

SINGAPORE

Navis Capital files for buyout of King's Safetywear Plans to take Singapore-listed company private

A filing with the Singapore Stock Exchange on September 19 gave notice that Kuala Lumpur-headquartered private equity firm [Navis Capital](#), through its Navis Asia

Fund V, has made a voluntary cash offering for

publicly listed King's Safetywear Ltd., a leading manufacturer of industrial safety footwear and personal protective equipment.

The offer price of S\$0.438 (\$0.30) per share represents a 12.31% premium over the last trading price on September 18, the last day before the filing was made. The deal values 100% of the company – or 221,732,110 shares – at about S\$97.1 million (\$66.6 million).

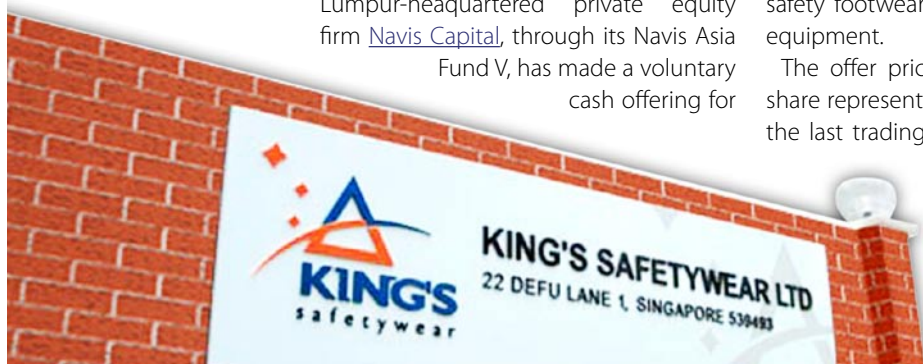
The filing states that

Navis' intention is to delist the company to provide management and Navis with "more flexibility to manage the business of the Group and optimize the use of its management and capital resources and facilitate the implementation of any operational change." It goes on to say that they will "continue to develop and grow [the company's] existing business and distribution activities," while pursuing investment across additional geographical regions, including potential acquisitions. Currently King's Safetywear has three major brands: OTTER, a premium German brand; Comfortwear, a mid-segment label

out of Australia; and KING'S, a dominant Southeast Asian value-for-money brand.

A source familiar with Navis' investment strategy told *AVCJ*, "Navis typically seems to like relatively defensive sectors – nothing too flashy or fashionable – and safety shoes is about as defensive as you can get. You can see in other Navis deals that they can be very [acquisition] and growth oriented, so it would not surprise me if further acquisitions to leverage King's low-cost manufacturing position are part of the investment plan... I can't imagine that industrial footwear is particularly fast-growing, so a decent equity return almost certainly would need to include inorganic growth as part of their thesis."

- CK



King's Safetywear