BDA
Business Development Asia

ASIAN HEALTH NEWSLETTER

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A Quarterly newsletter of developments in the healthcare markets

We hope that you find the Asian Health Newsletter informative.

Business Development Asia LLC ("BDA") is an investment banking firm which specializes in executing cross-border transactions involving Asia, including acquisitions, divestments, JVs and restructurings. We have offices and professional staff throughout Asia, the Middle East, Europe, and the US.

If you would like to learn more about how BDA is positioned to help your business grow through acquisitions, or to achieve maximum

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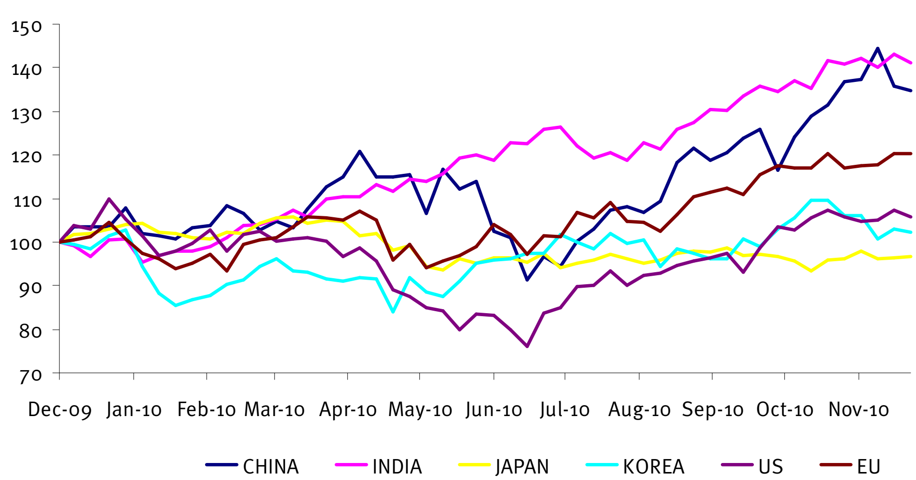
AUSTRALIA

Amplifon S.p.A, an Italian distributor and fitter of hearing aids and related products and services, has agreed to acquire **NHC Group**, an Australian provider of hearing healthcare products and services, from **Crescent Capital Partners**, an Australian private equity firm, and **Macquarie Group**, an Australian investment bank and private equity firm, for US$441m. *September 28, 2010*

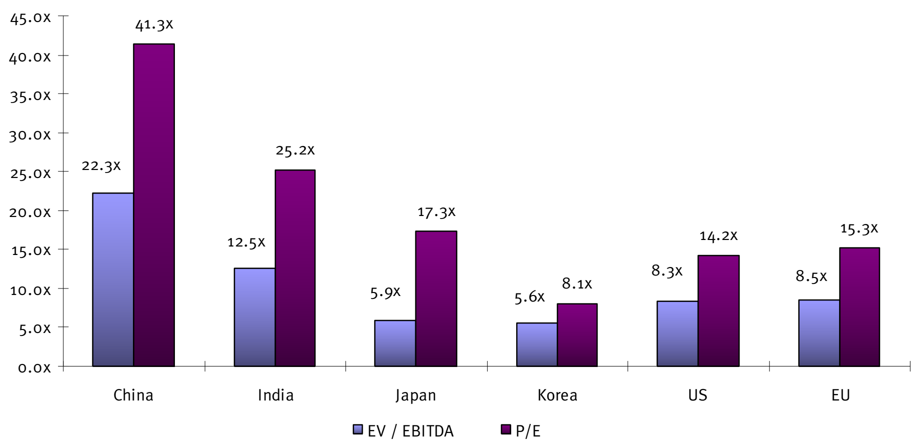
Health Sector Stock Indices (12 months ending 13Dec10)



Source: Capital IQ, BDA

Clifford Hallam Healthcare, an Australian distributor of healthcare products and subsidiary of **Australian Pharmaceutical Industries**, a listed Australian manufacturer, distributor and retailer of drugs and pharma products, has agreed to acquire **Intouch Direct**, an Australian healthcare and wellness supplier with revenues of US$29m, for

Health LTM Trading Multiples (13Dec10)



