

Transaction Trail

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

Half-Yearly Issue 2017



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Welcome note

We are happy to publish Transaction Trail Half Yearly Issue for 2017. As we enter into our sixth year of this publication, I would like to convey our heartfelt thanks to our readers for their continued support and encouragement. This edition of the report covers mergers & acquisitions (“M&A”), private equity/venture capital investments (“PE/VC”) and initial public offerings (“IPOs”) in Singapore, Malaysia and Indonesia (the “region”) for H1 2017*.

Global M&A activity has been fairly sanguine this year as it broadly maintained the same levels reached during H1 2016. While we have not seen similar historical deal making levels reached in 2015, Global M&A activity has been reasonably healthy in the first half of this year, with about 19,900 transactions globally, valued at over US\$ 1.5 trillion. (Source: Bloomberg).

During H1 2017, the region recorded a total deal activity worth US\$ 63.3 billion from 818 deals in M&A, PE/VC & IPO surpassing the H1 2016 figure of US\$ 54.2 billion from 655 deals. Singapore has been the driving force behind the M&A deal-making, contributing US\$ 42.6 billion, a notch higher than US\$ 40.5 billion during H1 2016. There have been 11 billion dollar plus deals in H1 2017 compared to 8 for the H1 2016.

Approximately, 68% of the M&A values in Singapore have come from outbound acquisitions. The sustained momentum of transaction activity from the Sovereign Wealth Funds (SWF’s) has contributed to these deal values. Real Estate has maintained its position as the top sector with Healthcare at the second spot. Along with Technology, the top 3 sectors accounted for 64% of total M&A deal values.

The PE/VC investments in Singapore have continued the strong growth trend from 2016 with 90 deals having an aggregate value of US\$ 3.2 billion in H1 2017.

The IPO market activity for Singapore has seen a pick-up in the number of public-listings with a total of 12 IPOs on the Singapore Exchange, raising a capital of US\$ 300 million during H1 2017. However, total capital raised in H1 2017 was significantly lower compared with 2016.

Malaysia has seen a strong momentum in deal activity with total deals in M&A, PE/VC and IPO valued at US\$ 13.6 billion in H1 2017 compared to US\$ 9.4 billion in H1 2016.

Indonesia has continued its strong showing for H1 2017 with total deal values at US\$ 4.7 billion, driven by large transactions in the technology and agriculture sectors.

When we look at the outlook for the second half of the year, on one hand, the market sentiments are negative which is leading to uncertainty in deal making. This is attributable to slower pick up in oil prices, a steady stream of bad news coming from the shipping and marine sector, a lack of large acquisitions in the private sector, reduced number of IPOs, slowing growth in developing economies, and rapid and unprecedented changes in global regulations, among other factors. Having said that, the silver lining is emerging stronger in the region with several positive developments. These include growth in M&A deal volumes and value, a significant increase in PE/VC investment, a strong IPO pipeline for the second half, improved infrastructure in developing countries due to non-traditional sources of energy, more alternate investment funds setting up a base in Singapore, significant development in the tech start-up ecosystem in Southeast Asia including an increase in tech Unicorns in the region, several global companies setting up their Intellectual Property hubs in Singapore and many more such developments.

While it will be interesting to see how deal making pans out for the rest of the year, we are hoping for a sustained level of momentum in overall deal values and a pick up in private sector transactions and investments going forward.

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

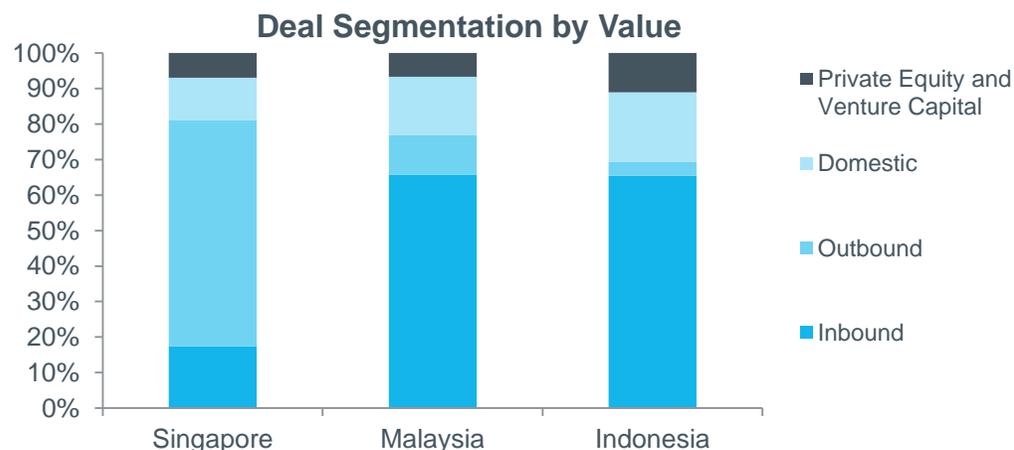


Srividya C. Gopalakrishnan
Managing Director
Duff & Phelps Singapore Pte Ltd

H1 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 June' 17)								
Inbound	104	7,988	82	8,256	54	2,937	240	19,182
Outbound	190	29,159	30	1,421	4	170	224	30,750
Total Cross border	294	37,147	112	9,677	58	3,108	464	49,932
Domestic	89	5,434	121	2,057	23	882	233	8,372
Total Merger and Acquisitions	383	42,581	233	11,733	81	3,990	697	58,304
Regional Deals							41	1,111
Net Total Mergers and Acquisitions							656	57,193
Private Equity and Venture Capital	90	3,184	13	841	21	498	124	4,524
Total M&A, PE & VC	473	45,765	246	12,575	102	4,488	780	61,717
Initial Public Offerings (IPOs)	12	300	10	1,060	16	254	38	1,614
Total M&A, PE & VC, IPOs	485	46,065	256	13,634	118	4,742	818	63,331

PE/VC investments have witnessed strong momentum over the last two years and the first half of 2017 has already shown significant growth compared to the first half of 2016.



Deal Highlights

A total of 818 M&A, PE/VC, IPO deals were recorded in the region for the first half of 2017 with a combined value of US\$ 63.3 billion.

Singapore recorded a total M&A deal volume of 383 deals during this period, valued at US\$ 42.6 billion, compared to US\$ 40.5 billion in the first half of 2016. Outbound deals accounted for about 68% of the total deal value compared to 66% in 2016, followed by inbound deals which contributed to 19% of the total deal value compared with 15% for the full year 2016. Domestic deals accounted for 13% of total transacted value.

During the same period, Singapore witnessed 90 PE/VC investments amounting to approximately US\$ 3.2 billion.

IPO listings in Singapore witnessed a decline, with IPO capital raised in 2017 up to June amounting to approximately US\$ 300 million compared to US\$ 1.9 billion for full year 2016.

Malaysia recorded a total of 233 M&A deals during the year, valued at US\$ 11.7 billion, where inbound deals accounted for majority of M&A deals by capturing a share of 70%.

