

Key Capital Management Advisory

Expertise in Complex Transactions

Our management advisory is focused on **delivering bespoke, best-in-class advice to management teams** who are going through complex deals that involve various stakeholders and potentially competing interests.

We understand the pressures that management teams face in transaction execution and the level of expectation placed on them by a range of stakeholders in the process.

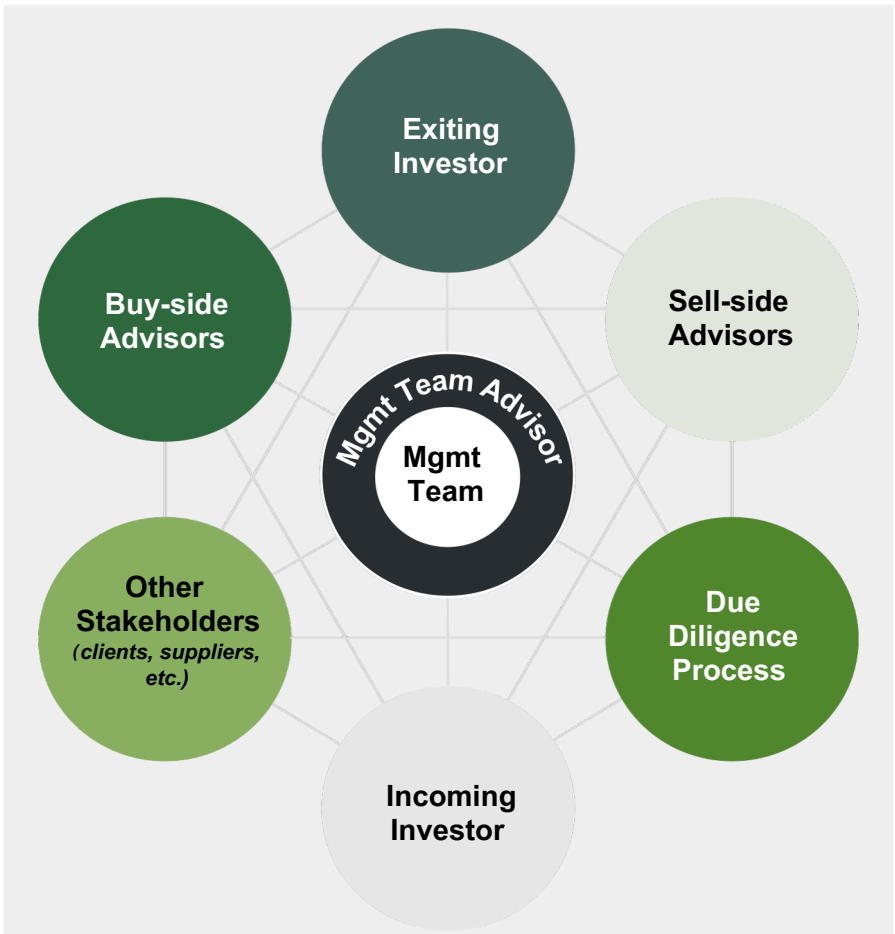
As management advisors, Key Capital has a **long track record of supporting management teams** that are at the centre of a transaction, ensuring they focus on running the business and only the most critical elements of the transaction negotiation.

Ensuring Optimal Outcomes

As representatives of the management team we interface with both **sell-side and buy-side transactions team** on key points that are critical for the team, often dealing with potentially **difficult and sensitive issues** and ensuring management **avoid scenarios that can impact their relationship with either the exiting or the incoming investors.**

There are a variety of interests at play during a complex PE-sponsored transaction, and we are focused on all elements of the deal (from the exit through to the re-investment) to **ensure management's interests are protected and receive the necessary attention from the outset.**

Our expertise extends to both publicly listed and privately held companies, and we leverage our deep domain expertise to guide management through a process and help deliver the best possible outcome for them.



We deliver bespoke advice and support exceptional management teams to navigate complex PE transactions.

Key Considerations

- Key Capital's independent advice is tailored to ensure management's interests are protected throughout any private-equity sponsored transaction process (such as secondary buyouts, take privates and other potential structures).
- Building on our Investment Management business, where we are investors in ~50 private equity managers across the globe, Key Capital has a clear and rich insight into the current state of the market and we are uniquely positioned to understand the key issues facing investors.
- We work closely alongside management's other chosen advisors such as tax and legal to ensure all the commercial and technical negotiating points are fully captured in the various transaction documents (SPA, Investment Agreement, Tax Deed, etc.)

KEY
CAPITAL

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Key Capital's Management Advisory

Client Success Stories

Key Capital's Role in Delivering for the Centaur Management Team

Key Capital advised the Centaur management team on the transaction with Waystone – March 2022

- Key Capital advised Centaur in 2020 on their initial investment from US-based growth investor FTV
- Management retained Key Capital to advise them on key terms relating to their acquisition by Waystone, with a particular emphasis on:
  - the reinvestment into the business,
  - sweet equity participation and
  - the management incentive plan
- Management were keen to appoint an independent advisor to ensure their concerns were appropriately addressed throughout the process

CENTAUR
ACCOUNTABILITY COUNTS

Provider of fund administration and regulatory services
Ireland

100% business operations sold

waystone

Fund-management services, backed by Montagu private equity
Ireland

KEY CAPITAL
ADVISED MANAGEMENT TEAM

"It was great to work again with Key Capital, we really appreciate their advice and support and their experience of similar deals really helped us as a management team."

Ronan Daly, Founding Partner at Centaur

Key Capital's Role in Delivering for the IPL Management Team

Key Capital advised IPL management on the take-private by Madison Dearborn Partners for c$800m – July 2020

- Key Capital advised the management team in IPL on numerous transactions over the previous 10 years
- Management retained Key Capital to ensure that their interests were protected during the "take-private" so that they could focus on getting the deal done
- Management were keen to appoint an advisor with significant experience of private equity transactions
- Key Capital provides ongoing monitoring of the performance of the MIP

IPL

A leading packaging provider
Ireland

Take-private transaction

MDP

Leading Chicago-based private equity investor
US

KEY CAPITAL
ADVISED MANAGEMENT TEAM

"The experience of Key Capital in Private Equity transactions was really helpful for us in finalising our arrangements with our new investor."

Alan Walsh, CEO at IPL

Key Capital
CorporateFinance Team

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