

September 2018

# Weekly Deal Leads – August 13



Leading China Business Development Tool

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
17/08/2018	15003	TMT Consumer	Private Placement M&A	RMB 800m	<ul style="list-style-type: none"> <li>- Private company operating a coffee shop chain brand</li> <li>- Planning to launch series A round funding.</li> <li>- About 20-30 shops located in Beijing; 143 coffee shops in all around the country</li> </ul>
17/08/2018	15002	TMT Business Service	Private Placement	-	<ul style="list-style-type: none"> <li>- Online equity crowdfunding for real estate projects such as B&amp;Bs, apartments and hotels</li> <li>- Open to meet investors for series B round funding of RMB 100m-200m</li> <li>- 497 investment projects in all, covering 28 provinces in China involving 68,000 investors</li> <li>- Total transaction volume exceeding RMB 3b in August 2018 with a total need for investment of RMB 12.4b for all projects</li> </ul>
17/08/2018	15001	Industrials TMT	Private Placement	RMB 60m	<ul style="list-style-type: none"> <li>- Private company focusing on industrial automation and industrial intelligent equipment for the food packaging and PCB industry</li> <li>- Planning to launch series A round funding of RMB 30m-40m by the end of 2018</li> </ul>
17/08/2018	15000	Industrials TMT	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company focusing on providing industrial automation service for the manufacturing industry</li> <li>- Launching series A round funding of RMB 20m with a total valuation of RMB 200m</li> <li>- Planning to launch series B round funding of at least RMB 50m</li> </ul>
17/08/2018	14999	Industrials TMT	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company developing and designing motor-driven control chips</li> <li>- Planning to launch series B round funding of at least RMB 100m by the end of 2018</li> <li>- Products effectively caters to the needs of miniaturization, digitalization, and multi-functionalization</li> <li>- Helping client to simplify the product designs and shorten the development cycle</li> </ul>
17/08/2018	14983	Industrials TMT	Private Placement	RMB 100m+	<ul style="list-style-type: none"> <li>- Private company developing and designing BMS management system chip for power batteries and providing BMS system</li> <li>- Launching series B round funding of RMB 40m-50m with a post-investment valuation of RMB 300m</li> <li>- The new chip under R&amp;D is the very first of its kind worldwide</li> <li>- Application including fields such as communication base stations, power storage system, and distributed energy resources etc.</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
17/08/2018	14998	Industrials TMT	Private Placement	RMB 390m	<ul style="list-style-type: none"> <li>- Developer of storage chips</li> <li>- Planning to launch a new strategic funding round in 2019</li> <li>- Products widely applied to terminal products such as mobile phones, computers, monitors, POS machine, set-top box and wearable smart device etc.</li> <li>- China Integrated Circuit Industry Investment Fund as a confirmed investor in this round</li> </ul>
17/08/2018	14996	Consumer Business Service	Private Placement M&A	RMB 50m	<ul style="list-style-type: none"> <li>- Private chain of high-end kindergartens</li> <li>- Launching a new round private placement of RMB 30m</li> <li>- Willing to sell controlling stake if the investors can bring industrial resources.</li> <li>- Owning 350 kindergartens in all, 9 out of which are directly managed.</li> </ul>
17/08/2018	14997	Industrials	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company focusing on R&amp;D, production and sales of the long-life and energy-saving battery</li> <li>- To launch series B round funding exceeding RMB 50m for around 15%-20% of its shares</li> <li>- Owning the most advanced production line for laser display, as well as the light source, the light machine and the ability of massive production.</li> <li>- Major source of income is selling laser projectors and providing overall solutions.</li> </ul>
17/08/2018	14995	Industrials	Private Placement	RMB 200m	<ul style="list-style-type: none"> <li>- Private company providing industrial system integration services</li> <li>- Planning to launch series C round funding of RMB 100m</li> <li>- Mainly serving the 3C industry (Computer, Communication, and Consumer)</li> <li>- Conducting independent R&amp;D of shipping, assembly, loading and unloading, welding, cutting, painting, grinding and other overall solutions, integrating system design, manufacturing and technical services, focusing on automatic workshops and unmanned factory renovation</li> </ul>
17/08/2018	14994	Consumer Industrials TMT	M&A	RMB 30m+	<ul style="list-style-type: none"> <li>- Innovative O2O platform providing instant auto repairing service, including partial painting, modifying, sag recovering, total refurbishing and color-changing etc.</li> <li>- Considering selling controlling stake with a total valuation of RMB 300m-400m</li> <li>- Pioneering O2O chain brand of paint-spraying and fast-repairing for automobiles in the country</li> <li>- 10 branches in cities such as Beijing, Shanghai, Wuhan, Zhengzhou and Taiyuan etc.</li> <li>- Covering a total area of over 30,000 square meters</li> </ul>
17/08/2018	14993	Healthcare	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company developing Class 1 innovative drugs</li> <li>- Launching series A round funding of RMB 100m-200m with a pre-investment valuation of RMB 1.52b</li> <li>- A third-party institution hired to conduct an overall valuation of the company</li> <li>- Core product, recombinant exenatide (E2HSA), is applicable to type II diabetes</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
16/08/2018	14990	Healthcare	Private Placement	RMB 100m	<ul style="list-style-type: none"> <li>- Private company focusing on R&amp;D of Class 3 ventilators and anesthesia machines for medical use</li> <li>- Launching series B round funding of over RMB 100m with a post-investment valuation of nearly RMB 1b</li> <li>- Products including anesthesia machine, respirator, color ultrasonography machine, air compressor, and transesophageal Doppler non-invasive hemodynamic monitoring system</li> <li>- Providing OEM production, technical output or component supply for 23 foreign manufacturers of respirator and anesthesia machine worldwide</li> </ul>
16/08/2018	14989	Consumer	M&A	RMB 800m	<ul style="list-style-type: none"> <li>- NEEQ-listed company producing and selling baby diapers</li> <li>- Willing to negotiate about selling controlling stake with investors</li> <li>- Owning 16 production lines and 500 authorized retailers</li> <li>- Products mainly sold in China, while a small number of them sold in South Korea</li> </ul>
16/08/2018	14988	TMT Consumer	Private Placement	RMB 150m	<ul style="list-style-type: none"> <li>- NEEQ-listed company selling baby sleeping products</li> <li>- Willing to meet investors</li> <li>- Owning 2 independent brands and 2 sales channels for authorized brands including retail outlets, department store counters, and online e-commerce platforms etc</li> </ul>
