

PRIVATE EQUITY IN ACTION - CASE STUDY

Avincis Group



Country	United Kingdom
Region	London
Investor	Investindustrial (2005) & KKR (2010)

Private equity helped build Avincis into a world leader in less than a decade. When Investindustrial invested in 2005, Avincis had 750 employees and provided helicopter services for medical emergencies, search and rescue, surveillance and oil & gas rig crew change-over in three countries.

With Investindustrial's support, the business grew sales and earnings almost six-fold. Investindustrial strengthened the management team and helped devise an international expansion plan allowing Avincis to become a global industry leader. During the investment period Avincis increased employees to 2,850, and expanded into ten new markets. A partnership with KKR in May 2010 brought together two long term investors with complimentary expertise to support Avincis' global acquisition strategy.

What did the business need?

- International expansion and critical mass
- Stronger management team
- Flexible financial structure to allow for accelerated growth

How did private equity backing create lasting value?

- Expanded into ten new markets including Australia, Chile, Denmark, France, Finland, Italy, Norway and Peru
- Completed nine add-on acquisitions to give the company global reach into these markets
- Built a world-class management team with over 20 new senior management hires

10
new countries entered

69%
international revenues, up from 8%



The partnership with Investindustrial and KKR allowed Avincis to execute a successful long-term value creation strategy.

JAMES DRUMMOND
CEO
Avincis Group

- Completed four refinancings to fund growth
- Helped Avincis gain new long-term public contracts giving strong visibility of earnings
- Ensured the continuation of the highest standards in training, maintenance and safety practices

What outcomes did private equity investment achieve?

- Grew sales by nearly 6x to €566 million from 2005-2014
- Created significant competitive advantage and resilience by building critical mass
- Built Avincis into the clear international leader
- Sold the company as a strategic asset in 2014 to UK engineering services leader Babcock International

More information

[Avincis Group](#)

[Investindustrial](#)

