JB Capital: M&A Advisory Alert: ShopClues Qoo10 Merger

ShopClues & Qoo10 merged in a US reverse triangular merger structure.

Qoo10 is a leading eCommerce platform in South East Asia which services small and medium enterprises (SMEs) via its localized online marketplaces in Singapore, Indonesia, Malaysia, China, Hong Kong etc, and plans to expand into other Asian countries. ShopClues has built a differentiated position as a value-for-money marketplace with a thriving eco-system of small merchants. More than 700,000 small and micro-merchants from ShopClues will be able to access to global markets via Qoo10's presence in South East Asia. Similarly, Qoo10's merchants and its cross-border logistics business will get access to the large Indian market with their high quality, value-for-money products.

The combination provides new strategic opportunities and a differentiated platform as it opens up cross border opportunities for consumers and sellers across Asia.

ShopClues has raised over USD 200 million of equity capital from Institutional Investors including Nexus, Helion, Unilazer, GIC & Tiger Global.

JB Capital was the sole financial advisor in the Qoo10 ShopClues Merger, a complex Cross-border Global M&A transaction.

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ShopClues: Founded in 2011 and headquartered in Gurugram, India ShopClues is the preferred e-commerce destination for Real India - Buyers and Sellers in Tier 2, 3 & 4 cities and beyond. With over 60 million lifetime unique customers and 7,00,000 + merchants, ShopClues has taken local brands to a national platform servicing more than 31,500 pin codes across India. ShopClues also operates Smartship and Momoe as enterprise services and Ezonow as a social commerce platform.

Qoo10: Qoo10 was established in June 2010. As the 10th most visited site in the country, and with more than 16 million registered users, Qoo10 has since become Singapore's No. 1 e-commerce platform. Headquartered in Singapore, Qoo10 has since expanded to Indonesia, Malaysia, China, and Hong Kong. Qoo10's mission is to establish a free and open e-commerce platform, where businesses of all sizes can sell their goods online, and customers from any country can purchase them. With a holistic business model built around our core values of entrepreneurship, speed, and sustainability, Qoo10 offers a rewarding experience for buyers and sellers alike. For more information about the company, please visit http://www.qoo10.sg.

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