



Shape the future with confidence

Portco Speed Rounds

A PE perspective on what drives value creation

The better the question. The better the answer. The better the world works.

Leadership traits that can impact value creation success

Specific strengths are sought after in private equity (PE) portfolio company leadership, especially adaptability and willingness to embrace technology and new ways of working to benefit the organization. The ability to assess and integrate new value creation strategies against the current market with a clear goal in mind is integral, especially against short- and long-term value creation goals.

Leadership considerations

Although PE firms actively assess value creation opportunities amid an ever-changing environment, it's important for portco leadership to measure growth relative to the state of the market and against their competition. Despite best strategic efforts, growth might not be where leadership had expected; however, when compared with competitors, it may be much higher relative to the overall market.

Fund perspective

PE funds emphasize the importance of integrating value creation plans across all business functions, maintaining discipline in balancing short-term initiatives with long-term goals, and prioritizing customer retention alongside leveraging emerging trends. Fund leadership requires both a forward-looking, entrepreneurial mindset and a focus on operational fundamentals to drive sustained success.

Portco perspective

Prioritizing adaptability to rapidly changing environments, especially with advancements such as artificial intelligence (AI), while fostering self-awareness and strong partnerships within your teams can accelerate value creation results. A disciplined approach to executing growth initiatives, regularly assessing performance relative to competitors and promoting customer retention should remain a central focus to drive sustainable value creation.

Takeaway

Be open to change and work closely with your C-suite team as well as your PE partners. Setting clear goals, planning together across departments and focusing on new technologies can accelerate value creation investments.

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