



BUREAU VAN DIJK

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M&A Review

Greater China

FY 2017

The following report details mergers and acquisitions activity in Greater China in FY 2017 using data from the Zephyr database.

It focuses on deal activity by target company.

Click [here](#) to access the raw data in an Excel spreadsheet.

M&A volume and value declines for second consecutive year

Both the volume and value of mergers and acquisitions (M&A) targeting companies based in Greater China declined for the second consecutive year to 15,085 deals worth USD 786,636 million in 2017. In terms of volume this represents a 3 per cent decrease year-on-year, while value fell 6 per cent from USD 838,690 million across 15,605 deals in 2016 (2015: 15,987 deals worth USD 1,237,260 million).

Despite the decline by value, dealmaking was not completely stripped away as all of the top 20 deals were worth more than USD 3,000 million and the top 3 valued at over USD 8,000 million, respectively.

The largest M&A deal by value involved China United Network Communications raising USD 9,347 million in a capital increase. The company issued 9,037 million shares to investors including China Life Investment Holdings and Suning Commerce Group. This was closely followed by Hengda Real Estate Group issuing USD 9,044 million-worth of stock to raise capital.

Deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
2017	15,085	786,636
2016	15,605	838,690
2015	15,987	1,237,260
2014	10,056	622,700
2013	7,799	343,628
2012	7,271	302,474



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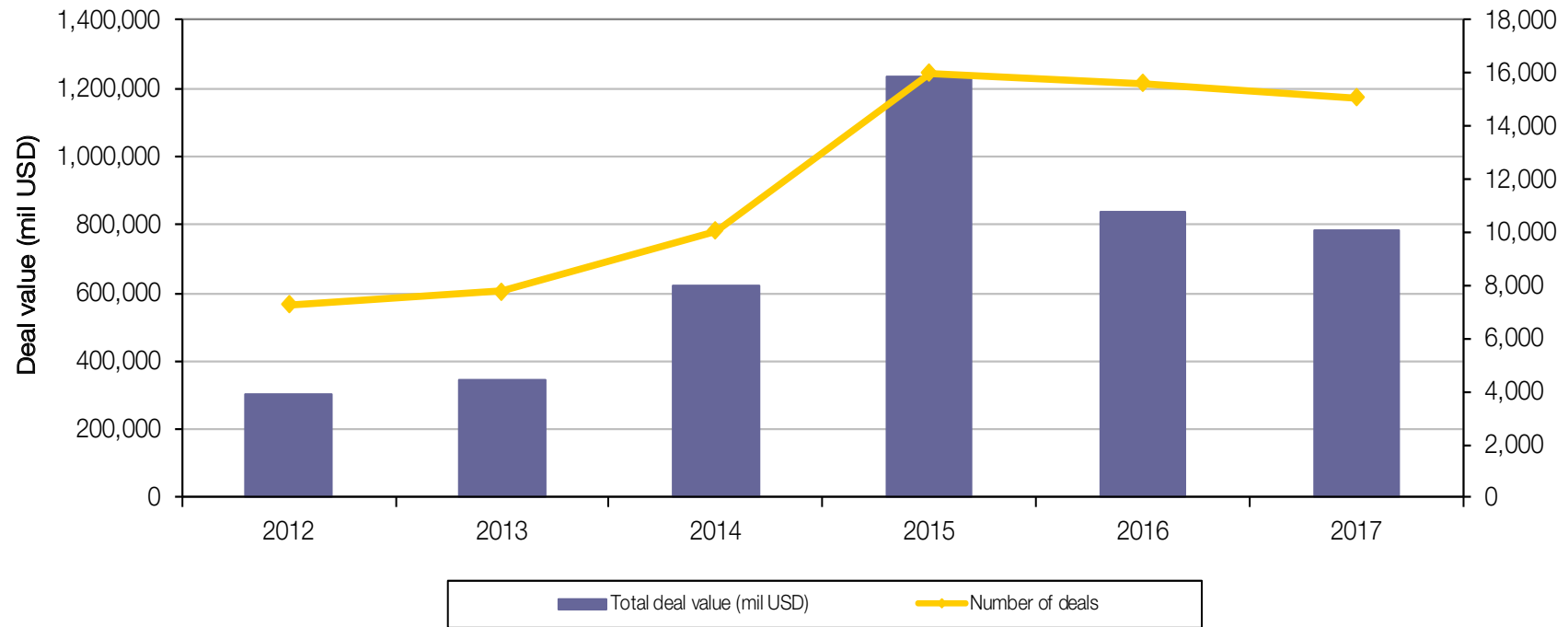