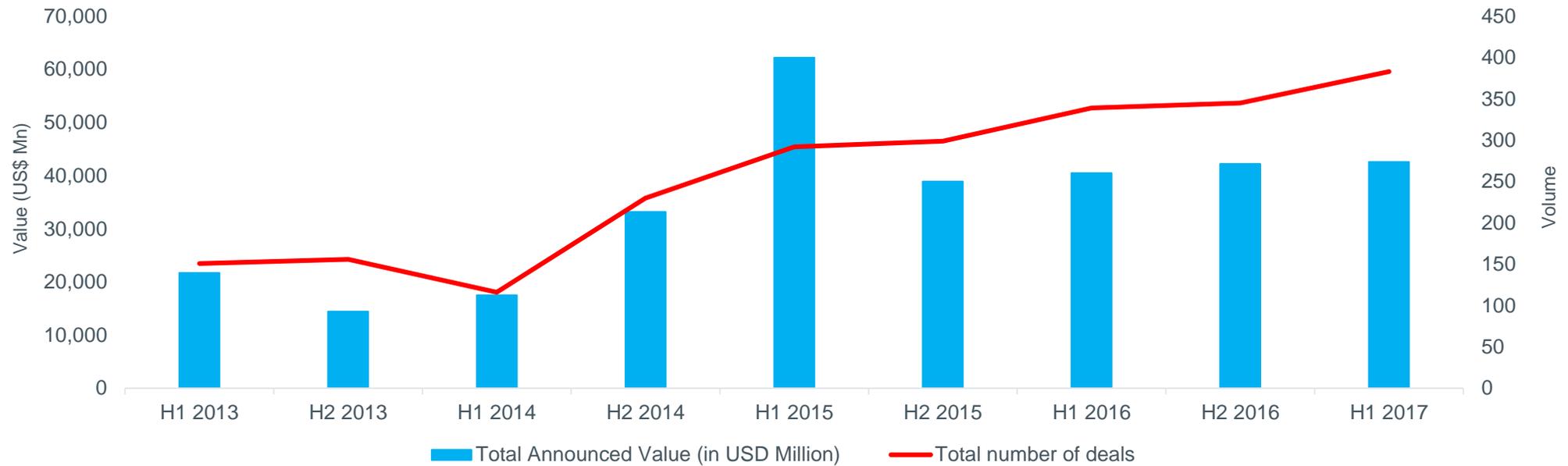
Indonesia has continued with the pace it picked up last year with M&A deals mounting to nearly US\$4 billion in the first half.

Regional PE/VC investments in first half of 2017 amounted to 124 deals with a combined deal value of approximately US\$ 4.5 billion.

H1 2017 Deal Round-Up

M&A deal volume has increased steadily over the past two years, with higher M&A deal values attained in H1 2017.

Singapore M&A Half-Yearly Trend Analysis

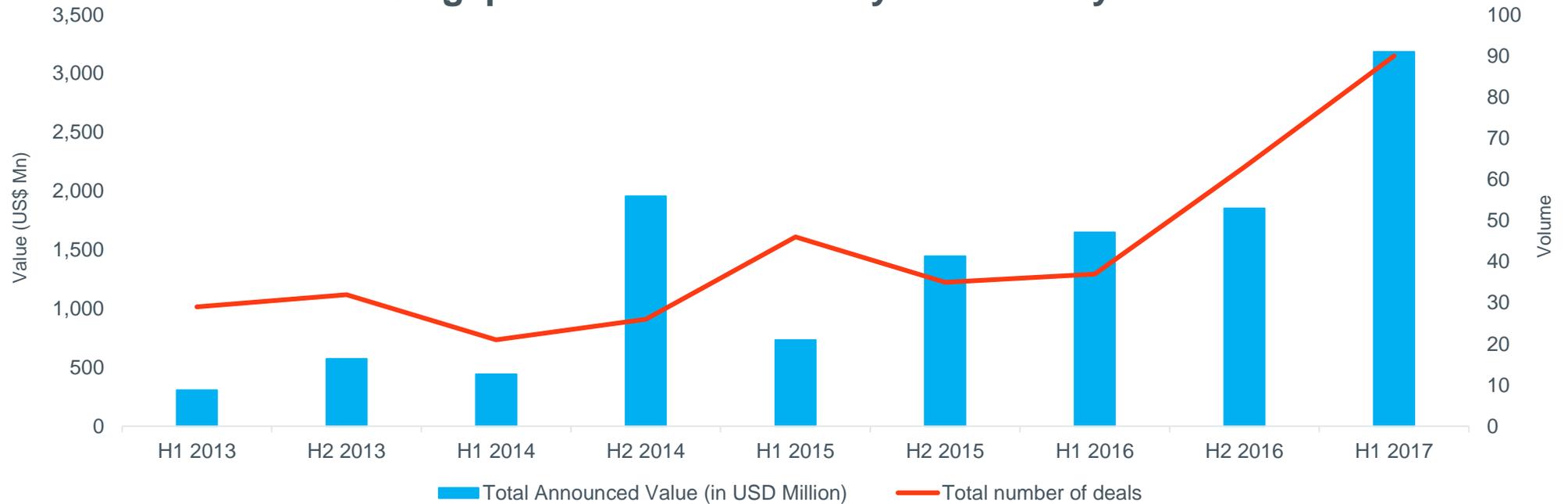


2013		2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)						
307	36,129	346	50,728	591	101,171	684	82,712	383	42,581

H1 2017 Deal Round-Up

PE/VC investment has continued to see new record highs with half yearly transacted value reaching US\$ 3.2 billion in H1 2017.

Singapore PE/VC Half-Yearly Trend Analysis

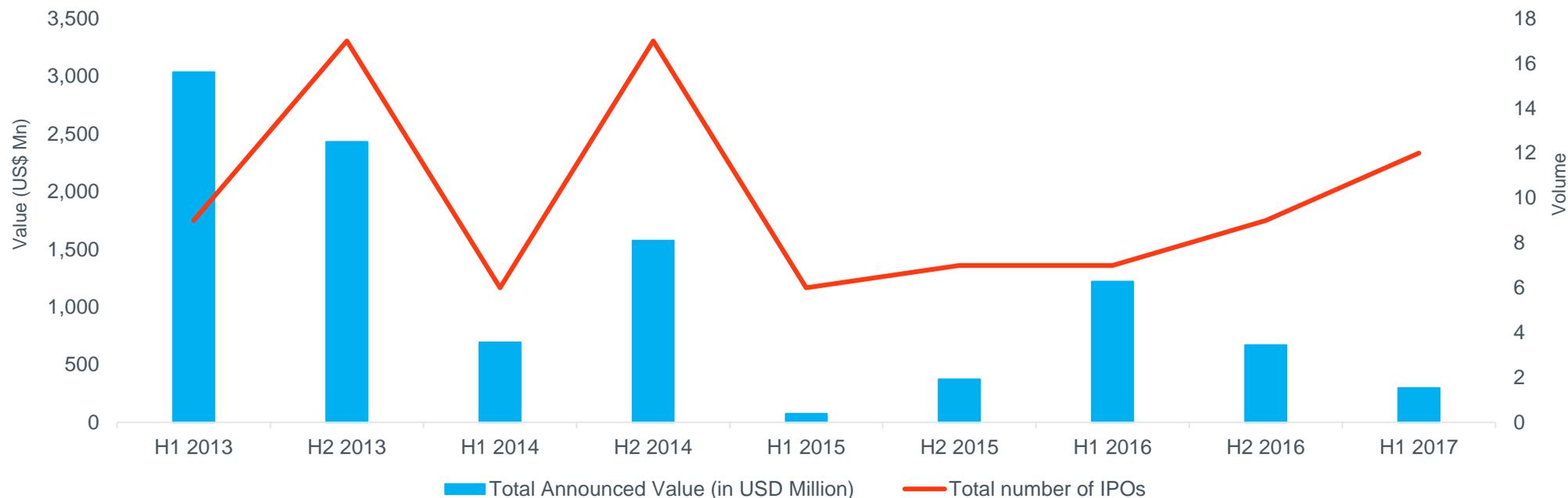


2013		2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)						
61	883	47	2,400	81	2,182	100	3,503	90	3,184

H1 2017 Deal Round-Up

The number of IPO listings increased for the first half of 2017 with 12 IPOs, however total capital raised was significantly lower at approximately US\$ 300 million compared with 2016.

