

# China's Leading Online B2C Pharmacy and Healthcare Services Platform Jianke Raises USD130 Million in Series B Financing

Financing Round Led by GTJA Investment Group, with Participation from HBM Healthcare Investments and Crescent Point Company to Leverage Funds to Further Drive Innovative Healthcare Delivery Solutions

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GUANGZHOU, China, Sept. 4, 2018 /PRNewswire/ -- Chinese online B2C pharmacy and healthcare services platform Jianke today announced that it has successfully closed a USD130 million Series B financing round, led by GTJA Investment Group, with participation from HBM Healthcare Investments and Crescent Point.

Jianke is the largest online B2C pharmacy in China, offering 680,000 SKUs and a robust set of healthcare advisory services, and having cumulatively served over 100 million customers. With a singular focus on the B2C sector, Jianke leads its competitors in terms of brand name recognition, number of users, user acquisition costs, product & service offerings, and online traffic as measured by WeChat, Baidu and Alexa indexes. Furthermore, Jianke benefits from a loyal set of customers, achieving a repeat purchase rate of over 50%. "Jianke is entering an exciting phase of tremendous growth and opportunity," said Fangmin Xie, Founder and Chief Executive Officer of Jianke. "We continue to focus on extending our leading B2C market position through strategic initiatives, such as expanding our innovative eCSO and eDTP capabilities, which allow us to better serve the broad healthcare needs of our growing customer base. With the support of the exceptional teams at GTJA, HBM and Crescent Point, we look forward to continuing to improve access to quality medical and pharmaceutical resources for patients in underserved regions across China."

Having invested and developed a number of physical and "Internet" hospitals in China, Jianke recognizes the importance of leveraging digital technologies to improve healthcare delivery. Jianke is dedicated to building a best-in-class, technology-driven and service-focused "smartcare" platform, and has already formed strategic partnerships with healthcare sector leaders such as Abbott and Gilead Sciences.

"We are pleased to partner with Jianke on its next phase of growth alongside a seasoned group of investors," said Wang Hai Jiao, Partner at GTJA Investment Group. "As a clear industry leader, Jianke's platforms and disruptive business model are changing the way people access efficient and professional health services and products online. The Company is well-positioned for continued rapid growth, which will continue to put Jianke well-ahead of its peers."

## About Jianke

Founded in 2006, Jianke obtained its "Internet Drug B2C transaction license" (issued by the State Food and Drug Administration) in 2009, becoming the first licensed online pharmacy enterprise in Guangdong. Jianke now holds the full set of B2B and B2C pharmaceutical distribution licenses (A+B+C). The Company's founders and core management team have significant technology backgrounds from senior management positions at Baidu and Dell, and additional complementary experience in the China pharmaceutical sector.

## About GTJA Investment Group

Founded in Shenzhen in 2001, GTJA Investment Group (GIG) is dedicated to investments in the healthcare industry, with a focus on strategic equity investment. GIG's investment approach covers each investment stage, including M&A, PE, VC, and angel investments. Currently, GIG has the largest and most professional team for healthcare investment in China. GIG has established an eco-platform in healthcare-related investment sectors, and is determined to become a leading healthcare investment institution with global impact. GIG has AUM of RMB20 billion and has raised 24 funds dedicated to the healthcare industry. GIG has invested in over 130 companies, 60 of which are in the healthcare industry. Ten portfolio companies have executed successful IPOs, and notably, GIG also remains the holding company for Boya Bio-Pharmaceutical (SZ.300294) --- a domestic leader in blood products.

## About HBM Healthcare Investments

HBM Healthcare Investments invests in the healthcare sector. The Company holds and manages an international portfolio of promising companies in the human medicine, biotechnology, medical technology and diagnostics sectors and related areas. Many of these companies have their lead products already available on the market or at an advanced stage of development. The portfolio companies are closely tracked and actively guided in their strategic direction. This is what makes HBM Healthcare Investments an interesting alternative to investments in big pharma and biotechnology companies. HBM Healthcare Investments has an international shareholder base and is listed on SIX Swiss Exchange (ticker: HBMN).

## About Crescent Point

Crescent Point is a leading China and Southeast Asia investment firm focused on consumer sector investing.

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