

CzechLink – 并购支持平台

Pavel Chovanec
捷克投资局投资项目部主任

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

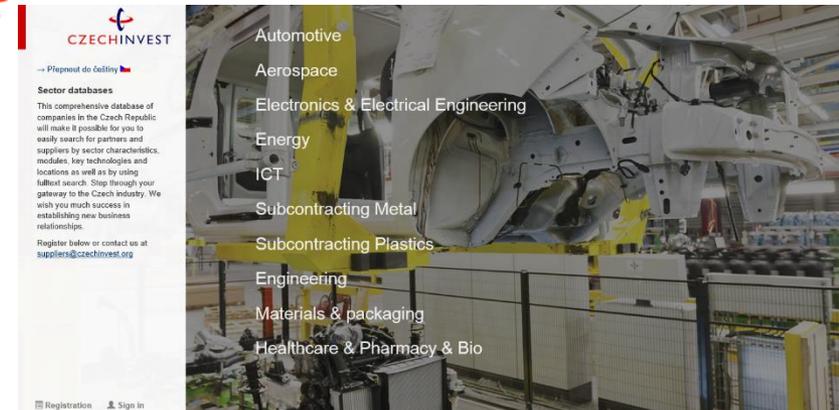
资料来源: 捷克投资局, 2015

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

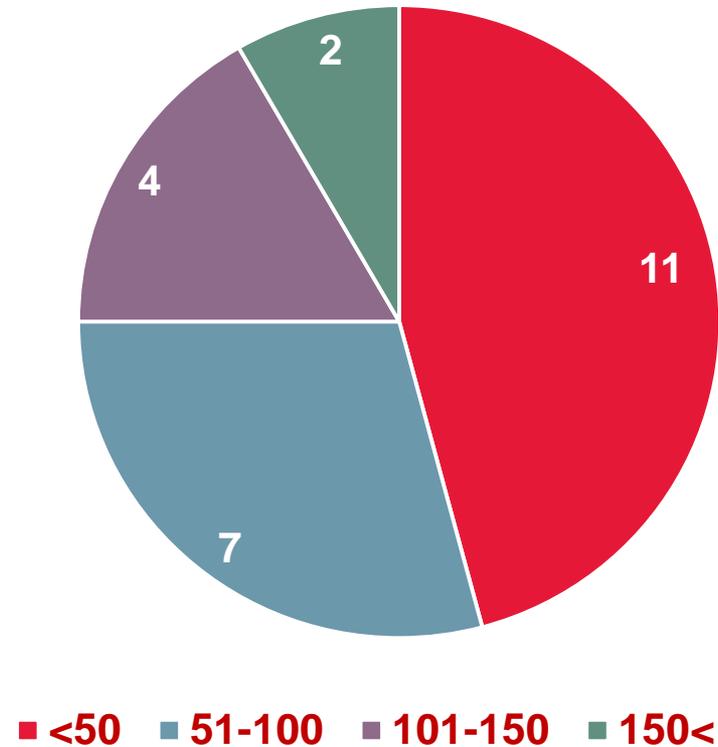


资料来源: 捷克投资局, 2015

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 | Product | TSK (Billion CZK) | EBIT (CZK) | EBITDA (CZK) |
|--|--|-------------|-----------------|---------|-------------------|------------|--------------|
| 1 Automotive, consumer goods, machinery | Metal stamping, plastic injection moulding (Production of parts and tooling) | Cooperative | Majority | 91 | 10 980 CZK | 2 504 CZK | 4 240 CZK |
| | | | | | 1 807 CZK | 1 153 CZK | 2 053 CZK |
| | | | | | 2 414 CZK | 1 112 CZK | 2 011 CZK |
| 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 CZK | 5 793 CZK | 7 786 CZK |
| | | | | | 7 800 CZK | 2 191 CZK | 3 889 CZK |
| | | | | | 2 941 CZK | 357 CZK | 458 CZK |
| 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 | 11 060 CZK | 14 111 CZK | 14 111 CZK |
| | | | | | 2 400 CZK | 1 881 CZK | 1 881 CZK |
| | | | | | 2 574 CZK | 7 911 CZK | 7 911 CZK |
| 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 CZK | 7 786 CZK | 17 744 CZK |
| | | | | | 1 000 CZK | 1 000 CZK | 1 000 CZK |
| | | | | | 17 288 CZK | 458 CZK | 458 CZK |
| 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 | 11 060 CZK | 9 220 CZK | 14 015 CZK |
| | | | | | 2 200 CZK | 1 841 CZK | 1 841 CZK |
| | | | | | 2 574 CZK | 481 CZK | 718 CZK |
| 6 Musical instruments, professional and hobby | Musical instruments (Woodwind and brass musical instruments, piano and rotary valves) | LLC | 100 %/ Majority | 220 | 10 980 CZK | 1 947 CZK | 2 044 CZK |
| | | | | | 4 140 CZK | -123 CZK | 1 171 CZK |
| | | | | | 1 000 CZK | 2 778 CZK | 2 778 CZK |
| 7 Machinery, mining equipment | Welding and machining (Production of components machinery and mining equipment) | JSC | Majority | 80 | 1 200 CZK | 84 CZK | 205 CZK |
| | | | | | 7 111 CZK | 1 141 CZK | 454 CZK |
| | | | | | 86 705 CZK | 113 CZK | 1 133 CZK |
| 8 Construction | Producer and assembler of metal roofs and shading systems | LLC | Minority | 20 | 1 400 CZK | 21 CZK | 53 CZK |
| | | | | | 1 212 CZK | 20 CZK | 70 CZK |
| | | | | | 10 980 CZK | 187 CZK | 1 170 CZK |
| 9 Conductive liquids measuring | Development and production of electrographic flowmeter technology | LLC | Majority | 8 | 10 980 CZK | 38 CZK | 46 CZK |
| | | | | | 141 CZK | 11 CZK | 61 CZK |
| | | | | | 1 000 CZK | -1 111 CZK | 1 000 CZK |
| 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 | 2 500 CZK | 48 CZK | 83 CZK |
| | | | | | 2 500 CZK | 40 CZK | 81 CZK |
| | | | | | 1 112 CZK | 4 141 CZK | 11 112 CZK |
| 11 Mining machinery | Design and production of machinery and equipment for mining industry | LLC | 100%/Majority | 110 | 4 200 CZK | 172 CZK | 468 CZK |
| | | | | | 1 000 CZK | 111 CZK | 1 000 CZK |
| | | | | | 1 000 CZK | -1 700 CZK | -1 187 CZK |
| 12 Power and heavy machinery | Design and manufacturing of fans and blowers, subassemblies of power plant equipment | JSC | 100%/Majority | 105 | 7 852 CZK | -130 CZK | 130 CZK |
| | | | | | 10 112 CZK | -100 CZK | 100 CZK |
| | | | | | 10 980 CZK | 2 112 CZK | 7 469 CZK |
| 13 Construction/IT | Software development, software implementation | LLC | 100%/Majority | 20 | 1 000 CZK | 111 CZK | 100 CZK |
| | | | | | 1 111 CZK | 111 CZK | 100 CZK |
| | | | | | 10 980 CZK | 1 111 CZK | 1 111 CZK |
