



深交所创新创业投融资服务平台

Matchmaking Platform for Innovation & Capital

深圳证券交易所
SHENZHEN
STOCK EXCHANGE



深圳证券信息有限公司
Shenzhen Securities
Information Co., Ltd.

ABOUT V-Next

关于V-Next

OVERVIEW

简介

V-Next is a cross-border matchmaking platform which bridges global innovation resources with Chinese capital and market. It is operated by Shenzhen Securities Information Co., Ltd., a wholly-owned subsidiary of Shenzhen Stock Exchange.

深交所创新创业投融资服务平台（V-Next）是由深圳证券交易所发起的跨境投融资信息服务平台，旨在促进世界范围内的股权投资和商业合作。V-Next平台由深交所全资子公司深圳证券信息有限公司运营。



Instruct & Support
指导 & 支持



深圳证券信息有限公司
Shenzhen Securities
Information Co., Ltd.

Construct & Operate
建设 & 运营



- A** Digital platform and community facilitating the flow of capital & know-how across borders
促进跨境资本形成和知识分享的数字型服务平台
- B** Customized and wide range of information services for venture capital and M&A market
为风险投资和并购市场提供定制的全方位信息服务
- C** Data-driven pitching mechanism between accredited investors/intermediaries and start-ups/SMEs
经认证的投资者/中介机构与企业进行数据驱动的投融资对接

Shenzhen Stock Exchange is located in Guangdong-Hong Kong-Macau Greater Bay Area, a vibrant world-class city cluster, which is an innovation and technology hub and an important support pillar for the Belt and Road Initiative.

Shenzhen Stock Exchange: one of the major stock exchanges worldwide.

No. 3 in terms of trading value

No. 7 in terms of funds raised by IPO

No. 8 in terms of market cap

(Source: WFE, as of December 2019)

A powerhouse of non-SOEs, tech companies, and strategic emerging companies

深圳证券交易所位于粤港澳大湾区——一个充满活力的世界级城市群，同时也是中国的创新科技中心，和「一带一路」倡议的重要支柱。

深圳证券交易所：
全球主要证券交易所之一。

交易价值排名 **全球第三**

IPO募集资金排名 **全球第七**

总市值排名 **全球第八**

(来源：世界交易所联合会，2019年12月)

非国有企业，科技公司和战略性新兴产业的助推器

78%

78% of SZSE-listed companies are non-SOEs

78%的深交所上市公司是非国有企业

72%

72% of SZSE-listed companies are certified High-tech companies

72%的深交所上市公司是经过认证的高科技公司

38%

38% of SZSE-listed companies are from strategic emerging industries

38%的深交所上市公司来自战略性新兴产业

30%

30% of SZSE-listed companies invest more than 5% of revenue in R&D

30%的深交所上市公司将超过5%的收入用于研发

BRIDGING INNOVATION WITH GROWTH

连接创新，助力成长

MARKET CHALLENGES

市场挑战

How did this journey begin? – It started with the simple vision of making fundraising easier for High-tech start-ups & SMEs and bridging global innovation resources with Chinese capital and market.

为什么设立V-Next平台？——平台的初衷是希望为高科技中小企业筹集资金提供便利，同时帮助境外创新企业连接中国资本和市场。

A PRIVATE EQUITY MARKET

私募市场

Scattered information 信息分散
Scattered resources 资源分散
Scattered deals 交易分散

B PRIVATE EQUITY DEALS

私募交易

Non-public 非公开
Non-standard 非标准
High-risk 高风险
Long-term 长周期

C CHALLENGES

挑战

High cost for deal sourcing 搜索成本高
Lack of intermediaries 中介资源短缺
Low pitching efficiency 对接成功率低

To tackle these challenges and fuel innovation, we believe that an interconnected ecosystem of investors, business experts, mentors & fellow founders can create significant business leverage for High-tech start-ups & SMEs. Our vision is to bridge entrepreneurs with potential investors and partners.

