



PRIVATE EQUITY – EXTERNAL VERSION

VIDEO TRANSCRIPT

I'm Jay Scanlan, the new global private equity leader here at Accenture.

Our PE clients are facing a sea change in the environment in which they operate. Never before has the industry stretched itself so broadly and so quickly into new investment types, new investment strategies, target industries and investment categories.

The hunger of their limited partner investors for this alternative financial asset class remains extraordinary. But the expectations of limited partners on their general partner investors are rising equally quickly.

Arguably, the secret sauce of many of our traditional leveraged buyout and growth equity investors is now insufficient. The formula that had served them so well from the mid 1990s to the mid 2010s can no longer fulfill limited partner expectations nor fully support the CxO executive teams that are working so hard to deliver value in each of their portfolio companies.

In this world, one where fewer straightforward investment transactions are available with greater and greater amounts of investment funds chasing each deal, LBO and growth equity investors face some important questions:

How do they deploy this much investment capital quickly enough without destroying fund returns and disrupting industry-wide valuation multiples?

How do they keep their discipline - systematically investing even as their firms grow

in size and new generations of senior investment leaders take up their roles?

Where and how do they deploy capital against portfolio companies - companies that require greater support and transformational effort to meet the rising expectation of their customers - and see off the increasing competitive pressures in their sector?

How do they manage the increasing traditional and emerging risks that face each and every one of their investments?

Private equity firms need Accenture now more than ever before because we are one of the few, if not the only firm in the world that can handle the new value realization needs that private equity firms have in a way that is credible.

We bring our global scale, our global insights and knowledge to tailor and deliver the unique business outcomes required by the portfolio assets that they buy.

We can architect, and we can deliver full stack solutions that bring together our advisory, analytics, digital, operating and technology solutions together.

We can bring a deep and systemic understanding of business, regulatory, reputational and operating risks that are now faced by private equity investors and the executive leaders of their companies.



Our end-to-end value realization approach is unmatched:

We understand both the top - and bottom-line improvements required by a modern investment thesis.

We mobilize the hard to find capabilities and the scale capacity in domains and skills which are hard, if not impossible for many private equity backed companies to find themselves.

We install and modernize the systems that are required to rewire the operating platforms of these firms.

We can, where necessary, run the critical business outcomes on client executives' behalf.

And we bring a pre-curated ecosystem of solutions that actually work as they support the running of our clients businesses.

We will help our clients reinvent the ways they create business value by delivering new outcomes with less risk and greater speed, and build the great and sustainable businesses that these clients need at exit and beyond.

We will do this by enabling our client investors to:

Create new deals their peer investor firms cannot.

Grow their portfolio companies to realize outsized returns.

Shape deals with greater operating and financial certainty using our proven solutions.

Minimize the broad set of emerging and traditional risks that can threaten returns.

Enhance the resiliency of portfolio companies and raise their value at exit.

And attract new limited partner investment by expanding general partner investment capabilities.

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