

Falco Global Partners AG Announces Strategic Cooperation Agreement for Private Equity Investments in Manufacturing, Food, Agriculture, and Energy Sectors

On April 9, 2025, Swiss private equity firm Falco Global Partners AG (Falco) signed a strategic cooperation agreement with Guangdong Guangken Taizheng Private Equity Investment Company Ltd. (Guangken) to establish a joint private equity buyout fund in Guangzhou, PRC.

The fund will target investments in international manufacturing enterprises and facilitate collaboration between Chinese and international small and medium-sized enterprises (SMEs). The agreement was signed by Falco's Founding Partner Peter Salzer and Guangken Chairwoman Ms. Yan Xiong, in the presence of legal advisors from Zhong Lun and Wiser Asia CEO, Kevin Chen.

The two groups have jointly launched fundraising efforts for the initial fund, targeting a first close of approximately USD 200 million. Falco will advise and lead the international investment process through its Singapore-based vehicle, Falco Investment VCC, and its international partners located in Switzerland, Europe, and the United States.

Guangken will focus on fundraising and investments within mainland China and on identifying Chinese cooperation partners for international manufacturing companies.

"We are extremely excited to have found such a renowned and well-established partner in a dynamic city like Guangzhou. We firmly believe in international collaboration and synergies. Falco has made significant investments in the region over the past two years, including the establishment of its primary private equity investment vehicle in Singapore, a Limited Partnership Fund in Hong Kong, and additional partnerships with regional asset managers. As global economic conditions become increasingly complex, we see even more value in facilitating joint investments and cross-border synergies," said Peter Salzer, Founding Partner of Falco Global Partners.

Contrary to some recent public debate, the Swiss private equity investor has reaffirmed its commitment to the region. Falco has launched a series of private equity funds, including thematic buyout funds focused on protection technologies in the asset, infrastructure, and energy sectors, regional collaboration funds such as the partnership with Guangken, and asset-backed security investments in aircraft and transportation fleets.