

Transaction Trail

A look at mergers, acquisitions, private equity / venture capital deals
and initial public offerings in Singapore, Malaysia and Indonesia

Annual Issue 2017



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Welcome Note

We are happy to publish the Transaction Trail Annual Issue for 2017. As we enter into our sixth year of this publication, we are delighted to see the continued interest in the report. Our sincere thanks to our readers for their constant support and encouragement.

This edition of the report covers mergers & acquisitions (“M&A”), private equity/venture capital (“PE/VC”) investments and initial public offerings (“IPOs”) in Singapore, Malaysia and Indonesia (the “region”) for 2017 *.

Global M&A activity showed signs of easing during 2017 compared to the levels of the deal activity seen in 2015 and 2016. Despite this, global M&A appetite for transactions has been fairly robust this year with 36,718 transactions valued at over US\$ 2.8 trillion. (Source: Bloomberg).

During 2017, the region witnessed a record level of deal activity at over US\$ 130 billion of value from M&A, PE/VC & IPO, surpassing the historic highs in 2015 of over US\$ 115 billion. While the M&A market remains stable, the growth is driven by an increase in high value PE buyouts and PE/VC investments, supported by recovery in the IPO market.

Singapore has been the driving force behind the M&A, PE/VC and IPO deals, contributing over US\$ 100 billion to the value. There have been about 20 plus deals, in 2017, valued at over a billion US dollars each.

Approximately 72% of the M&A value in Singapore has come from outbound acquisitions and this includes a robust level of activity by the Sovereign Wealth Funds (SWF's). Real Estate continues to maintain its position as the top sector with Technology at the second spot. Along with Healthcare, the top 3 sectors accounted for 71% of total M&A deal values in Singapore.

The PE/VC investments in Singapore in 2017 achieved record levels over the past 5 years with 125 deals with an aggregate value of US\$ 22.8 billion, mainly driven by sizeable multi-billion dollar buyouts in Singapore.

The IPO capital raised in Singapore has doubled this year in value terms, setting a four-year record high, raising US\$ 3.7 billion during 2017 compared to US\$ 1.9 billion in 2016.

Malaysia has seen a strong momentum in deal activity with total deals in M&A, PE/VC and IPO valued at US\$ 20.3 billion in 2017 compared to US\$ 15.6 billion in 2016. This is the highest deal value we have seen for any year, since we started tracking Malaysian deals in 2013. Deal activity in Indonesia has maintained similar levels for 2017 with total deal values at US\$ 9.6 billion, driven by sizeable transactions in the Technology, Materials and Agriculture sectors.

In spite of the slight decrease in global deal activity in 2017, it is encouraging to see the transaction values in the region exceed the historic highs in 2015. We are witnessing the lines between the M&A and PE/VC investments blur and notice that several transactions could fall in either category, as strategic investors make minority investments and financial investors take controlling stakes.

This year, we have seen several positive trends including a pick-up in interest in overall transaction activity, large buyout deals, considerable PE/VC investments in several sectors, significant activity in the technology sector and a notable recovery in the IPO markets. It is heartening to see a pick-up in energy sector transactions, a continued trend of companies in Singapore of acquiring global businesses, 3 IPOs back-to-back in the same year in the new economy sector from Singaporean companies and many more other reassuring developments.

With the strong regional demographics, globalization and increased interest from Asian and global investors in the region, spur in technology penetration, and efforts by the Government bodies to encourage investments and more focus on intellectual property, we see the positive deal momentum continuing into the future.

We hope you enjoy reading this report and look forward to your feedback.

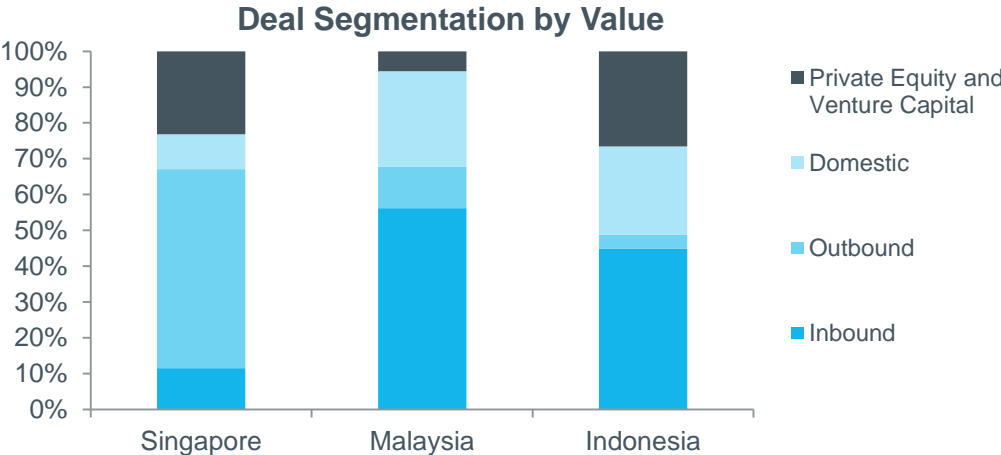


Srividya C. Gopalakrishnan
Managing Director
Duff & Phelps Singapore Pte Ltd

Annual 2017 Deal Round-Up

Deal Summary	Singapore		Malaysia		Indonesia		Grand Total	
	Deal Vol.	Deal Value (US\$ Mn)	Deal Vol.	Deal Value (US\$ Mn)	Deal Vol.	Deal Value (US\$ Mn)	Deal Vol.	Deal Value (US\$ Mn)
2017 (YTD Nov' 17)								
Inbound	182	11,268	138	10,457	86	4,041	406	25,766
Outbound	357	54,586	71	2,163	8	352	436	57,101
Total Cross Border	539	65,854	209	12,620	94	4,393	842	82,867
Domestic	159	9,582	199	4,953	43	2,225	401	16,759
Total Merger and Acquisitions	698	75,436	408	17,573	137	6,618	1,243	99,626
Intra-Regional Deals							65	1,581
Net Total Mergers and Acquisitions							1,178	98,045
Private Equity and Venture Capital	125	22,787	23	1,037	35	2,395	183	26,219
Total M&A, PE & VC	823	98,223	431	18,609	172	9,013	1,361	124,264
Initial Public Offerings (IPOs)	19	3,695	14	1,647	26	625	59	5,967
Total M&A, PE & VC, IPOs	842	101,918	445	20,256	198	9,638	1,420	130,232

The overall transaction value in the region saw a record high of over US\$ 130 billion, exceeding the historic high in 2015 of US\$ 115 billion, driven by a significant increase in PE buyouts.



Deal Highlights

A total of 1,420 M&A, PE/VC, IPO deals were recorded in Singapore, Malaysia and Indonesia (the "region") for 2017 with a combined value of US\$ 130.2 billion.

Singapore recorded a total M&A deal volume of 698 deals during this period, valued at US\$ 75.4 billion, compared to US\$ 82.7 billion in 2016. Outbound deals accounted for about 72% of the total deal value compared to 66% in 2016, followed by inbound deals (15% of total deal value) which stayed at similar levels compared to 2016. Domestic deals accounted for 13% of total transacted value.

During the same period, Singapore witnessed 125 PE/VC investments amounting to approximately US\$ 22.8 billion.

IPO listings in Singapore witnessed a significant recovery in 2017, with IPO capital raised in 2017 amounting to approximately US\$ 3.7 billion compared to US\$ 1.9 billion for 2016.

Malaysia recorded a total of 408 M&A deals during the year, valued at US\$ 17.6 billion, where inbound deals accounted for majority of deal value by capturing a share of 60%.

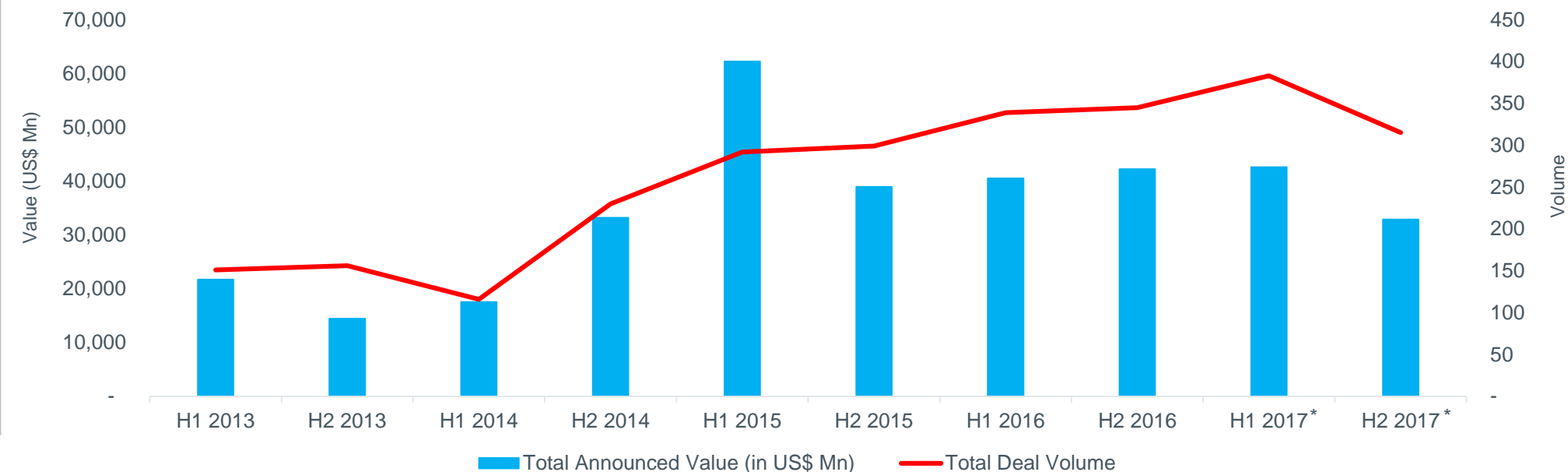
Indonesia recorded a reduction in M&A deal value in 2017 with M&A deals amounting to approximately US\$ 6.6 billion compared to US\$ 8.4 billion in 2016.

