



# 2iB PARTNERS

Expanding your Business Universe

## **Corporate Brochure**

Singapore | United States | Europe | India | China | Australia | Southeast Asia

<https://2ibpartners.com/>

# At a Glance

2iB Partners is a specialist M&A and cross-border consultancy firm that has extensive networks with MNCs, listed companies, investment networks and funds from US, UK, China, Southeast Asia, Australia, India, etc

We help companies scale up, internationalize and gain market entry into Southeast Asia, China, US, UK and India through our networks and help you hit the ground running.

We also possess capabilities in blockchain and alternative funding.

2iB Partners also provide ad-hoc entrenchment of highly qualified professionals to solve complex business problems through experience and insight.

We believe in building relationships that are built on trust, high ethos and integrity. Through our partners and expertise, we create and maximize value amongst businesses and thus the greater masses.

Whether you are a big global MNC, SME or a startup, we enable your growth quickly and efficiently.

We are your true partners.

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# Services at a glance



## Mergers & Acquisitions

Matching buyers and sellers | Transaction advisory



## Market Entry

Southeast Asia, US, China, India, Europe, Australia



## Blockchain Advisory and Alternative Investments

Audit, Assessment, Advisory, Token raise, Legal & Compliance



## Ad-hoc Entrenchment

of business veterans and professionals as management/workers-in-residence



## Business Masterclass

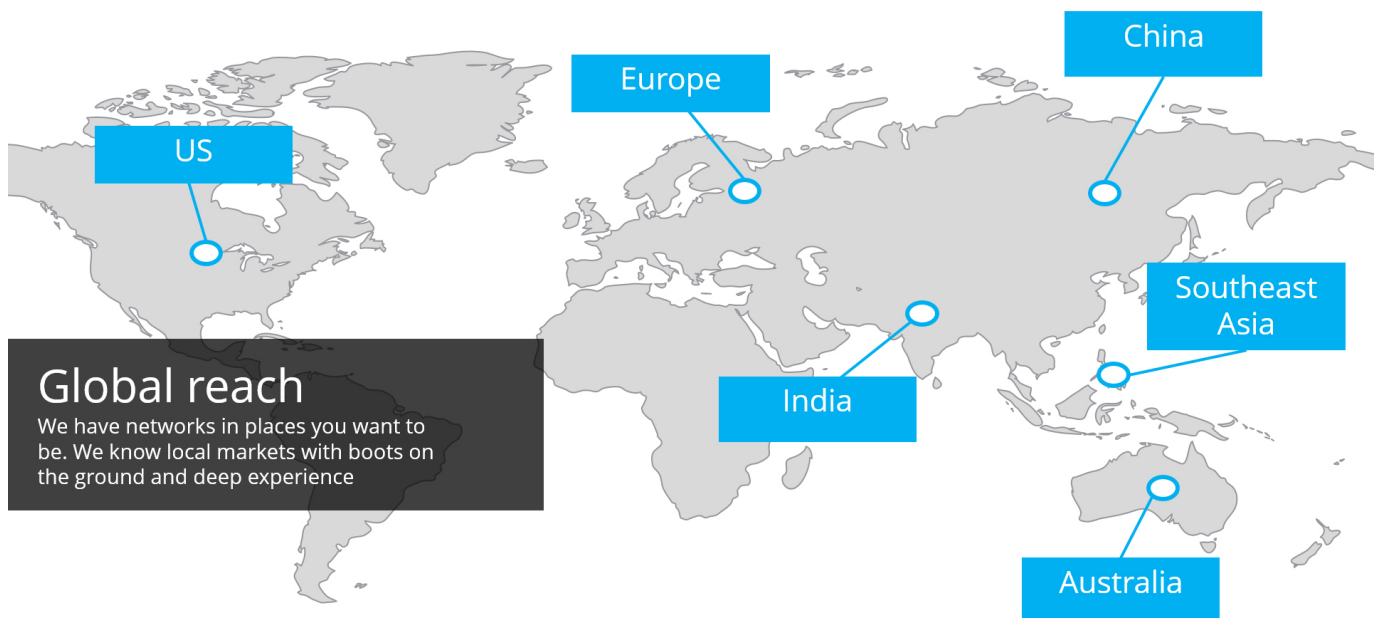
Imparting of practical experiences



## Technology

Advise, build, assimilate

# Our Network

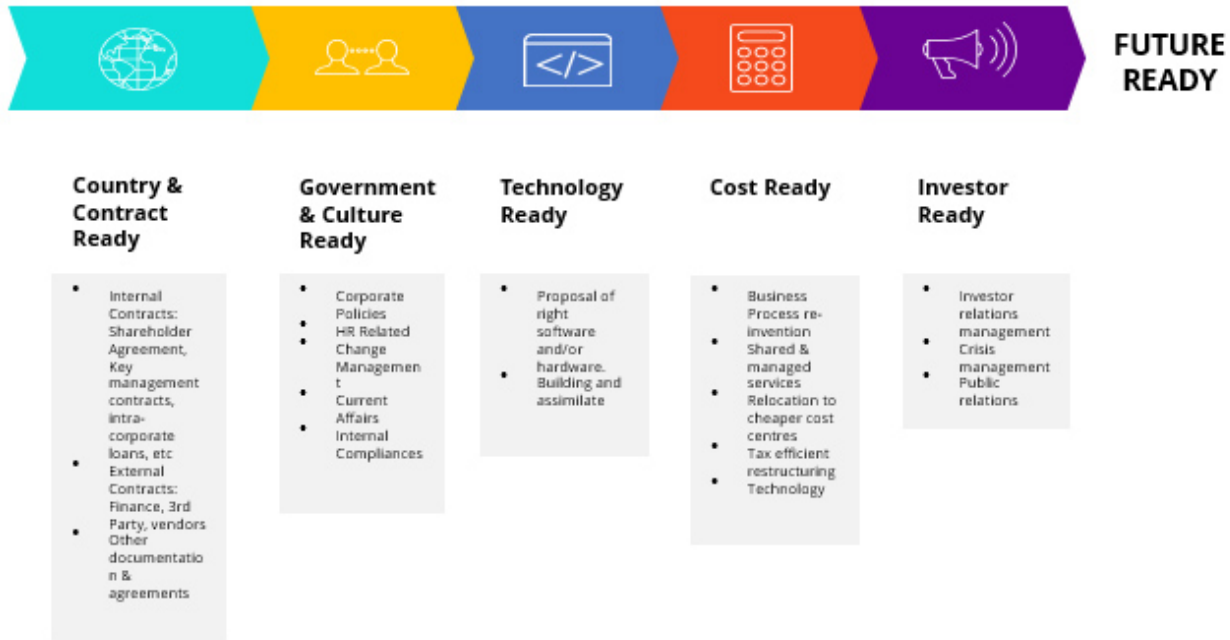




# 2RM – Business Risk & Readiness Management

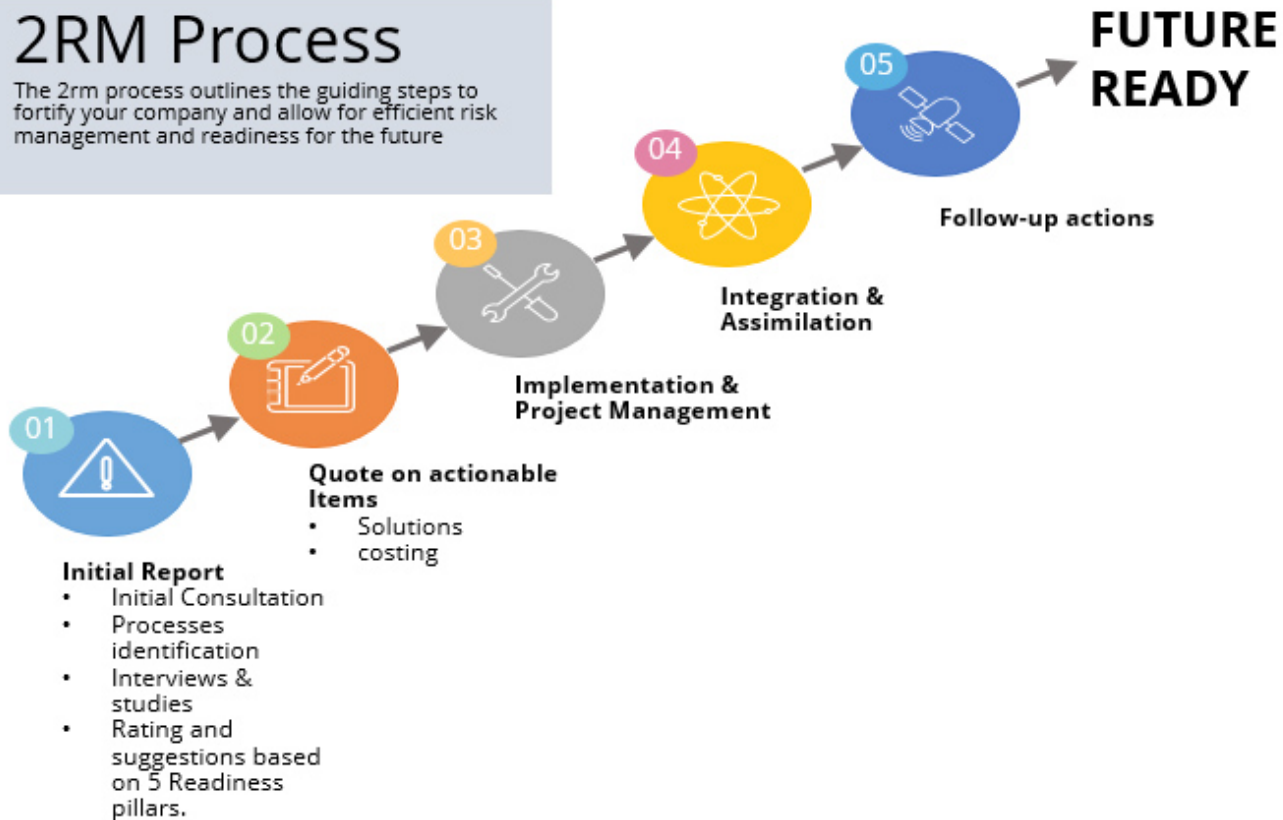
## 5 Levels of Readiness

2RM (Risk & Readiness) is a programme to assess the future readiness of a company and to fortify businesses against potential risks



## 2RM Process

The 2rm process outlines the guiding steps to fortify your company and allow for efficient risk management and readiness for the future



## Some internationalization experience

1. Capital markets – International listing of UK plc on European Nasdaq from Singapore
2. Capital markets – Large stock market transactions on behalf of a NASDAQ listed US telecom company – including market purchase of company stocks
3. M&A – Acquisition of 18 companies for an European holding company between June 2016 to December 2016. The companies were based in US, UK, Australia, New Zealand, Singapore and France
4. M&A – Due diligence report on the India business of Mavenir Systems (NYSE:MVNR) in an acquisition by Mitel (Nasdaq:MITL) (TSX:MNW), in a cash and stock deal valued at approximately \$560 million
