

February 2021.

Happy Chinese New Year of the Ox!

To ring in the new year, we have compiled several insight papers focused on Asia's private equity sector. They have been published in recent months and focus on a number of key sectors: consumer, B2B and healthcare.

We hope you will find these materials helpful - feel free to share with your friends and colleagues or get in touch if you like to catch up on any of these topics.

**SCP/Asia**

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**SCP/Asia : Consumer****Craft & Covid**

Michel Brekelmans and Alex Oldroyd published a 3-parter in Global Drinks Intel on the emerging craft spirit sector in Asia. In the September issue they discuss the emerging trend for craft spirits in Asia. In the October issue they deep-dive into Asia's largest spirits markets: China and India. And in the November issue they look at M&A activity of the global wine and spirit groups in this space.

READ PART 1

READ PART 2

READ PART 3



## Consumer Take Privates

Take privates and private investments in public entities ('PIPE') have become a viable source of potential deal flow in Asia during the coronavirus pandemic. Much of the early DD can be done based on public sources and without direct access to the target and thus not impacted by travel restrictions which have hampered other types of transactions.

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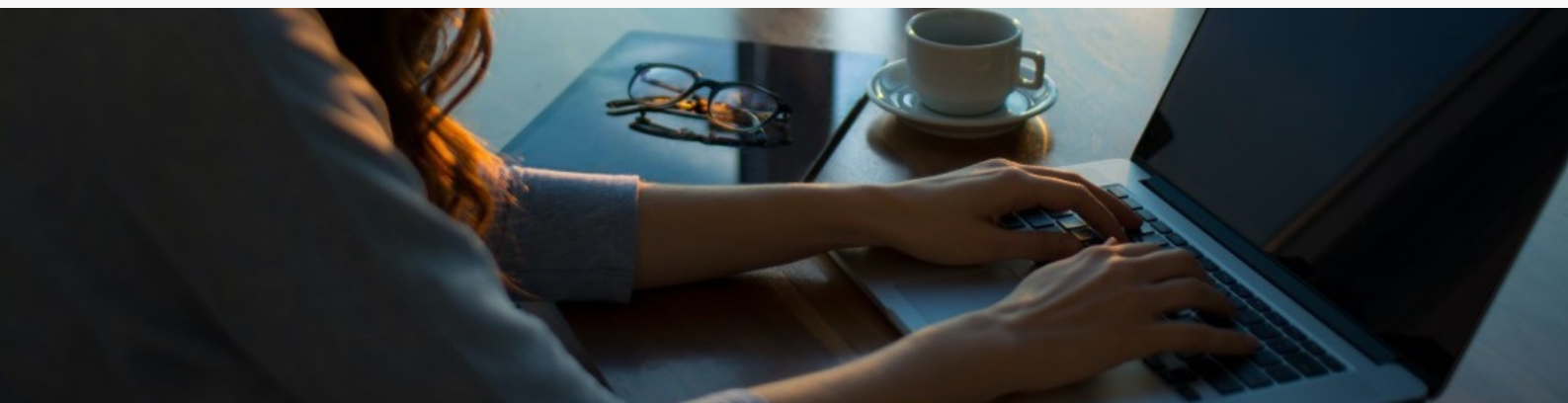


## Challenger Brands in Asia

Challenger brands have become a major force across many consumer product categories, creating substantial value for founders and investors and substantial headaches for owners of incumbent brands. We have developed a paper where we take a look at the rise of challenger brands in Asia, the impact of COVID-19 and explore common strategies deployed by owners of incumbent brands.

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## SCP/Asia : B2B



## WFH: 7 business opportunities to put on your watch list

Work From Home (WFH) is likely going to be here for the long run. Many businesses are able to take advantage of the opportunities arising from this fundamental shift in how millions of people around the world are now conducting their day to day work. We identified 7 opportunity areas to provide guidance for investors and business leaders who are looking to invest behind the next megatrend.

