

CASE STUDY: Portfolio management services for UK private equity fund (company monitoring, reporting and rights execution)

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| Industry / Sector: | Service | Client: | Institutional Investor |
| Company Size: | ~ 70mEUR sales | Contract Period: | 5 years |

- **Connection interface between institutional UK investor and owner-led German Mittelstand's company**
- **Integrated monitoring role for minority investment position (reporting, controlling rights, business planning, shareholders representation) as well as value generating exit realisation**

Initial situation

- Minority investment in owner-led German SME
- Diversified group of affiliate firms, split into two major business units
- Limited set of investor's information and control rights
- Sole institutional investor together with owner family and (small) management participation scheme

Task for ICS Partners

- On-going monitoring and controlling
- Adapted reporting to investor's requirements from ICS
- Execution of contractual shareholder rights
- Transaction advisory and execution of investor's shareholding

Measures taken

- Integrated monitoring role
 - Quarterly reporting
 - On-going dialogue and interaction with the management team (includ. business plan discussion)
 - Alignment and coordination of payments
- Representation / execution of shareholder interests and rights

Results

- Increased transparency (course of business / reporting)
- Investor's capacity load reduction
- (Cultural) Mediation between investor und management team / owner
- Realisation of exit at best value