为了应对这些挑战并推动创新，我们认为聚焦投资者、业界专家、导师和创始人的互联生态系统可以为高科技创业公司和中小企业提供重要的业务杠杆。我们的使命和责任是在创业者和潜在投资者之间架起桥梁，与合作伙伴建立持久的联系，从而为企业未来发展提供平台支持。

Digital technologies have emerged as a key to improve efficiency, security and service quality. A holistic digital matchmaking platform is required to help market participants exchange information, mobilize innovative resources and satisfy finance and cooperation needs. V-Next was thus founded.

近年来，运用数字技术提高工作效率、安全性和服务质量已逐渐达成共识。有鉴于此，为了打造中小企业创业创新生态系统，我们决定搭建一个综合的数字对接平台，帮助市场参与者交换信息、调动创新资源，匹配投融资和商业合作需求。V-Next，由此而生。



GLOBAL PE/VC/M&A OPPORTUNITIES



V-Next INNOVATION ALLIANCE



THE BELT AND ROAD INITIATIVES

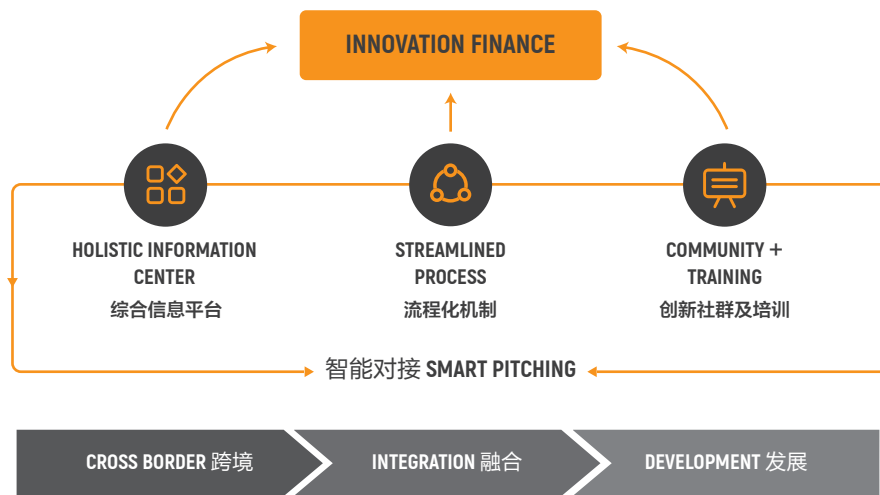


DATA-DRIVEN MECHANISM



V-Next SOLUTION

V-Next解决方案



V-Next is the ideal platform for innovative start-ups & SMEs to raise capital, expand new market and forge business relationships with institutional investors, business leaders, representatives of global institutions and government entities.

V-Next是科技型初创公司和中小企业筹集资金，拓展新市场并与投资者、商业领袖、机构代表和政府实体建立良好业务关系的理想平台。



BENEFITS

用户赋能

FOR INVESTORS

投资人

- A Deal sourcing - 项目搜索
- B Events participation - 活动参与
- C Post-investment management - 投后管理
- D Contact & communication - 联系交流

FOR PARTNERS

合作伙伴

- A Process tracking - 后台管理
- B Activity organization - 活动组织
- C Brand promotion - 品牌宣传
- D Resource aggregation - 资源聚集

FOR ENTREPRENEURS

项目方

- A Information display - 线上展示
- B Project roadshow - 项目路演
- C Financing training - 融资培训
- D Directional push - 定向推送