Singapore IPO Half-Yearly Trend Analysis

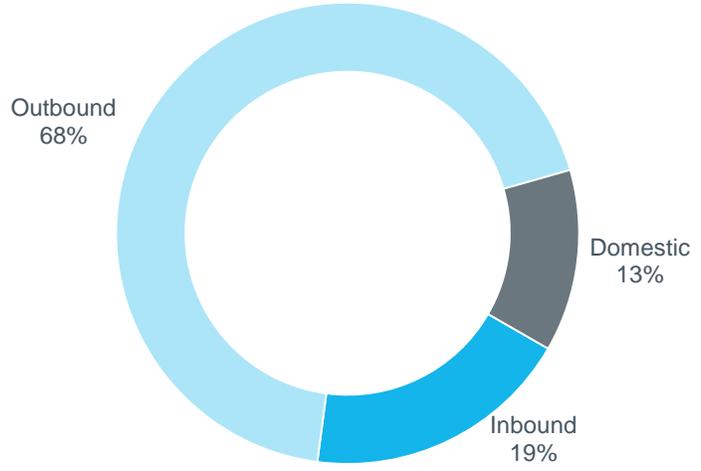


2013		2014		2015		2016		H1 2017	
Listing Volume	Capital Raised (US\$ Mn)								
26	5,469	23	2,270	13	451	16	1,893	12	300

An Overview of Singapore's M&A Activity



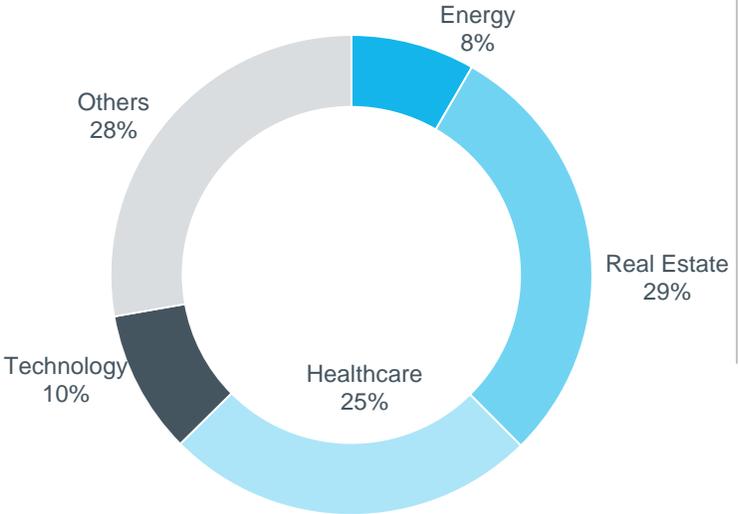
M&A Deal Value - % Share



A total of 383 M&A transactions took place in the first half of 2017, with a total announced value of US\$ 42.6 billion.

Real Estate was the most active sector in H1 2017 accounting for 29% of activity. Healthcare accounted for approximately 25% of the total value with substantial contribution from GIC's acquisition of Pharmaceutical Product Development LLC valued around \$9.1 billion. Technology sector which accounted for a substantial portion of 16% of M&A deal value last year, declined to around 10% this year.

M&A Deal Value by Sector



Inbound

Top Sector:
Energy



Outbound

Top Sector:
Healthcare



Domestic

Top Sector:
Real Estate

An Overview of Singapore's M&A Activity

Top M&A Deals in Singapore during H1 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, Golden Gate Capital LP and others*	NeuStar Inc	Telecommunications	2,900	100	Privatization and Delisting
Exxon Mobil Corp	InterOil Corp	Energy	2,500	100	Acquisition
GIC Pte Ltd, Hellman & Friedman LLC	Allfunds Bank SA	Technology	1,908	100	Acquisition
GIC Pte Ltd, Montagu Private Equity and others*	Visma Group Holding AS	Technology	1,819	Not Disclosed	Not Available
Mapletree Investments Pte Ltd	US Student Housing Assets	Real Estate	1,600	100	Acquisition
Mercatus Co-operative Ltd	Jurong Point Mall	Retail	1,568	100	Acquisition

*Others refers to a consortium of investors.

GIC dominated the charts with significant investments made in healthcare, telecommunication and technology sectors. Notable deals include the privatization and delisting of NeuStar Inc. from the NYSE for US\$ 2.9 billion. NeuStar Inc. is an American company that provides real-time data and analytics for telecom companies.

An Overview of Singapore's M&A Activity

Top M&A (Non-Sovereign Wealth Fund) Deals in Singapore during H1 2017

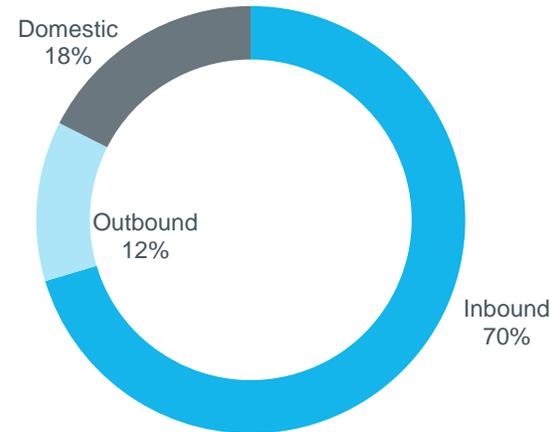
Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
Exxon Mobil Corp	InterOil Corp	Energy	2,500	100	Acquisition
Mapletree Investments Pte Ltd	US Student Housing Assets	Real Estate	1,600	100	Acquisition
Mercatus Co-operative Ltd	Jurong Point Mall	Retail	1,568	100	Acquisition
Jacobs Douwe Egberts BV	Super Group Ltd	Consumer Staples	1,045	100	Acquisition
Alibaba Group Holding Ltd	Lazada Group SA	Technology	1,000	32	Majority

Excluding SWF deals, significant deal activity included Exxon Mobil's acquisition of InterOil for US\$ 2.5 billion, Mapletree's acquisition of Student Housing Assets in US for US\$ 1.6 billion and Mercatus' acquisition of Jurong Point Mall for US\$ 1.6 billion.

An Overview of Malaysia M&A Activity



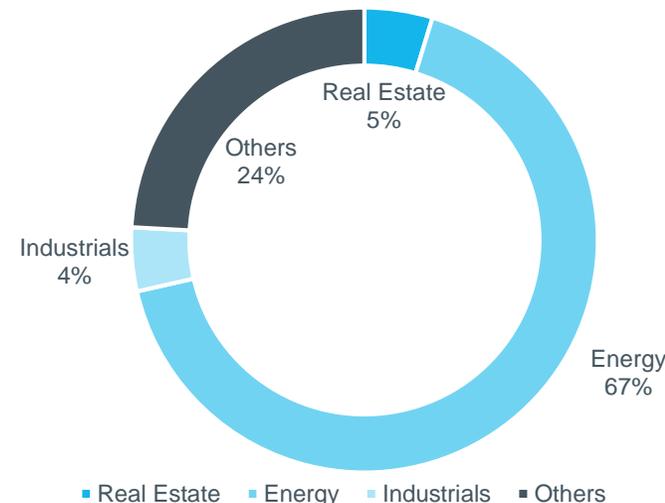
M&A Deal Value - % Share



A total of 233 M&A transactions took place up to June 2017 with a total announced deal value of US\$ 11.7 billion. Inbound M&A deals comprised close to 70% of the total deal value.

The Energy sector saw a large increase in activity with several high value deals for both inbound and outbound. The largest Energy deal was the acquisition of Refinery and Petrochemical Integrated development by Saudi Arabia's ARAMCO, paying out US\$ 7 billion for a 50% stake in the Refinery and Petrochemical Integrated Development (Rapid) project.