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Deals by volume and value



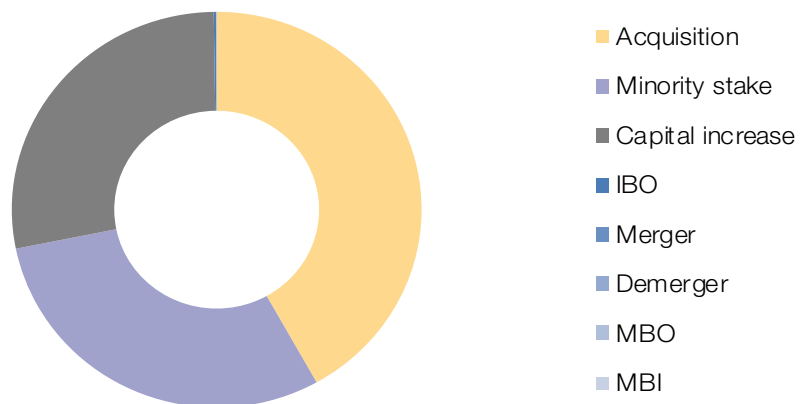
Top 20 deals by value with Greater China targets

	Deal value (mil USD)	Deal type	Target	Target country	Acquiror	Acquiror country	Announced date
1.	9,347	Capital Increase 30%	China United Network Communications Ltd	CN	China Life Investment Holdings Ltd; Suning Commerce Group Co., Ltd; Hangzhou Ali Venture Capital Co., Ltd; Shenzhen Tencent Xinda Partnership (LP); Ningbo Meishan Bonded Tax Zone Baidu Penghuan Investment Partnership (LP); Suqian Jingdong Sanhong Enterprise Management Centre (LP); Shenzhen Guangqi Internet Technology Investment Enterprise (LP); Shenzhen Weihai Fangzhou Information Industry Equity Investment Fund (LP); Investor	CN	21/08/2017
2.	9,044	Minority stake 14%	Hengda Real Estate Group Co., Ltd	CN	Sichuan Dingxiang Equity Investment Fund Management Co., Ltd; Shandong Hi-Speed Investment Holding Co., Ltd; Shandong Hi-Speed Property Group Co., Ltd; Jinan Changying Jincheng Equity Investment LLP; Nanjing Runheng Enterprise Management Co., Ltd; Shenzhen Amer International Co., Ltd; Jiayu Vehicle Accessories Ningxia LLP; Guangzhou Yehoo Investment Co., Ltd	CN	06/11/2017
3.	8,124	Acquisition 100%	Guangdong Trust Real Estate Development Corporation; Guangzhou real estate branch of Guangdong International Trust Investment Corporation	CN	Guangzhou Wanxi Real Estate Co., Ltd	CN	30/06/2017
4.	7,628	Acquisition 100%	360 Technology Inc.	CN	SJEC Corporation	CN	03/11/2017
5.	7,519	Capital Increase	Shanghai Pudong Development Bank Co., Ltd	CN			28/10/2017
6.	7,275	Minority stake	Tsinghua UniGroup Ltd	CN	National Integrated Circuit Industry Investment Fund	CN	28/03/2017
7.	7,256	Capital Increase	China Minsheng Banking Co., Ltd	CN			30/03/2017
8.	7,250	Capital Increase 13%	Postal Savings Bank of China Co., Ltd	CN	Chuanglan International Investment Holding Group Co., Ltd; Investors	HK	22/09/2017
9.	6,445	Acquisition 91%	Haikou Wanda Cultural and Tourism Project Co., Ltd; Xishuangbanna Wanda Cultural and Tourism Project Co., Ltd; Nanchang Wanda Cultural and Tourism Project Co., Ltd; Hefei Wanda Cultural and Tourism Project Co., Ltd; Harbin Wanda Cultural and Tourism Project Co., Ltd; Qingdao Wanda Cultural and Tourism Project Co., Ltd; Wuxi Wanda Cultural and Tourism Project Co., Ltd; Guangzhou Wanda Cultural and Tourism Project Co., Ltd; Chengdu Wanda Cultural and Tourism Project Co., Ltd; Chongqing Wanda Cultural and Tourism Project Co., Ltd; Guilin Wanda Cultural and Tourism Project Co., Ltd; Jinan Wanda Cultural and Tourism Project Co., Ltd; Kunming Wanda Cultural and Tourism Project Co., Ltd	CN	Sunac Real Estate Group Co., Ltd	CN	11/07/2017

