

A world map in a light brown color is centered in the upper half of the image. Below it, a wireframe illustration of a modern skyscraper with a grid-like facade is shown in the same brown color. The background features large, stylized geometric shapes in red and white, including a large red diamond in the top right and several white diamonds with red outlines in the bottom left. The overall color palette is dominated by red, white, and brown.

## Fibocom Wireless Inc. Case Study

August 2020

# Rolling Wireless's Acquisition of The Embedded Module Product Line from Sierra Wireless

**USD 165 Million**

**Rolling Wireless**

**A Joint Venture between**

 **Qianhai Red Earth** **Jiaxin Huaxun**

**&**



**Has Agreed to Acquire**

**The Embedded Module Product Line from**





**Acted as Exclusive Financial Advisor to Fibocom**






- ◆ Fibocom Wireless Inc. is a leading wireless communication modules and solutions provider
- ◆ In 2017, Fibocom was listed on the ChiNext board (Stock ticker: 300638), becoming China's first listed wireless communication module and IoT solution provider



- ◆ Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is a leading Internet Of Things (IoT) solutions provider that combines devices, network services and software

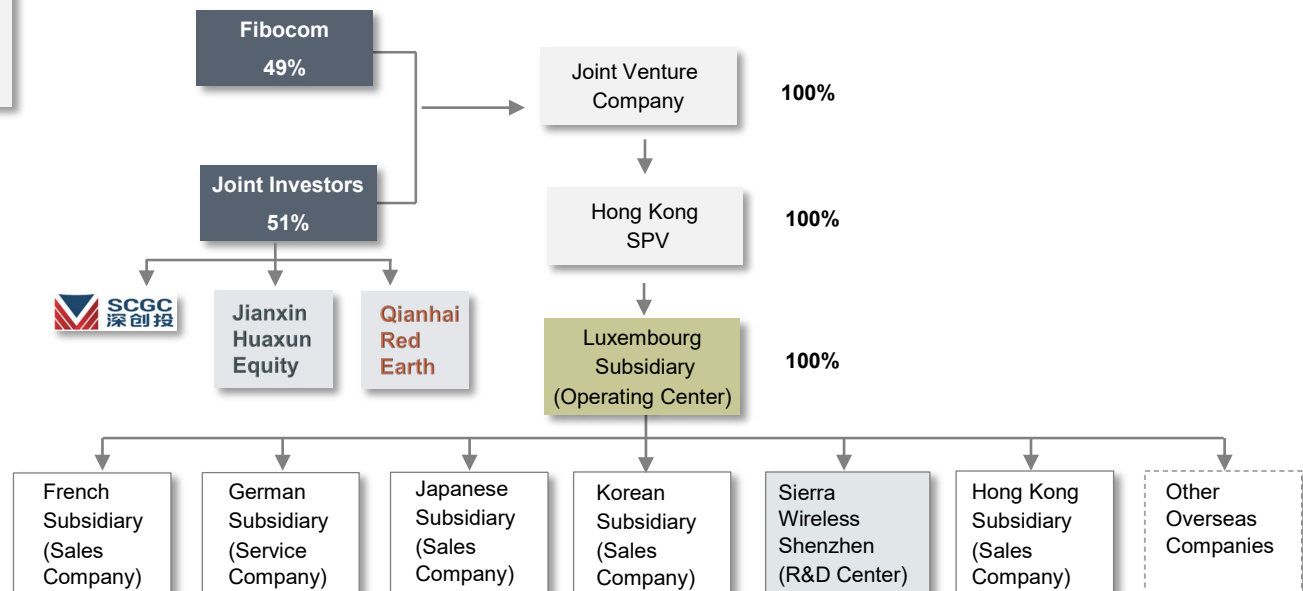
## Transaction Overview

-  On July 23, 2020, Sierra Wireless and Fibocom both entered an agreement by which Sierra divested its Shenzhen, China-based automotive embedded module product line to Rolling Wireless (H.K.) Limited, a consortium led by Fibocom Wireless Inc.
-  The strategic acquisition will strengthen Fibocom's industrial advantage in the IoT sector and proceed to supply extra market-oriented high-performance embedded wifi modules and whole loV options for world prospects within the automotive business
-  This divestiture also enables Sierra Wireless to strengthen its focus on fully integrated IoT solutions and allows to expand its R&D center in Richmond, British Columbia to accelerate innovation in integrated IoT solutions and 5G modules, gateways and routers

## **Huatai's Role**

- ◆ Transaction structure: Determine the transaction structure, financing model, and capital outbound plan based on domestic approval and A-share regulatory requirements
- ◆ Project execution: Overall coordination of the target and domestic and foreign intermediaries to ensure that the transaction arrangement meets the regulatory requirements of A shares

## Transaction Structure



## Disclaimer

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