



FOR IMMEDIATE RELEASE

VINACAPITAL VENTURES TAKES STAKE IN LOGISTICS-TECH START-UP AN VUI

Ho Chi Minh City, 15 August 2019 – VinaCapital Ventures today announced that it has invested in An Vui, a leading technology start-up that aims to make Vietnam’s ground passenger transport system more efficient. Often overshadowed by the growth of the airline industry, intercity bus and limousine services continue to carry the majority of Vietnamese travellers. According to the Ministry of Transportation, road passenger transport accounts for more than three-quarters of all passenger transport nationwide, and the number of such service providers continues to grow. Many of these transit operations are smaller enterprises with limited resources for revenue management, marketing, and customer service.

To help these companies compete more effectively, Phan Ba Manh started [An Vui](#) in 2015. Its end-to-end software solutions offer subscribers more than a dozen functionalities, including own-brand websites and mobile applications, ticket management, parcel shipment management, and fuel cost management, all of which can help bus operators manage their businesses more efficiently and eventually save 10-20% operating costs and increase revenue by 20-30%. To date, more than 100 bus operators have chosen An Vui as their trusted technology partner.

Speaking at the “Logistics and Technology 4.0” conference, Khanh Tran, Partner at VinaCapital Ventures, said, “Helping companies working to transform Vietnam’s logistics sector has been one of our key investment themes since we launched in 2018. The inefficiencies and lack of transparency in large parts of the sector play a key role in contributing to some of the highest logistics costs in the region. Many of these businesses are fairly small and family-owned, and solutions like those offered by An Vui can help them compete and optimize existing resources.”

Phan Ba Manh, the founder of An Vui, said, “Vietnam’s bus and limousine sector is very fragmented, with an estimated 21,000 operators. We are well-positioned to not only help operators better plan and utilize their vehicles and staff, but also provide their customers with a better experience with, for example, online ticket sales and service. Working with VinaCapital Ventures will enable An Vui to enter into more strategic partnerships and boost our business growth. I look forward to working with Khanh and his team.”

Terms of VinaCapital Ventures’ investment in An Vui were not disclosed.

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About VinaCapital Ventures

Launched in 2018, VinaCapital Ventures is a USD100 million technology holding company that invests in the next generation of Vietnamese and Southeast Asian start-ups. Its mission is to help develop strong

technology companies in Vietnam and assist them in building a regional presence. In supporting entrepreneurs, VinaCapital Ventures offers capital, network and mentorship. Its team combines a diverse set of skills and experience, ranging from entrepreneurship, product marketing, operational management, and technology strategy, to developing client bases, deal making and capital raising. VinaCapital Ventures is part of VinaCapital, one of Vietnam's leading asset management companies with USD1.8 billion in assets under management.