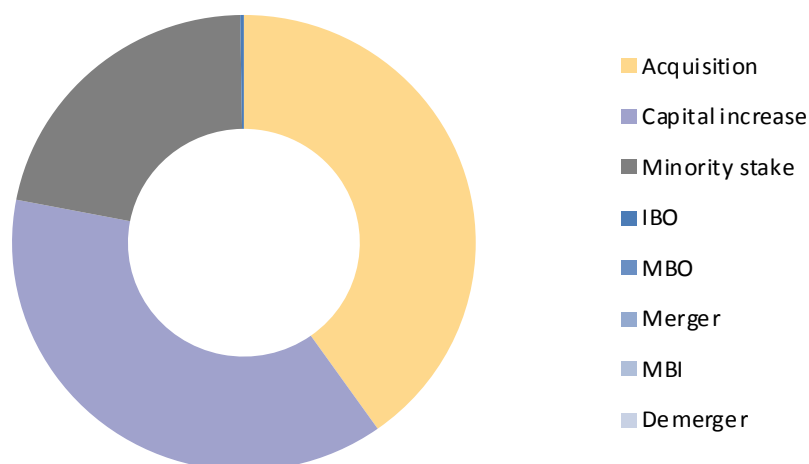
Top 20 deals by value with Greater China targets (Cont'd)

	Deal value (mil USD)	Deal type	Target	Target country	Acquiror	Acquiror country	Announced date
10.	5,804	Minority stake 16%	Hengda Real Estate Group Co., Ltd	CN	Suzhou Industrial Park Ruican Investment LLP; Shenzhen Baoxin Investment Holding Co., Ltd; Qingdao Yonghe Jinfeng Group Co., Ltd; Jiayu Vehicle Accessories Ningxia LLP; Maanshan Maowen Technology Industrial Park Co., Ltd; Jiangxi Huada Property Group Co., Ltd; Shenzhen Qixiang Investment Co., Ltd; Shenzhen Jiancheng Investment Co., Ltd; Ningbo Minyin Jintou Hongda No. 3 Investment Management LLP; Jiaying Yumin No. 5 Investment Management LLP; Weifang Golden Orange Hongyuan Investment Management LLP; Shenzhen Qianhai Zhongyi Holding Co., Ltd; Shanghai Haoren Property Management Co., Ltd	CN	01/06/2017
11.	5,751	Acquisition increased from 42% to 100%	Yunnan Baiyao Group Co., Ltd	CN	Yunnan Baiyao Holdings Co., Ltd	CN	23/03/2017
12.	5,423	Minority stake 15%	China Vanke Co., Ltd	CN	Shenzhen Metro Group Co., Ltd	CN	12/01/2017
13.	5,083	Capital Increase	China Merchants Bank Co., Ltd	CN	COSCO Shipping Financial Co., Ltd; Investors	HK	24/03/2017
14.	4,666	Capital increase acquired 73%, to hold 92%	HNA Group Finance Co., Ltd	CN	HNA Group Co., Ltd; HNA Business Holdings Co., Ltd; Haikou Meilan International Airport Co., Ltd; Tianjin Airlines Co., Ltd; HNA Logistics Group Co., Ltd; Sanya Phoenix International Airport Co., Ltd	CN	29/03/2017
15.	4,477	Capital increase acquired 12%, to hold 34%	China Everbright Bank Co., Ltd	CN	Overseas Chinese Town Enterprise Corporation; China Everbright (Group) Corporation	CN	02/05/2017
16.	4,350	Capital Increase	China Guangfa Bank Co., Ltd	CN	China Life Insurance Co., Ltd; Undisclosed investors	CN	28/04/2017
17.	4,294	Minority stake increased from 15% to 29%	China Vanke Co., Ltd	CN	Shenzhen Metro Group Co., Ltd	CN	09/06/2017
18.	3,713	Capital Increase 13%	Huatai Securities Co., Ltd	CN	Investors		26/05/2017
19.	3,620	Acquisition 100%	Chengdu Global Century Exhibition & Travel Group Co., Ltd	CN	Yunnan Metropolitan Real Estate Development Co., Ltd	CN	18/11/2017
20.	3,371	Acquisition 100%	Suzhou Qingfeng Investment Management Co., Ltd	CN	Jiangsu Shagang Co., Ltd	CN	15/06/2017