| 14 Textile | Textile manufacturing, technical cloth, household textiles | LLC | 100% | 409 | 100 470 CZK | 9 711 CZK | 44 470 CZK |
| | | | | | 20 970 CZK | 300 CZK | 5 817 CZK |
| | | | | | 40 105 CZK | 140 CZK | 2 112 CZK |
| 15 Machinery | Welding, machining, metal forming | JSC | 100%/Majority | 110 | 17 010 CZK | 21 104 CZK | 21 104 CZK |
| | | | | | 10 980 CZK | 1 111 CZK | 1 111 CZK |
| | | | | | 10 980 CZK | 1 111 CZK | 1 111 CZK |
| 16 Nano-tech | Nano-tech development and production | LLC | Majority | 8 | 2 144 CZK | 100 CZK | 401 CZK |
| | | | | | 1 111 CZK | 111 CZK | 100 CZK |
| | | | | | 1 000 CZK | 100 CZK | 100 CZK |
| 17 Healthcare | Thermoelectric equipment and physiological equipment | LLC | Minority | 10 | 270 CZK | 28 CZK | 28 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| | | | | | 10 980 CZK | 111 CZK | 111 CZK |
| 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 | 16 786 CZK | 162 CZK | 2 289 CZK |
| | | | | | 1 000 CZK | 21 CZK | 172 CZK |
| | | | | | 4 200 CZK | 41 CZK | 146 CZK |
| 19 Road | Producer of connected longitudinal-profiled steels | LLC | Majority | 10 | 10 112 CZK | -14 CZK | 14 CZK |
| | | | | | 40 100 CZK | -1 CZK | 1 CZK |
| | | | | | 114 CZK | -1 CZK | 7 CZK |
| 20 IT | Software development - Database reporting tool | LLC | Minority | 4 | 1 111 CZK | 1 111 CZK | 1 111 CZK |
| | | | | | 1 111 CZK | 1 111 CZK | 1 111 CZK |
| | | | | | 1 111 CZK | 1 111 CZK | 1 111 CZK |
| 21 Machinery | Finishing of metal sheets, including painting, installs electrical wiring & equipment | LLC | Majority | 75 | 17 010 CZK | -1 111 CZK | -1 700 CZK |
| | | | | | 2 700 CZK | -140 CZK | -275 CZK |
| | | | | | 1 111 CZK | 451 CZK | 1 000 CZK |
| 22 Consumer goods | Production of air fresheners | LLC | Majority | 58 | 10 980 CZK | 1 915 CZK | 4 178 CZK |
| | | | | | 2 100 CZK | 79 CZK | 187 CZK |
| | | | | | 1 000 CZK | 104 CZK | 200 CZK |
| 23 Machinery | Manufacturing of components for films and other small metal components Metal forming, stamping, laser treatment, machining, surface treatment | LLC | 100%/Majority | 58 | 17 010 CZK | 1 045 CZK | 1 111 CZK |
| | | | | | 1 000 CZK | 61 CZK | 40 CZK |
| | | | | | 1 000 CZK | 51 CZK | 99 CZK |
| 24 Milling machines assembly- Working | Production of welding and filling machines, Welding | LLC | JV | 22 | 10 980 CZK | 1 011 CZK | 1 011 CZK |
| | | | | | 2 100 CZK | 111 CZK | 111 CZK |
| | | | | | 1 045 CZK | 89 CZK | 95 CZK |
| 25 Machinery | CNC machining production of precision rotating parts | LLC | JV | 61 | 10 980 CZK | 1 111 CZK | 1 111 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| 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 | 114 | 10 980 CZK | 7 111 CZK | 11 010 CZK |
| | | | | | 7 800 CZK | 157 CZK | 417 CZK |
| | | | | | 1 000 CZK | 111 CZK | 146 CZK |
| 27 Household | Production of upholstered items - covering material for wooden furniture | LLC | Minority/JV | 48 | 100 780 CZK | 461 CZK | 7 281 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| 28 Plastic Components of Industrial and Consumer Goods | Injection moulding of small parts according to customer documents - Electronic components, insulation fitting, etc. | LLC | Minority | 8 | 4 111 CZK | 111 CZK | 111 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |
| | | | | | 1 111 CZK | 111 CZK | 111 CZK |

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

感谢您的关注

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