Regional PE/VC investments achieved a 5-year record high with a combined deal value of US\$ 26.2 billion for 2017 which was driven by sizeable PE/VC investments in Singapore.

2017 Deal Round-Up

Singapore M&A Half-Yearly Trend Analysis

M&A deal volume has maintained its momentum over the past three years, however transaction values recorded in 2017 were lower compared to 2016 and 2015, while the volumes continue to show an uptick.

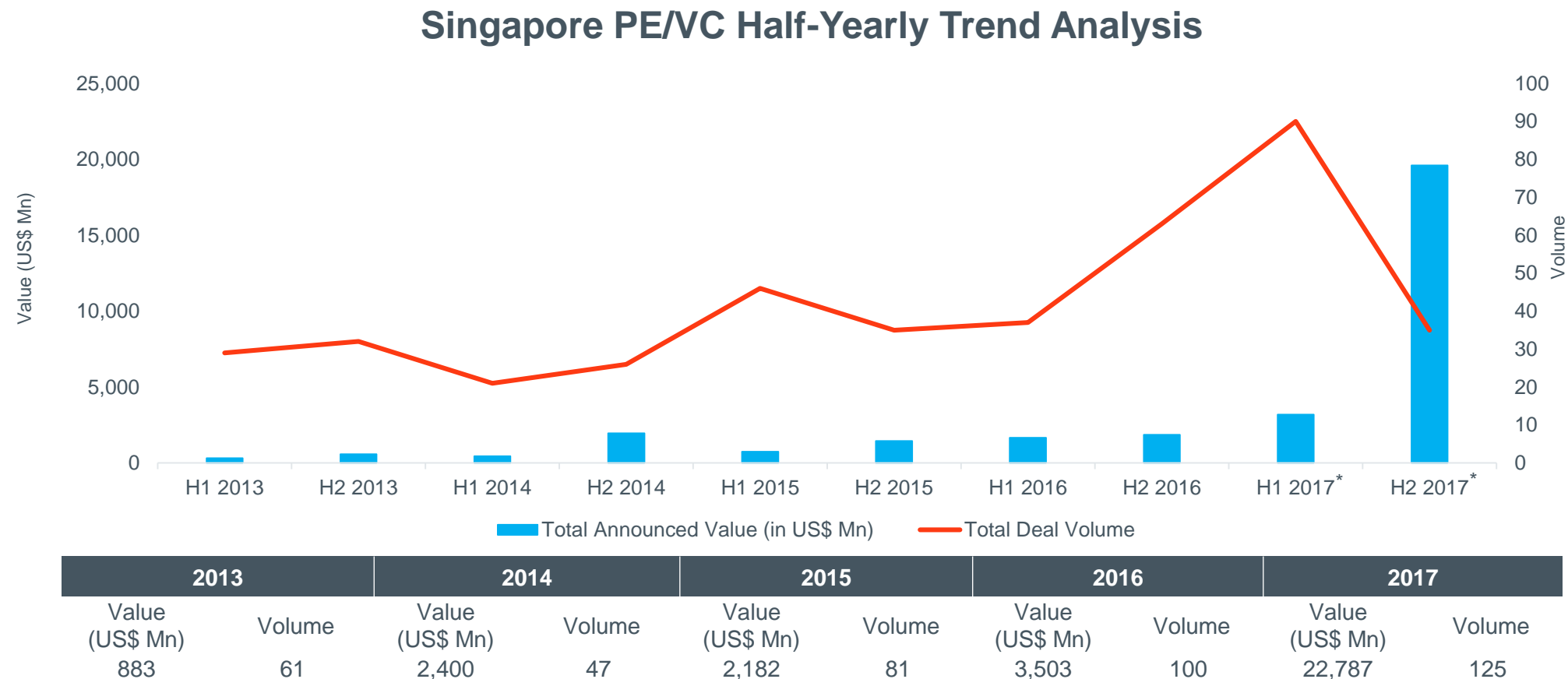


2013		2014		2015		2016		2017	
Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume
36,129	307	50,728	346	101,171	591	82,712	684	75,436	698

* H1 2017 and H2 2017 deal data taken from the period between December 2016 to June 2017; and July 2017 to November 2017 respectively.

2017 Deal Round-Up

PE/VC investment witnessed a new record high with US\$ 22.8 billion investment attained in 2017, mainly driven by sizeable PE/VC buyouts, including the privatization of Global Logistic Properties Limited and the acquisition of Equis Energy which accounted for more than 70% of PE/VC deal value in Singapore.



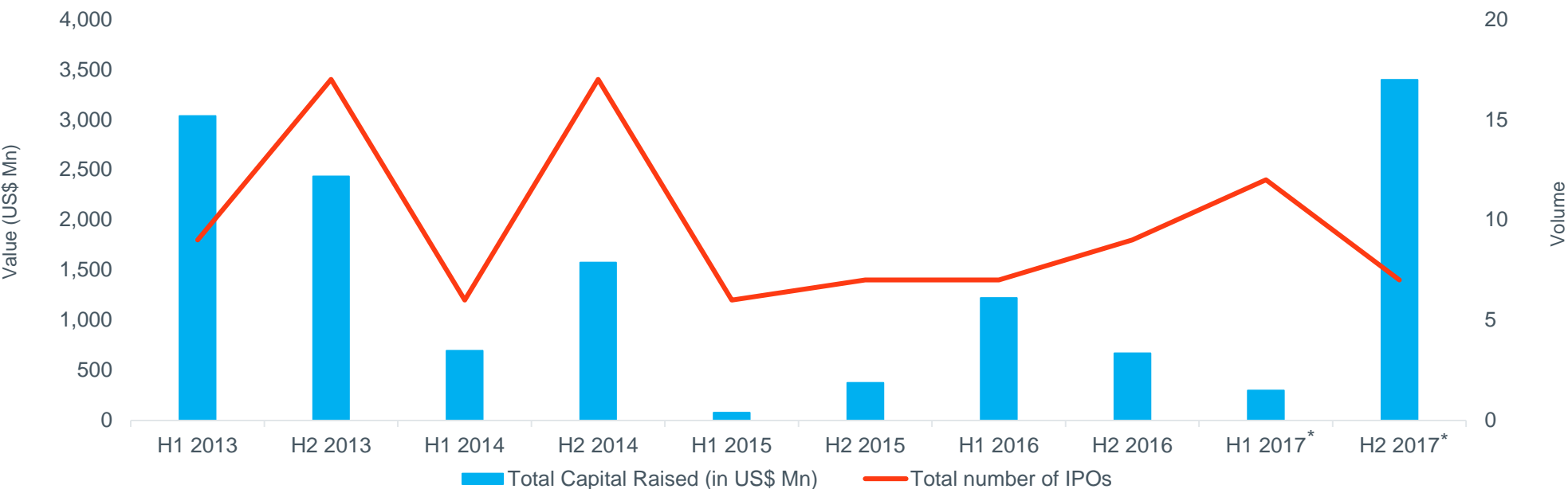
* H1 2017 and H2 2017 deal data taken from the period between December 2016 to June 2017; and July 2017 to November 2017 respectively.

2017 Deal Round-Up

Singapore IPO Half-Yearly Trend Analysis

IPO performance continued its growth into 2017 in volume and saw a significant increase in value.

2017 witnessed close to a doubling of IPO capital raised compared to 2016.



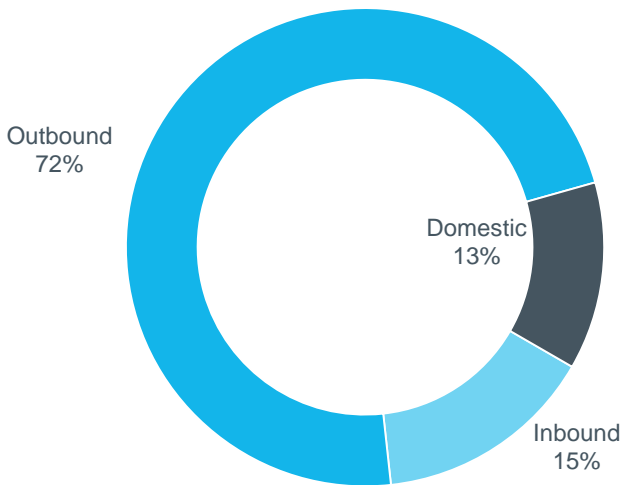
2013		2014		2015		2016		2017	
Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume
5,469	26	2,270	23	451	13	1,893	16	3,695	19

* H1 2017 and H2 2017 deal data taken from the period between December 2016 to June 2017; and July 2017 to November 2017 respectively.

Overview of Singapore M&A Activity



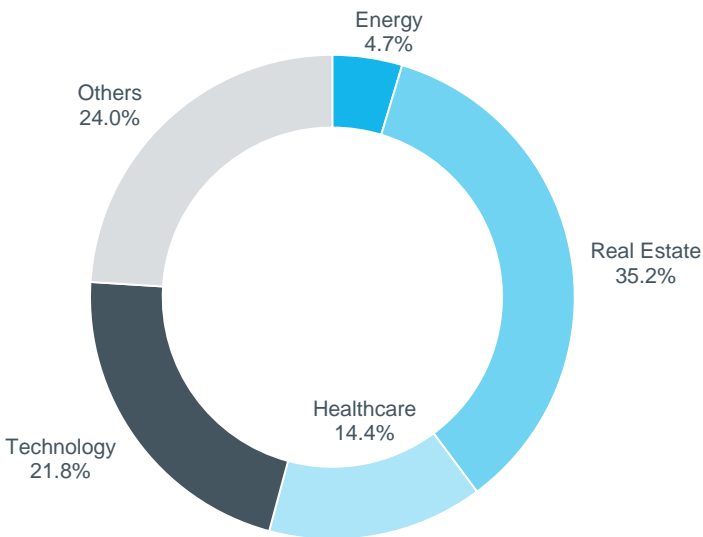
M&A Deal Value - % Share



A total of 698 M&A transactions took place in 2017, with a total announced value of US\$ 75.4 billion.