Deal types by volume of deals in 2017



Deal types by value of deals in 2017



Deal types by volume of deals

Deal type	2015	2016	2017
Acquisition	3,768	5,461	6,323
Minority stake	7,571	6,146	4,519
Capital increase	4,616	3,979	4,216
IBO	30	33	26
Merger	8	4	4
Demerger	2	3	3
MBO	3	6	1
MBI	0	1	1

Deal types by value of deals

Deal type	2015 (mil USD)	2016 (mil USD)	2017 (mil USD)
Acquisition	518,129	367,671	316,406
Capital increase	455,558	291,361	297,604
Minority stake	259,489	183,100	170,920
IBO	7,151	2,768	1,969
MBO	0	210	16
Merger	0	47	4
MBI	0	3	1
Demerger	0	0	0

Target sector by volume of deals

Target sector	2015	2016	2017
Other services	5,285	5,819	5,484
Machinery, equipment, furniture, recycling	4,055	3,322	2,865
Chemicals, rubber, plastics	1,481	1,312	1,338
Wholesale & retail trade	712	827	973
Publishing, printing	1,032	936	827
Construction	635	717	727
Metals & metal products	710	623	471
Gas, water, electricity	297	285	312
Education, health	146	243	290
Transport	247	166	247
Food, beverages, tobacco	249	269	244
Primary sector	253	223	225
Textiles, wearing apparel, leather	222	137	134
Hotels & restaurants	99	101	126
Banks	106	113	101
Wood, cork, paper	92	95	82
Post and telecommunications	179	125	57
Insurance companies	96	63	54
Public administration and defence	5	6	2

Target sector by value of deals

Target sector	2015 (mil USD)	2016 (mil USD)	2017 (mil USD)
Other services	317,282	280,567	218,739
Machinery, equipment, furniture, recycling	189,771	159,839	125,772
Construction	164,130	107,700	115,508
Banks	122,544	42,263	75,518
Chemicals, rubber, plastics	105,873	61,455	64,668
Transport	67,576	13,050	26,367
Wholesale & retail trade	52,583	31,570	23,452
Metals & metal products	47,754	45,431	21,276
Publishing, printing	23,598	21,881	20,554
Gas, water, electricity	40,163	20,410	18,513
Post and telecommunications	43,481	4,553	15,846
Primary sectors	9,972	7,514	11,695
Insurance companies	24,425	9,460	9,783
Food, beverages, tobacco	11,088	14,986	9,126
Hotels & restaurants	5,335	5,822	5,988
Education, health	4,428	5,433	4,814
Textiles, wearing apparel, leather	11,979	4,909	4,014
Wood, cork, paper	4,560	4,469	3,420
Public administration and defence	8	121	3

Target locations by volume of deals

Target country	2015	2016	2017
China	12,970	13,288	13,853
Taiwan	2,467	1,784	662
Hong Kong	551	540	571
Macao	4	6	4

Target locations by value of deals

Target country	2015 (mil USD)	2016 (mil USD)	2017 (mil USD)
China	999,584	751,986	724,028
Hong Kong	162,961	33,301	39,515
Taiwan	75,339	53,607	22,609
Macao	121	1,203	592

PE and VC dealmaking up for fifth year in a row

The value of private equity and venture capital (PE and VC) deals targeting companies based in Greater China improved for the fifth consecutive year to USD 78,279 million in 2017, up 18 per cent from USD 66,196 million in 2016 (2015: USD 61,097 million; 2014: USD 43,381 million; 2013: USD 9,571 million; 2012: USD 7,269 million).