Source: Capital IQ, BDA

an undisclosed consideration. *September 1, 2010*

Healthcare Locums, a UK based medical staffing company, has signed a definitive agreement to acquire **Healthcare Australia Holdings**, a specialized nursing workforce solutions service provider, from **CHAMP Private Equity**, a leading Australian private equity firm, for US$121m. *November 26, 2010*

Henry Schein, a listed US based distributor of general medical and dental supplies, has agreed to acquire **Provet Holdings**, a listed Australian distributor of veterinary products, for US$92m, a 35% premium on Provet's closing price prior to announcement. *October 14, 2010*

Optos, a UK based producer of retinal imaging devices, has agreed to acquire **Opto Global Holdings**, an Australian producer of ophthalmic diagnostic and treatment devices, from **Innovation Capital**, an Australian private equity group, for US$15m. *November 12, 2010*

Vital Healthcare Property Trust, a listed New Zealand-based investment fund that invests in high quality, health and medical related properties, has agreed to acquire 12 hospital and medical properties from **Essential Healthcare Trust**, an Australian trust managed by **Orchards Fund Management**, an Australian property funds management group, for US$162m. *November 2, 2010*

CHINA

Aier Eye Hospital Group, a Chinese hospital specializing in ophthalmic and eye care services, has acquired 71% of **Beijing Intech Eye Hospital**, a Chinese hospital providing clinical eye care services, from **Biao Zhun International (Tianjin) Investment Management**, a Chinese investment company with interests in clinical eye care services, and **Hu Lizhong**, a private investor, for US$14m. *November 13, 2010*

Cardinal Health, a US based provider of products and services for the healthcare industry, has acquired **Zuellig Pharma China**, a Chinese pharma distributor, from **Zuellig Pharma Holding**, a holding company of pharma distributors in the Asia Pacific region, and a Hong Kong private investor, for US$470m. *November 29, 2010*

Dalian Yifang Group, a Chinese property developer, has acquired 27% of **Jiangzhong Pharmaceutical**, a listed Chinese pharmaceuticals manufacturer, from **Jiangxi State-owned Assets Supervision and Administration Commission of the State Council (Jiangxi SASAC)**, a Chinese government entity, for US$461m. In a related transaction, **The Academy of Military Medical Sciences**, a Chinese state-owned medical institution, will acquire 10% of Jiangzhong Pharma from Jiangxi SASAC for US$27m. *September 29, 2010*

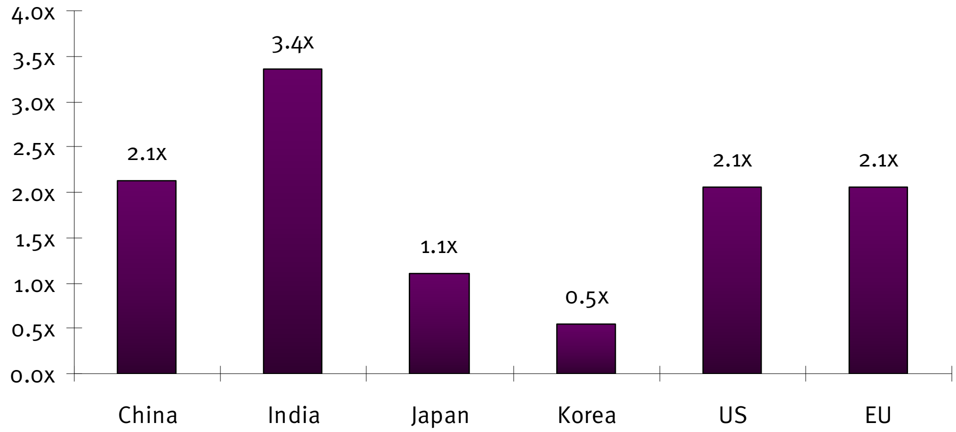
GlaxoSmithKline (GSK), a UK based pharma company, announced it will acquire **Nanjing MeiRui Parma** from 90% owner **Pagoda Pharmaceuticals**, a Chinese pharma group, and 10% owner **Allergon AB**, a Swedish pharma manufacturer, for US$70m. *December 9, 2010*