Real Estate was the dominant sector in 2017 with a total deal value of US\$ 26.5 billion accounting for more than a third of the value.

M&A Deal Value by Sector



Technology sector was the next most active sector which accounted for approximately 22% of the total value followed by Healthcare driven by GIC's involvement in the US\$ 9.1 billion acquisition of Pharmaceutical Product Development LLC.



Overview of Singapore M&A Activity

Top M&A Deals in Singapore during 2017

Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
GIC Pte Ltd and others*	Pharmaceutical Product Development LLC	Healthcare	9,100	Not disclosed	Minority
GIC Pte Ltd and others*	Nets A/S	Technology	5,300	100	Privatization and Delisting**
GIC Pte Ltd and others*	Meituan-Dianping	Technology	4,000	Not disclosed	N/A
GIC Pte Ltd and others*	NeuStar Inc	Telecommunications	2,900	100	Privatization and Delisting
Global Logistic Properties Ltd	Gazeley Ltd	Real Estate	2,818	100	Acquisition
Exxon Mobil Corp	InterOil Corp	Energy	2,250	100	Acquisition
GIC Pte Ltd, Hellman & Friedman LLC	Allfunds Bank SA	Technology	1,908	100	Acquisition

*Others refers to a consortium of investors.

**Pending completion of the privatization and delisting

GIC, along with its consortium partners, continue to dominate the top M&A deal value rankings with significant outbound investments made in the healthcare, technology and telecommunications sectors. These included notable privatization deals including Nets A/S (listed on Nasdaq Copenhagen) and NeuStar Inc. from the NYSE for US\$ 5.3 billion and US\$ 2.9 billion respectively.

Overview of Singapore M&A Activity

Top M&A (Non-Sovereign Wealth Fund) Deals in Singapore during 2017

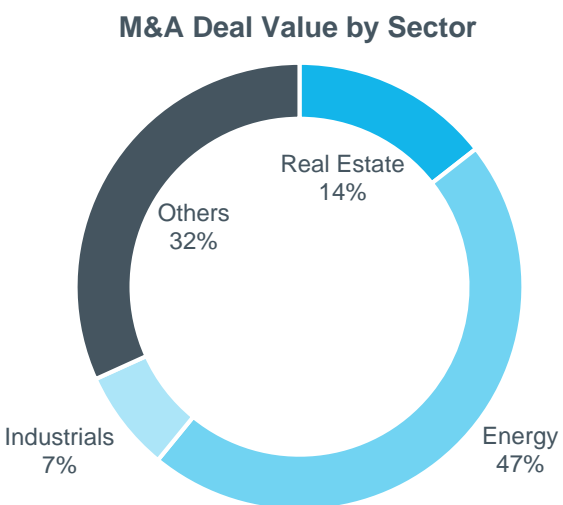
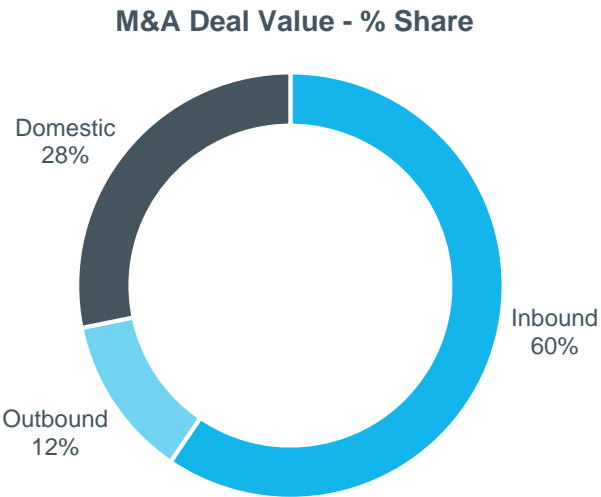
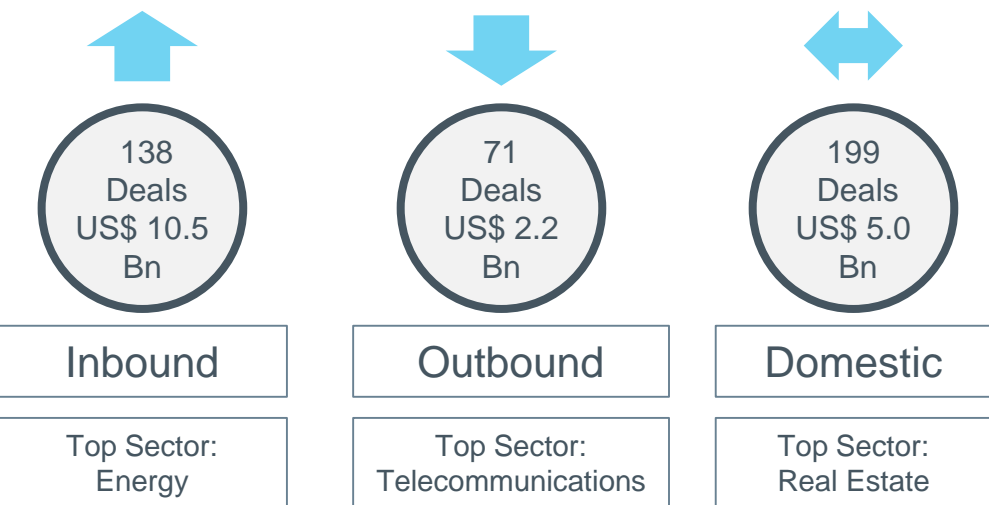
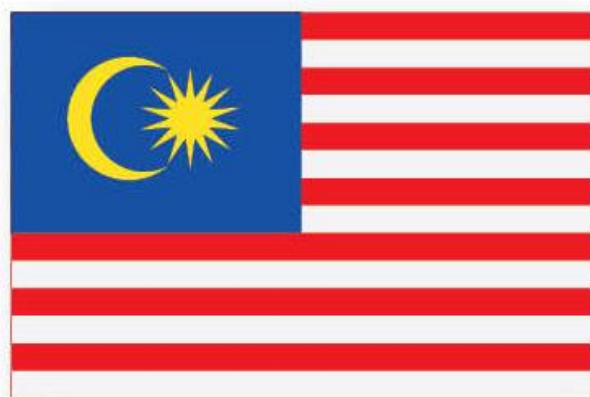
Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
Global Logistic Properties Ltd	Gazeley Ltd	Real Estate	2,818	100	Acquisition
Exxon Mobil Corp	InterOil Corp	Energy	2,250	100	Acquisition
MS&AD Insurance Group Holdings Inc	First Capital Insurance Ltd	BFSI	1,600	98	Acquisition
Mapletree Investments Pte Ltd	US Student Housings Assets	Real Estate	1,600	100	Acquisition
Mercatus Co-operative Ltd	Jurong Point Mall	Retail	1,568	100	Acquisition

Excluding SWF deals, significant deal activity included Global Logistics Properties' acquisition of Gazeley Ltd, a leading global provider of modern logistics facilities for US\$ 2.8 billion, Exxon Mobil's acquisition of InterOil for US\$ 2.3 billion¹, MS&AD Insurance Group Holdings Inc's (Mitsui Sumitomo Insurance) acquisition of First Capital Insurance Ltd, and Mapletree's acquisition of some student housing assets in the US.

Footnote

1. The acquisition of InterOil Corp by Exxon Mobil Corp, announced in 2015, finally closed at US\$ 2.3 billion this year after submission of a revised bid by the acquirer.

Overview of Malaysia M&A Activity



Malaysia witnessed M&A deal values at US\$ 17.6 billion, the highest in the past 5 years.

The Energy sector in Malaysia continues to witness high deal value activity for inbound M&A for Malaysia, with Real Estate being the top sector for domestic M&A.

The two largest M&A transactions in 2017 for Malaysia were the acquisitions of 50% stake(s) in Refinery and Petrochemical Integrated Development and PRPC Polymers Sdn Bhd, both by Saudi Arabia's ARAMCO.

