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# PRESS RELEASE

## TVP invests in research provider FMR, strengthening collaboration

**Yangon, Myanmar, 19 September, 2018:** Myanmar's leading financial advisor Trust Venture Partners (TVP) and business information firm Frontier Myanmar Research (FMR) are pleased to announce a strengthened partnership, supported by a minority investment by TVP into FMR.

The two companies have already collaborated on projects since 2017 and will now be in a position to capture further opportunities in several key areas.

Under the agreement, TVP will exclusively distribute FMR's subscription services on energy, financial services, real estate and transport infrastructure to Japanese clients, for whom TVP acts as a market entry point into Myanmar.

The two companies will also combine FMR's research insights and TVP's advisory services to support foreign and local investors in Myanmar, as well as local companies looking to raise funds. By integrating expertise and resources, the partners will offer a single solution for market research, financial advisory, fund raising and due diligence.

Furthermore, both parties see significant potential in Myanmar's maturing financial services markets. Leveraging TVP's expertise in financial advisory and FMR's coverage through its *Myanmar Financial Services Monitor*, they are ideally-positioned to meet rising demand in this space.

"Once Myanmar's financial market gains more momentum, the demand for related financial services such as corporate analysis reports will increase," says TVP CEO Shinsuke Goto. "Investors will require much more sophisticated information than is currently provided. Small and medium sized firms will not have the capacity to undertake this in-house."

FMR is also planning to diversify its research offering and launch several new initiatives, with further announcements expected before the end of 2018.

Alex Warren, CEO of Frontier MEA, FMR's UK-based parent company, expects the partnership to offer new opportunities for both firms.

"The closer collaboration with TVP will increase the reach and range of our business research services, which already have a strong platform in Myanmar. It will also allow us to offer a wider range of services to companies active in the country."

**TVP**, established in Yangon since 2016, is a local financial advisory firm consulting both local and international companies across all industries. Its service range includes accounting, investment, research, market entry, HR and sales support.

**FMR** opened its Myanmar office in 2014 and currently offers four subscription services covering energy, real estate, financial services and transport infrastructure, as well as customised research and consultancy. Its services are widely used by local and international firms active in the market.