M&A Deal Value by Sector



■ Real Estate ■ Energy ■ Industrials ■ Others



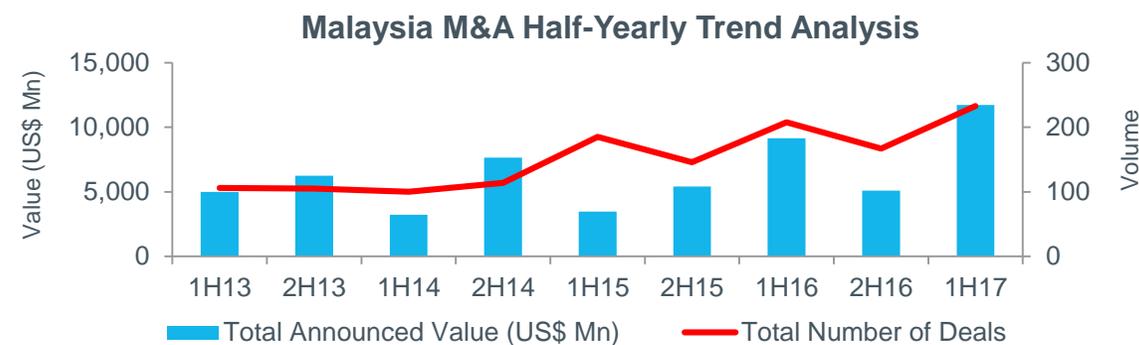
An Overview of Malaysia M&A Activity

Top M&A Deals in Malaysia during H1 2017

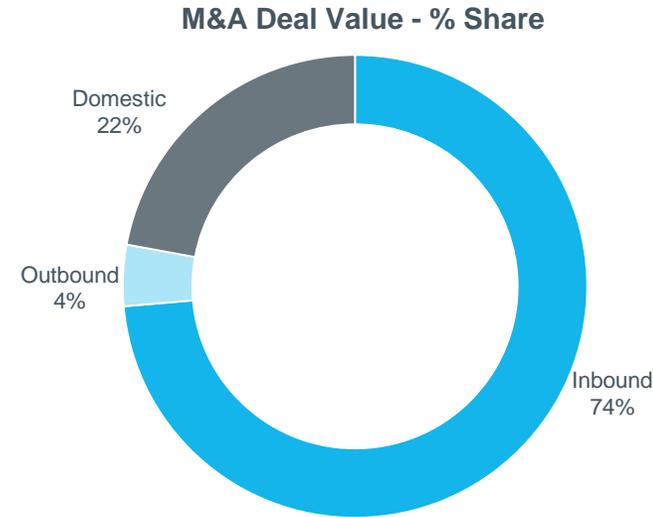
Malaysia witnessed a higher number of deals for the first half of this year as compared to H1 2016.

Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
ARAMCO	Refinery and Petrochemical Integrated Development (RAPID)	Energy	7,000	50	Majority
TNB International Sdn Bhd	Solar assets	Energy	607	50	Majority
Sarawak Energy Bhd	Sarawak Hidro Sdn Bhd	Utilities	561	100	Acquisition
Malaysian Felda Investment Corporation (FIC) Properties Sdn Bhd	PT Eagle High Plantations	Agriculture	505	37	Minority
Reza Group Saudi	McDonald's franchise licenses	Consumer Discretionary	400	100	Acquisition
Cathay Financial Holding Co Ltd	Bank of Nova Scotia Bhd	BFSI	255	100	Acquisition
Sumatec Resources Berhad	Markmore Energy (Labuan) Ltd.	Energy	205	100	Acquisition
LSH Logistics Ltd	Hap Seng Logistics Sdn Bhd	Industrials	169	100	Acquisition
Zhejiang Geely Holding Group Co Ltd, Etika Automotive Sdn Bhd	Lotus Advance Technologies Sdn Bhd	Consumer Discretionary	130	100	Acquisition

2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)
214	10,871	331	8,870	375	14,253	233	11,733



An Overview of Indonesian M&A Activity

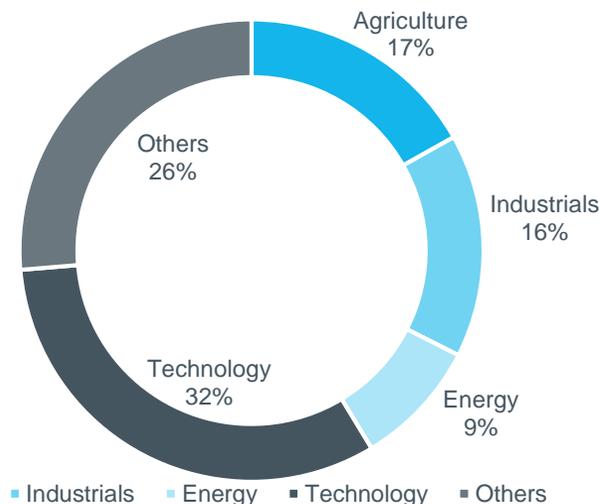


M&A deal volume reached a total of 81 deals in Indonesia with a total announced deal value of approximately US\$ 4 billion. Inbound M&A took up the majority share (around 74%) of total deal value.

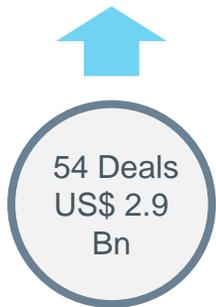
Technology was the largest sector in value terms, followed by Agriculture.

Amongst the high value deals, Tencent Holdings' investment in Go-Jek grabbed the headlines with the deal valued around US\$1.2 billion. Separately, Malaysian Felda Investment Corporation acquired a minority stake in PT Eagle High Plantations for US\$ 0.5 billion.

M&A Deal Value by Sector



■ Agriculture ■ Industrials ■ Energy ■ Technology ■ Others



Inbound

Top Sector:
Technology



Outbound

Top Sector:
Energy



Domestic

Top Sector:
Industrials

An Overview of Indonesian M&A Activity

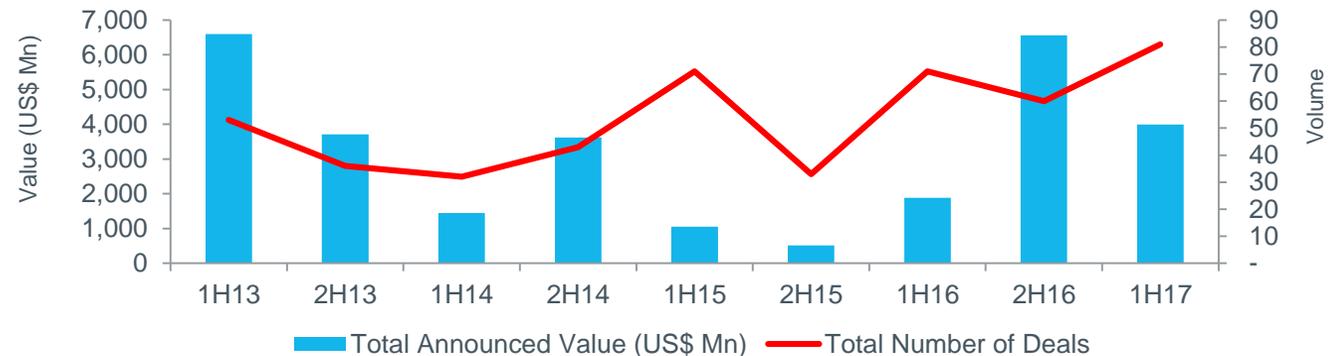
Top M&A Deals in Indonesia during H1 2017

Acquirer	Target	Target Sector	Value (US\$ Mn)	% Stake Acquired	Type
Tencent Holdings Ltd	PT GO-JEK Indonesia	Technology	1,200	Not Disclosed	Not Applicable
Malaysian Felda Investment Corporation (FIC) Properties Sdn Bhd	PT Eagle High Planatation	Agriculture	505	37	Minority
BP PLC	Tangguh LNG Project	Utilities	313	3	Minority
PT Taspen Persero, PT Sarana Multi Infrastruktur Persero	PT Waskita Toll Road	Industrials	262	29	Minority
PT Astra International Tbk	PT Baskhara Utama Sedaya	Industrials	260	100	Acquisition
China Nonferrous Metal Industry's Foreign Engineering and Construction Co., Ltd	PT Dairi Prima Mineral	Materials	199	51	Majority
PT Medco Energi Internasional Tbk	Inpex Natuna Ltd	Energy	167	100	Acquisition

2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)
75	5,065	104	1,570	131	8,450	81	3,989

The first half of 2017 saw a significant pick up in total M&A deal values as compared to the first half of 2016. M&A deals are continuing with the momentum picked up in the second half of last year with total M&A deal value at approximately US\$ 4 billion for the first half of 2017.