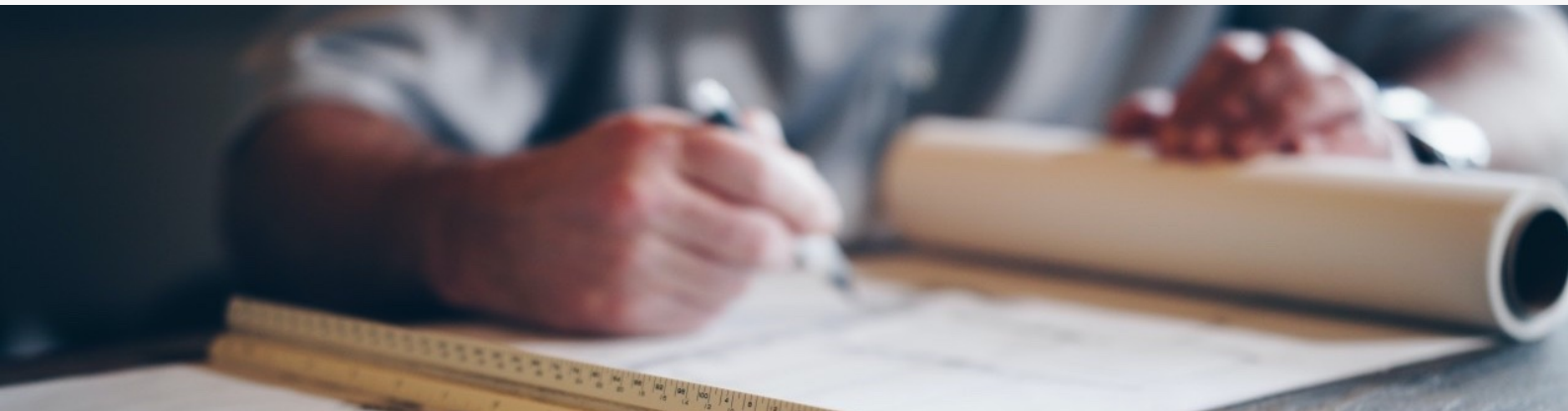
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## Success in Business Services: Selling Solutions or Services?

We identify several key factors that determine success in business services in Asia. Why are some players operating more successful than others? By analysing the strategies and business models of the top performers we identified several best practices that can be adopted by other players in the region.

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## Business Services: Take Private Opportunity in Asia?

Many PE and corporate investors are attracted to business service sectors given favourable industry and market trends and attractive features of their business model. In this paper we present an analytical process for identifying potential investment opportunities across Asia's business services landscape.

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## Digital Health and Private Equity in Asia

Michel Brekelmans and Bill Bossany look at the digital health space in Asia. They characterise different digital health business models and their attractiveness to PE investors, identify deal flow opportunities and provide examples of companies active in the digital health space in Asia.

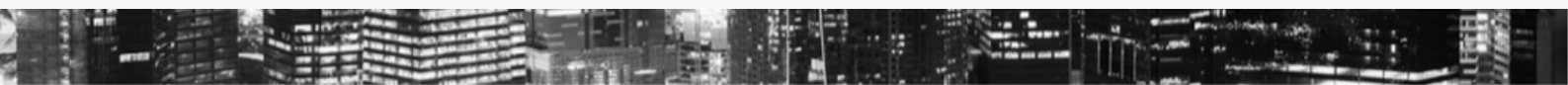
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## Healthcare due diligence in Asia

In a fast growing and highly regulated market, healthcare deals have specific characteristics that are not found in other deals. This paper discusses the rise in healthcare investment in Asia and specific DD challenges in evaluating investment opportunities.

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# Asia Telehealth

**16 September 2020**



## AZ Bioscience Week 2020: Asia Telehealth

Michel Brekelmans delivered a virtual presentation at the AZ Bioscience Week 2020 on telehealth developments in Asia. Michel does a deep dive into two areas, remote pathology in China and telemedicine apps in Singapore.

WATCH VIDEO

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