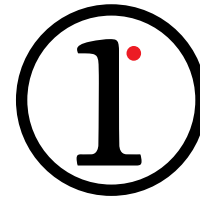


# One to Watch

## Executive Profile & Quotes



### Willem Grimminck

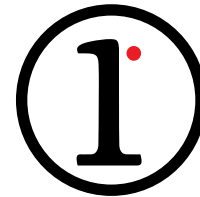
Willem is the Chairman and Managing Director of One to Watch, Nepal's first foreign Investment Managers and a pioneer in Impact Investment in Nepal. He started One to Watch in 2010 with a vision - to support responsible leadership and build successful companies in Nepal, together with Nepali entrepreneurs and investors from around the world. Inspired by the wealth of business opportunities in Nepal, Willem has not only been using his own knowledge and expertise to build companies, he also actively engages to attract industry knowledge and expertise from other places. Willem understands the potential that lies behind the challenging exterior of the Nepali economy, making him and One to Watch a frontrunner in this industry in Nepal. One to Watch works with small and medium sized companies focusing on basic needs – food/agriculture, infrastructure and healthcare, companies that create Profit as well as Impact. Till date One to Watch has invested in 15 early stage companies in Nepal investing a total of 4.5 million Euros, from their pioneer funds. Through its business acceleration program, including its signature impact accelerator - Rockstart Impact, One to Watch has received more than 1,000 investment proposals and has successfully accelerated more than 40 SMEs in Nepal. The average success rate of the companies accelerated by One to Watch is 70%.

*“Entrepreneurs are the future leaders of the nation.”* – Willem Grimminck, Chairman & Managing Director, One to Watch

*“If I had to place a bet on the development of Nepal, I would bet on small and medium scale businesses because they are innovative in the fields of infrastructure, agriculture, health care, housing, banking and much more. While serving the basic markets, these entrepreneurs innovate and generate income to distribute among themselves and others.”* – Willem Grimminck, Chairman & Managing Director, One to Watch

# One to Watch

## Executive Profile & Quotes



### Suman Joshi

Suman has a strong reputation for innovation. He has invested in and scaled multiple Nepalese SMEs and successfully launched financial products. He has an extensive track record managing businesses and leading teams in Nepal. He is the founding CEO of Laxmi Bank, managing over 500 employees and building one of the best managed financial institutions in Nepal. He retired as a banker after a 24 year successful career in organisations like ANZ Grindlays, Standard Chartered and Bank of Kathmandu and Laxmi Bank. He subsequently founded private equity firm True North Associates. Suman is a partner and Managing Director at One to Watch Nepal. Through his company, he has led large and small teams, and can leverage private financing. Suman has also been credited with Nepal's first mobile banking platform and other innovative financial products and transactions. Suman understands entrepreneurs and uses his knowledge to bring partners together to scale interventions. Suman offers access to private sector players across sectors and industries. He advises and sits on boards of a number of companies. He served on the boards of Asian and Nepal Bankers' Association and has held consultant and director positions at Pro-Piotech, Shanri-la Energy, Butwal Power Company, Mercantile Group and MAW Group. He also worked with the Ministry of Finance and the World Bank to develop the 2015-2020 Financial Sector Development Strategy for Nepal.

*"SMEs in Nepal have high impact potential but need help scaling up."* – Suman Joshi, Managing Director, One to Watch

*"Through this joint venture, True North Associates and One to Watch have created a robust SME investment management vehicle in Nepal. In addition to investments, TNA and OTW bring complimentary resources to the table to offer SMEs a blend of international best practices and local experience and network."* – Suman Joshi, Managing Director, One to Watch