HOLISTIC INFORMATION CENTER TO TACKLE ASYMMETRY

综合信息平台，降低信息不对称

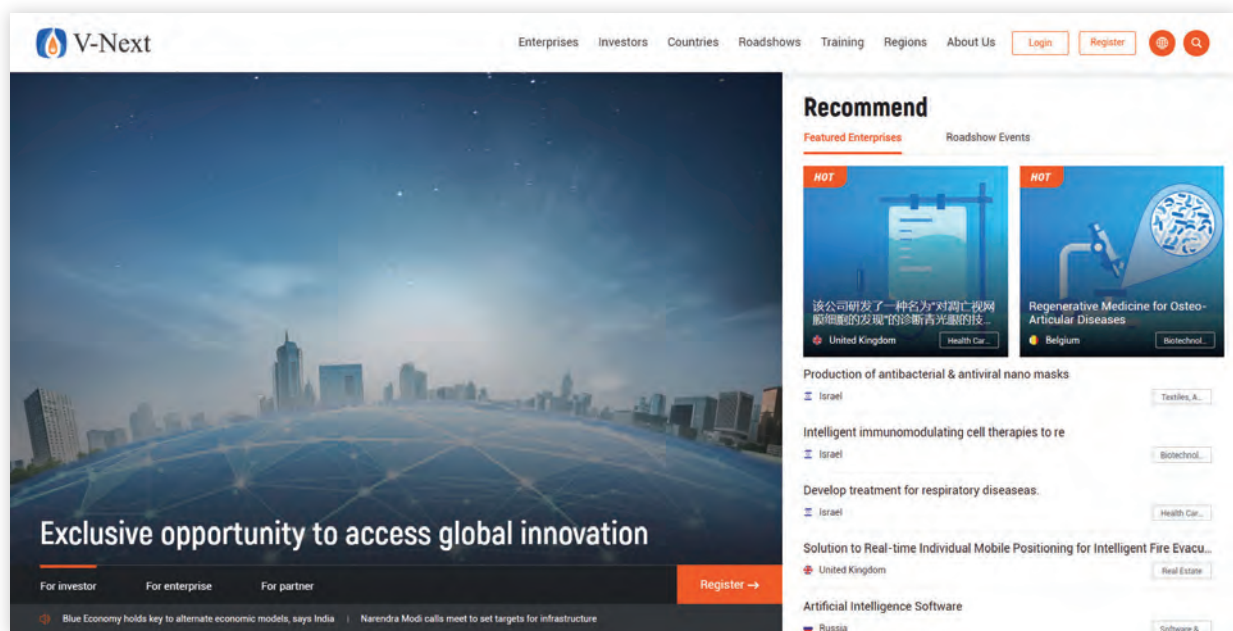
ONLINE SERVICES

线上服务

ONLINE FUNCTION

线上功能

- A** Standardized online display of enterprises and investors
融资企业和投资者的在线标准化信息展示
- B** Data-based automated deal matching to users' preference
基于需求偏好进行快捷、精准的定向匹配
- C** Centralized data and online documentation system
集中式信息平台 and 线上签约系统方便管理



ONLINE INTERACTION

线上交互



PRIVATE MESSAGE
平台私信



CONFERENCE CALL
电话邀约



CARD EXCHANGE
名片互换



ONLINE MEETING
线上会议



EMAIL SUBSCRIPTION
邮件订阅



MOBILE NOTIFICATION
手机推送



OFFLINE SERVICES

线下服务

THEMATIC ROADSHOWS

主题路演

A stage for entrepreneurs to present talents, ideas and financing plans to V-Next investors.

A convenient channel for face-to-face communication between buyers and sellers.

中小企业家向V-Next平台投资人展示才智、理念以及融资计划的大舞台。

买卖双方进行面对面交流的便捷渠道。



TAILORED DEAL SOURCING

精准对接

Customized, company-specific services for cross-border cooperation/M&A/investment.

- Demand-oriented pitching services
- On-going tracking of the entire process
- Support of external resources

为企业合作/并购/投资提供的定制化一对一服务。

- 基于买方机构需求的定制化对接
- 持续跟踪整个投资融资过程
- 支持和协调中介等外部资源

STEP01: Demand collection

第一阶段 需求收集

STEP02: Matching & pitching

第二阶段 匹配对接

STEP03: Progress tracking

第三阶段 进度跟踪

STREAMLINED PROCESS TO MITIGATE CREDIT RISKS

流程化机制，降低信用风险

SOURCING

源头把关



PARTNER ENDORSEMENTS

Strategic deal-flow partnerships with world leading PE/VCs, stock exchanges, accelerators, etc.

合作伙伴推介

全球领先的PE/VC、交易所、加速器/孵化器持续推荐优质项目。



ONLINE APPLICATION

Enterprises that satisfy V-Next filtering criteria can apply directly through the V-Next website.

