



Flexible Growth Capital for Malaysia's Mid-Tier Companies

Navis Asia Credit supports the development of private credit as a flexible financing pathway for Malaysian mid-tier companies.

Fast-growing mid-tier companies (MTCs) in Malaysia and Southeast Asia often need capital that moves at the pace of opportunities at hand, especially in emerging sectors such as digital infrastructure where companies need to scale quickly to meet customer demand, fulfil large contracts or invest ahead of revenue.

Yet conventional financing may not always provide the speed, flexibility or tailored support required. For many MTCs, the challenge is not simply access to funding, but access to the right kind of capital - financing that supports growth without in a non-dilutive manner, while strengthening the foundations needed for long-term scale.



Navis Asia Credit's Solution

Faster, More Flexible Financing and Active Value Creation

Navis Asia Credit (NAC) addresses this gap by providing credit solutions alongside strategic guidance and capability-building support. Its financing structures offer MTCs a non-dilutive alternative to traditional equity financing, with more speed and agility than conventional lending.

Beyond capital, NAC works with management teams to strengthen operational performance, ESG practices and governance standards. This active value creation approach helps companies improve resilience and competitiveness, while building the track record needed to eventually access traditional bank lending and broader capital market solutions.



Transforming Local Digital Infrastructure

When a homegrown data centre solutions provider serving domestic and international clients had to more than double its capacity within six months for a major client, the expansion called for growth capital on an accelerated timeline. Without access to long-term growth capital, the company's ability to service its contract pipeline was increasingly constrained.

Recognising the urgency and a distinct gap in the local credit market, NAC stepped in with flexible funding to meet the tight timeline. Beyond capital, NAC delivered hands-on operational value-add, guiding the company through its general manager search and its evaluation of an Enterprise Resource Planning (ERP) system to institutionalise operations.

This partnership enabled the portfolio company to successfully deliver on its growth plans. Since NAC's investment, the data centre has boosted its annualised revenue by more than 30% and expanded its utilised data centre capacity by more than 150%.

Key Impact Metrics

1



Malaysian companies supported

61



skilled talent in Malaysia supported

94



total talent in Malaysia supported

Khazanah's Role

Catalysing Private Credit for Malaysian MTCs

Through Dana Impak, Khazanah's investment in NAC supports the mobilisation of private credit funding into the Malaysian market, particularly for MTCs that require flexible capital to support expansion. The investment complements Dana Impak's broader MTC programme, which combines growth capital and capability development to help high-potential Malaysian firms scale, professionalise and prepare for their next phase of growth.

In Malaysia, NAC has supported over 60 talent at a homegrown data centre solutions provider, paving the way for new technical and management roles across other Malaysian MTCs.

Driving Energy Transition and Climate Infrastructure

Moving forward, NAC will focus on supporting energy transition and climate-adjacent infrastructure, such as biomass power plants and low-emissions transport infrastructure. Concurrently, NAC continues to systematise climate and ESG workstreams across its portfolio companies, in turn standardising practices such as carbon footprint measurement, adoption of renewable energy, and improvement of governance standards. It is this combination of credit financing and operational value-add that simultaneously raises standards, improves competitiveness and deepens sustainability.



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