



MORE THAN LIGHT

Country Germany
Region Nordrhein-Westfalen
Investor HgCapital
For more info
www.slv.de
www.hgcapital.com

PRIVATE EQUITY IN ACTION

SLV is a very good example of how HgCapital added value to an already successful growth business and German 'hidden champion'.

Justin von Simson
Partner, HgCapital

SLV Elektronik

Growing a hidden German champion on the global stage

HgCapital's investment in German lighting specialist SLV has all the hallmarks of a classic private equity investment...

Following the acquisition in 2007, SLV proved extremely resilient through the financial downturn, driven by market share gains...

WHAT DID THE BUSINESS NEED?

- A supportive partner to the management team to harness the business's potential
Professionalisation and establishment of the processes and functions necessary to take SLV to the next level of its development
Support for international expansion

HOW DID PRIVATE EQUITY BACKING CREATE LASTING VALUE?

- Supported management in acquiring majority shareholdings in international distribution partners...
Successfully entered the attractive US market, developing an entry strategy...
Supported market entries in several additional European countries...
Invested in operational improvement by expanding headquarters...
Hired an experienced CFO
Helped to establish more robust reporting processes

WHAT OUTCOMES DID PRIVATE EQUITY INVESTMENT ACHIEVE?

- SLV's EBIT increased by 50% in between 2007 and 2010
Already healthy margins were further improved
Revenues grew by an average of more than 10% per annum
Increased the number of employees from around 155 in 2007 to 230 in 2010



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