



Post Acquisition

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Monitoring Phase

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Once an investment is made, an **active ownership model** and **hands-on governance** allow PE firms to drive **operational value creation**



Reposition
the business



Reformulate
strategy



Closely monitor
progress post-
investment

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COMPANY STRATEGY



Pre-deal
strategy



Discussed and agreed
with management



Ongoing **reviews**
and **revisions**



PE's active ownership models allows **ongoing reviews and revisions** of strategy and business plan

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Monitoring the Fund Portfolio

Reporting regularly to the **LPs on developments**

Updates on the **PE firm's activities**

Audits of **the fund**, done by external auditors

LP **meetings are organized by the PE firm** - quarterly and annual

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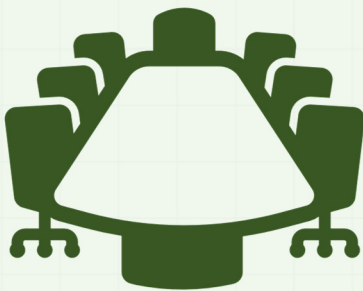
Help Management Create Value

Interacting frequently with the **management of the portfolio company**

Two-pronged approach:

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BOARD OF DIRECTORS



PE deal team members will sit alongside the **CEO, CFO**



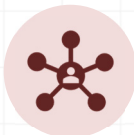
Oversee management, **strategy** and **provide checks** and balances to the investment



Sub committees formed, such as the **audit** or **compensation sub committee**

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DIRECT INTERVENTION



PE deal team and **external resources** such as **advisors** of the PE firm's network



Investment bankers, consultants or other experts



Refinancing ("refis"), M&A activity, business plan and strategy implementation and preparation for exit

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Preparing Investment for Eventual Sale

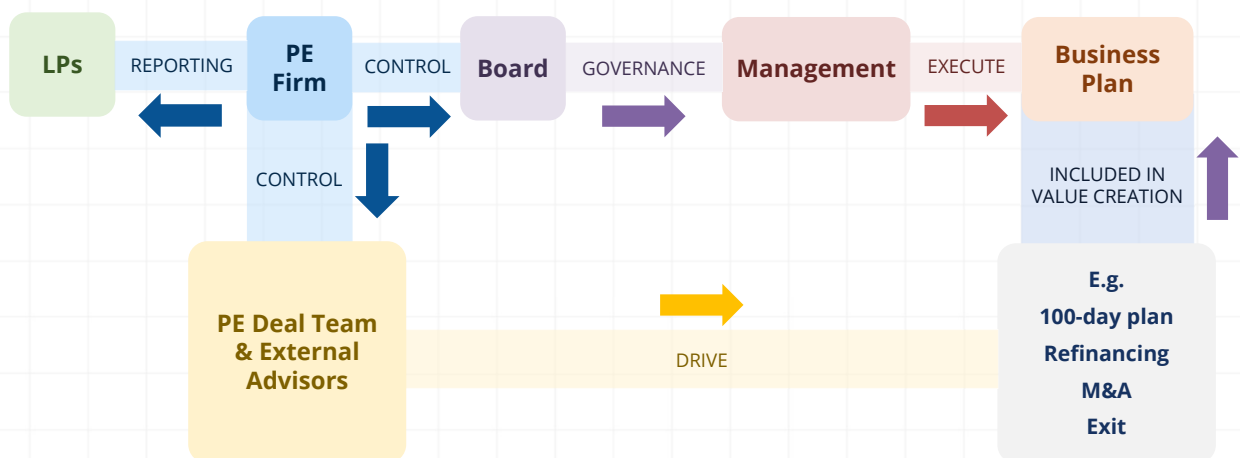
Value creation milestones are being met by management

Opportunistic value creation

Keep the **investment attractive** and on the map

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The PE firm will **play its roles** in the following way:

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Exiting the Investment

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A PE firm's ability to **achieve timely and profitable exits** is its key measure of success

Paths to exit will include



Sale to a **strategic** or **financial** buyer



Initial **public offering**



Dividend recapitalization

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PE investors regularly **fine tune their exit plans** throughout the holding period



Monitoring **company performance** versus its business plan



Potential **impact of value** accretive projects on a company's value at **exit**

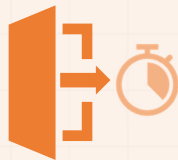


Emphasis put on **enhancing processes** and **governance**



Exit environment is **monitored** from **overall market** conditions

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Timing of **exit**



Prepare **portfolio company** for sale

The **path chosen** and the **parties driving the sale** will depend on:



Internal capabilities of the portfolio company



Resources the PE firm can commit



Complexity of the operating business

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