Guangdong Medi-world Pharma, a Chinese manufacturer of medicine and pharma products and subsidiary of **Winteam Pharmaceutical Group**, a listed Hong Kong based producer of Chinese medicine and pharma products, has agreed to acquire 47% of **Foshan Feng Liao Xing Pharmaceutical**, a producer of Chinese medicine and pharma products, from **Tan Zhen**, a Chinese private investor, for US$18m. *November 23, 2010*

Lansen Pharmaceutical, a listed Chinese pharma producer, has agreed to acquire 20% of **Zhejiang Starry Pharmaceutical**, a Chinese producer of pharma raw materials and intermediates, from **Liew Yew Thoong**, a Chinese private investor, for US$24m. *November 16, 2010*

Nycomed International Management, a Swiss pharma company, has acquired 51% of **Techpool Bio Pharma**, a Chinese pharma company, from **Shanghai Pharmaceutical**, a Chinese producer and distributor of medicines, for an undisclosed consideration. *November 1, 2010*

Health LTM Price/Rev Ratios (13Dec10)



Source: Capital IQ, BDA

Shaanxi Huahan Industrial Group, a Chinese property development and management company, has agreed to acquire **Chang An Information Industry**, a listed Chinese provider of medical production and medical services and producer of oncological formulations, for US$8m. In a related transaction, Chang An Information has agreed to acquire nine Chinese tourism companies of **Xi'an Qujiang Cultural Tourism**, a Chinese state-owned tourism provider in Shaanxi province, for US$142m. *November 8, 2010*

Shanghai Fosun Pharmaceutical, a listed Chinese researcher and manufacturer of pharmaceuticals, diagnostic products and medical equipment, and a subsidiary of **Fosun International**, a listed Chinese conglomerate, has agreed to acquire 50% of **Golden Elephant**, a Chinese pharma retailer, for US$18m. Post-acquisition, Shanghai Fosun Pharmaceutical will hold 55% of the company. *October 12, 2010*

Sichuan Kechuang Medicine Group, a Chinese pharma company, has agreed to acquire **Sichuan Mingxing Pharmaceutical**, a Chinese pharma company, from **Sichuan Mingxing Electric Power**, a listed provider of electricity and tap water in China, for US$8m. *October 27, 2010*

Sichuan Kelun Pharmaceutical, a listed Chinese pharma company that manufactures injections, medical bottles, and bags, has announced it will acquire 85% of **Zhejiang Guojing Pharmaceutical**, a Chinese producer of pharma infusion products, from four Chinese private investors, for US$37m. *November 16, 2010*

Southwest Synthetic Pharmaceutical, a listed Chinese researcher, developer and marketer of pharma ingredients, has agreed to acquire **PKU Care's Pharmaceutical**, a Chinese pharma company, from **PKU International Healthcare Group**, a Chinese state-owned medical group, for US$20m. *October 26, 2010*

Tonghua Dongbao Pharmaceutical, a listed Chinese conglomerate active in the manufactureand distribution of pharmaceuticals and construction materials, has agreed to form a JV with **Lijun International Pharmaceutical**, a Hong Kong based manufacturer of a pharma products. The US$22m JV, **Jilin LJDB Pharmaceutical**, will produce large volume IV infusion solutions. Lijun International will contribute US$13m for 60% of the JV, with Tonghua Dongbao holding 40% for contributing factories, machineries, land use rights, facilities and production permits of large volume intravenous infusion solutions with a total value of US$9m. *October 29, 2010*

HONG KONG

Fortis Healthcare, an Indian owner and operator of hospitals and provider of healthcare services, has agreed to acquire two companies from **Quality HealthCare Asia**, a listed Hong Kong based medical, nursing, physiotherapy and dental services provider. The companies, **Quality HealthCare Medical Services**, a Hong Kong based operator of primary healthcare centers, and **Quality HealthCare Services**, a Hong Kong based operator of ancillary healthcare centers, will be acquired by Fortis' Singaporean subsidiary, **Fortis Global Healthcare Holdings**. The combined consideration for the transactions will be US$196m. *October 8, 2010*