在线申请

符合筛选标准的企业，可通过V-Next网站在线申请。



V-Next SOURCING

On-going search for innovative companies with reputation to join V-Next.

V-Next搜寻

全球范围内寻找科技型的企业，邀请加入平台。

SECURING

信息安全

LEVEL-UP DISCLOSURE

Level-up disclosure as an alternative to ensure information security.

- Information access controlled by the owners
- Identity verification to ensure safety
- Disclosure of information at two levels:

LEVEL 1	Basic introduction
LEVEL 2	Detailed information

信息分层展示

为提高信息安全性，企业可以选择分层进行信息披露。

- 信息所有人决定是否公开
- 实名认证确保数据安全使用
- 包括2个级别的信息披露

第1级：	基本信息
第2级：	详细信息

SCREENING

严格审核

FOR ENTERPRISES

企业审核



CRITERIA CERTIFIED BY EXPERTS

Leading investors, entrepreneurs and top-level business leaders across the world.

行业专家制定标准

来自世界各地的领先投资者、企业家和顶级商业领袖等。



WHAT ARE THE KEY ASPECTS?

- Growth potential / international expansion
- Product / sector innovation
- Commercial potential
- Team capability
- Capital raised to date and/or revenue generation

企业审核重点

- 增长潜力/国际扩张
- 产品/行业创新
- 商业潜力
- 团队能力
- 过往融资经历和/或创收

FOR INVESTORS

投资人审核



Investors are qualified and institutional; relevant investment institutions should have the capacity to invest in China and/or overseas.

投资人为合格的机构投资者，所在投资机构具有境内外投资实力。

GLOBAL COMMUNITY TO FACILITATE SMOOTH LANDING

全球资源网络，支持项目落地

NETWORKING

平台网络

CROSS-BORDER PARTNERS

战略合作伙伴

Committed to developing cross-border partners around the world, including:

- Stock exchanges, financial intermediaries
- Incubators, accelerators, research institutes
- Embassies, consulates, investment promotion agencies
- Innovation platforms, international events & competitions