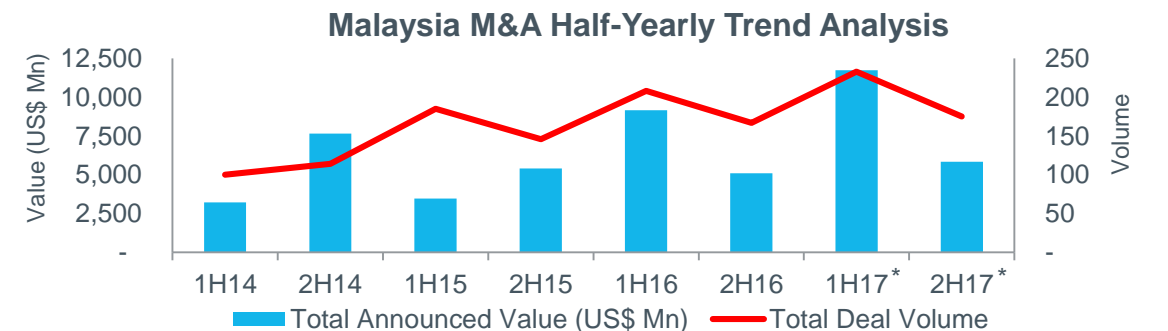
Overview of Malaysia M&A Activity

Top M&A Deals in Malaysia during 2017

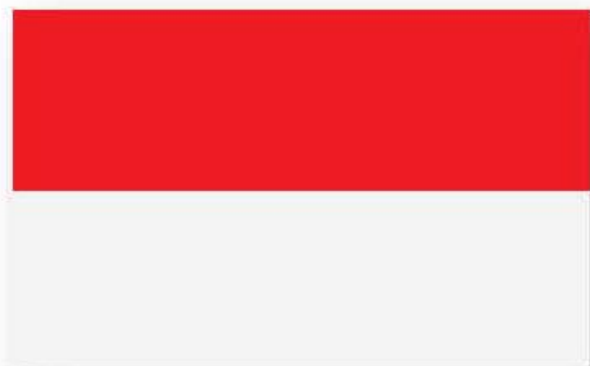
Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
ARAMCO	Refinery and Petrochemical Integrated Development (RAPID)	Energy	7,000	50	Majority
ARAMCO	PRPC Polymers Sdn Bhd	Materials	900	50	Majority
SP Setia Bhd Group	I&P Group Sdn bhd	Real Estate	851	100	Acquisition
TNB International Sdn Bhd	Solar assets	Energy	607	50	Majority
Sarawak Energy Bhd	Sarawak Hidro Sdn Bhd	Utilities	561	100	Acquisition
Axiata Group Bhd	Deodar Pvt Ltd	Telecommunications	517	55	Majority
Malaysian Felda Investment Corporation (FIC) Properties Sdn Bhd	PT Eagle High Plantations	Agriculture	505	37	Minority
PTT Exploration and Production Public Company Limited, PTT Public Company Limited	Petronas Lng 9 Sdn Bhd	Energy	500	10	Minority
Reza Group Saudi	McDonald's franchise licenses	Consumer Discretionary	400	100	Acquisition

2014		2015		2016		2017	
Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume
10,871	214	8,870	331	14,253	375	17,573	408

* H1 2017 and H2 2017 deal data taken from the period between December 2016 to June 2017; and July 2017 to November 2017 respectively.



Overview of Indonesian M&A Activity



Inbound

Top Sector:
Agriculture



Outbound

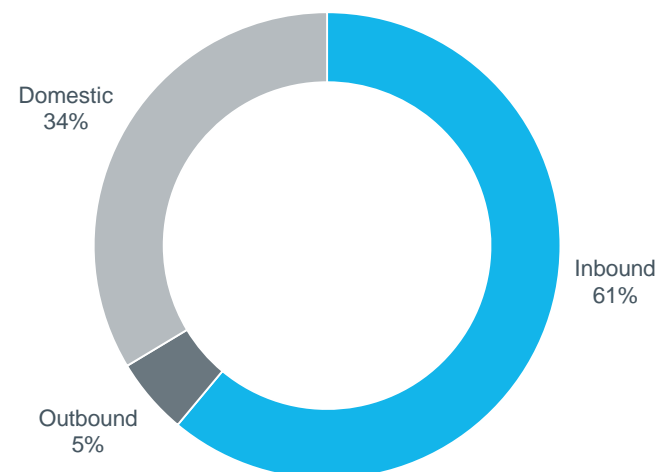
Top Sector:
Energy



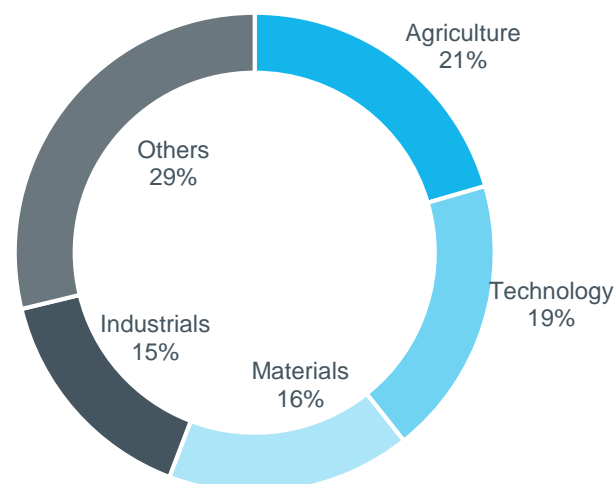
Domestic

Top Sector:
Industrials

M&A Deal Value - % Share



M&A Deal Value by Sector



M&A deal volume reached a total of 137 deals in Indonesia with a total announced deal value of approximately US\$ 6.6 billion. Inbound M&A took up the majority share (61%) of total deal value.

Agriculture was the largest sector in value terms (reaching approximately US\$ 1.3 billion in 2017), followed by the Technology and Materials sectors.

Amongst the high value deals, Alibaba Group's investment in PT Tokopedia for US\$ 1.1 billion grabbed the headlines in August this year.

Overview of Indonesian M&A Activity

Top M&A Deals in Indonesia during 2017

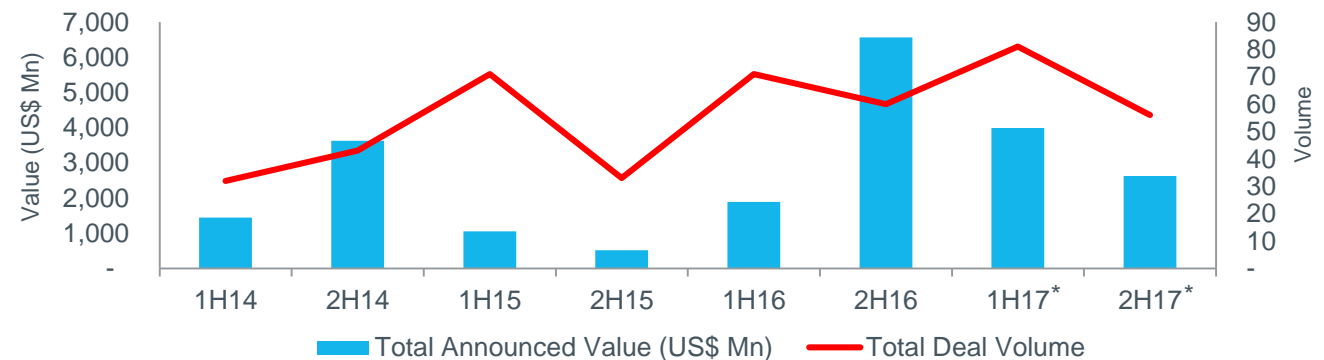
Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
Alibaba Group Holding Ltd	PT Tokopedia	Technology	1,100	Not Disclosed	Not Applicable
PT Indika Energy Tbk	PT Kideco Jaya Agung	Materials	678	45	Majority (Increasing from 46% to 91%)
Japan Tobacco Inc	PT Karyadibya Mahardhika, PT Surya Mustika Nusantara	Agriculture	677	100	
Malaysian Felda Investment Corporation (FIC) Properties Sdn Bhd	PT Eagle High Planatation	Agriculture	505	37	Minority
PT Minna Padi Investama Sekuritas	PT Bank Muamalat Indonesia Tbk	BFSI	333	51	Majority
BP PLC	Tangguh LNG Project	Utilities	313	3	Minority

2014		2015		2016		2017	
Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume
5,065	75	1,570	104	8,450	131	6,618	137

Indonesia deal activity in 2017 continued to witness a strong momentum in transaction volume, however M&A deal values were lower in 2017, with total deal values reaching US\$ 6.6 billion compared to approximately US\$ 8.4 billion in 2016.

* H1 2017 and H2 2017 deal data taken from the period between December 2016 to June 2017; and July 2017 to November 2017 respectively.

Indonesia M&A Half-Yearly Trend Analysis



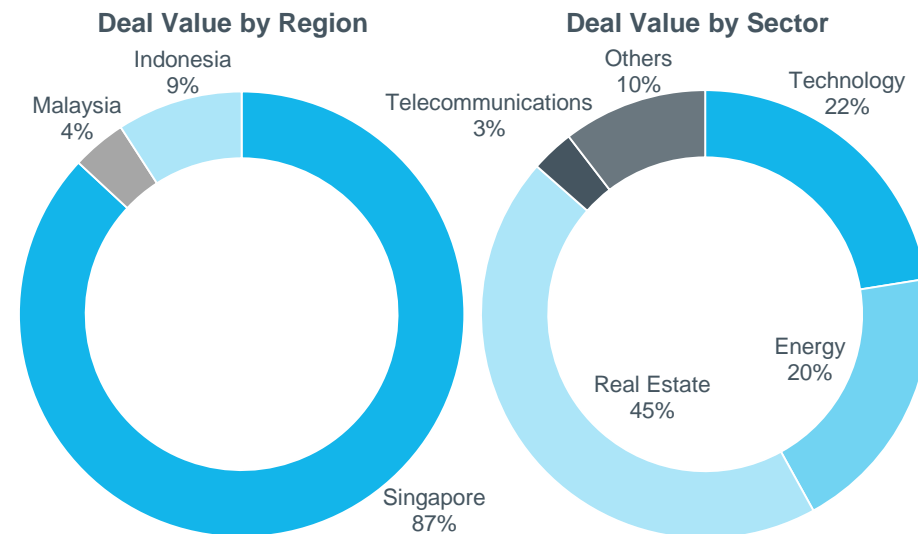
Private Equity / Venture Capital Snapshot in the Region

Top PE/VC Deals in the region for 2017

Investor(s)	Investee	Sector	Country	Investment Value (US\$ mn)
China Vanke Co Ltd, Hopu Investment Management, Hillhouse Capital Management Ltd and others*	Global Logistic Properties Ltd	Real Estate	Singapore	11,600
Global Infrastructure Partners and others*	Equis Energy	Energy	Singapore	5,000
SoftBank Group Corp, Didi Chuxing and Toyota Tsusho Corp	GrabTaxi Holdings Pte Ltd	Technology	Singapore	2,500
Tencent Holdings Ltd, JD.com Inc and others*	PT GO-JEK Indonesia	Technology	Indonesia	1,200
Blackstone Group LP	Croesus Retail Trust	Retail	Singapore	650
Innovation Network Corp of Japan, Khazanah Nasional Fund	edotco Group Sdn Bhd	Telecommunications	Malaysia	600
Uni-President Enterprises Corp, JG Summit Holdings Inc, Hillhouse Capital Management and others*	Sea Ltd (formerly Garena Interactive Holding Ltd)	Technology	Singapore	550
Sequoia Capital, Expedia Inc, JD.com Inc and others*	PT Traveloka Indonesia	Technology	Indonesia	500
Goldman Sachs Group Inc, TPG Capital LP	AirTrunk Pte Ltd	Technology	Singapore	306
Macquarie Group Ltd	Oiltanking Odjell Terminal Singapore Pte Ltd	Materials	Singapore	300

*Others refers to a consortium of investors.

