



MAY 2023

M&A NEWSLETTER



MỤC LỤC

1. MARKET OVERVIEW
2. HIGHLIGHTED M&As
3. OTHER TRANSACTIONS



MARKET OVERVIEW





HIGHLIGHTED M&As



HIGHLIGHTED M&As



Vietnamese pharmaceutical e-commerce startup receives investment from foreign funds.



Announcement date	08-05-2023
Investee	Buymed Co., Ltd
Investor	UOB Venture Management Fund of UOB Singapore led the investment
Target	Buymed Co., Ltd
Investment type	Series B
Change of ownership's rate	N/A
Value	USD 51.5 million
Purpose: The new capital will be used to enhance the e-commerce platform and infrastructure of the company, expand the services and provide more medical distribution channels and health services.	



Investee: BuyMed

In pharmaceutical e-commerce, BuyMed was established in 2018 in Singapore and is the operator of the Thuocsi.vn, becoming a bridge connecting pharmaceutical manufacturing and distribution companies with 35,000 pharmacies, clinics in 63 provinces. Besides Vietnam market, BuyMed is present in Singapore, Thailand and Cambodia. Previously, this startup continuously successfully raised capital in 2019, 2020, 2021 with a total of up to 13 million USD.



Investor: UOB Venture Management

UOB Venture Management Private Ltd is a managed subsidiary of UOB Singapore and was established in 1992. The fund focuses on investing in companies in Southeast Asia and China with total assets managed by this fund up to 2 billion SGD.



HIGHLIGHTED M&As



Edtech startup - Teky successfully raised USD 5 million



Announcement date	09-05-2023
Investee	Teky Holdings
Investor	Sweef Capital Fund
Target	Teky Holdings
Investment type	N/A
Change of ownership's rate	N/A
Value	USD 5 million
Purpose: With this new capital, Teky plans to support growth in the field of educational services, school systems and extracurricular programs for children aged 5-18 in Vietnam.	



Investee: Teky

Teky is based in Hanoi, founded by Ms. Dao Lan Huong in 2016 and focuses on providing science, technology, engineering, arts and math (STEAM) education. The company operates 16 STEAM academies in 5 cities across Vietnam and has partnered with more than 45 schools across the country to deliver STEAM courses to over 25,000 children.



Investor: Sweef Capital

Sweef Capital is a Singapore-based investment firm that focuses on equity investments in growth-stage companies, primarily in Vietnam, Indonesia and the Philippines. Sweef Capital targets investment in sectors with growth potential, including education, healthcare, food and businesses with a positive impact on the environment areas that are in increasing demand.



HIGHLIGHTED M&As



EQuest successfully raised USD 120 million



Announcement date	19-05-2023
Investee	Equest Education Joint Stock Company
Investor	Kohlberg Kravis Roberts (KKR)
Target	Equest Education Joint Stock Company
Investment type	Loans and investments are raised from the Global Impact Fund
Change of ownership's rate	N/A
Value	USD 120 million
<p>Purpose: This investment is used to invest and upgrade the Canadian International School System (CISS) in Ho Chi Minh City and expand the system of Colleges and Universities, especially the campuses of the Broward Vietnam School System focusing on Hanoi, Hue and Ho Chi Minh City.</p>	



Investee: EQuest

EQuest is one of the largest private educational institutions in Vietnam with more than 130 thousand pupils and students, an ecosystem from high school (K12) to colleges, universities, and ed-tech across the world.

Last year, EQuest made a strategic investment in Khoi Nguyen Education Group, thereby increasing the number of members of the company's general education system to 16 schools in the North - Central - South.



Investor: Kohlberg Kravis Roberts (KKR)

KKR is an investment company managing portfolios valued at approximately USD 500 billion as of September 2022. This organization invests about 14 billion USD in education in many countries around the world, including Vietnam.



OTHER TRANSACTIONS





HIGHLIGHTED M&As



Ruangguru acquires Vietnamese online learning platform Mclass



Announcement date	10-05-2023
Investee	Mclass Vietnam Education Joint Stock Company
Investor	Ruangguru
Target	Mclass Vietnam Education Joint Stock Company
Investment type	M&A
Change of ownership's rate	N/A
Value	N/A
Purpose: With this acquisition, Ruangguru will expand its reach and enhance its capabilities in the region after successfully entering the Vietnamese market through the launch of the Kien Guru platform in October 2019.	



Investee: Mclass

Founded in 2019 by co-founders Nguyen Van Khai and Nguyen Minh Thang, Mclass offers live teaching sessions in math, science, literature, and exam preparation for some exams like IELTS. Up to now, Mclass has quickly become one of the leading and trusted online learning platforms in Vietnam.



Investor: Ruangguru

Founded in 2014, Ruangguru is an online tutoring platform that has grown into one of Indonesia's most diversified educational technology startups. At home country, the startup has more than 22 million users and manages about 300,000 teachers who teach more than 100 subjects. Ruangguru has now attracted more than 40 million users across Indonesia, Thailand and Vietnam.



HIGHLIGHTED M&As



1Office receives investment from Japan



Announcement date	22-05-2023
Investee	1Office Joint Stock Company
Investor	Mynavi
Target	1Office Joint Stock Company
Investment type	Series A
Change of ownership's rate	N/A
Value	N/A
Purpose: New capital will be used by 1Office to focus on product development, enhancing user experience, and perfecting models connected to the digital transformation system of government agencies such as insurance, tax, etc.	



Investee: 1Office

Founded in 2015, 1Office specializes in providing a set of tools to help optimize business administration operations, with 6 problems: human resources, work, processes, sales, cash flow, and finally company's culture. By the end of 2022, 1Office has more than 4,500 corporate customers with 450,000 users, of which 200,000 are regular paying users, the daily usage rate reaches 40%.



Investor: Mynavi

Mynavi is one of the largest HR corporations in Japan, with more than 13,000 employees, and its main activities are M&A, and investment in technology companies in the fields of human resources, education, digital transformation. In Vietnam, Mynavi is a strategic investor of a number of successful startups such as TopCV, MindX...



Your trusted financial partner

AUXESIA HOLDINGS

Vietnam

8th Floor, Room 801, Empire Building, 26-28
Ham Nghi, Ben Nghe Ward, District 1, Ho Chi
Minh City

Switzerland

Bahnhofstrasse 30 CH-6300 Zug, Thụy Sĩ
+41-79-418-3067

Singapore

213 Henderson Road, #02-01 Singapore
+65-9875-4114

Tel: +84 (28) 6680 7246

Email: info@auxesiaholdings.com

Please contact our professional advisors at Auxesia Vietnam for assistance with capital fund raising, M&A execution, market research, review and restructuring business as well as other financial issues you may have during your business operation.

For more information, please visit our M&A Newsletter and contact us.