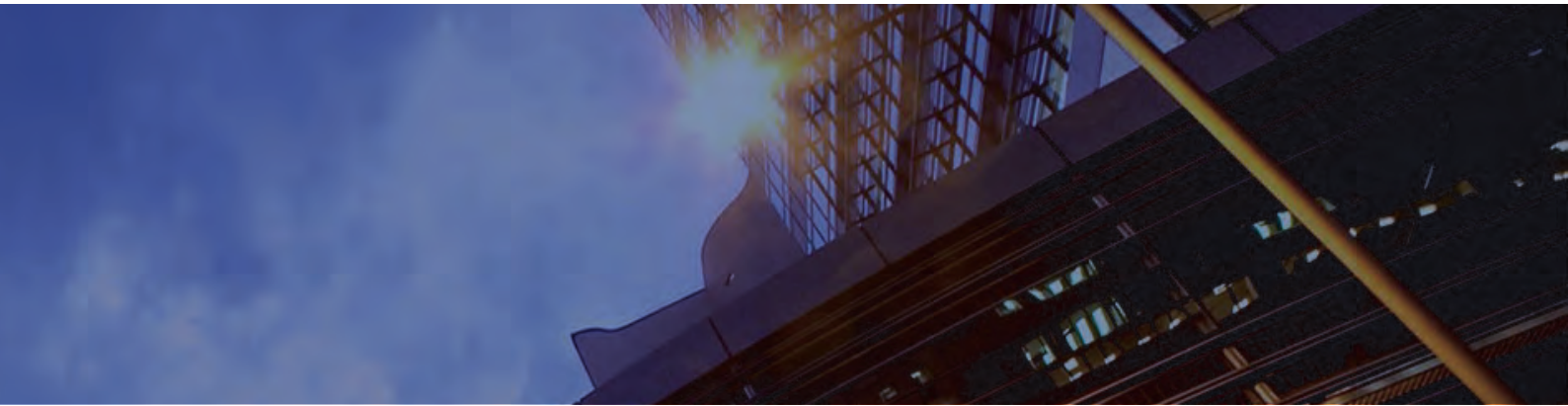
平台在全球范围内进行战略合作，包括：

- 交易所、金融中介机构
- 孵化器、加速器、研究所
- 各国使领馆、投资促进署等
- 创新平台、创投大会或创赛

Asian Tiger Capital	Asian Tiger Capital	芬兰投资署	Invest in Finland
澳大利亚贸易投资委员会	Australian Trade and Investment Commission (Austrade)	斯德哥尔摩投资署	Invest Stockholm
中国银行	Bank of China	日本贸易振兴机构	Jetro
德国勃乐并购咨询公司	Berners Consulting GmbH	瑞穗银行	Mizuho Bank
赫尔新基商务促进局	Business Helsinki Oy	挪威nHack投资基金	nHack
社会价值投资联盟	China Alliance of Social Value Investment	牛津大学创新中心（苏州）	Oxford University Innovation (Suzhou)
科威国际技术转移有限公司 (清华大学国际技术转移中心)	Coway International TechTrans Co., Ltd.	RU Tech Park	RU Tech Park
ELITE	ELITE	深圳市创新投资集团有限公司	Shenzhen Capital Group Company, Ltd.
INVESTOR	INVESTOR	俄罗斯斯科尔科沃	Skolkovo Innovation Center
安永会计师事务所深圳分所	Ernst & Young (China) Advisory Limited Shenzhen Branch Office	Slush中国	Slush China
艾斯波创业园	Espoo Innovation Garden	SFC Capital	SFC Capital
海通银行股份有限公司华沙分公司	Haitong Bank S.A. Warsaw Branch	三井住友	Sumitomo Mitsui Banking Corporation (China) Limited
哈尔滨市国际技术转移服务中心	Harbin International Technology Transfer Service Centre	瑞士联邦政府科技文化中心	SWISSNEX
中国工商银行（泰国）	Industrial and Commercial Bank of China (Thailand)	源泉汇创业孵化器	Yuan Quan Hui
丹麦投资促进局	Invest in Denmark	大河资本	ZGC River Capital

Please note: The list follows the alphabetical order of companies' initials.

注：非完整名单，按公司英文名称从A到Z排序



SUPPORTING

平台支持



41+

Global community covering 41+ Countries & Regions

Updated as of Jun. 2020

INVESTMENT INSTITUTIONS

专业投资机构

— FINANCIAL INVESTORS

7800+ Investment institutions
Venture Capital Alliance (VCA)

— INDUSTRY INVESTORS

2500+ Listed companies

To strengthen the resource sharing and information exchange among investment institutions, V-Next has established Venture Capital Alliance (VCA) in 2017. Till now, VCA has included 32 top PE/VCs.

— 财务投资人

7800+投资机构
创投联盟 (VCA)

— 产业投资人

2500+上市公司

为了强化创投机构之间的资源共享和信息交流, V-Next平台创立了创投联盟, 至今已经聚集32家顶尖创投机构。

TAILORED TRAINING TO REINFORCE KNOWLEDGE SHARING

定制化培训项目，加强经验分享

KNOW-HOW

线上资源

Learn the in-and-outs of start-ups & SMEs investment, keep up with emerging tech trends, and discover leading investment strategies.

了解创业投资的细节，追踪新兴技术趋势，发现最新的领先投资策略。

Online resources about business, policy, marketing, technology, etc.

平台在线教育资源，覆盖商业、政策、营销、技术等。

- Country/Region info
- Industry reports
- Investment guidelines
- Online courses

- 国家专区
- 行业报告
- 投资指引
- 线上课程

TRAINING

线下培训

V-Next training program helps entrepreneurs and investors to prepare for further growth through experience sharing, access to financing opportunities and education.

V-Next培训计划通过跨境投融资培训与对接活动，帮助企业家和投资者为进一步发展做好准备。

GET TRAINED
项目培训

Attend tailored courses on policies, strategies, internationalization, etc.

参加政策、战略、国际化相关的课程培训。

GET CONNECTED
主题对接

Access to on-site finance or business opportunities through different events.