Regional PE/VC	2014		2015		2016		2017	
Deal summary	Deal Volume	Deal Value	Deal Volume	Deal Value	Deal Volume	Deal Value	Deal Volume	Deal Value
Singapore	47	2,400	81	2,182	100	3,503	125	22,787
Malaysia	13	1,084	21	46	27	1,135	23	1,037
Indonesia	6	230	26	460	33	1,474	35	2,395



PE/VC deals transacted in 2017 amounted to 183 deals with combined deal value of approximately US\$ 26.2 billion. For most large transactions in the PE/VC space, investors included both funds and corporates. Singapore was the largest contributor with total deal value of approximately US\$ 22.8 billion.

Real Estate was the top contributing sector in the region, accounting for an estimated 45% of deal values overtaking Technology after 2 years, mainly attributable to the US\$ 11.6 billion investment into Singapore-based Global Logistic Properties Ltd.

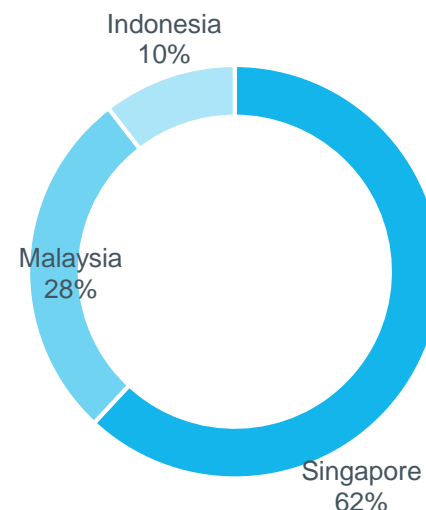
Initial Public Offerings in the Region

Top Initial Public Offerings in the Region during 2017

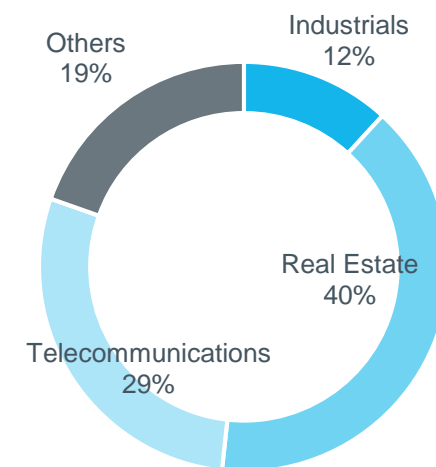
Company Name	Capital Raised (US\$ Mn)	Sector	IPO Exchange
NetLink NBN Trust	1,711	Telecommunications	Singapore Exchange
Cromwell European Real Estate	1,000	Real Estate	Singapore Exchange
Lotte Chemical Titan Holding Bhd	878	Materials	Bursa Malaysia
Eco World International Bhd	580	Real Estate	Bursa Malaysia
Keppel-KBS US REIT	553	Real Estate	Singapore Exchange
HRnetGroup Ltd	126	Industrials	Singapore Exchange
PT Wijaya Karya Bangunan Gedung	96	Industrials	Jakarta Exchange
Serba Dinamik Holdings Bhd	91	Industrials	Bursa Malaysia
PT Garuda Maintenance Facility Aero Asia Tbk	85	Industrials	Jakarta Exchange
Dasin Retail Trust	84	Real Estate	Singapore Exchange
PT PP Presisi Tbk	75	Industrials	Jakarta Exchange
KIP REIT	52	Real Estate	Bursa Malaysia

Regional IPOs	2014		2015		2016		2017	
Listing Summary	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)	Listing Volume	Capital Raised (US\$ Mn)
Singapore	23	2,270	13	451	16	1,893	19	3,695
Malaysia	13	1,011	8	744	11	214	14	1,647
Indonesia	19	636	13	765	14	907	26	625

IPO Deal Value by Region



IPO Deal Value by Sector

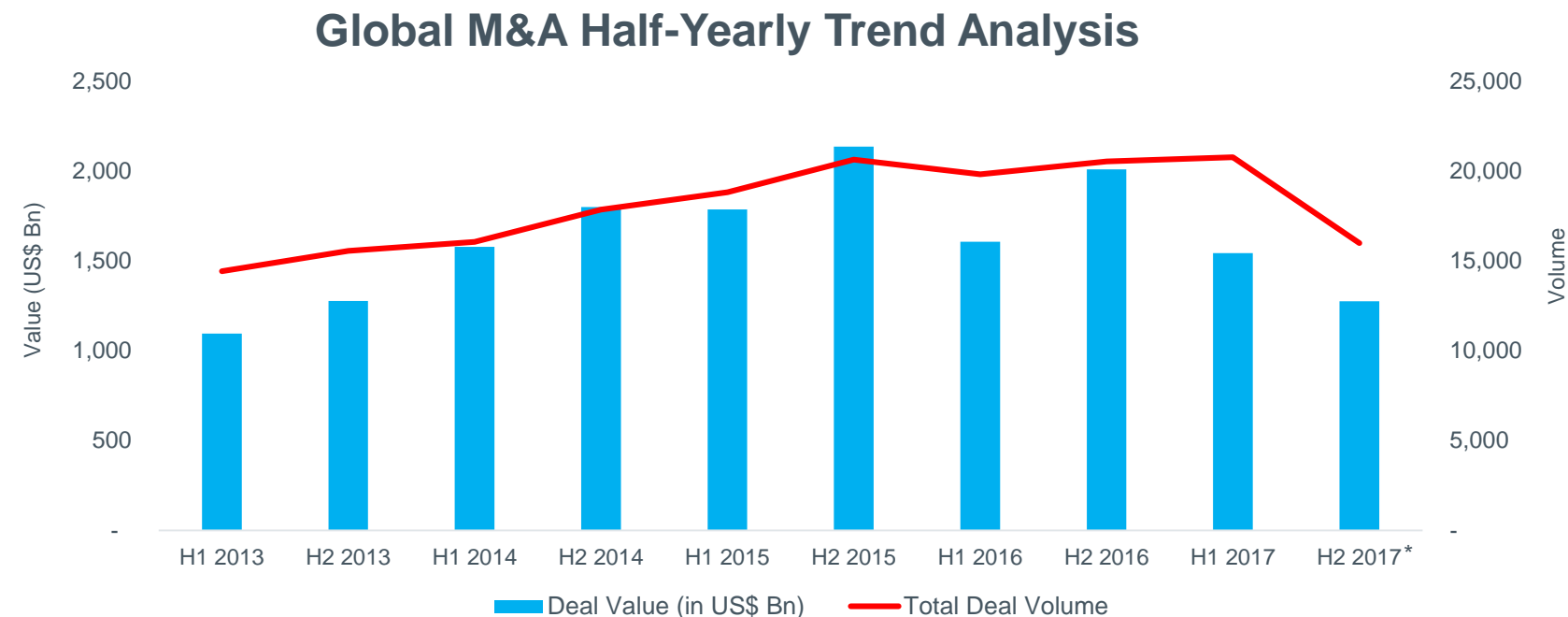


IPO listings in Singapore witnessed a four year high in 2017, doubling the capital raised (approximately US\$ 3.7 billion), compared to 2016 (approximately US\$ 1.9 billion). Malaysia also experienced significantly more capital raised in 2017 compared to 2016, due to the IPO of Lotte Chemical Titan which was the largest IPO in Malaysia in 2017 (total capital raised of US\$ 878 million).

Special Features I: Global M&A Trends

During 2017 there were a total of 36,718 transactions, representing an aggregate deal value of US\$ 2,815 Bn.

Global M&A deal activity slowed in 2017 in both deal values and number of M&A transactions compared to 2016.



