOR/ INVESTOR**

*Q2. Please describe your firm’s ESG/ Impact framework or policy incl. targets or committed outcomes, key policy aspects or guiding principles, tracking and reporting practices (300 words or less)*

**[To be filled in]**

*Q3. Please describe the portfolio company’s industry and main business activities (300 words or less)*

**[To be filled in]**

**ESG IMPLEMENTATION/ OUTCOME**

**ATTRACTIVENESS OF DEALPROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

**PROCESS OF DONOR/ INVESTOR**

*Q4. BEFORE: Please describe the state of things as far as ESG prior to your firm’s investment. How would you describe the company’s compliance with your ESG principles at the time of investing? (300 words or less)*

**[To be filled in]**

*Q5. ACTIONS: Please elaborate on your/ your company’s actions taken to enhance conditions and raise standards. What were the ‘hot buttons’ and challenges to implement a higher standard in this particular case? (300 words or less)*

**[To be filled in]**

*Q6. AFTER: What were the main quantitative or qualitative results/impact from these actions? (300 words or less)*

**[To be filled in]**

*Q7. Please include any pictures you wish to attach*

**[To be filled in]**

***APPENDIX I***

Illustration Scenario:

*Fund participated in two rounds of portfolio’s financing:*

1. *$10m at $1.00/ share in 2019 (10m shares);*
2. *$15m at $1.50/ share in 2020 (10m shares)*

*Fund has exited 75% of its shareholding to date (15m shares) comprising:*

1. *3m shares at $3.00 average price/ share in 2021*
2. *5m shares at $4.00 average price/ share in 2022*
3. *7m shares at $4.50 average price/ share in 2023*
4. *$1m dividends received in 2021*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | *2019* | *2020* | *2021* | *2022* | *2023* |
| *Cost of Investment in Divested Shares (($SGD)* | **10m x $1.00****=10,000,000** | **5m x $1.50****=7,500,000** | **[$x.x MM]** | **[$x.x MM]** | **[$x.x MM]** |
| *Returns from Divested Shares and any Dividends ($SGD)* | **[$x.x MM]** | **[$x.x MM]** | **9,000,000****+1,000,000****=10,000,000** | **5M x $4.00****=20,000,000** | **7M x $4.50 =31,500,000** |
| *Gross Realised IRR* | **[56%]** |

***APPENDIX II***

Illustration Scenario:

***Called:*** *measure of cumulative LP capital invested relative to the total capital committed by the LPs.*



***Distribution to Paid-In (DPI):*** *measure of cumulative investment returned to the investor relative to invested capital.*



***Residual Value to Paid-In (RVPI):*** *measure of Net Asset Value/ Unrealised Fair Value of current holdings to invested capital.*



***IRR (Internal Rate of Return):*** *IRR is calculated based on the present sum of cash contributed, the present value of distributions and the current value of unrealised investments. Please refer to the following illustration where IRR can be calculated using the XIRR formula in Excel.*

|  |  |  |
| --- | --- | --- |
| **Transaction Type** | **Date** | **Amount ($000)** |
| Capital Call | 15-May-08 | -10,000 |
| Capital Call | 30-Jan-09 | -10,000 |
| Capital Call | 1-Jul-09 | -20,000 |
| Capital Call | 10-Feb-10 | -10,000 |
| Capital Call | 4-Apr-10 | -30,000 |
| Distribution | 20-May-10 | 10,000 |
| Capital Call | 15-Jan-11 | -10,000 |
| Capital Call | 1-Jul-11 | -10,000 |
| Capital Call | 10-Feb-12 | -10,000 |
| Distribution | 4-Apr-12 | 20,000 |
| Capital Call | 15-May-12 | -10,000 |
| Unrealised Fair Value | 30-Jun-12 | 150,000 |
|  **Net IRR** | **21%** |