

# CzechLink – 并购支持平台

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# 采购部门服务

## -- 通过信息支持为本地供应商和投资商建立联系

- 优选供应商

## -- 行业数据库的准备与维护

- 包含10个关键行业中的3300家供应商
- 汽车、航空航天、信息通信、医疗保健、包装物料、能源、分包金属与塑料、电子、工程

## -- 组织供应商论坛(B2B活动)

- 客户: Aston Martin, Ikea, Honeywell, Jetro, Electrolux, Ingersoll Rand...

## -- CzechLink - 并购支持

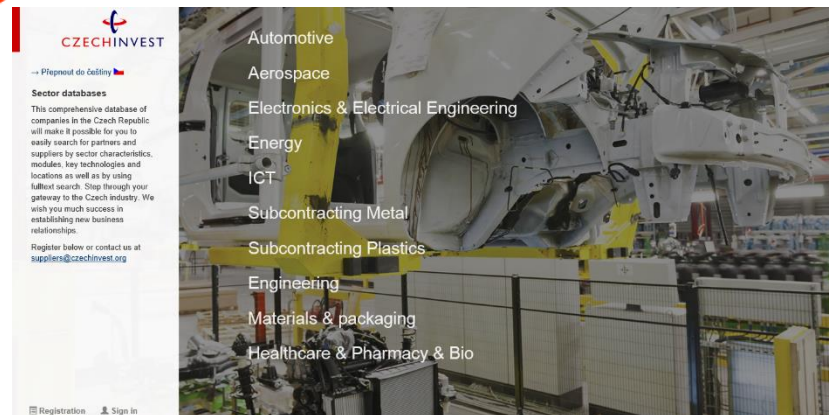
资料来源: 捷克投资局, 2015

# 捷克供应商行业数据库

- 数据库包含约3300家供应商
- 可按照行业特征、模块、核心技术与地点，对捷克的合作商和供应商进行有效检索与排序
- 数据库可供免费使用，覆盖了各大核心产业：

- 汽车
- 航空航天
- 信息通信
- 医疗保健
- 分包塑料
- 分包金属
- 包装与物料
- 电子
- 能源
- 工程

<http://suppliers.czechinvest.org>



资料来源：捷克投资局，2015

# 市场介绍 – 2015年上半年的交易情况

**医疗保健: 7**



**工业产品与服务: 74**



**能源: 13**



**零售、消费品和  
娱乐产业: 66**



**金融机构: 7**



**房地产: 77**



**--经反垄断委员会审批的交易: 7**

资料来源: 捷克投资局, 2015

# CzechLink: 概要

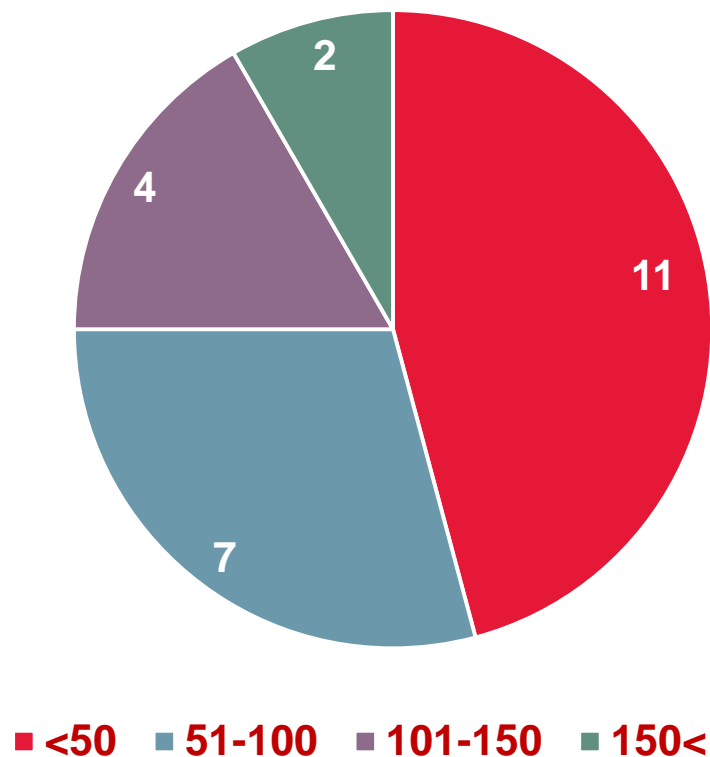


资料来源: 捷克投资局, 2015

# CzechLink: 当前的投资组合

- 涵盖所有地区和产业
- 中小型企业
- 24 个参与方（截止2015年9月）
- 签署NDA后可查看详情

参与者构成(按总人数计算)



资料来源: 捷克投资局, 2015

# CzechLink: 参与者



- 积极参与生产与IT产业项目，从业历史在5年以内
- 未宣布破产或申请经济补偿或处于破产清算阶段
- 创办人正考虑离开公司
  - 公司成立于20世纪90年代
  - 无继任者
- 所有者正在寻找合作伙伴以实现业务增长
  - 公司正在与大型集团展开竞争
  - 本地的成功企业正在寻求扩张资本
  - 寻求支持的目的是实现业务成长，而不仅仅是在行业中生存



# CzechLink: 参与者列表

-- 积极寻找投资者的公司

-- 概要及基本财务信息 (员工总数、营业额、息税前利润)