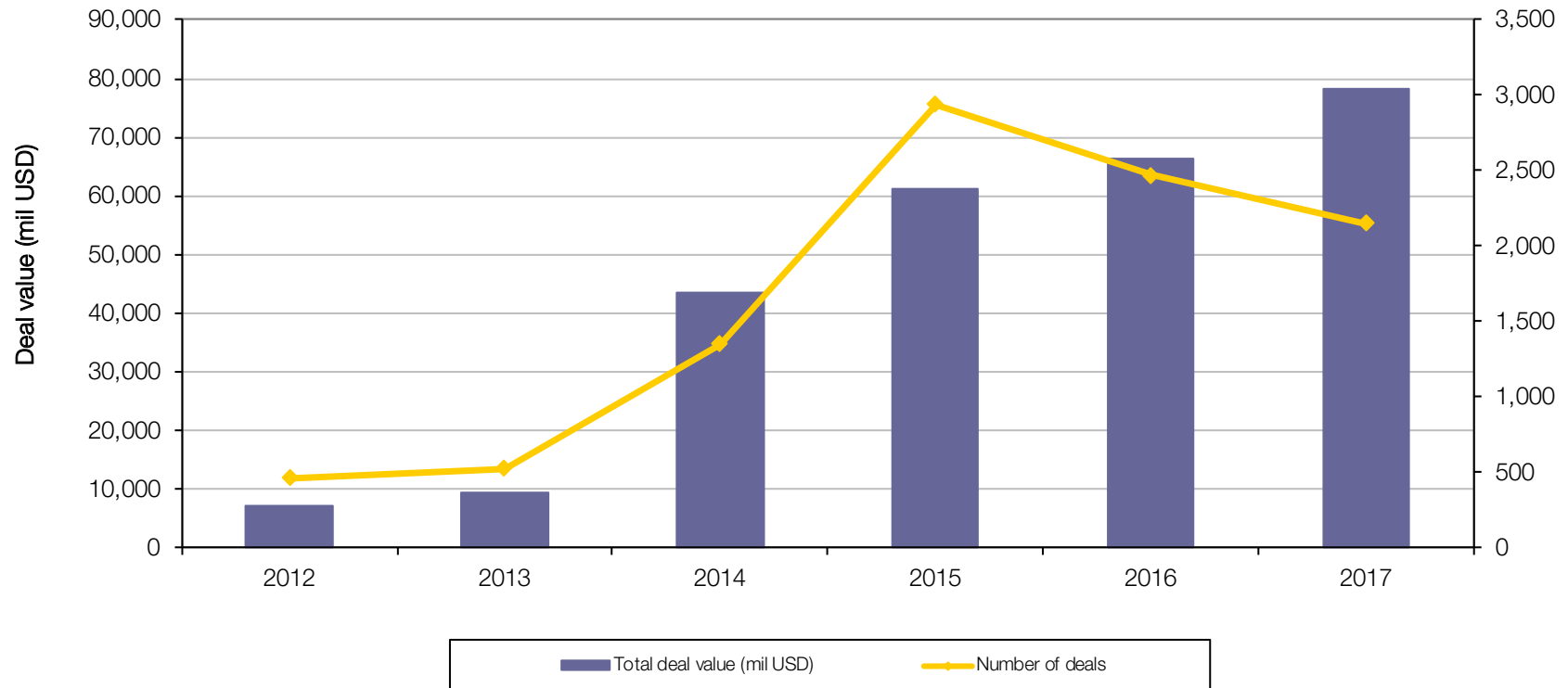
However, PE and VC volume was in line with M&A results as it declined by 13 per cent for the third sequential year to 2,154 deals in 2017 from 2,472 deals in 2016 and compared to 2,943 deals in 2015.