Indonesia M&A Half-Yearly Trend Analysis



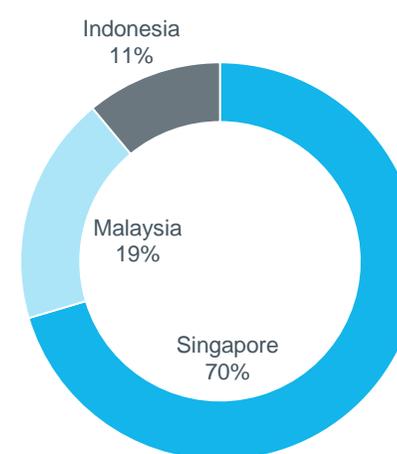
Private Equity / Venture Capital Snapshot in the Region

Investor	Investee	Sector	Country	Investment Value (US\$ Mn)
SoftBank Group Corp and *others	GrabTaxi Holdings Pte Ltd	Technology	Singapore	1,500
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
Goldman Sachs Group Inc, TPG Capital LP	AirTrunk Pte Ltd	Technology	Singapore	306
GIC Pte Ltd	PT Nusantara Sejahtera Raya	Consumer Discretionary	Indonesia	261
Canada Pension Plan Investment Board	LOGOS Singapore Logistics Venture and LOGOS Indonesia Logistics Venture	Industrials	Singapore and Indonesia	242
Northstar Advisors Pte Ltd	Innovalues Ltd	Technology	Singapore	238
Proterra Investment Partners LP	FKS Food & Agri Pte Ltd	Consumer Staples	Indonesia	100
Naspers Ltd, Sky PLC, Mobile Telecommunications Co KSC, Liberty Global PLC and others*	iflix Sdn Bhd	Consumer Discretionary	Malaysia	90

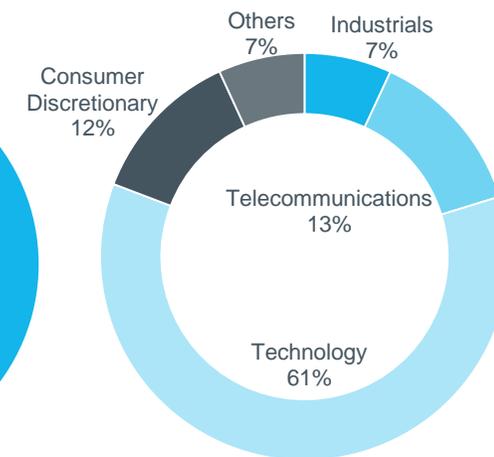
*Others refers to a consortium of investors.

Regional PE/VC	2013		2014		2015		2016		H1 2017	
	Deal Volume	Value (US\$ Mn)								
Singapore	61	883	47	2,400	81	2,182	100	3,503	90	3,184
Malaysia	15	568	13	1,084	21	46	27	1,135	13	841
Indonesia	16	1,771	6	230	26	460	33	1,474	21	498

Deal Value by Region



Deal Value by Sector



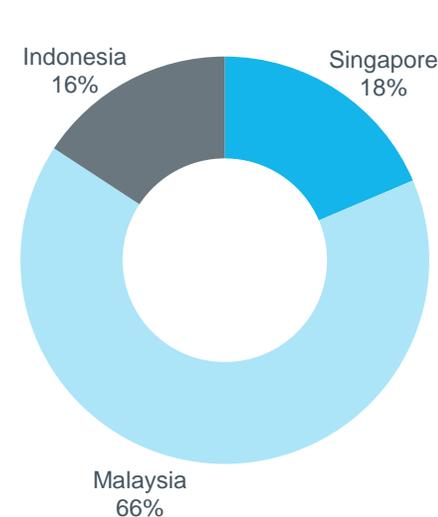
PE/VC investments in the first half of 2017 amounted to 124 deals with combined deal value of approximately US\$ 4.5 billion. Singapore was the largest contributor to PE/VC investments with total deal value of approximately US\$ 3.2 billion. Technology was the top contributing sector in the region, accounting for an estimated 61% of deal values concluded within the region.

Initial Public Offerings in the Region

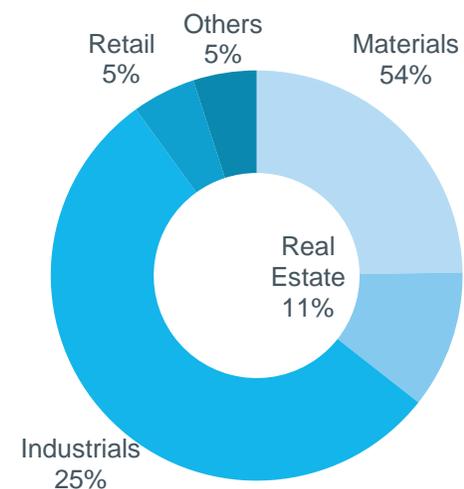
Top Initial Public Offerings in the Region during H1 2017

Company Name	Capital Raised (US\$ Mn)	Sector	IPO Exchange
Lotte Chemical Titan Holding B	878	Materials	Bursa Malaysia
HRnetGroup Ltd	126	Industrials	Singapore Exchange
Serba Dinamik Holdings Bhd	91	Industrials	Bursa Malaysia
Dasin Retail Trust	84	Real Estate	Singapore Exchange
KIP REIT	53	Real Estate	Bursa Malaysia
PT Kirana Megatara Tbk	40	Industrials	Jakarta Exchange
PT Armidian Karyatama Tbk	37	Real Estate	Jakarta Exchange
PT Totalindo Eka Persada Tbk	36	Industrials	Jakarta Exchange
Kimly Ltd	31	Retail	Singapore Exchange
PT Hartadinata Abadi Tbk	25	Retail	Jakarta Exchange
PT Integra Indocabinet Tbk	25	Industrials	Jakarta Exchange
Nusantara Pelabuhan Handal Tbk	23	Industrials	Jakarta Exchange

IPO Deal Value by Region



IPO Deal Value by Sector



Regional IPOs	2014		2015		2016		H1 2017	
	Listing Volume	Capital Raised (US\$ Mn)						
Singapore	23	2,270	13	451	16	1,893	12	300
Malaysia	13	1,011	8	744	11	214	10	1,060
Indonesia	19	636	13	765	14	907	16	254

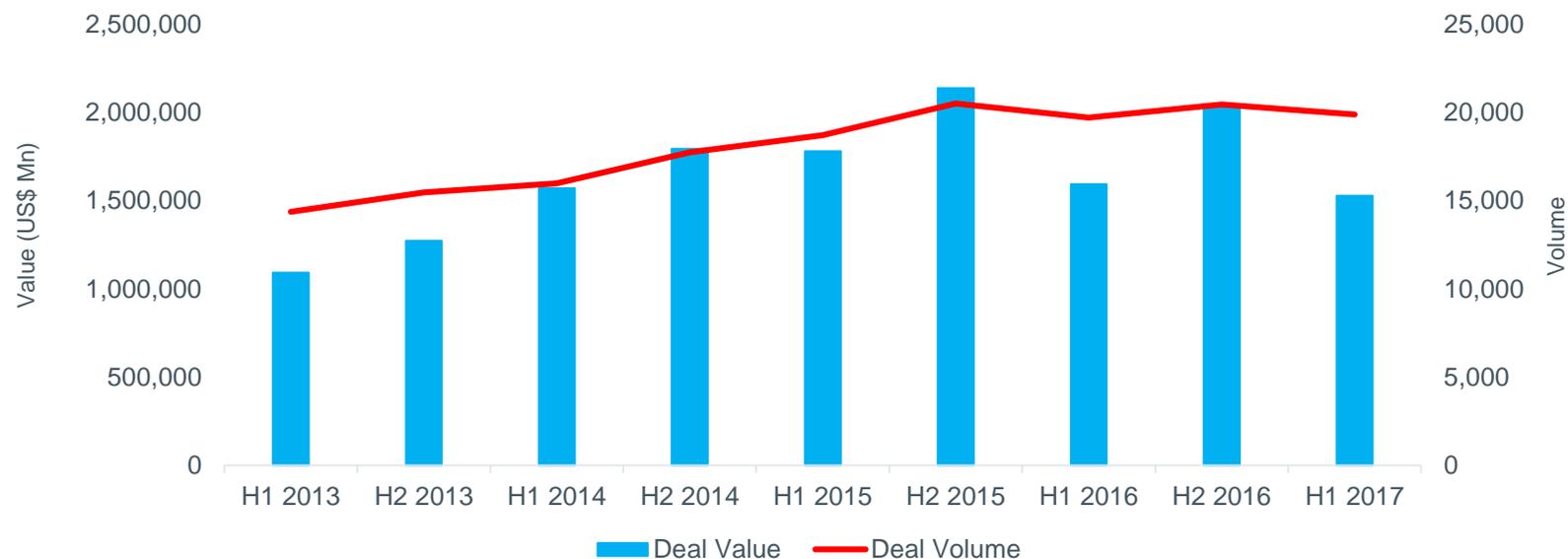
IPOs in Singapore saw a sharp decline in the first half of 2017 as compared to 2016. Capital raised in the first half amounted to US\$ 300 million as compared to US\$ 1.2 billion in first half of 2016. Malaysia experienced significantly higher capital raised with Lotte Chemical Titan as the largest IPO in the region with a total capital raised of US\$ 878 million.