5. JV – MoU, due diligence, JVA and drawing up definitive documents, joint venture negotiation, advise and related documentation for China central government SOE in a JV with an infrastructure company in power
6. FDI – Set up an LLP in India for AppDynamics an American privately held application performance management (APM) company based in San Francisco, CA. AppDynamics was acquired by CISCO for about \$3.7 billion in cash and assumed equity awards
7. FDI – Business entry strategies into India, China and ASEAN region, specifically in, through and around Singapore
8. FDI – Setting up appropriate entities for clients on investments in additional jurisdictions of Indonesia, Malaysia, Philippines, Thailand, Timor Leste and Vietnam; tax planning in these areas
9. Cross-border – Advised Fortune Global 500 Korean conglomerate company on their Indian infrastructure corporate restructuring in India on corporate laws and tax in conjunction with Indian law firm
10. Franchise – Advised Dominos Pizza, US on entry into India via franchise model
11. Franchise – Advised KFC, US on franchise and licensing in India
12. Project management and coordination of MNCs in international jurisdictions
13. Navigating legal landscape for and with Singapore client doing business in South Asia
14. Representing clients before Government (central and state, various ministries and other relevant authorities), regional authorities, state regulatory authorities, etc.
15. Advice and legal services on sector-wise investment by foreign companies and cross-border tax planning (DTAA)