PE and VC value was supported by the USD 9,044 million capital raising by Hengda Real Estate Group, which was also the second largest M&A deal in Greater China for 2017. In total, 11 of the top 20 deals were worth USD 1,000 million, or more, in the year under review, with the second and third deals valued in excess of USD 5,000 million. These deals involved Tsinghua UniGroup receiving USD 7,275 million in funding from Sino-IC Capital, while Hengda Real Estate raised a further USD 5,804 million by issuing shares to investors, including Guangzhou Kailong Land and Qingdao Yonghe Jinfeng Group.

Private equity deals by volume and value

Announced date	No of deals	Total deal value (mil USD)
2017	2,154	78,279
2016	2,472	66,196
2015	2,943	61,097
2014	1,350	43,381
2013	528	9,571
2012	466	7,269

Private equity deals by volume and value



Top 20 private equity deals by value with Greater China targets

	Deal value (mil USD)	Deal type	Target	Target country	Fund Manager/General Partner	Announced date
1.	9,044	Minority stake 14%	Hengda Real Estate Group Co., Ltd	CN	Sichuan Dingxiang Equity Investment Fund Management Co., Ltd; Shandong Hi-Speed Investment Holding Co., Ltd; Shandong Hi-Speed Property Group Co., Ltd; Shandong Hi-Speed Changying Equity Investment Management Co., Ltd; Nanjing Runheng Enterprise Management Co., Ltd; Shenzhen Amer International Co., Ltd; Jiayu Vehicle Accessories Ningxia LLP; Guangzhou Yehoo Investment Co., Ltd	06/11/2017
2.	7,275	Minority stake	Tsinghua UniGroup Ltd	CN	Sino-IC Capital Ltd	28/03/2017
3.	5,804	Minority stake 16%	Hengda Real Estate Group Co., Ltd	CN	Suzhou Industrial Park Ruican Investment LLP; Shenzhen Baoxin Investment Holding Co., Ltd; Qingdao Yonghe Jinfeng Group Co., Ltd; Jiayu Vehicle Accessories Ningxia LLP; Maanshan Maowen Technology Industrial Park Co., Ltd; Jiangxi Huada Property Group Co., Ltd; Shenzhen Qixiang Investment Co., Ltd; Shenzhen Jiancheng Investment Co., Ltd; Ningbo Minyin Jintou Equity Investment Management Co., Ltd; Zhongmin Capital Management Co., Ltd; Weifang Golden Orange Hongyuan Investment Management LLP; Shenzhen Qianhai Zhongyi Holding Co., Ltd; Shanghai Haoren Property Management Co., Ltd	01/06/2017
4.	2,491	Minority stake 43%	Dalian Shipbuilding Industry Co., Ltd	CN	China Cinda Asset Management Co., Ltd; China Orient Asset Management Corporation; China Life Insurance (Group) Company; Huabao Investment Co., Ltd; China State-owned Capital Venture Capital Fund Co., Ltd; China Structural Reform Fund Corporation Ltd; Shenzhen Merchants Ping'an Asset Management Co., Ltd; Guohua Military and Civilian Integration Industrial Development Fund Management Co., Ltd	17/08/2017
5.	2,080	Acquisition 100%	McDonald's China Management Ltd	HK	CITC Capital Holdings Ltd; Carlyle Group LP	09/01/2017
6.	2,000	Minority stake	Bytedance Inc.	CN	General Atlantic Corporation	22/08/2017
7.	1,753	Acquisition 80%	Changsha Zoomlion Heavy Industry Environmental Industry Co., Ltd	CN	Hony Investment Management (Tianjin) (LLP); Shanghai Lvlian Junhe Equity Investment Management Centre (LP); Guangzhou Yuemintou Asset Management Co., Ltd	22/05/2017
8.	1,530	Acquisition	Beijing iQiyi Technology Co., Ltd	CN	Sequoia Capital Operations LLC; China Everbright Ltd; IDG Ventures Management Company LLC; Hillhouse Capital Management Ltd; Boyu Capital Management Ltd; Shanghai Xiyuxiang Investment Co., Ltd	21/02/2017
9.	1,350	Minority stake	Shanghai Junzheng Network Technology Co., Ltd	CN	GGV Management LLC; Fosun Capital Investment & Management Co., Ltd; Chengwei Ventures Evergreen Management LLC; WM Motor Technology Co., Ltd; Ant Financial Services Group; Tianjin Fushida Bicycle Co., Ltd	04/12/2017
10.	1,100	Minority stake	Hangzhou Koukou Xiangchuan Network Technology Co., Ltd	CN	Silver Lake Technology Management LLC; Primavera Capital Management Ltd; Yunfeng Capital Ltd; CDH Investment Advisory Pte Ltd	24/01/2017