16/08/2018	14987	Healthcare Industrials	Private Placement	RMB 200m	<ul style="list-style-type: none"> <li>- Private company developing and producing BMC branded household respirators</li> <li>- Launching series C round funding of RMB 60m with a pre-investment valuation of RMB 800m</li> <li>- Around RMB 60m of secondary shares to be sold</li> <li>- Core holding significant market share in the respirator sector in China</li> </ul>
16/08/2018	14986	Healthcare Industrials	Private Placement	RMB 40m	<ul style="list-style-type: none"> <li>- High-tech enterprise conducting R&amp;D, production and sales of life science analysis equipment, devices and consumables</li> <li>- Launching series C round funding of RMB 200m for about 20% of its shares</li> <li>- Businesses of the company including selling equipment and consumables. It also provides scientific research service.</li> </ul>
16/08/2018	14985	Healthcare TMT	Private Placement	RMB 50m	<ul style="list-style-type: none"> <li>- Private company providing overall solutions of medical informatization</li> <li>- Launching series A round funding of RMB 30m with a pre-investment valuation of RMB 180m</li> <li>- Core business in creating a closed-loop health care platform based on the data of hospitals, doctors, and patients.</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
16/08/2018	14984	TMT Industrials	Private Placement	RMB 200m	<ul style="list-style-type: none"> <li>- Private company focusing on the development of large and medium-sized home intelligent robots and commercial intelligent robots</li> <li>- Launching series B round funding of RMB 150m with a pre-investment valuation of RMB 1b</li> <li>- Robot sales volume in 2017 was 20000 sets</li> </ul>
17/08/2018	14992	Industrials TMT	Private Placement	RMB 200m	<ul style="list-style-type: none"> <li>- Private company focusing on providing solutions for comprehensive utilization of organic waste</li> <li>- 20% equity to be sold</li> <li>- Services including comprehensive utilization of organic waste, system service for the entire process, complete industrial chain system services, intelligent equipment / technology, IOT operation and maintenance.</li> </ul>
15/08/2018	14982	Industrials Consumer	Private Placement	RMB 250m	<ul style="list-style-type: none"> <li>- Private company developing and producing food additives</li> <li>- Open to meet investors to raise around RMB 150m in the future</li> <li>- Products used in fields of food, textile, pharmaceuticals and packaging etc</li> </ul>
15/08/2018	14980	TMT	Private Placement M&A	RMB 200m	<ul style="list-style-type: none"> <li>- Private company providing one stop shop SaaS cloud platform service for human resource management</li> <li>- Launching a new fundraising round of RMB 300m</li> <li>- Strategic investors preferred</li> <li>- Pre-investment valuation of RMB 2b</li> <li>- More than 500,000 registered corporate clients and 16,000,000 registered individual users</li> <li>- Open to sell controlling stake</li> </ul>
15/08/2018	14981	TMT Industrials Consumer	Private Placement	RMB 80m	<ul style="list-style-type: none"> <li>- Private company conducting R&amp;D of drones and providing drone solutions</li> <li>- Planning to launch a new funding round of RMB 100m-200m.</li> <li>- Technologies covering key areas of UAVs such as flight controller, tripod head, high-definition image transmission, CV, binocular, and image stabilization</li> <li>- Serving tens of thousands of clients</li> <li>- Products widely used in measuring and mapping, security and defense, film and television, agriculture, electricity, scientific research and other fields.</li> </ul>
15/08/2018	14978	Healthcare	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company specializing in the development and production of endoscopic minimally invasive devices</li> <li>- Planning to launch series A+ round funding of RMB 30m-50m</li> <li>- Series A round funding of RMB 60m completed in 2018</li> <li>- Focusing on single-hole laparoscopic surgery and natural tunnel surgery, with cancer treatment as an emphasis</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
15/08/2018	14977	Industrials	Private Placement	RMB 80m	<ul style="list-style-type: none"> <li>- Private company developing and producing industrial robots and intelligent equipment</li> <li>- Planning to launch series C round funding of at least RMB 100m after Chinese New Year in 2019</li> <li>- Series B round funding of RMB 40m completed in 2018 with a pre-investment valuation of RMB 240m.</li> </ul>
15/08/2018	14976	Industrials	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company developing and designing biometric chips</li> <li>- Launching series B and B+ round funding of at least RMB 200m</li> <li>- Currently focusing on 3D camera and facial recognition chips.</li> </ul>
15/08/2018	14975	TMT Industrials	Private Placement	RMB 45m	<ul style="list-style-type: none"> <li>- Private company conducting R&amp;D of trackless robots for commercial use</li> <li>- Planning to launch series C round funding of RMB 75m for 10%-15% of its shares</li> <li>- Products including the commercial service robot, the smart meal delivery cart, general robot chassis and outdoor robot</li> <li>- 1,000-2,000 orders annually, priced within RMB 60,000-80,000 each</li> <li>- Partners including NVIDIA, Gome, iFlytek, UT Starcom, VIPS, Meituan, Gemdale, and MEDIATEK etc</li> </ul>
15/08/2018	14973	TMT Healthcare	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company operating a B2B third-party transaction platform for healthcare products such as pharmaceuticals, equipment, and nutrition products</li> <li>- Planning to launch series B round funding of around RMB 100m in the first half of 2019</li> <li>- Open to meet potential investors around Chinese New Year in 2019.</li> <li>- Committed to providing a direct online drug-purchasing channel for pharmaceutical companies and commercial enterprises and providing a wider variety and lower prices of drugs for pharmacies, clinics and hospitals</li> </ul>
14/08/2018	14972	TMT Healthcare	Private Placement	USD 5m	<ul style="list-style-type: none"> <li>- Private company providing drug crystal form design and patent protection for innovative pharmaceutical companies worldwide</li> <li>- Finishing series C round funding of over USD 20m with a pre-investment valuation of around USD 200m</li> <li>- Mainly US clients</li> <li>- Cooperating with Pfizer (USA) in the field of drug crystal form prediction</li> </ul>
14/08/2018	14971	Healthcare	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company focusing on R&amp;D of innovative drugs for targeted treatment of liver disease</li> <li>- Launching a funding round of over RMB 30m for about 10% of its shares</li> <li>- Major product lines including hepatitis C drugs and anti-HCC drugs</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