Please visit <https://2ibpartners.com> for more details on our team.

## Some of the clients our team has worked with

ADC Telecommunications, Inc. (TE Connectivity), Adidas, AppDynamics, China National Machinery Industry Corporation (Sinomach), LG, Eastern Green Power, Ezetap, Huawei Technologies Co. Ltd., Indian Oil Corporation, Mitsubishi Chemical Corporation, Raytheon, Standard Chartered Bank, Wipro, Worldspace, ZTE Corporation to name a few



APPDYNAMICS



ZTE中兴

Raytheon



amongst many others!



# Management and Advisors



**Yang Yen Thaw**  
Managing Director

Yang Yen Thaw brings with him a rich experience in terms of his legal training and management experience. A lawyer by training for over 24 years, he is an innovative thinker and brings with him a valuable network of tech experts and outsourcing service providers. He loves collaborations and has co-founded the idea of CoAggregation.

He has listed company and private equity experience and served as an Executive Director and General Counsel to a listed UK plc. His management experience comes from being a Partner in one of the largest Singapore law firms representing an international law firm as well as head of its corporate technology practice, Head of South Asia Practice in a unique China-Singapore joint law venture, Partner in a PE/VC focused law firm. Prior to all these, founded his own law firm which he ran for 12 years. In 2000, he devised and implemented YLRM – Yang Legal Risk Management, an internal legal compliance program for companies that in the present era is being implemented by digitization by the industry.

Yen Thaw has assisted international SMEs in difficult environments in a wide range of businesses covering investments, technology, infrastructure; marketing; hospitality – hotel and tourism, healthcare; media and entertainment to consumer oriented products. He has also worked on international M&As, RTOs and roll-up combinations in countries including Australia, China, France, India, Japan, New Zealand, UK, USA and most South East Asian countries. He studies cultures and technology with a passion. He has delivered key note speeches and has been panel moderator on investment and doing cross-border business in China, Taiwan, Singapore, Malaysia, Thailand and India on behalf of various organizations such as the Indian Embassy in China, the Singapore Business Federation (SBF), UK private wealth organization etc.



**Richard Eu**  
Advisor

Richard Eu was appointed to the board as Chairman of Eu Yan Sang International (“EYSI”) board on 1st of October 2017. He leads the board in providing governance oversight, deliberating the Group’s strategic choices and providing independent counsel and advice to the Group Chief Executive Officer (“CEO”). Richard joined the business in 1989 and was appointed Group CEO of EYSI in 2002. He has been instrumental in transforming it into one of Asia’s largest Traditional Chinese Medicine (“TCM”) groups today. EYSI was listed on SGX from 2000 to 2016.

EYSI is a company that specializes in traditional Chinese medicine since 1879. It currently runs more than 300 retail outlets in Hong Kong, Macau, China, Malaysia, Singapore, and Australia, plus two factories in Hong Kong and Malaysia. The group also operates over 30 TCM clinics in Malaysia, Singapore and Hong Kong.

Richard was named the Ernst & Young Entrepreneur of the Year 2011 (Singapore) and represented Singapore at the Ernst & Young World Entrepreneur of The Year 2012 award in Monte Carlo, Monaco. He was also recognized as the CEO of the year by the Singapore Corporate Awards 2010, for SGX-listed companies with a market capitalization of under S\$300 million. In 2016, he was lauded as the Brand Leader of the Year by InfluentialBrands. Richard holds a Bachelor of Law degree from the London University, UK and has worked in merchant banking, investment management, stock broking, computer distribution, and venture capital.