Top 20 private equity deals by value with Greater China targets (Cont'd)

	Deal value (mil USD)	Deal type	Target	Target country	Fund Manager/General Partner	Announced date
11.	1,000	Minority stake	NEXTEV Ltd	CN	Lone Pine Capital LLC; China Asset Management Co., Ltd; Baillie Gifford & Co Ltd; CITIC Capital Holdings Ltd; Tencent Holdings Ltd	08/11/2017
12.	830	Minority stake 23%	Chehaoguo Old Motor Vehicle Brokers (Beijing) Co., Ltd	CN	Matrix Management Corporation; Sequoia Capital Operations LLC; Bank of China Group Investment Ltd; CapitaLand Financial Ltd; BRV Management Company LLC; Capital Today China Growth GenPar Ltd; DST Global Ltd; Dragoner Investment Group LLC; BlueRun Ventures LP; H Capital; GX Capital; Beijing West Fund Management Co., Ltd; Shanxing Investment Management (Beijing) Co., Ltd; Shanghai Novich Venture Capital Co., Ltd	05/06/2017
13.	815	Minority stake 36%	Wuchang Shipbuilding Heavy Industry Group Co., Ltd	CN	China Cinda Asset Management Co., Ltd; China Life Insurance (Group) Company; Huabao Investment Co., Ltd; China State-owned Capital Venture Capital Fund Co., Ltd; China Structural Reform Fund Corporation Ltd; Shenzhen Merchants Ping'an Asset Management Co., Ltd; Guohua Military and Civilian Integration Industrial Development Fund Management Co., Ltd	17/08/2017
14.	811	Minority stake	Suning Financial Services (Shanghai) Co., Ltd	CN	China Everbright Ltd; Shenzhen Capital Group Co., Ltd; Macrolink Holdings Co., Ltd; GP Capital Co., Ltd; Suning Jinkong Investment Co., Ltd; Yunfeng Capital Ltd; Jiangsu Hongtu Software Venture Investment Co., Ltd; Ningbo Zhongjin Zhida Equity Investment Centre (LP); Shenzhen Chuangxin Capital Investment Co., Ltd; Ningbo Meishan Bonded Port Zone Jiashilai Investment Management Co., Ltd; Yingcaiyan Investment Management Co., Ltd; Beijing Forty People Forum Consultants Co., Ltd; Fujian Xinghe Investment Management Co., Ltd; Hangzhou Puzhi Asset Management Co., Ltd	25/12/2017
15.	700	Minority stake	Beijing Bikelock Technology Co., Ltd	CN	CITIC Private Equity Funds Management Co., Ltd; DST Global Ltd; Hony Capital Ltd; Alibaba Capital Partners; Xiaoju Kuaizhi Inc.	06/07/2017
16.	686	Minority stake 27%	Tianjin Airlines Co., Ltd	CN	Shanghai Huo Shuo Capital Management Co., Ltd; Guangzhou Securities Chuangxin Investment Management Co., Ltd	24/06/2017
17.	600	Minority stake	Beijing Mobike Technology Co., Ltd	CN	Sequoia Capital Operations LLC; Farallon Capital Management LLC; BOCOM International Holdings Co., Ltd; ICBC International Holdings Ltd; Tarrant Capital IP LLC; Hillhouse Capital Management Ltd; Tencent Holdings Ltd	16/06/2017
18.	600	Capital Increase 10%	Nextev Ltd	CN	WI Harper Group Inc.; IDG Capital Partners Beijing Co., Ltd; China Equity International Holding Co., Ltd; Capital Today China Growth GenPar Ltd; Hopu Investment Management Co., Ltd; Tarrant Capital IP LLC; Hillhouse Capital Management Ltd; Haitong Capital Co., Ltd	03/03/2017
19.	509	Minority stake	Shanghai United Imaging Medical Technology Co., Ltd	CN	CITIC Securities Co., Ltd; China Development Bank Capital Corporation Ltd; SDIC Investment Management Co., Ltd; China State-owned Capital Venture Capital Fund Co., Ltd; Zhongjin Zhide Equity Investment Management Co., Ltd; Shenzhen Zhaoyin Telecommunications Equity Investment Fund Management Co., Ltd; China Life Private Equity Investment Co., Ltd	15/09/2017
20.	500	Minority stake	Uxin Internet (Beijing) Information Technology Co., Ltd	CN	Warburg Pincus LLC; KKR & Co LP; Tiger Global Management LLC; Tarrant Capital IP LLC; Hillhouse Capital Management Ltd; China Innovative Capital Management Co., Ltd; China Renaissance Partners; Jeneration Capital Advisors (Hong Kong) Ltd; Zhuhai Guangkong Zhongheng Investment Management Co., Ltd	16/01/2017

