

After Angels

Each year, many businesses apply to the British Chamber's Business Angel Programme to seek mentors, advice and possible funding to get their dreams off the ground. In a brief Q&A in each issue *Britain in Hong Kong* will endeavour to reacquaint our members with the successful applicants of the Programme, and showcase who they are and where fortune and hard work has taken them.



**Co-Founder &
CEO of Sinophi**
Hanif Kanji

When did you apply to the British Chamber's Business Angel Programme?

We participated in the Angel Programme in May 2009.

What funding or other support did you receive?

The preparation for the Business Angel Programme involved some coaching on presentation skills (visual and spoken) from Connect Communications. That process was extremely useful. My rude awakening came when I reviewed a video of me doing a presentation early on in the coaching process, as

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About The Company:

Sinophi Healthcare invests in and manages hospitals in China, focused on public general hospitals and selected specialty hospitals. Sinophi works in partnership with hospitals in China's rapidly growing urban areas to deliver improvements in the delivery of healthcare. Sinophi brings international hospital expertise and technology to hospitals in China, and builds partnerships with leading UK and international healthcare service and product partners.

The Sinophi team brings a decade of international and China experience to our focus on delivering quality, value-for-money care catering to China's rapidly growing urban areas.



About the Business Angel Programme:

The British Chamber's Business Angel Programme, launched in late 2007, was the first such initiative to be launched in Hong Kong. Since its inception, the Business Angel committee has reviewed applications from hundreds of enthusiastic Hong Kong entrepreneurs, introducing many of them to a wealth of Angel Investors and Professional Advisors drawn from the membership of the British Chamber. The Business Angel Programme runs a series of events every year, which allows shortlisted candidates to present their business plans in front of a panel of investors and enjoy the opportunity to network and make valuable contacts. The British Chamber Business Angel Programme is sponsored by Baker Tilly Hong Kong and supported by TiE HK and Connect Communication.

For more information visit angel.britcham.com

I realised – with horror – the gap in my perception versus the reality of my presentation skills! I carry several of those lessons learned with me today.

Following the Angel breakfast, we received two expressions of interest but the angel investors did not end up investing – the due diligence process did, however, prepare us well for what came later.

What has your growth or development been since then?

Following the Business Angel Programme, the company founders invested more capital and we were able to successfully complete another Angel Programme Breakfast round in 2014. That was the year that things changed for us; we were able to close on a landmark transaction where we, with a private equity firm, privatised a 1,100-bed public hospital and acquired an 80% stake in it for US\$130 million.

What's is next for Sinophi?

Two years following that investment we, and our private equity partner, are committing a further US\$100 million to build a 500-bed extension to that hospital. We also have plans to build a specialty oncology and a maternity hospital in the same city.



Sinophi is developing an extensive nationwide pipeline of Chinese public hospital assets as targets for privatisation and further investment. **B**



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