

REYL & Cie Ltd advises on the cross-border sale of Hanoi French Hospital, a premier healthcare provider in Vietnam

Geneva, September 5th, 2016: REYL & Cie Ltd ("REYL") has advised Australian holding company Indochina Medical Co. PTY Ltd. ("IMC") in the sale of its controlling stake in Hanoi French Hospital ("HFH") to Navis Capital Partners ("Navis Capital"), an Asia-based private equity firm. HFH is a leading primary healthcare provider in Vietnam and operates a seventy-bed hospital in Hanoi.

Founded in 1996 as the first international private healthcare facility in Hanoi, HFH stands out as a leading private hospital in the premium segment, providing high quality doctors, state-of-the-art medical infrastructure and international standard services to patients in Hanoi and the broader Northern region of Vietnam.

Located in the centre of Hanoi, HFH employs a multidisciplinary French – Vietnamese medical team of 50 full-time doctors, 80 consultants and 30 rotational doctors covering over 20 healthcare specialties. HFH is particularly well-known for its practice in obstetrics, gynaecology and paediatrics.

Healthcare demand in Vietnam is growing rapidly and the North of Vietnam in particular suffers from a lack of international standard private hospitals. HFH was a first mover in the market and has established a strong reputation for excellent care and service over its twenty year history.

Nicolas Duchêne, Partner, CEO of REYL SINGAPORE PTE. LTD. and Co-Head of *Corporate Advisory & Structuring* said: "With this transaction, REYL's *Corporate Advisory & Structuring* department was able to demonstrate its capability to advise clients successfully on demanding and complex cross-border projects, offering senior and bespoke advice from its locations in Geneva, London and Singapore."

Teofilo Masera, Managing Director within the *Corporate Advisory & Structuring* team added: "We are delighted to have been able to assist the entrepreneurial shareholders of HFH in structuring a complex sale process and taking it to its closing, allowing HFH to pursue its growth strategy in the capable hands of new owners".

About REYL
www.reyl.com

The REYL Group is an independent banking group with offices in Switzerland (Geneva, Zurich, Lugano), Europe (London, Luxembourg, Malta) and the rest of the world (Singapore, Santa Barbara, Dallas and Dubai). The Group manages assets of CHF 12 billion and employs more than 200 professionals.

Developing an innovative approach to banking, the Group serves a clientele of international entrepreneurs and institutional investors through its *Wealth Management, Asset Management, Corporate & Family Governance, Corporate Advisory & Structuring* and *Asset Services* business lines.

Founded in 1973, REYL & Cie Ltd is licensed as a bank in Switzerland and performs its activities under the direct control of the Swiss Financial Market Supervisory Authority (FINMA) and the Swiss National Bank (SNB). The REYL Group's subsidiaries are also regulated by the LPCC in Switzerland, the FCA in the UK, the CSSF in Luxembourg, the MFSa in Malta, the MAS in Singapore, the SEC in the United States and the DFSA in Dubai.

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