

# Secondary Investments

## Leading US-based Private Equity Firm

**>1000**  
secondary funds reviewed

**>\$2m**  
per annum cost savings

Over **5**  
secondary fund  
managers supported

Up to **20%** time  
saving for fund managers

### CLIENT CHALLENGES

- » A leading US-based PE client wanted to identify potential targets for investments in the Asian mid-market secondary market, covering both secondary direct (single company and/or portfolio) and secondary fund (LP interests) transactions
- » The client extensively used its internal resources for screening purposes, which proved to be highly time consuming and expensive
- » Our relationship with the client began in 2013 with a team of 4 research associates, supporting over 5 fund managers in the client's secondary investment division
- » We created a comprehensive screening process to track emerging market activities of funds across the secondary market and updated valuations on periodically

### OUR APPROACH

- » Operated as a central team to support US and London offices, thus increasing process and cost efficiency
- » Developed a system of collating and schematically archiving all relevant secondary fund-related literature in one source, making it easily accessible to the client
- » Provided deep-dive research on relevant targets that were shortlisted following the comprehensive screening process
- » Prepared comprehensive reports on each potential target to present to the deal team for further due diligence

### IMPACT DELIVERED

- » Enabled the client to increase its focus on high-value activities and newer geographies
- » Enabled the client to save significant time and manage staffing costs
- » Provided the client with operational flexibility and access to extensive research services at short notice
- » Enabled the client to focus on high-value activities by providing support on research-intensive and monitoring tasks

#### About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector. Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines. These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.