

# Private Equity International

Please send your completed submission to [OpEx@peimedia.com](mailto:OpEx@peimedia.com) along with any additional documents by no later than Tuesday, 21 June 2022.

## CRITERIA

- The investment must have been at least partially realised and have closed between 1 June 2021 and 1 June 2022.
- The four size bands – small cap, lower mid-market, upper mid-market and large cap – refer to the deal's entry price.
- The three regions refer to the portfolio company's HQ/principal location.
- Any information you prefer to be kept confidential should be clearly marked on your submission.
- Firms can submit a maximum of one entry per size band in each regional category.
- The judges' decision is final, and no correspondence will be entered into.

## PERSONAL DETAILS

In order to submit your entry, please provide the following details:

|                |                      |
|----------------|----------------------|
| Name:          | <input type="text"/> |
| Company name:  | <input type="text"/> |
| Email address: | <input type="text"/> |

## SIZE

- ☐ Large-cap (entry price >\$500 million)
- ☐ Upper mid-market (>\$250 million to \$500 million)
- ☐ Lower mid-market (\$100 million to \$250 million)
- ☐ Small-cap (<\$100 million)

## REGION

- ☐ Americas
- ☐ Asia-Pacific
- ☐ EMEA

## DETAILS

|   |                      |
|---|----------------------|
| 1. GP name:                               | <input type="text"/> |
| 2. Portfolio company name:                | <input type="text"/> |
| 3. Location of portfolio company's HQ:    | <input type="text"/> |
| 4. Sector:                                | <input type="text"/> |
| 5. Initial investment date (deal agreed): | <input type="text"/> |
| 6. Date transaction closed:               | <input type="text"/> |

## KEY METRICS

The judges will base their decision on the extent to which a business has, in their view, been operationally improved during its period of private equity ownership. The list of suggested metrics below is not intended to be definitive or exhaustive; they are not listed in any order of preference, and some may be more appropriate than others, depending on the specific investment. However, these are the kinds of factors that will inform the judges' deliberations:

7. Top-line revenue growth:
8. EBITDA growth:
9. Employee numbers at entry & exit:
10. Geographic expansion:
11. Increase in market share:
12. Increase in product range:
13. Productivity improvement:
14. Exit multiple / IRR:
15. Average time per month spent with portfolio company (days):

## NARRATIVE

16. Please explain in more detail how you created operational value within the business under your ownership, focusing on specific changes and initiatives (the more detail you provide, the easier it will be for our judges to reach a conclusion). You may wish to include details of: cost-saving exercises; bolt-on acquisitions; supply chain improvements; management changes; additional sales channels; ESG/CSR initiatives; new marketing campaigns; and so on. We'd also be interested to hear exactly who was involved in developing the value creation plan, and what their relevant experience was.

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