-- 可在我们网站上查看的当前投资组合



CZECHLINK PARTICIPANTS 29/04/2013

Market	Activity	Legal Form	Entity other	Production	Tot. Employment	EMU (€M)	EBITDA (€M)
1 Automotive, consumer goods, machinery	Metal stamping, plastic injection moulding (Production of parts and tooling)	Cooperative	Majority	91	10 980 000	2 504 000	4 240 000
					1 807 000	1 100 000	2 000 000
					2 616 000	1 112 000	2 010 000
2 Consumer goods, Household	Plastic injection moulding (Production of plastic parts) Producer and seller of door and window hardware and handles	LLC	100%	91	10 980 000	5 790 000	7 780 000
					7 000 000	2 000 000	2 000 000
					2 000 000	100 000	100 000
3 Pharmaceutical machinery, machinery	CNC and standard high-precision machining (Machining of metals and plastics, components of packaging machines for pharmaceutical and food industry, hydraulic parts, and press dies)	LLC	100%/Majority	87	15 000 000	14 000 000	14 000 000
					2 000 000	1 000 000	1 000 000
					2 000 000	1 000 000	1 000 000
4 Automotive, electronics	Injection moulding (Production of plastic parts, metal, surface treatment and the assembly for the 1 automotive customers and electronics OEMs)	JSC	50%/Minority	100	10 980 000	7 700 000	7 700 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
5 Automotive, textile machinery, machinery	CNC and standard high-precision machining (Machining of aluminium, steel and non-ferrous components, CNC machines equipped with robotic workstations)	LLC	100%	100	10 980 000	10 000 000	10 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
6 Musical instruments, professional and hobby	Musical instruments (Woodwind and brass musical instruments, piano and rotary valves)	LLC	100 %/ Majority	200	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
7 Machinery, mining equipment	Welding and machining (Production of components machinery and mining equipment)	JSC	Majority	80	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
8 Construction	Producer and assembler of metal rails and shunting systems	LLC	Minority	20	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
9 Conductive liquids measuring	Development and production of electrographic flowmeter technology	LLC	Majority	8	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
10 Automotive	CNC and standard high-precision machining, metal stamping and assembly (machining and stamping of metals, components for automotive and machinery)	LLC	50%/Minority	57	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
11 Milling machinery	Design and production of machinery and equipment for mining industry	LLC	100%/Majority	110	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
12 Power and heavy machinery	Design and manufacturing of fans and blowers, subassemblies of power plant equipment	JSC	100%/Majority	100	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
13 Construction/IT	Software development, software implementation	LLC	100%/Majority	20	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
14 Textile	Textile manufacturing, technical cloth, household textiles	LLC	100%	400	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
15 Machinery	Welding, machining, metal forming	JSC	100%/Majority	120	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
16 Nano-tech	Nano-tech development and production	LLC	Majority	8	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
17 Healthcare	Thermoelectric equipment and physiological equipment	LLC	Minority	10	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
18 Household	Producer of furniture frames based on laminated boards, plastic (ABS, PVC) technical mouldings and paper fibre for the furniture industry	LLC	100%/Majority	41	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
19 Road	Producer of connected longitudinal-profiled steels	LLC	Majority	10	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
20 IT	Software development - Database reporting tool	LLC	Minority	4	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
21 Machinery	Forming of metal sheets, including painting, installs electrical wiring & equipment	LLC	Majority	75	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
22 Consumer goods	Production of air fresheners	LLC	Majority	50	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
23 Machinery	Manufacturing of components for films and other small metal components. Metal forming, stamping, laser treatment, machining, surface treatment	LLC	100%/Majority	50	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
24 Milling machines assembly- Working	Production of welding and milling machines, Welding	LLC	JV	22	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
25 Machinery	CNC-machining production of precision rotating parts	LLC	JV	61	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
26 Automotive/Machinery	Metal stamping, welding and the completion of products for the 1 automotive customers, furniture fittings, air accessories distributors and electronic products.	LLC	Majority	104	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
27 Household	Production of optical lenses - covering material for window furniture	LLC	Minority/JV	40	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
28 Parts Components of Industrial and Consumer Goods	Injection moulding of small parts according to customer documents - Electronic components, insulation fitting, etc.	LLC	Minority	8	10 980 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000
					1 000 000	1 000 000	1 000 000





# CzechLink: 招股说明书



- 获得理想预期所需的信息资料
- 公司概况，过去5年内的财务分析和具体商务信息
- 向投资者提供可供国际从业者研判的公司数据
- 符合捷克公司税法与会计标准的财务数据



# CzechLink: 投资者识别



- 适合战略及金融投资者的投资对象
- 要求透明机制
- 获得完整公司资料的前提是:
  - 投资对象公司对于分享相关信息的许可
  - 捷克投资局在NDA上签字



# CzechLink: 启动会议



- 捷克投资局在最初的交易阶段予以协助
- CzechInvest 不提供任何形式的交易或法律咨询
- CzechInvest 不处理不良资产



# CzechLink: 数字

- 合计目标数量: **73**
- 当前投资组合: **24** 个目标
- 所包含的NDA: **31**
- 提交的招股说明书: **95**
- 交易数量: **4**

资料来源: 捷克投资局, 2015年9月

# CzechLink: 对买方的益处

- 了解捷克的产业环境
- 涵盖所有地区和产业
- 寻找交易机会时更有针对性
- 合并后的扩张可享受捷克投资局的投资激励政策

资料来源: 捷克投资局, 2015



**CZECHINVEST**  
Investment and Business Development Agency

# 感谢您的关注

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