

**D1** DERLIFE GROWTH

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# Capital and Growth Plans for SME Succession





## Who we are

We are a Singapore head-quartered, private, acquisition capital company, founded by an experienced, entrepreneurial operator to acquire small and medium-sized businesses in Singapore and Southeast Asia in need of succession or a next stage plan.

## Our Vision

Our Vision is to partner with SMEs in Singapore and Southeast Asia to recreate a better ecosystem of work and life by applying smart technologies in seamless, holistic, profitable, and sustainable ways.



# D1DERLIFE GROWTH



## Our Focus

We partner with digital, data, and automation software technology companies that provide services to the small and medium enterprises (SMEs) market.

## We are Win-Win Oriented

We provide capital and strategic plans for a thoughtful succession and the next stage for the partnering businesses, ultimately helping to achieve long-term success for the company.



## We Take a Different Approach

We come as an experienced insider and the operator's view of the business; the opposite of the short term, outside investor's view. We have our thinking cap on and we are hands-on. We help you survive in the short term, but we are committed to the successful, long-term financial outcome, along with a purposeful vision and culture for the company.

# D1 DERLIFE CULTURE

## **We Practice Integrity and Honesty**

Above all - our first and the most important cultural value.



## **Our View is a Long-Term View**

By delivering results, seeking win-win where we consider the owner and founder's needs, over the long term, we build a reputation of trust for the SME partners.



## **We Set High Standards for Achievement**

We pursue excellence and set high standards in the work that we do, and the outcomes that we achieve.



## **We Are Pragmatic Problem Solvers**

A solution-oriented firm. We are not one-off consultants; we get things done.



## **We Intent to Drive Positive Impact**

We seek to make a positive impact with customers, in the marketplace, and with our employees (we don't pursue all or any opportunities).



## **We are Cost-Conscious**

We are not wasteful in the way we manage our business. Most SMEs cannot survive the high salaries and fees by high-end consulting and professional fees. We weigh carefully where we spend and invest our money.



## **We Exercise Professional Courtesy and Kindness**

Business is all about people and trust. We are committed to transparency, professionalism, and courtesy to all the parties that we work with.





# OUR DISCIPLINED APPROACH

## **Financial and Legal Compliance**

Our primary principle. We pride ourselves in managing financial and legal compliance management well and achieving it efficiently at as low a cost as possible.

## **Next Level Skills**

We leverage and do not disrupt the best existing skills and talents that the company already has. However, where there are gaps in skill, experience, or domain knowledge, we use our networks to bring excellence from a small scale to global best-in-class expertise.

## **We Are Operators**

We create long-term value by making the company the best-performing company in the sector

## **Strategic and Data Based**

We believe in a research and information-driven approach where we build our business plans carefully around growth or profitable categories of the market that is realistically achievable.

## **Execute the Plan!**

We are fully committed to operating and building this company. We are committed to delivering the quality, and the quantity of execution against the goals we set because Real results come only after executing the plan.

# BUSINESSES WE ARE LOOKING FOR

**We are searching for a business in Singapore and Southeast Asia with the following characteristics:**

## **Financial**

- Stable cashflows year-to-year
- Low capital intensity

## **Products/Industry**

- Software and IT industry business serving SME customers
- A loyal base of customers
- Strong and a dedicated customer service team
- Singapore or Southeast Asia Based

## **Basic**

- Full or majority sale of the business





## Gregory Lee (Principal)

**Gregory Lee** has more than 30 years of experience in investing, operating, and networking across multiple markets in Singapore, Southeast Asia, Asia-Pacific, and the USA.

### **A track record of delivering results.**

He has scaled companies small and large, invested in over 10 companies, raised capital, and have acquired numerous startups. Gregory has a network of established financial, legal experts required to bring companies into compliance standards to scale and operate in the next stage of a growth company. Gregory has built talented management teams and seeks to establish goodwill and long-lasting business relationships.



## Team

**Ron Riosa** is the Head of Research, leading market and company research.

**Maria Garcia** is the Head of Talent Search and Management.

There is a network of Singapore and global advisors in the areas of financial and legal services for accounting, legal and due diligence. There are 'river guides' networks created to gain a deeper understanding of the categories or the local markets to form the total 1DERLIFE GROWTH Team.

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## Our Investors

**1DERLIFE GROWTH** is self-funded, invested by a few strategically aligned, private investors and by a few successful entrepreneurial operators.

## Reach Out to Us!

If you are a potential partner, reach out to us.

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