INDIA

Avantor Performance Materials, a US based developer and manufacturer of laboratory, pharma, microelectronic and chromatography materials, and a portfolio company of **New Mountain Capital**, a US based private equity firm, has agreed to acquire **RFCL Limited**, an Indian life science company, from **ICICI Venture Funds Management**, an Indian venture capital firm, for an undisclosed consideration. Analysts estimated the transaction at approximately US$100m. *November 3, 2010*

Cambrex Corporation, a listed US based pharma company with operations in human health, bioproducts, and biopharma has acquired 51% of **Zenara Pharma**, an Indian manufacturer of pharmaceuticals, for US$20m. The acquisition will provide Cambrex a foothold in the Indian market, and allow it to integrate its API and drug delivery business with Zenara's formulation and finished dosage form capabilities. Cambrex will acquire the remaining 49% of Zenara in 2016 based on a pre-agreed formula. *November 2, 2010*

Greater Pacific Capital, a UK based private equity firm, has acquired a controlling stake in **Accutest Research Laboratories**, an Indian CRO based in Mumbai. *October 1, 2010*

Sequoia Capital India, an Indian private equity firm, has acquired 33% of **Celon Laboratories**, an Indian pharma company based in Hyderabad, for US$16m. *October 7, 2010*

TVS Capital Funds, an Indian private equity firm and **ePlanet Ventures**, a US based private equity firm, have acquired a minority stake in **Medfort Hospitals**, an Indian healthcare company focused on the treatment of diabetes and eye disorders, for US$13m. Medfort intends to use the proceeds to expand its operations domestically and internationally. *November 23, 2010*

INDONESIA

Lippo Karawaci, a listed Indonesian conglomerate involved in real estate and healthcare facilities, has acquired 80% of **Rumah Sakit Husada**, an Indonesian hospital in the Jakarta region, for US$26m. *November 15, 2010*

JAPAN

The management of **Apo Plus Station**, a Japanese pharma sales support company, has agreed to acquire the company in a management buyout transaction backed by **J-Star**, a Japanese private equity firm, for US$19m. *September 28, 2010*

CooperVision, a US based manufacturer and distributor of contact lenses, has agreed to acquire contact lens marketing and development business of **Asahi Kasei Aime**, a Japanese contact lens manufacturer, for an undisclosed amount. Asahi Kasei Aime is a subsidiary of **Asahi Kasei Pharma**, a Japanese company focused on pharmaceuticals, pharma intermediates, feed additives, diagnostics, dialyzers and other medical devices. *September 3, 2010*

Hitachi Medical, a listed Japanese medical equipment maker, has launched an offer to acquire the remaining 88% of **Aloka**, a listed Japanese pharma company, for US$330m. Hitachi Medical's offer represents a 119% premium over the closing price of Aloka prior to the announcement. *November 8, 2010*

Mitsui & Co, a listed Japanese conglomerate, has acquired an undisclosed stake in **Hutchison MediPharma**, a Chinese pharma R&D company and a subsidiary of **Hutchison China MediTech**, a Chinese pharma and healthcare group, for US$13m. Hutchison will use the funds to bolster its R&D efforts. *November 8, 2010*

Nichi-iko Pharmaceutical, a listed Japanese pharmaceuticals manufacturer, has announced it will acquire 33% of **Aprogen**, a Korean generic bio-drug maker, from **Schnell Biopharmaceuticals**, a listed Korean pharma company, for US$12m. *October 21, 2010*

MALAYSIA

Prestige Precious, a Malaysian investment holding company, has agreed to purchase **Wijaya International Medical Centre**, a Malaysian medical center operator, from its parent company, **Wijaya Baru Global Berhad**, a listed Malaysian conglomerate, for US$6m. November 1, 2010

NEW ZEALAND

Bayer AG, a listed German pharmaceuticals and chemicals group, has agreed to acquire **Bomac Laboratories**, a New Zealand based animal health company with a particular strength in cattle mastitis treatment and parasiticides for sheep, for an undisclosed amount. *November 3, 2010*

SINGAPORE

Sasteria, a Singaporean private investment vehicle owned by **Peter Lim**, has made a mandatory conditional cash offer to acquire the remaining 61% of **Thomson Medical**, a listed Singaporean healthcare service provider, for a maximum consideration of US$240m. *October 29, 2010*

