EtonBridge Partners

Exit/ Sale *support* for PE-backed Portfolio businesses

At Eton Bridge Partners, we provide highly experienced M&A and PE exit specialists to support portfolio businesses through critical points of growth, change, and sale.

Private Equity exits are ever more complex with the increased demands from new AI DD tools and exceptionally high levels of scrutiny on the back of 4 challenging years for investments.

We have built a network of specialists that have multiple years of experience helping businesses and funds navigate this challenging period.

From supporting the leadership team early with decisions and strategies for best possible positioning, to parachuting a specialist into a process with just a few weeks to go, we understand the process and have a dedicated bank of specialists ready to support at short notice.

Case Study 1

The brief

- Engaged by a mid-market growth fund to support the exit of a global business services business
- Working closely with the CFO, Group Finance Director, CEO and key fund stakeholders to prepare the business for exit in 9-12 months
- Preparation and management of the VDD and FDD processes, leading the TDD and LDD workstreams to meet buyer requirements
- Developing data robust enough for VDD and buyer DD, and strong enough to support the positive narrative and equity story
- Collaborating with advisors on teasers, IM and management presentations
- Point of contact for all DD requests in the sale process

Solution

- We brought in an interim following an interview process involving three candidates at varying levels
- The interim worked closely with the CFO, CEO, FD, the broader leadership team and the fund, taking the lead on the exit process so the SLT could focus on business reporting and growth
- Role involved coordinating across advisors, internal stakeholders and prospective and eventual buyers

Outcome

- Successful sale and exit
- Excellent feedback from the client on the support from the interim and Eton Bridge Partners
- Business achieved a better than expected outcome, not least due to the interim's preparation and execution support

Case Study 2

The brief

- Engaged by an upper mid-market global fund to support the exit of a global industrials business
- Required experience selling a business with challenging data, a small pool of potential buyers and a management team disengaged from the process
- Working closely with the business SLT, the fund and corporate advisors to bring the business to market in the best way, leading the entire process through to completion

Solution

- A shortlist of three sell-side professionals with over 25 years each of similar transactions
- Selected interim is one of the most respected M&A professionals in the space, having sold multiple industrials businesses in challenging situations
- Strong and lasting relationships built across the management team, SLT, fund and eventual buyers

Outcome

- Successful sale and exit
- Excellent feedback from the fund, which is now engaging the interim on another assignment
- The interim's skill and experience allowed the difficulties to be navigated, delivering a strong outcome for fund and business alike, and leaving an engaged management team working under new ownership

Get in touch

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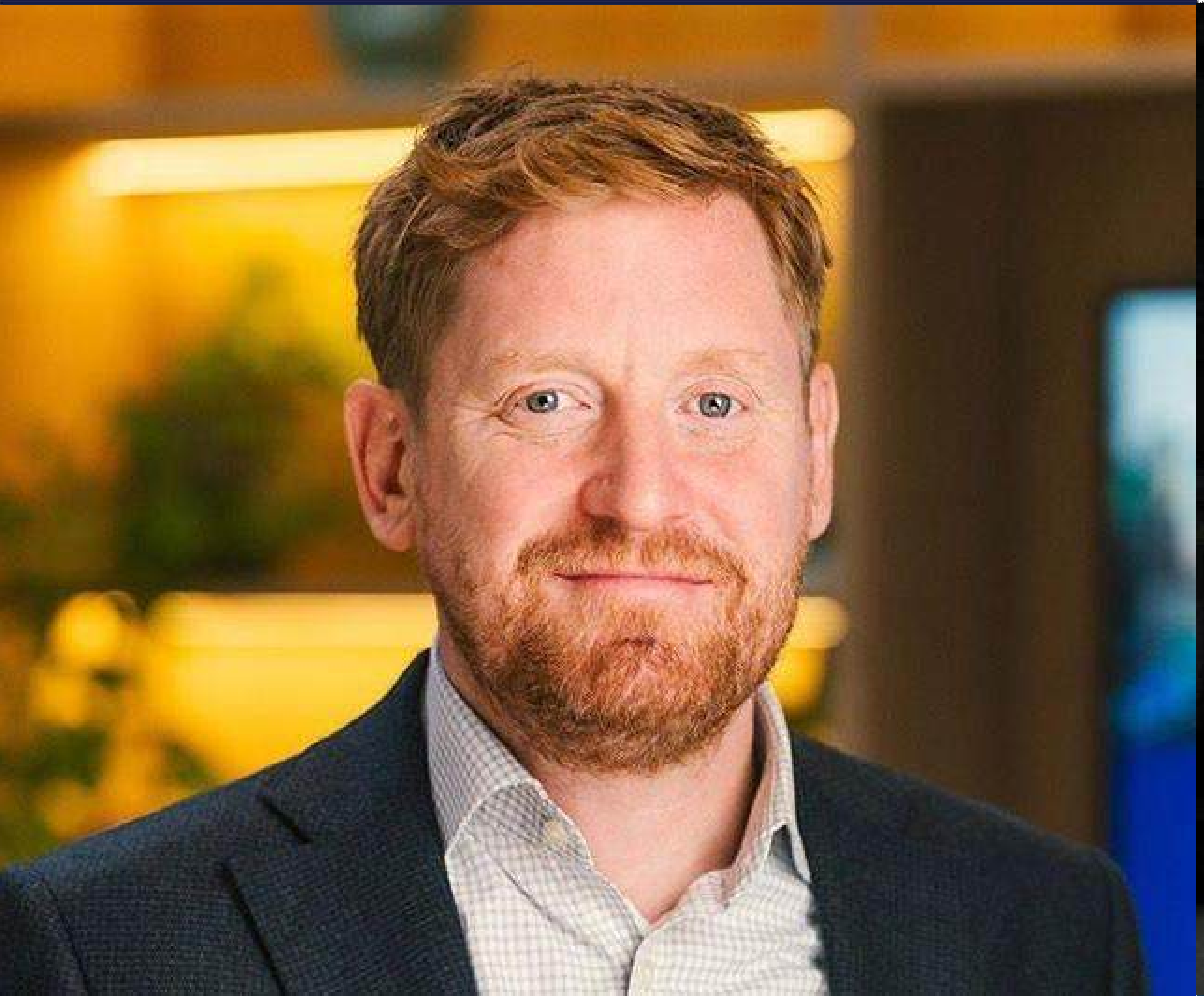

Positioning for a *successful* PE exit: Why exit readiness is becoming a growing priority

After several years of economic turbulence, the private equity (PE) M&A landscape is showing renewed momentum. Interest rates are beginning to ease, confidence is returning, and boards are once again looking ahead with longer-term intent.

Against this backdrop, investors and portfolio businesses are turning their attention to exit strategies – recognising that timing and preparation will be critical to achieving the right outcome.

> Read Steve's insights here