Date	Deal ID	Sector	Deal Type	Revenue	Summary
14/08/2018	14970	Industrials	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company that develops and designs integrated systems of automobile components</li> <li>- Launching a new funding round of over RMB 60m in 2019 for nearly 20% of its shares</li> <li>- Major products including test and measurement equipment, automation equipment, automatic assembly lines, laboratory test equipment, etc.,</li> </ul>
14/08/2018	14969	TMT Consumer	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company providing one stop shop service for household furnishing</li> <li>- Completing series B round funding of RMB 1b with a total value of RMB 10b</li> <li>- Solving problems of wasted time and labor cost and difficulties in guarding rights of customers</li> </ul>
14/08/2018	14961	TMT	Private Placement	RMB 2b+	<ul style="list-style-type: none"> <li>- Private company operation an online recruitment platform for blue collars</li> <li>- Launching series B round funding of RMB 300m with a pre-investment valuation of RMB 1.7b and a post-investment valuation of RMB 2b</li> <li>- Controlling stake sale not considered in the short term,</li> <li>- Strategic investors preferred</li> <li>- An exclusive financial advisor hired</li> <li>- Registered consultants in over 300 cities in the country</li> </ul>
13/08/2018	14967	Consumer	Private Placement	-	<ul style="list-style-type: none"> <li>- Private company operating a salad restaurant chain “Sagreen”</li> <li>- Completing series B round funding of RMB 40m in two weeks with a post-investment valuation of RMB 270m</li> <li>- Willing to launch series B+ round funding for new investors</li> <li>- Upholding the concepts of Fresh, Healthy, and Clean</li> <li>- Having about 20 chain restaurants</li> </ul>
13/08/2018	14957	Industrials	Private Placement	RMB 120m-130m	<ul style="list-style-type: none"> <li>- Private company headquartered in Zhangjiagang, Jiangsu, developing and designing silicon carbide power device</li> <li>- Launching series B round funding of RMB 40m-50m</li> <li>- Products mainly applied to fields such as industrial control, smart home appliances, electric vehicles, rail transportation, drones, wind and solar energy etc.</li> </ul>
13/08/2018	14964	Industrials	Private Placement	RMB 100m	<ul style="list-style-type: none"> <li>- Private company conducting R&amp;D, production and sales of unmanned ships</li> <li>- Launching series C round funding of RMB 300m-500m</li> <li>- Leading investor confirmed, co-investors still been considered</li> <li>- SPA planned to be signed by the end of August 2018</li> <li>- Clients are mainly government agencies</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Selected China Deal Leads – Week of August 13<sup>th</sup>

