

Cross border M&A deal established online successfully closed, amid the COVID-19 pandemic

BIZIT Inc. (Headquarter: Minato-ku, Tokyo, CEO: Yusuke Tanno, BIZIT), supported the overseas business expansion of a pharmaceutical company based in Osaka, Japan (Company A/ Revenue: USD 50~100MM) that invested in a startup company operating pediatric clinics in Vietnam (Company B)

Background Behind M&A Deal

Company A is a pharmaceutical company that has been operating business domestically solely in Japan for over 40 years. However, with Japan's continuous population decline and shrinking market, the company has been looking into opportunities for international business expansion in Southeast Asia, specifically in the healthcare industry.

Company B is a startup company operating pediatric clinics, and was established in 2019 by a Vietnamese entrepreneur who experienced running several businesses. The company aims to improve healthcare access for the lower and middle class, and has been looking for business partnership opportunities for further growth and development of the business.

Our company received a request from Company A to find a potential investment opportunity for overseas business expansion and provided full support from origination to the execution of the deal. We utilized our online platform "BIZIT M&A" for deal sourcing, held online meetings to facilitate the transaction, provided services such as translation and schedule management to support the execution, and finally brought the deal to closure.

The Future of Our Business

Recently we have been receiving many requests from Japanese companies with regard to investment opportunities abroad, and similar to this deal, more and more companies are seeking for M&A transactions online. Our global M&A platform "BIZIT M&A" is being used by over 1,000 Japanese companies utilizing our service as an effective deal sourcing tool.

As we anticipate for the pandemic to settle down, we aim to continue to fully support Japanese companies seeking for overseas business expansion and M&A opportunities, and hope to bring about growth and development to the industries in Japan.

About BIZIT Inc.

BIZIT Inc. was established in August 2019 by spinning out from Tryfunds Inc, whose VISION is "Challenge as culture". BIZIT operates the largest global M&A platform in Japan "BIZIT M&A", which is used by 5,200 users in about 160 countries around the world, and supports the overseas expansion and M&A of Japanese companies.

Address: Shiba Koen Hanshin Building 5th floor, 3-1-14 Shiba, Minato-ku, Tokyo

Representative: Yusuke Tanno

Capital: 295.44 million yen (including capital reserve: as of June 2020)

Main business activities: 1. Operation of WEB platform "BIZIT M&A"

2. M&A origination support

3. Partnership and alliance support

URL: <https://ma.biz-it.co/?locale=ja> (service site)