Special Features I: Global M&A Trends

During the first half of 2017, there were a total of 19,898 transactions, representing an aggregate deal value of US\$1,529.1 Bn.

Global M&A deals in the first half of 2017 witnessed slightly lower deal values, but the number of transactions are in line with the first half of 2016.

Global M&A Half-Yearly Trend Analysis



2013		2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)						
29,816	2,365,711	33,676	3,368,025	39,242	4,007,438	35,192	3,149,105	19,898	1,529,131

Source: Bloomberg

Special Features I: Global M&A Trends

Top 10 Global M&A Deals during H1 2017

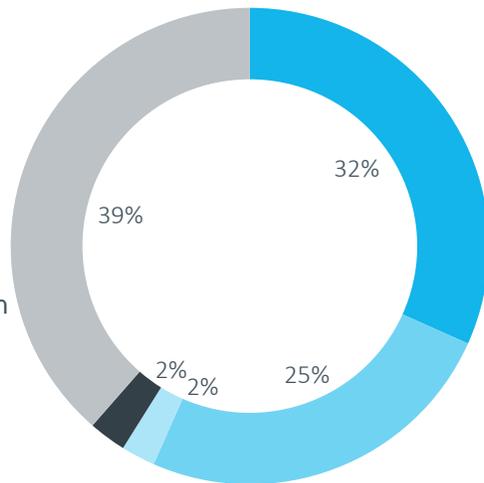
Acquirer	Target	Target Sector	Value (US\$ Mn)	Proposed Stake Acquisition (%)	Type
Praxair Inc	Linde AG	Basic Materials	42,123	100	Merger
Atlantia SpA	Abertis Infraestructuras SA	Consumer, Non-cyclical	34,388	100	Acquisition
Johnson & Johnson	Actelion Ltd	Consumer, Non-cyclical	29,762	100	Acquisition
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
Reckitt Benckiser Group PLC	Mead Johnson Nutrition Co	Consumer, Non-cyclical	17,810	100	Acquisition
ONEOK Inc	ONEOK Partners LP	Energy	17,378	81	Acquisition
Essilor International SA	Luxottica Group SpA	Consumer, Cyclical	16,609	62	Merger
Intel Corp	Mobileye NV	Consumer, Cyclical	14,132	100	Acquisition
China Investment Corp	Logicor Europe Ltd	Financial	13,806	100	Acquisition

Source: Bloomberg

Special Features I: Global M&A Trends

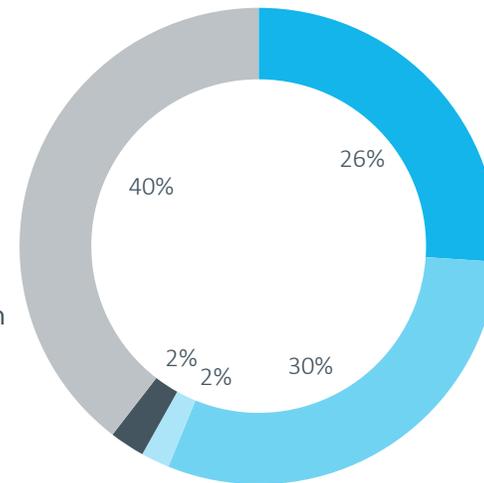
Region Breakout by Volume

- Asia Pacific
- Europe
- Middle East & Africa
- Latin America & Caribbean
- North America



Region Breakout by Value

- Asia Pacific
- Europe
- Middle East & Africa
- Latin America & Caribbean
- North America

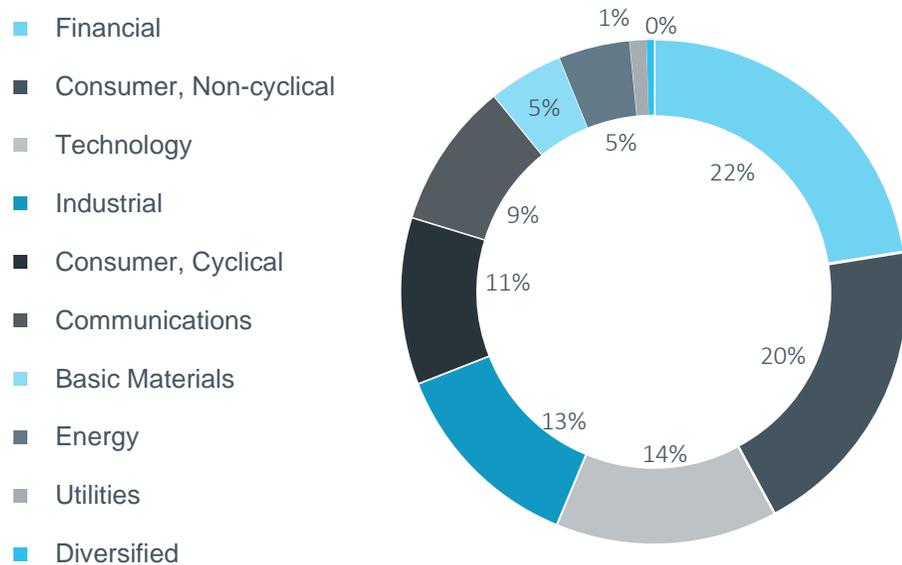


Approximately 39% of global deal volume and 40% of deal value occurred in North America.

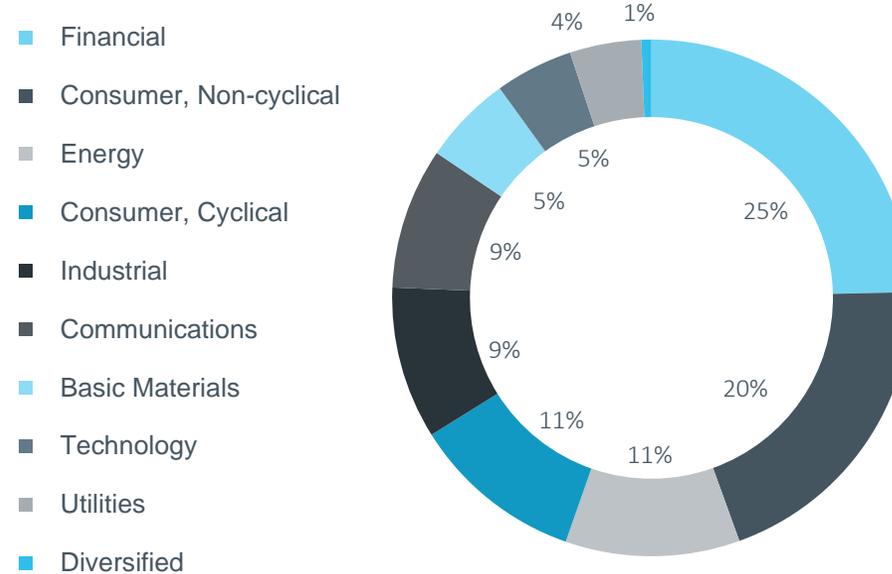
Asia Pacific has contributed to 26% of global M&A values in 2017, in line with 2016 where it contributed 25% of the global M&A values.