Private equity sectors by volume of deals

Target sector	2015	2016	2017
Other services	1,580	1,469	1,231
Publishing, printing	572	407	324
Machinery, equipment, furniture, recycling	360	274	246
Education, health	39	70	73
Wholesale & retail trade	84	49	73
Chemicals, rubber, plastics	126	79	56
Hotels & restaurants	14	24	25
Construction	16	15	20
Metals & metal products	34	20	14
Transport	20	7	14
Food, beverages, tobacco	18	13	13
Gas, water, electricity	8	6	7
Insurance companies	5	3	6
Primary sector	21	12	5
Textiles, wearing apparel, leather	9	5	5
Post and telecommunications	7	3	3
Wood, cork, paper	12	4	2
Banks	1	0	0
Public administration and defence	1	1	0

Private equity sectors by value of deals

Target sector	2015 (mil USD)	2016 (mil USD)	2017 (mil USD)
Other services	36,314	34,219	26,373
Machinery, equipment, furniture, recycling	7,745	9,917	18,715
Construction	707	9,530	16,359
Publishing, printing	6,158	5,373	7,726
Chemicals, rubber, plastics	2,847	1,403	2,610
Hotels & restaurants	210	229	2,230
Transport	1,025	291	1,052
Education, health	183	745	975
Wholesale & retail trade	1,270	1,132	740
Gas, water, electricity	76	69	470
Metals & metal products	653	1,449	380
Food, beverages, tobacco	281	170	114
Post and telecommunications	54	1,226	92
Primary sector	221	341	42
Textiles, wearing apparel, leather	201	21	18
Insurance companies	966	23	12
Banks	1,721	0	0
Public administration and defence	0	15	0
Wood, cork, paper	108	30	0

Target locations by volume of private equity deals

Target country	2015	2016	2017
China	2,892	2,430	2,102
Hong Kong	38	24	32
Taiwan	13	18	20
Macao	0	1	0

Target locations by value of private equity deals

Target country	2015 (mil USD)	2016 (mil USD)	2017 (mil USD)
China	57,373	63,698	75,192
Hong Kong	2,797	2,427	2,995
Taiwan	927	182	92
Macao	0	0	0

Notes to editors

Activity is based on the activity of the target company.

'Greater China targets' refers to target companies from China, Hong Kong, Macau and Taiwan.

Deal status is announced within the time period.

The sector breakdown uses targets' activities as defined to be 'Major Sectors' by Zephyr.

All deal types are included except joint ventures, IPOs, planned IPOs and share buybacks.

Current deal status excludes rumoured, withdrawn and postponed deals.

The date range for 2017 is from 01/01/2017 to 31/12/2017 inclusive.