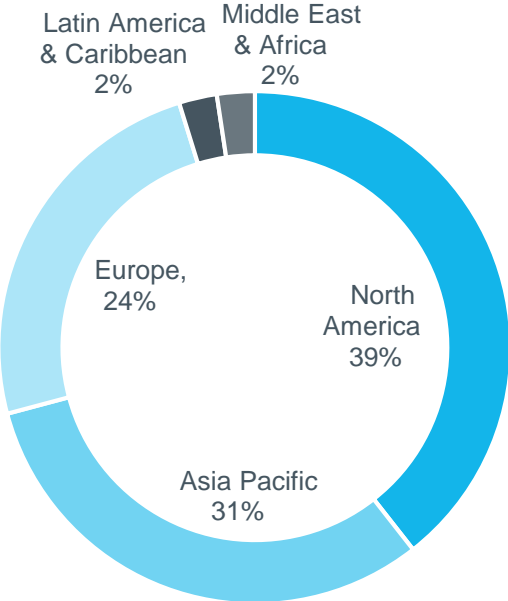
2013		2014		2015		2016		2017	
Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume
2,369	29,954	3,373	33,873	3,917	39,420	3,612	40,305	2,815	36,718

Source: Bloomberg

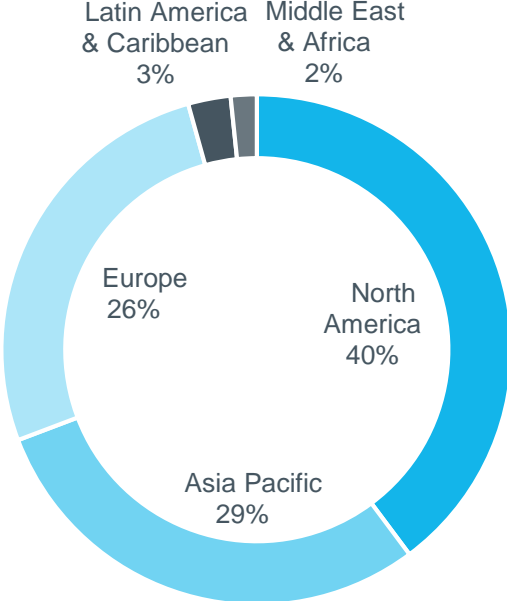
* H2 2017 deal data taken from the period between July 2017 and November 2017.

Special Features I: Global M&A Trends

Global Regional Breakout by Volume



Global Regional Breakout by Value



Approximately 39% of global deal volume and 40% of deal value occurred in North America.

Asia Pacific remained a key contributor ahead of Europe, accounting for 29% of global M&A values in 2017, higher than 2016 where it contributed approximately 25% to global M&A values.

Source: Bloomberg

Special Features I: Global M&A Trends

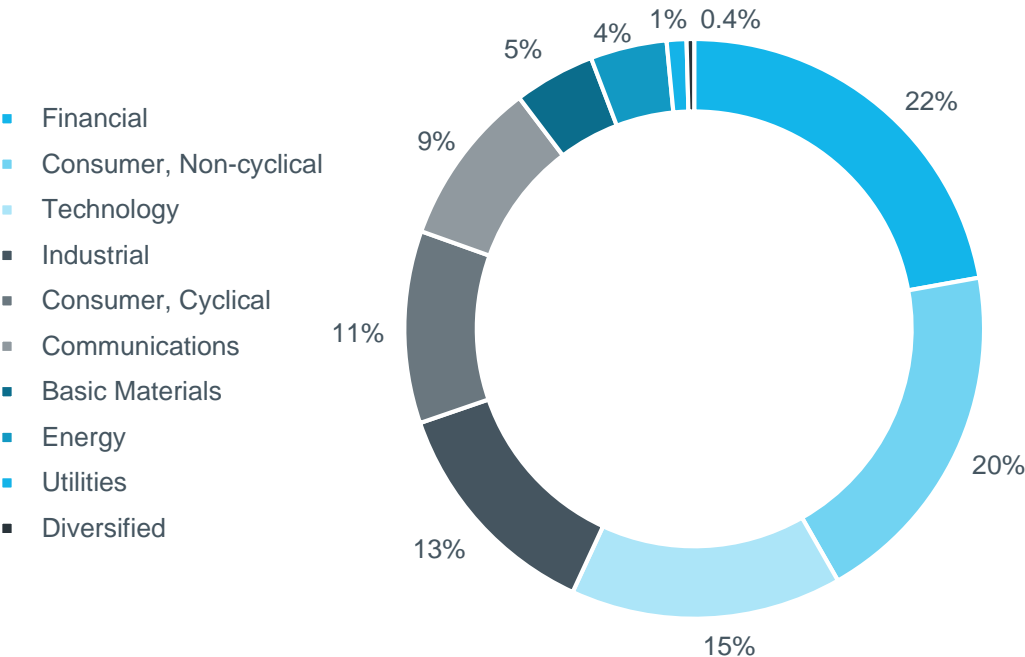
Top 10 Global M&A Deals during 2017

Acquirer	Target	Target Sector	Value (US\$ Mn)	Proposed Stake Acquisition (%)	Type
Praxair Inc	Linde AG	Basic Materials	42,123	100	Merger
Atlantia SpA	Abertis Infraestructuras SA	Consumer, Non-cyclical	34,388	100	Acquisition
China United Network Communications Ltd	China Unicom Hong Kong Ltd	Communications	32,059	21	Majority
United Technologies Corp	Rockwell Collins Inc	Industrial	30,174	100	Acquisition
Johnson & Johnson	Actelion Ltd	Consumer, Non-cyclical	29,762	100	Acquisition
Becton Dickinson & Co	CR Bard Inc	Consumer, Non-cyclical	24,196	100	Acquisition
Twenty-First Century Fox Inc	Sky PLC	Communications	22,602	61	Acquisition
Sempra Energy	Energy Future Holdings Corp	Utilities	18,800	100	Acquisition
Bain Capital, Apple	Toshiba Memory Corp	Technology	17,955	100	Acquisition
Reckitt Benckiser Group PLC	Mead Johnson Nutrition Co	Consumer, Non-cyclical	17,810	100	Acquisition

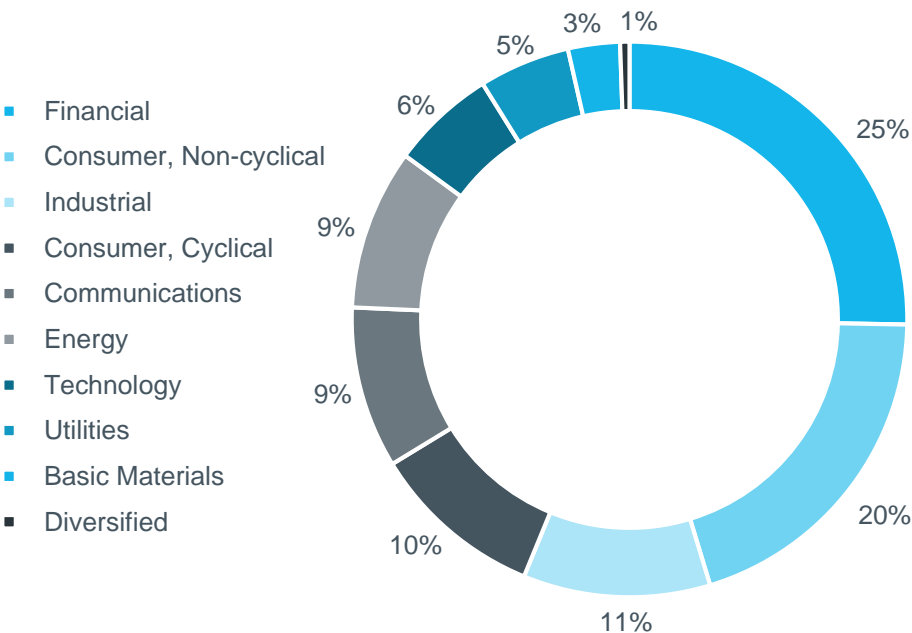
Source: Bloomberg

Special Features I: Global M&A Trends

Transaction Sector Breakout by Volume



Transaction Sector Breakout by Value



The Financial sector continued to be the most acquisitive in 2017 in terms of both volume and value, followed by the Consumer Non-cyclical sector.

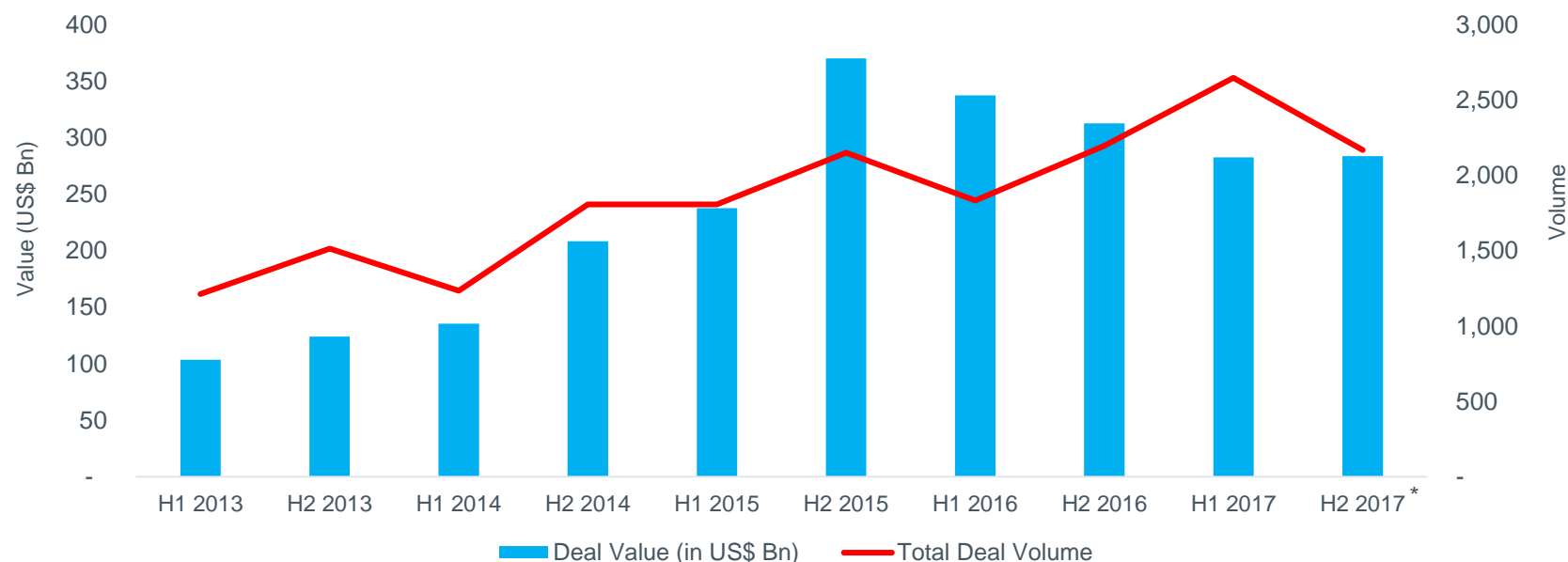
Source: Bloomberg

Special Features II: China M&A Trends

Overall, China M&A witnessed a sustained momentum in deal activity for 2017, with significantly higher deal volumes compared to 2016.

