



Date:
27-28th May, 2024

Venue:
Rosewood Hotel, Abu Dhabi

Powered By:



Founded by CIO Robert Yao, who hails from Goldman Sachs Asia Special Situations Group and Mount Kellett Capital, Immensus Capital was established in July 2016 in Shenzhen China. The firm opened its second office in Hong Kong in September 2020. It has a total of nine investment and operation professionals.

Immensus Capital has two funds under management with a total AUM of over USD 200 million. The firm has received capital commitments from a diversified institutional investor base including a USD 2 billion Asia-seed capital provider, a US\$ 40 billion family office in the US, a number of prominent family offices in Hong Kong, Middle East and Europe.

Immensus Fund I was awarded as one of the highest net IRR% among RMB-denominated PE funds from vintage 2015 to 2020 according to Preqin's Benchmark Report, China's Private Capital Landscape (September 4, 2023).

Investment Philosophy:

- Believes in low entry valuation and therefore always avoids expensive deals;
- Believes in growth as one of key drivers of investment return in China;
- Targets to achieve zero loss and therefore only invests in companies with proven business models;
- Prefers businesses that offer intangible entry barriers such as scale effect, network effect, and high user switch cost which are required to be established over time (i.e. cannot be easily replicated overnight);
- Invests in future B2B sector champions and invest in matured and experienced management teams only.

Investment Highlights and Strategy:

Immensus Capital is a mid-growth private equity firm specializing in investments within the high-growth landscape of China. Our current strategic focus revolves around exploring compelling B2B supply chain business opportunities in China.

Given the booming e-commerce market in China, Immensus examines investment opportunities in top-tier industrial e-commerce platforms, cutting-edge IT-enabled enterprise outsourcing service providers, leading players in cross-border logistics and supply chain domains, and innovative manufacturing hard technology companies.

Our deep B2B domain expertise allows us to provide offshore investors with an exclusive "inside view" of unique and distinctive investment opportunities in China. We strategically concentrate on sectors that frequently elude the radar of other growth capital funds, thereby securing a coveted "first mover" advantage that sets us apart.

Our team is driven by a strong passion for investment and a genuine curiosity about market dynamics, ranging from global trends to evolving management and leadership styles. We seek to generate attractive "alpha" returns for its investors by leveraging our deep industry knowledge, research-driven approach, and extensive network. We are a firm believer in actively searching for undervalued investment opportunities, as we perceive them to be the primary catalyst for generating superior investment returns.

The firm's commitment to excellence extends to providing extensive research, strategic advice, and executive coaching to portfolio companies throughout the entire investment lifecycle.

A total of twelve portfolio companies spanning industrial e-commerce, industrial SaaS and IoT, B2B service outsourcing, and supply chain logistics were invested in. Exits are anticipated through either IPOs in major markets or trade sales. The expected gross returns for each investment range from 4-6x MOIC and IRR of 25-30%.

The firm also provides co-investment opportunities to potential investors and is currently engaged in cross-border logistics deal with company headquartered in the Middle East.



Date:
27-28th May, 2024

Venue:
Rosewood Hotel, Abu Dhabi

Powered By:



Robert Yao

Founder and Chief Investment Officer
Immensus Capital



Robert Yao serves as the founder and Chief Investment Officer of Immensus Capital, where he oversees all investment management activities, from initial sourcing to execution and eventual exits. With over two decades of professional experience in corporate finance and investing, Mr. Yao brings a wealth of expertise to his role.

Before establishing Immensus Capital in 2016, Mr. Yao held the position of Head of Research for the China Team at Mount Kellett Capital, a US\$7 billion AUM fund founded by former members of Goldman Sachs Global Special Situations Investment Team. During his eight-year tenure there, he spearheaded numerous private equity investments in China's B2B sector, totaling over US\$220 million between 2009 and 2014. Prior to his time at Mount Kellett Capital, Mr. Yao was a key member of the research SWAT team for Asia at Goldman Sachs Asia Special Situations Group. Following the completion of his MBA at the Wharton School in the United States in 2005, he joined the J.P. Morgan Investment Banking Department in Hong Kong as an Associate, where he played a pivotal role in the successful management buyout (MBO) of WH Group (0288.HK), one of the world's largest pork companies, valued at US\$283 million.

Mr. Yao earned his Bachelor of Arts in Investment Management from Shanghai University of Finance & Economy, and later obtained his MBA from the Wharton School at the University of Pennsylvania.



Mary Lo

Managing Director and Head of Investor
Relations
Immensus Capital



Mary Lo is a seasoned professional in capital raising and investor relations with over 15 years of experience across various industries. She brings extensive product knowledge in hedge funds, credit, real estate, and private equity strategies. Mary possesses strong communication and interpersonal skills and maintains a global network of institutional investors, including endowments, foundations, pensions, sovereign wealth funds (SWFs), fund of funds (FoFs), and family offices across North America, Europe, Asia, and the Middle East.

At Immensus Capital, Mary led the fundraising program for a private equity growth fund, diversifying LP relationships globally and raising new capital from investors in the US, Europe, and the Middle East.

Previously, at VMS Investment Group and onshore investment management firms in China, she managed relationships with existing investors and expanded investor coverage in the US and Europe, focusing on family offices and private banking. Mary also has experience at Probitas Partners Group, where she distributed US and European products to Asian institutional investors, and at Pacific Alliance Group, where she was heavily involved in global marketing efforts for various hedge fund strategies.

Mary holds a Bachelor of Science in Business Administration from the University of Southern California (USC), Marshall School of Business.