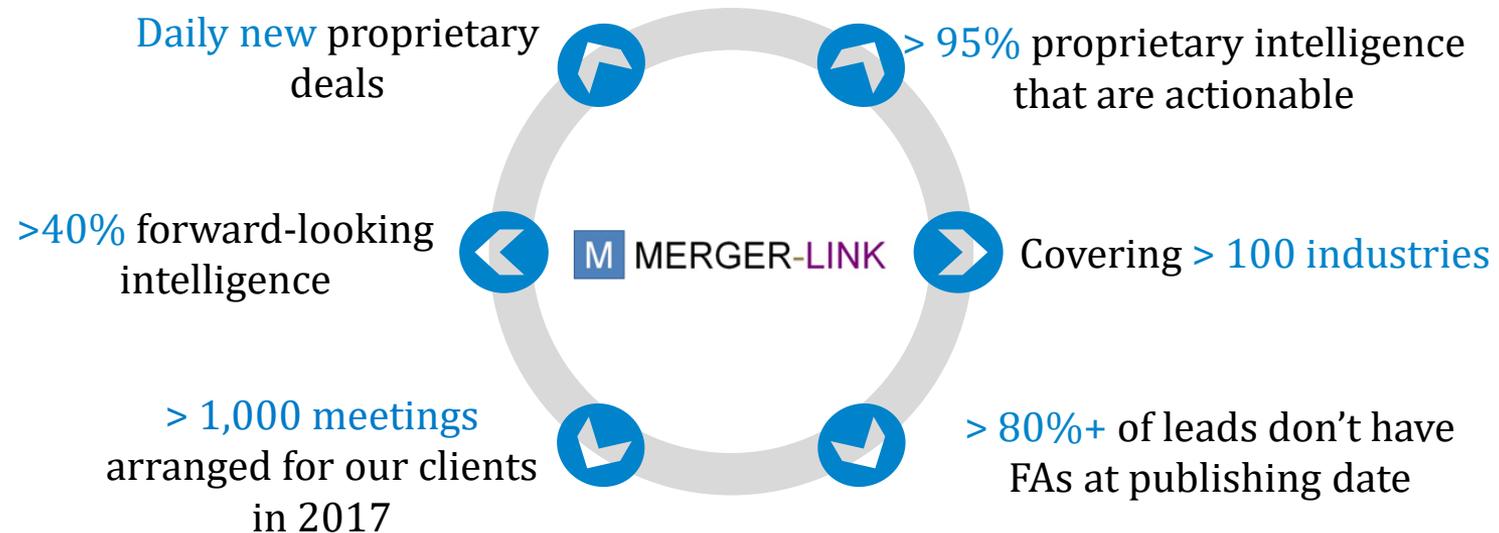
Date	Deal ID	Sector	Deal Type	Revenue	Summary
13/08/2018	14963	Healthcare	Private Placement	RMB 30m	<ul style="list-style-type: none"> <li>- Private company focusing on the development and production of medical micro-ultrasound imaging equipment</li> <li>- Launching series B round funding of RMB 50m for 11,1% of its shares with a pre-investment valuation of RMB 400m</li> <li>- Major products including intelligent mobile ultrasound imaging equipment (for PC and Pad), ultrasound imaging modules and smart ultrasound diagnostic APP</li> </ul>
13/08/2018	14962	TMT Consumer	Private Placement	_	<ul style="list-style-type: none"> <li>- Private company focusing on production of of tomb adventure themed cultural and entertainment IPs for movies and TV series</li> <li>- Considering to launch a funding round of no less than RMB 100m with a pre-investment valuation of RMB 3.5b</li> <li>- Movies and TV series are its core business currently</li> <li>- Seeking further development in fields of movies, TV series and games, expanding the ability to make profit.</li> </ul>
13/08/2018	14960	Consumer	Private Placement M&A	RMB 55m	<ul style="list-style-type: none"> <li>- Private company focusing on processing and exporting of edible fungi</li> <li>- Total valuation is RMB 600m with the price-earning ratio of 12 to 1</li> <li>- Domestic sales volume of mushrooms in 2017 was 8,000,000 jin(=1/2 kilogram)</li> <li>- Exportation volume of shitake mushroom spawn in 2017 was 16,000,000 spawns</li> </ul>
13/08/2018	14959	TMT	Private Placement	_	<ul style="list-style-type: none"> <li>- Private company providing self-driving logistical cars</li> <li>- Launching series A round funding of around RMB 100m</li> </ul>