However M&A deal values for 2017 were lower compared to overall M&A deal values reached in 2015 and 2016 for China, due to regulatory pushback on large outbound deals.

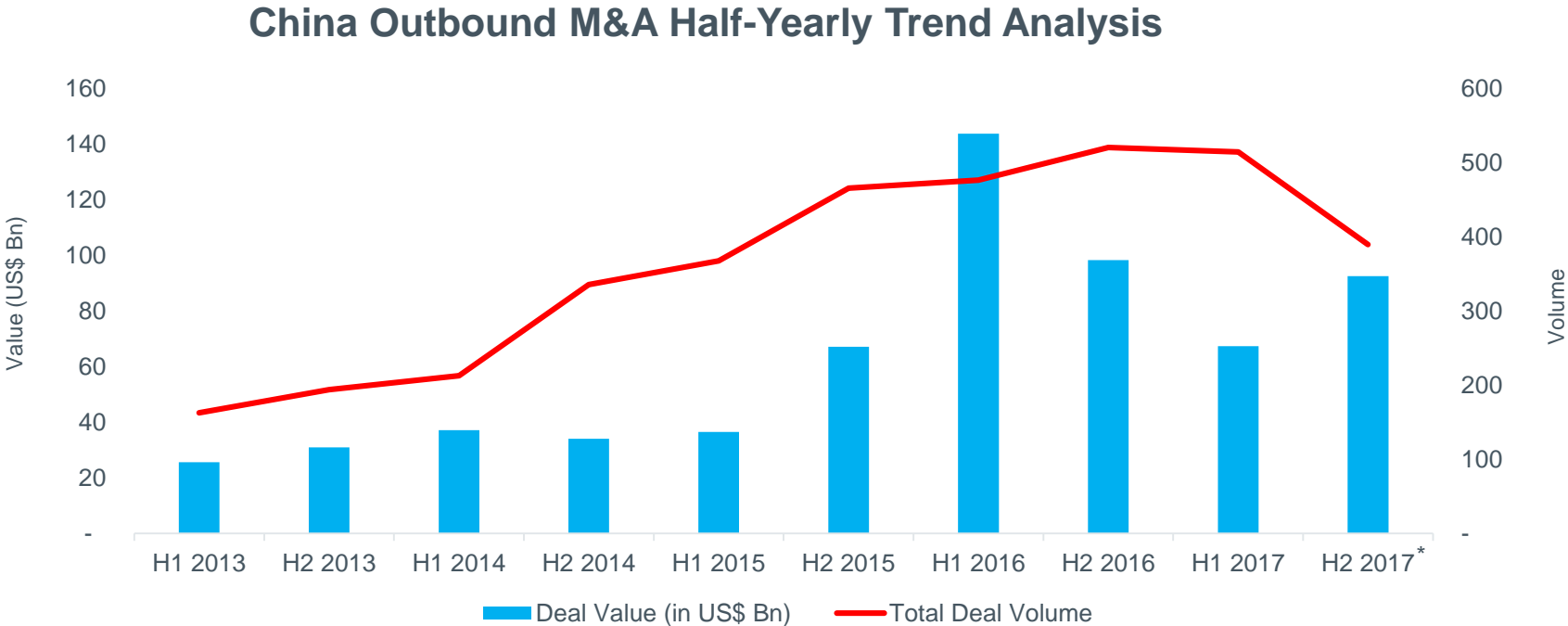
China M&A Half-Yearly Trend Analysis



2013		2014		2015		2016		2017	
Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume
228	2,729	344	3,044	608	3,960	650	4,032	567	4,819

Special Features II: China M&A Trends

China's outbound M&A witnessed a decline in deal value over 2017, due to restrictions imposed by the Chinese government for China outbound foreign investment.



2013		2014		2015		2016		2017*	
Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume	Value (US\$ Bn)	Volume
57	357	71	549	104	834	242	998	160	905

Source: Bloomberg

* H2 2017 deal data taken from the period between July 2017 and November 2017.

Special Features II: China M&A Trends

Top 10 China M&A Deals during 2017

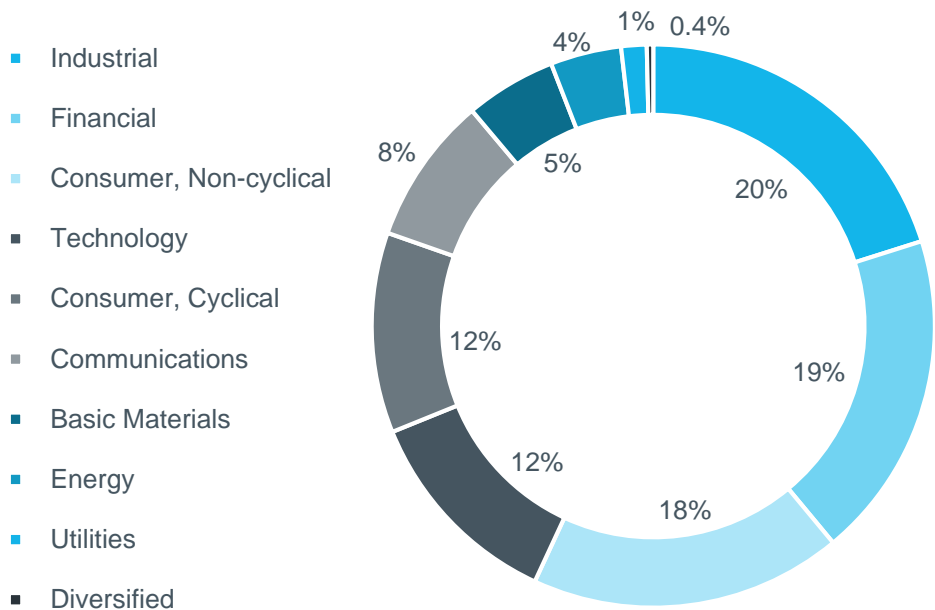
Acquirer	Target	Target Sector	Value (US\$ Mn)	Proposed Stake Acquisition (%)	Type
China United Network Communications Ltd	China Unicom Hong Kong Ltd	Communications	32,059	21	Majority
China Vanke Co. Ltd & Others*	Global Logistic Properties Ltd	Financial	16,019	100	Acquisition
China Investment Corp	Logicor Europe Ltd	Financial	13,806	100	Acquisition
Shandong Highway Construction Group Co. Ltd & Others*	Hengda Real Estate Group Co. Ltd	Financial	9,045	14	Minority
CEFC International Equity Investment Co. Ltd	Rosneft Oil Co PJSC	Energy	8,958	14	Minority
Shanghai International Port Group Co. Ltd & COSCO Shipping Holdings Co. Ltd	Orient Overseas International Ltd	Industrial	8,403	100	Acquisition
China Vanke Co. Ltd	Guangdong International Trust & Investment and subsidiaries	Financial	8,145	100	Acquisition
Shum Yip Group Ltd & Others*	Hengda Real Estate Group Co. Ltd	Financial	5,806	14	Minority
CDH Investments Fund Management Co & Others*	Belle International Holdings Ltd	Consumer, Cyclical	5,725	100	Acquisition
China Merchants Bank Co. Ltd & Others*	Xiaoju Kuaizhi Inc	Communications	5,500	Not disclosed	Minority

*Others refers to a consortium of investors.

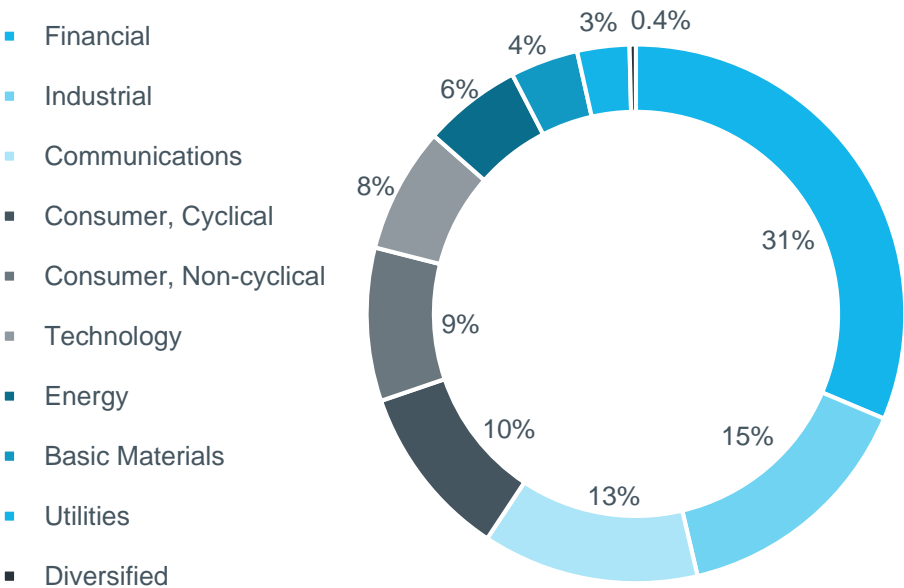
Special Features II: China M&A Trends

China M&A Trends

Transaction Sector Breakout by Volume



Transaction Sector Breakout by Value



The Financial and Industrial sectors led the China M&A market in terms of the deal volume however, the Financial sector captured the larger deals in terms of overall deal value.