Special Features I: Global M&A Trends

Transaction Breakout by Volume



Transaction Breakout by Value

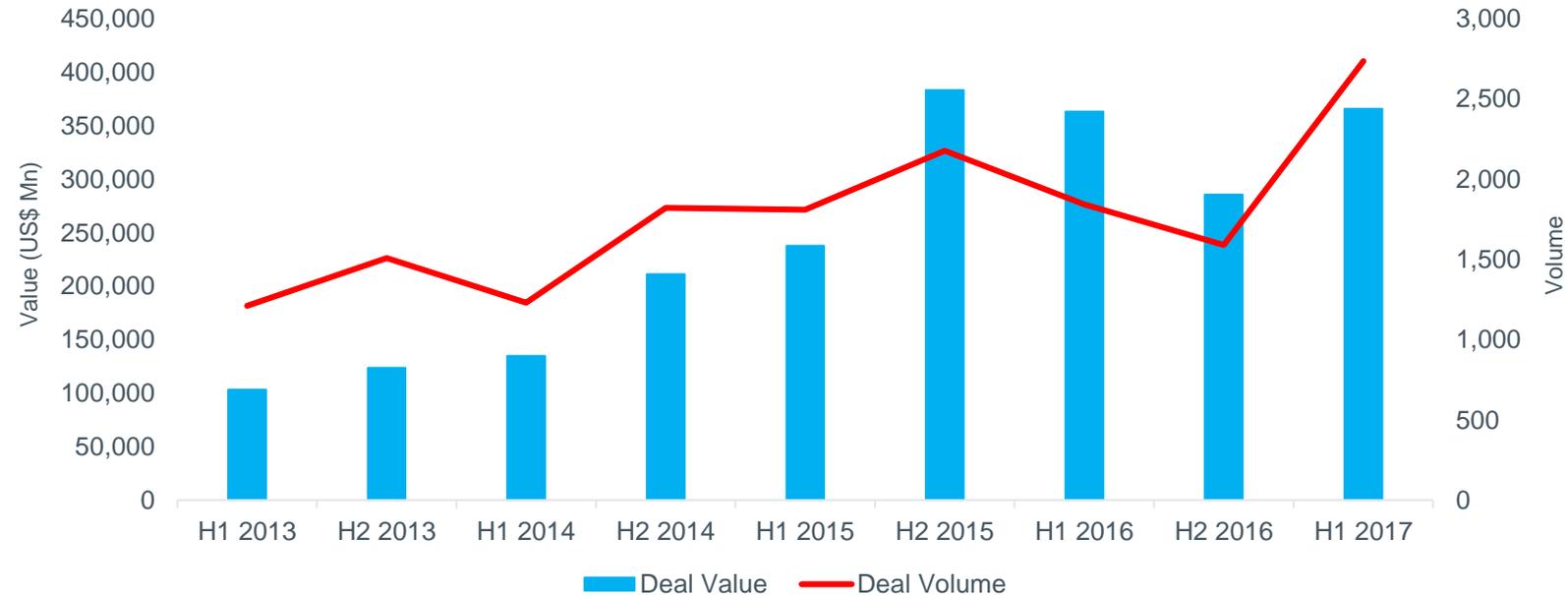


The Financial sector continued to be the most acquisitive in 2017 in terms of both volume and value, followed by the Consumer Non-cyclical sector.

Special Features II: China M&A Trends

Overall, China M&A deals have seen the highest deal volume in the first half of 2017. However, corresponding M&A deal values have remained broadly in line with first half of 2016, indicating a decline in average deal size.

China M&A Half-Yearly Trend Analysis

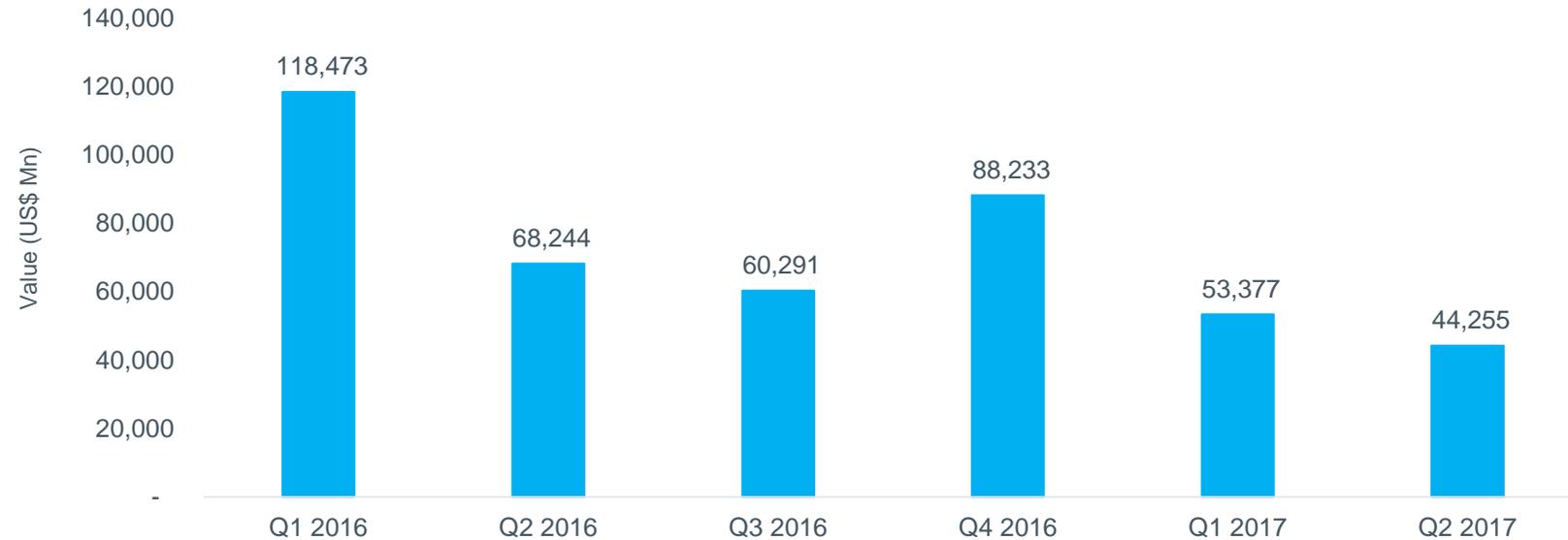


2013		2014		2015		2016		H1 2017	
Volume	Value (US\$ Mn)	Volume	Value (US\$ Mn)						
2,721	227,474	3,054	346,452	3,990	621,768	3,435	649,455	2,737	366,003

Special Features II: China M&A Trends (Outbound Deals)

China's outbound M&A trend witnessed a steady decline over the two quarters in 2017, as a result of the recent restrictions imposed by the Chinese government for China outbound foreign investment.

China Outbound M&A Quarterly Trend Analysis



Q1 2016		Q2 2016		Q3 2016		Q4 2016		Q1 2017		Q2 2017	
Volume	Value (US\$ Mn)										
238	118,473	289	68,244	297	60,291	291	88,233	286	53,377	271	44,255

Special Features II: China M&A Trends

Top 10 China M&A Deals during H1 2017

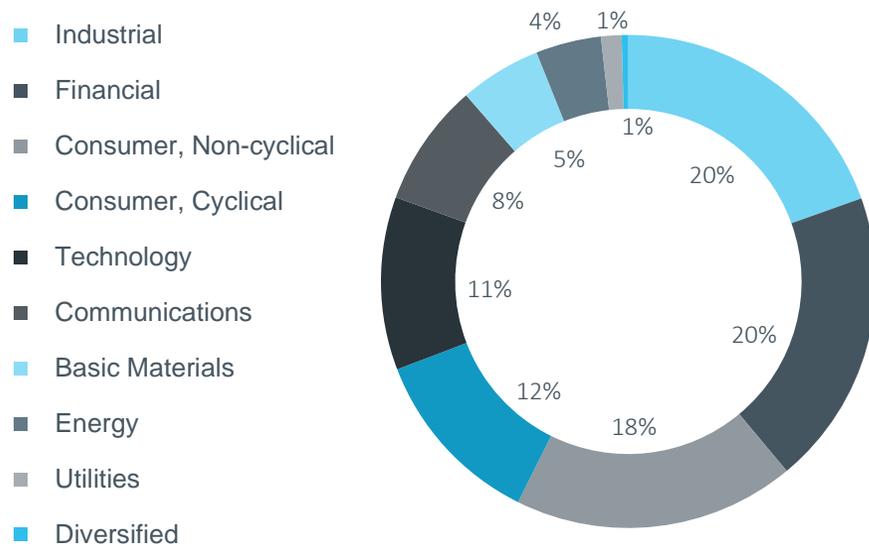
Acquirer	Target	Target Sector	Value (US\$ Mn)	Proposed Stake Acquisition (%)	Type
China Investment Corp	Logicor Europe Ltd	Financial	13,806	100	Acquisition
China Vanke Co Ltd	Guangdong International Trust & Investment and subsidiaries	Financial	8,110	100	Acquisition
Shenzhen Metro Group Co Ltd	China Vanke Co Ltd	Financial	5,393	15	Minority
NARI Technology Co Ltd	State Grid Puruite High Voltage Transmission and other Target Assets	Utilities	4,530	Not Disclosed	Not Applicable
China Investment Corp, Qatar Investment Authority and others*	Gas distribution business (National Grid PLC - Gas Division)	Utilities	4,525	61	Majority
Shenzhen Metro Group Co Ltd	China Vanke Co Ltd	Financial	4,299	14	Minority
Shanghai Yuyuan Tourist Mart Co Ltd	28 subsidiaries (Fosun International Ltd)	Financial	4,035	Not Disclosed	Not Applicable
State Grid Corp of China	CPFL Energia SA	Utilities	3,772	46	Acquisition
New Huadu Industrial Group Co Ltd	Yunnan Baiyao Holding Co Ltd	Consumer, Non-cyclical	3,660	50	Majority
Ping An Insurance Group Co of China Ltd, Anxin Trust Co Ltd, and *others	Global Switch Holdings Ltd	Communications	2,965	49	Majority

