

## Jianke raises \$130 M in Series B Financing

06 September 2018 | News

**Financing Round Led by GTJA Investment Group, with Participation from HBM Healthcare Investments and Crescent Point**



Chinese online B2C pharmacy and healthcare services platform Jianke has announced that it has successfully closed a \$130 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."