与投资人/企业家现场交流，开拓商机。



V-Next ELITE Alliance training & pitching event (Shenzhen Station), Oct 2018

“深伦科创投融资服务联盟”中英资本对接活动（深圳站），2018年10月



SERVICE ALLIANCE

服务联盟

MISSION

联盟使命

- Maximize the use of cross-border commercial and financing opportunities
- Establish long-term cooperation through multi-directional information sharing
- Develop a cross-border corporate incubation plan with value-added services for the sustainable growth of SMEs

Based on the mission, V-Next ELITE Alliance was established in December 2017.

- 最大程度地利用跨境带来的商业和融资机会；
- 建立互利的长期合作关系，促进多边信息共享；
- 开发跨境企业培育计划，通过增值服务助力中小企业可持续成长。

正基于此，深伦科创投融资服务联盟于2017年12月成立。

V-Next ELITE ALLIANCE

深伦科创投融资服务联盟

V-Next ELITE training program was held successfully in Oct 2018 and Nov 2019. About 27 innovative companies from the UK and Italy visited Shenzhen to join a two-day tailored training and pitching event, which was highly praised by both global entrepreneurs and investment institutions.

V-Next ELITE Alliance also provides training and pitching services to Chinese entrepreneurs, investment institutions and listed companies with the plan to expand the UK market. In Oct 2019, eight Chinese companies joined the program in London.

“深伦科创投融资服务联盟”培训于2018年10月和2019年11月成功举办，受到参与企业和投资机构的一致好评。

同时，“深伦科创投融资服务联盟”也会根据国内企业家、投资机构、上市公司等对开拓英国市场的诉求提供相应的服务。2019年10月“深伦科创投融资服务联盟”组织了8家企业赴英参与培训和对接系列活动。



ELITE V-Next Alliance MOU Signing Ceremony, Dec 2017

“深伦科创投融资服务联盟”合作备忘录签约仪式，2017年12月



V-Next FEATURES

V-Next特色

POSITIONING

定位

CROSS-BORDER: For SMEs, bridge with Chinese capital and market; for investors, opportunities to access global market.

NEUTRAL: Fully aligned incentives with members so that users can find the perfect match. Commission is only charge for success matchmaking.

跨境平台: 对于中小企业——连接中国资本与市场的桥梁; 对于投资者——进入全球市场的机会。

服务中立: 平台作为中间方, 公平公正, 致力于促成对接成功。仅收取成功费。

TRANSPARENCY

透明度

USER-FRIENDLY PITCHING: Standardized documents, upfront deal terms, policy, and e-sign contracts.

EFFICIENT TRACKING: Onsite & online interactions, end-to-end process tracking through admin panel.

便捷对接: 通过标准化文档、交易条款、线上合约提升平台对接效率。

高效追踪: 线上线下交互, 通过用户后台进行点对点投融资跟踪。

WIDE RANGE SERVICE

一站式服务

Support building relationship between entrepreneurs and professional investors.

WHOLE LIFECYCLE: From seed round to Pre-IPO

FULL PROCESS: From initial pitch to successful exit

支持投资关系的各个方面, 助力企业家与专业投资者合作。

整个成长周期: 从种子轮到IPO

整个投融资过程: 从初始投资到成功退出

GLOBAL COVERAGE

覆盖范围广



20,600+位投资人



12,900+家科技企业



7,800+家投资机构



2,500+家上市公司



41个国家和地区

46,000,000,000+

46+ billion RMB fundraising for 1,300+ companies
1300+企业成功融资460+亿人民币

Updated as of Jun. 2020

DATA-DRIVEN

数据驱动

Insightful solutions for platform users to unlock capital sources through research and analysis.

INDUSTRY RESEARCH: Dig into the industry and business chain for in-depth delivery.

PITCHING ANALYSES: Foster better match-making services through data and algorithm.

为平台用户提供富有洞察力的解决方案，通过研究分析优化对接效率。

行业研究：深入挖掘产业链，加深行业了解。

匹配分析：海量私募市场数据，精准匹配对接。





WeChat Official Account
微信公众号



APP
移动客户端

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