Asian Auto Transactions with Multiples for Selected Countries (12 months ending in Dec 2010)

Announce Date	Target Name	Target Country	Acquirer Name	Acquirer Country	Deal Value	Acquisition Type	EV / EBITDA	EV / Revenue	P/E
9-Dec-10	C & O Pharmaceutical Technology	Hong Kong	Sumitomo Corporation	Japan	$72.8	29.0%	8.6x	2.7x	11.5x
12-Oct-10	Healthscope Ltd.	Australia	TPG Capital; The Carlyle Group; The Blackstone Group	US	$2,313.4	100.0%	10.0x	1.4x	19.4x
16-Aug-10	Parkway Holdings	Singapore	Integrated Healthcare	Malaysia	$3,424.4	76.2%	22.2x	4.9x	37.4x
2-Aug-10	CMIC Co	Japan	Taiyo Pacific Partners	US	$12.0	5.0%	5.0x	0.7x	10.9x
17-Jun-10	Kawamura Cycle Co	Japan	Max Co	Japan	$11.5	41.0%	5.7x	0.7x	32.1x
31-May-10	JCR Pharmaceuticals Co	Japan	GSK	UK	$43.5	12.8%	12.1x	2.3x	20.2x
25-May-10	Dong-a Pharmaceutical	Korea	GSK	UK	$110.3	9.9%	11.2x	1.7x	20.0x
10-May-10	Nihon Spindle Manufacturing	Japan	Sumitomo Heavy Industries Ltd	Japan	$69.0	-	7.0x	0.4x	82.3x
8-May-10	Solvay Pharma India	India	Abbott Capital India	US	$67.0	20.0%	24.6x	6.1x	39.8x
13-Apr-10	SSP Co	Japan	Boehringer Ingelheim Auslandsbeteiligungs GmbH	Germany	$296.4	33.6%	13.8x	1.3x	101.9x
8-Apr-10	Tongjitang Chinese Medicines	China	Investor Group	British Virgin	$20.2	-	54.4x	1.7x	-
1-Apr-10	Aventis Pharma	India	Hoechst GmbH	Germany	$91.5	10.3%	15.9x	3.4x	25.6x
24-Mar-10	ScinoPharm Taiwan	Taiwan	Uni-President Enterprises	Taiwan	$94.0	31.0%	8.5x	2.6x	9.4x
22-Mar-10	Standard Diagnostics	Korea	Alere Inc	US	$36.2	12.9%	8.5x	4.5x	10.8x
16-Mar-10	Ascent Pharmahealth Ltd	Australia	Strides Arcolab Ltd	India	$34.6	-	7.3x	0.9x	9.5x
11-Mar-10	Parkway Holdings	Singapore	Fortis Healthcare	India	$685.3	23.9%	26.3x	4.8x	33.7x
26-Feb-10	Nectar Lifesciences	India	NSR Direct PE Mauritius LLC	Mauritius	$35.0	20.5%	8.4x	1.7x	10.1x
23-Feb-10	Shanghai Pharm Co Ltd	China	Shanghai Shengrui Investment	China	$298.8	8.6%	-	1.3x	-
23-Feb-10	Shanghai Zhongxi Pharmaceutical	China	Shanghai Pharmaceutical	China	$396.1	100.0%	53.1x	7.7x	72.7x
15-Feb-10	Shanghai Industrial Pharmaceutical	China	Shanghai Pharmaceutical	China	$1,166.1	100.0%	16.1x	1.8x	13.3x
8-Feb-10	Japan Lifeline	Japan	MT Shokai	Japan	$19.0	26.6%	3.1x	0.2x	10.3x
28-Jan-10	Trident Medical Corp	Taiwan	Investor Group	Taiwan	$10.0	62.8%	5.8x	0.7x	13.6x
4-Jan-10	Shinva Medical Instrument	China	Zibo Mining Group	China	$80.8	29.0%	34.7x	2.5x	54.2x

Business Development Asia is an investment banking firm which assists multinational companies in expanding their businesses in Asia through JVs, acquisitions, divestments and capital raising. For further information on BDA's services or on any of the articles in this newsletter, please contact the offices listed.

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