He actively participates in community projects and non-profit organizations. He serves as Chairman of the National Museum of Singapore and Singapore University of Social Sciences and is on the board of Thye Hua Kwan Moral Charities Limited. He also sits on the boards of other companies.





**Kishore Mirchandani**  
Head of United States (US)

Kishore Mirchandani is a seasoned forward-thinking hands-on executive with a stellar record of success in building and selling businesses. He has extensive global experience and a successful track record in building high growth enterprises and startups, as well as proven specialties in Compliance, Cross Border M&A transactions, Board leadership, Capital markets, Finance, accounting & tax, Cloud and technology solutions.

Kishore has more than 30 years of experience in Finance and Accounting, which includes CEO and CFO of a global enterprises and was also Managing Partner with a public accounting firm in NYC. He also founded Outsource Partners International, Inc. in 2001 and built to 4,000 professions globally and served as its CEO which was subsequently sold to a public company.

Kishore's Board experience is extensive in Current and Past Board and Audit Committee Positions at ComplyGlobal Ltd, Singapore, Fareportal an e-commerce travel company, Algoma Steel in Canada, Dodla Dairy products, TIE New York, One Paper Lane a technology start up, Outsource Partners International Inc., Smartshift Technologies Ltd, Medusind Solutions and Millennium India Acquisition Company Inc.

He is a recognized expert in global business, tax and compliance matters. He is a Fellow of the Institute of Chartered Accountants of England & Wales and has been licensed as a Certified Public Accountant in New York.



**Prakash Somosundram**  
Head of Blockchain infrastructure, Investments and ICOs

Prakash is a 20-year serial entrepreneur and has gone through an exit, listing of a company and also led 2 successful ICOs. -Bluzelle & Sentinel Protocol. He is also currently advising on a number of other ICO projects.

Prakash is also a regular speaker in the Startup speaking circuit and has presented in Singapore, Malaysia, Indonesia, Germany and Austria. He is currently ranked #1 Fintech influencer in Singapore and #6 in Asia.

Prakash is heavily involved in the start-up ecosystem in Singapore and is a long serving member in Action Community of Entrepreneurship (ACE) he took on the role of Vice Chairman and was actively involved in the setup of the Launchpad Welcome Centre and ACE co-working space.



**Dylan Tan**  
Chief Operating Officer

Dylan Tan is a CoAggregator and a young achiever. At an early stage in life, he has experienced intensive exposure from startup to listing of a holding company incorporated in UK on Nasdaq in Stockholm and managing subsidiaries that covers Singapore, New Zealand, Australia, United States, Thailand, France and the United Kingdom. Apart from his mainstream finance skills, this wide range of experience in sales, strategy, marketing, public relations, legal, corporate secretarial, compliance and governance for a company from its inception to listing and beyond gives him a unique perspective of co-creating the CoAggregation model and aggregating companies under it.

His work involved overseeing global operations from Singapore and participation in acquisitions of several companies in various industries and sectors. He was a director in a hybrid private equity outfit where he wore several hats. He was part of this pioneer founding team that set up a UK plc that was listed on a European Nasdaq and helped in growing the listed company from 4 subsidiaries pre-IPO to 17 companies post-IPO. He was the main contact point for interfacing and liaising with the founders / owners of these international subsidiaries. He has been deeply involved with capital raising, IPOs and Mergers & Acquisitions, RTOs within the SME sector in cross-border jurisdictions. His experience. Dylan used to head up the Advisory department which includes deal sourcing, end to end deal negotiation and due-diligence.

Dylan has held directorial positions in SPVs of the European Nasdaq listed company. He has also successfully built up networks with HNIs, highly powered executives and businesses alike.



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For Business, media, interview and partnership enquiries:

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