

March 19, 2019

Daiwa PI Partners Co., Ltd.

Attention

This is an unofficial translation of an excerpt of the press release issued on March 19, 2019, Daiwa PI Partners Co. Ltd. The original press release is in Japanese.

### **Daiwa PI Invested in Royal Golden Owls Co., Ltd. (rgo47) In Myanmar**

Daiwa PI Partners Co. Ltd. (President: Hideki Araki, Headquarter: Gran Tokyo North Tower 1-9-1, Marunouchi, Chiyoda-ku, Tokyo/"DPI"), a subsidiary of Daiwa Securities Group Inc., invested in Royal Golden Owls Co., Ltd. (CEO: Daw Win Nander Thyke, Headquarter of Myanmar Business: Bogyoke Aung San Road 375, 6th Floor, Penthouse, IMA Building, Pabedan Township, Yangon, Myanmar /"RGO"). This deal is DPI's fifth private equity investment in Myanmar.

RGO, through its online e-commerce marketplace "rgo47", sells a variety of products with its main focus on fashion and apparel products in Myanmar. Myanmar e-commerce market is still at very early stage of development as the telecommunication sector has been just opened widely and the infrastructure for payment system and logistics are still in the course of developing. On the other hand, Myanmar's smart phone penetration ratio of 80%<sup>\*1</sup> which is higher than neighboring countries, and estimated strong growth of middle-income class would support the activation of consumption through e-commerce marketplace platform.

RGO has its own network, covering 230 cities in Myanmar, with exclusively engaging partners who are taking care of delivering the products, payment collection and marketing activities of rgo47. This network and platform enable RGO to supply its products to a wide range of regions. RGO will continue to expand more of its product base to improve customer's choices and improve standard of living. The funds raised through this financing round will be utilized for further expansion of e-commerce marketplace business. In addition to financial support, DPI will hold a board seat to support RGO's business expansion as well as e-commerce industry development in Myanmar.

<sup>\*1</sup> REALISING DIGITAL MYNMAR, Telenor, 6 Feb 2018

## 1. Summary of Investment

Company name	Royal Golden Owls Co., Ltd.
Investor	Daiwa PI Partners Co. Ltd.
Completion date	March 14, 2019

## 2. Summary of RGO

Establishment date	December 18, 2013
Address in Myanmar	Bogyoke Aung San Road 375, 6th Floor, Penthouse, IMA Building, Pabedan Township, Yangon, Myanmar
Business description	Operating online e-commerce marketplace rgo47
Web address	<a href="https://www.rgo47.com/">https://www.rgo47.com/</a>