*Others refers to a consortium of investors.

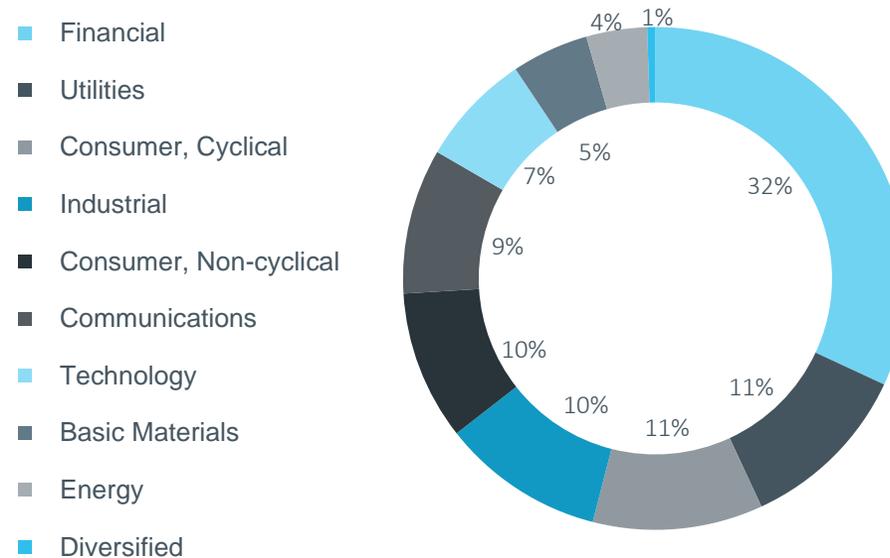
Special Features II: China M&A Trends

China M&A Trends

Transaction Breakout by Volume



Transaction 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 deal value.

Special Features III: Tech Start-up

Top 10* Tech Start-up Deals in the Region during H1 2017

Target	Acquirer/Investor	Target Country	Target Sub-Sector	Proceeds (US\$ Mn)	Deal Type
PT GO-JEK Indonesia	Tencent Holdings Ltd	Indonesia	Transportation	1,200	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 & other consortium investors	Singapore	Internet Services	550	Investment
AirTrunk Pte Ltd	Goldman Sachs Group Inc and TPG Capital LP	Singapore	Data Centers	306	Investment
Innovalues Ltd	Northstar Advisors Pte Ltd	Singapore	Industrial	238	Acquisition
PT Kudo Teknologi Indonesia	GrabTaxi Holdings Pte Ltd	Indonesia	Information Technology	100	Acquisition
Trax Technology Solutions Pte Ltd	Warburg Pincus LLC & Private Investor	Singapore	Information Technology	64	Investment
Singapore Life Pte Ltd	IPGL Holdings Ltd & Credit China Fintech Holdings Ltd	Singapore	InsurTech	50	Investment
Banking Computer Services Pvt Ltd & BCS Information Systems Pte Ltd	Network for Electronic Transfers Ltd (NETS)	Singapore	Internet Services	27	Acquisition
ROKT Pte Ltd	Time Inc, Square Peg Capital Pty Ltd, Moelis Australia Ltd & other consortium investor	Singapore	Digital Marketing	26	Investment

Over the last 3 years, PE/VC investment in the region's tech sector has more than tripled from US\$ 409 million in 2014 to US\$ 1,267 million in 2016, and US\$ 2,788 million in H1 2017. It has been the largest sector contributing to PE/VC investments in the region for the past two years.

*Based on disclosed funding and investors.

Special Features III: Tech Start-up

Tech IPO Trends

Tech Sector, One of the Most Popular for IPOs Globally; yet to see a pick up in Southeast Asia

- Over the last 3 years, tech sector accounted for 10%-20% of total IPO funds raised globally, and only a negligible share in Southeast Asia.

Global Tech Unicorns Increasingly Going for US IPOs

- 5 tech unicorn IPOs in H1 2017 (as per table below), as compared to just one during H1 2016, and 5 in total during 2016.

Company Name	IPO Date	Funds Raised (US\$ Bn)*	IPO Valuation (US\$ Bn)*	Primary Exchange
Snap Inc.	Mar'17	3.4	23.6	NYSE
MuleSoft	Mar'17	0.2	2.9	NYSE
Okta	Apr'17	0.2	2.1	Nasdaq
Cloudera	Apr'17	0.2	1.9	NYSE
China Rapid Finance	Apr'17	0.1	0.4	NYSE

Tech Unicorns are favouring US IPOs due to dual-class share structures^[1] and pre-profit stage listing.

*Figures rounded-up

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

Source: TechCrunch, S&P Cap IQ, Tech In Asia and Duff & Phelps analysis based on Deloitte 2016 Southeast Asia IPO Market Report

Southeast Asia's Tech Unicorns Eyeing US IPOs

Sea - Region's Highest Valued Unicorn

- Singapore-based internet services company, Sea (formerly Garena) is expected to file IPO in end 2017 or early 2018.
- If the IPO goes through, it might be the largest tech IPO ever from the region.

VNG - Region's First Unicorn

- Vietnam-based online gaming company, VNG signed a preliminary agreement with Nasdaq GS in May'17 to explore IPO.
- Other Asian tech unicorns in IPO pipeline include Ant Financial, Alibaba's banking and payments arm.

Special Features III: Tech Start-up

Singapore and Hong Kong Gear Up to Encourage Tech Companies

SGX and Singapore Government Partner to Boost Tech IPOs

- In May'17, SGX and Infocomm Media Development Authority (IMDA) partnered to facilitate IPO process for tech startups.
- SGX launched a consultation paper to allow dual-class share structures, which are increasingly preferred by tech companies.

SGX Facilitates Crowdfunding Initiatives

- 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 SMEs raise funds via crowdfunding.

“As a market operator, we [SGX] believe our established infrastructure and network can support and improve access to capital for early-stage companies.”

– Mohamed Nasser Ismail, Head of Equity Capital Market (SME) & Head of Capital Market Development, SGX

Hong Kong To Set Up New Board for New Economy^[1] Companies

- New Board to allow New Economy pre-profit firms to list, permit dual-class share structures and allow Mainland Chinese companies that wish to list as a secondary listing venue.
- Divided into 2 segments:

Criteria	New Board PRO	New Board PREMIUM
Target Issuers	Early-stage / pre-profit New Economy companies	Established New Economy companies
Investor eligibility	Professional investors only	All investors (i.e. retail and professional)

“We [HKEX] want to...enhance Hong Kong's competitiveness as a global financial center, attract high-growth new economy companies, diversify our markets, develop Hong Kong's new tech ecosystem and generate new additional tax revenue from trading.”

– Charles Li, CEO, HKEX

^[1] New Economy includes sectors like internet, biotechnology and others.
Source: Straits Times, Bloomberg, SGX and HKEX website

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

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.

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

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