Special Features III: Tech Start-up

Top 10* Tech Start-up Deals in the Region during 2017

Target	Acquirer/Investor	Target Country	Target Sub-Sector	Proceeds (US\$ Mn)	Deal Type
GrabTaxi Holdings Pte Ltd	Softbank Group Corp, Didi Chuxing and Toyota Tsusho Corp	Singapore	Transportation	2,500	Investment
PT GO-JEK Indonesia	Tencent Holdings Ltd, JD.com Inc and other consortium investors	Indonesia	Transportation	1,200	Investment
PT Tokopedia	Alibaba Group Holding Ltd	Indonesia	E-Commerce	1,100	Acquisition
Lazada Group SA	Alibaba Group Holding Ltd	Singapore	E-Commerce	1,000	Acquisition
Sea Ltd (formerly Garena)	Cathay Financial Holding Co Ltd, Hillhouse Capital Management Ltd, Farallon Capital Management LLC, GDP Venture and other consortium investors	Singapore	Internet Services	550	Investment
PT Traveloka Indonesia	Sequoia Capital, Expedia Inc, Hillhouse Capital Management Ltd and East Ventures	Indonesia	Online Travel Bookings	500	Investment
AirTrunk Pte Ltd	Goldman Sachs Group Inc and TPG Capital LP	Singapore	Data Centers	306	Investment
iFlix Sdn Bhd	EDBI Pte Ltd, Catcha Group Sdn Bhd, Jungle Ventures Pte Ltd and other consortium investors	Malaysia	Digital Entertainment	133	Investment
PT Kudo Teknologi Indonesia	GrabTaxi Holdings Pte Ltd	Indonesia	Information Technology	100	Acquisition
iFlix Sdn Bhd	Naspers Ltd, Sky PLC, Mobile Telecommunications Co KSC and other consortium investors	Indonesia	Information Technology	90	Investment

Over the last 3 years, the Technology sector has been one of the largest contributors to deal-making activity in the region. PE/VC investment in the region's Technology sector increased by approximately 9 times from US\$ 672 million in 2015 to US\$ 5.9 billion in 2017. Transportation and e-commerce sub-sectors constituted the top Technology deals during 2017.

*Based on disclosed funding and investors.

Special Features III: Tech Start-up

Bourses Step-Up on Initiatives to Attract Tech IPOs

Singapore Exchange (SGX)

- In May 2017, SGX partnered with Infocomm Media Development Authority to facilitate IPO process for tech startups.
- In July 2017, SGX allowed dual-class share structures (DCS)^[1] for secondary listings of companies with a primary listing in the developed markets.^[2] DCS structures are increasingly preferred by tech companies.
- Over the past 2-3 years, SGX has partnered with companies including, Crowdonomic Media, PwC's Venture Hub and Clearbridge Accelerator, to enable start-ups, and small and medium enterprises raise funds via crowdfunding.

Bursa Malaysia

- In July 2017, Bursa Malaysia launched Leading Entrepreneur Accelerator Platform (LEAP) Market to encourage small and medium enterprises to raise funds through IPO.

Hong Kong Exchanges and Clearing (HKEX)

- In June 2017, HKEX and Hong Kong Science and Technology Parks Corporation jointly launched a Road to IPO platform for high potential tech companies.
- HKEX also launched a consultation paper to establish a New Board which would allow new economy^[3] pre-profit firms to list, permit DCS structures and allow secondary listings of Mainland Chinese companies.
- Following the mixed reactions of investors to the New Board proposal and successful listings of tech companies in the Hong Kong market during 2017, HKEX is reported to be evaluating its plans to set up the New Board and instead considering amending existing listing rules.

Indonesia Stock Exchange (IDX)

- In March 2017, IDX launched a business incubator program to help start-ups develop their businesses and prepare for IPO.
- During 2017, Indonesian e-commerce start-up, Koison, became the first tech start-up to be listed on the IDX.

^[1] DCS structures comprise a class of stock, often distributed to founding shareholders, that carries more voting rights than the ordinary shares sold to the public.

^[2] Developed markets refer to any of the 22 markets which are classified as developed by the international index providers, FTSE and MSCI.

^[3] New Economy includes sectors like internet, biotechnology and others.

Source: Media articles

Special Features III: Tech Start-up

Top IPOs of Singapore-Based Tech Companies during 2017

NetLink NBN

Licenses its network for broadband, Internet-protocol TV and VoIP services, fiber connections and other non-fiber ancillary services

Listing Date	19 July 2017
Funds Raised	US\$ 1.7 billion
IPO Valuation	US\$ 2.3 billion
Stock Exchange	Singapore Exchange (SGX)

Singapore's biggest IPO in the past 6 years since Hutchison Port Holdings Trust raised US\$ 5.5 billion in 2011

Sea Ltd (formerly Garena)

Internet platform company in the digital entertainment, e-commerce and digital financial service businesses

Listing Date	20 October 2017
Funds Raised	US\$ 884.4 million
IPO Valuation	US\$ 4.9 billion
Stock Exchange	The New York Stock Exchange (NYSE)

Southeast Asia's former most valuable unicorn debuted at 8.4% above IPO price, but currently trades below IPO price

Razer Inc

Designs, develops and sells gaming hardware, software and services

Listing Date	13 November 2017
Funds Raised	US\$ 528.0 million
IPO Valuation	US\$ 6.3 billion
Stock Exchange	The Stock Exchange of Hong Kong (SEHK)

The Singapore-founded company's IPO was **oversubscribed by more than 290 times** by retail investors

Singapore's supportive ecosystem for tech startups has positioned it as a desirable jurisdiction to operate for tech companies. However, such companies seem to prefer the United States or Hong Kong for IPO possibly due to relatively better liquidity, option for dual-class share structures and apparent market appetite for pre-profit stage listings.

Special Features III: Tech Start-up

Top IPOs of Tech Companies on the Stock Exchange of Hong Kong during 2017

ZhongAn Insurance

China's first online-only insurance firm owned by Tencent, Alibaba and Ping An Insurance

Listing Date	21 September 2017
Funds Raised	US\$ 1.5 billion
IPO Valuation	US\$ 10.0 billion
Stock Exchange	China

Asia's largest ever financial technology IPO

Yixin Group

China's largest online car retailing platform backed by Tencent and JD.com

Listing Date	16 November 2017
Funds Raised	US\$ 867.0 million
IPO Valuation	US\$ 8.2 billion
Stock Exchange	China

The company's IPO was **oversubscribed by 560 times** by retail investors

China Literature Limited

China's largest online publishing and e-book company owned by Tencent

Listing Date	8 November 2017
Funds Raised	US\$ 1.1 billion
IPO Valuation	US\$ 12.0 billion
Stock Exchange	China

The company's shares surged by more than 80% upon IPO, making it the **biggest first-day gain for a large IPO globally in 2017**

During 2017, investors in the Hong Kong market embraced tech IPOs backed by well-known business giants which reflected positive market sentiments for new economy companies. As an attempt to leverage on this sentiment, tech unicorns such as Ant Financial, Lufax, Meituan-Dianping and Tencent Music Entertainment Group are reported to be considering IPOs on the Hong Kong Stock Exchange.

Sector Definitions

BFSI (Banking, Financial Service and Insurance) — Includes Banks, Diversified Financial Services, and Insurance Services

Consumer Discretionary — Includes Consumer Durables, Apparel, Accessories and Luxury Goods, Hotels, Restaurants and Leisure

Consumer Staples — Includes consumer-focused sectors such as Food and Beverages, Breweries and Distilleries, Household and Personal Care Products, and Agricultural Products

Education — Schools, Colleges and Learning Centers

Energy — Includes sub-classifications such as Alternate Energy, Energy Equipment and Services, Oil & Gas Drilling, and Oil & Gas Equipment and Services

Healthcare — Includes Healthcare Providers and Services, Healthcare Equipment and Supplies, and Pharmaceuticals and Biotechnology

Industrials — Broadly includes Capital Goods, Construction and Engineering, Electrical Equipment, Industrial and Trading Conglomerates, Commercial Services and Supplies, Transportation Services and Infrastructure (includes air, marine and land transport)

Materials — Includes Specialty and Industrial Chemicals, Industrial Gases, Agricultural Fertilizers and Chemicals, Metal and Glass Containers, Paper and Plastic Products, Metals and Mining

Media and Communication — Includes Media, Advertising, Broadcasting and Cable TV, Movies and Entertainment and Publishing

Sector Definitions

Professional Services — Includes Consulting Services, Employment Services, Legal and Professional Organizations, and Environmental Services

Real Estate — Real Estate Management and Development, REITs

Retail — Includes Internet and Catalog Retail, Multiline Retail such as Hypermarkets and Supermarkets, and Specialty Retail

SWF – Sovereign Wealth Fund

Technology — Includes sub-classifications such as Hardware, Semiconductors, Software, Design, Manufacturing and Distribution of Technology, Technology Services

Telecommunication — Includes Telecommunication Equipment and Data Service Providers

Utilities — Power, Water

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Disclaimer

Duff & Phelps's Transaction Trail is compiled from various information sources, including but not limited to industry sources and press and media releases. Duff & Phelps is not responsible for the accuracy or completeness of these information sources. All transactions are shown as reported without independent verification.

Annual Issue 2017 – Duff & Phelps's *Transaction Trail* is compiled based on the deal information available during the December 2016 to November 2017 period.

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