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# Merger-Link Overview

We are the leading provider of deal-sourcing intelligence and services to private equity funds, venture capital firms and corporations investing in China

- We generate proprietary, non-public, forward-looking investment opportunities for the buy-side
- We clear the market of all actionable investment opportunities in any given sector for our clients
- We are focused on the middle market with deal size ranging from \$5 million to \$500 million
- Our deals cover opportunities from early-stage financing to buyout
- Our sector expertise: Healthcare, Consumer, Industrials, Business Services and TMT



# Our Clients

Leading PE funds and MNCs trust Merger-Link in sourcing off-market, proprietary deal leads in China

Type		Activities
Private equity firms		Investment in growth and buyout opportunities Add-on acquisition for portfolio companies
Corporate		Strategic acquisition or investment
Venture capital firms		Investment early stage and venture opportunities
Investment banks		Searching targets for buy-side mandate Searching Chinese buyers for sell-side mandate

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415

# M MERGER-LINK Client Benefits

Merger-Link increases deal sourcing efficiency and lower costs

- Increased proprietary deal flow
- Forward-looking intelligence of non-auction opportunities
- Extended due diligence time
- Reduce tedious tasks and focus on the critical aspects of the deal
- No longer need to leverage personal connections to connect to owners
- Consistency in deal sourcing effort



- **Often resulting in lower entry valuation**
- **Reduce cost base while increasing efficiency**

For more information about our services, please contact: [service@merger-link.com](mailto:service@merger-link.com) or +8615921075415