

## **Private Equity Magazine**

NEWS: PRIMARY RESEARCH

### **Gerson Lehrman develops its European expert network for Private Equity**

The American group specialized in primary research, Gerson Lehrman group (GLG), is reinforcing its continental European offer for private equity and investment clients. "France and Germany are our two principal markets," said Andrew Goldman and Alastair Coutts, in Paris in December. The European Managing Director already estimates that there are a thousand high level experts in France, 30,000 at a European level and more than 200,000 worldwide. Operating in very different sectors (TMT, health, cleantech etc.), the company selects and puts companies and investors into direct contact with one another with its "intelligent" network of experts (scientists, lawyers etc.) prior to taking a strategic decision. "We are involved either prior to a transaction, at the due diligence phase but also at the closing of the transaction," explains Alastair Coutts, who underlines that they are not in competition with investors' usual advisors. Base fees, around 70,000 dollars, are independent from the transaction, for in-depth work of around six months. The group, very discreet about the name of its clients, claims around 200 investment funds on a worldwide level and some of the biggest large cap boutiques in Paris. With offices already in London, Zurich and more recently in Dublin, GLG now has 17 offices and 760 employees. A drive that has been supported by the fund Silver Lake who took a share of 25% in the capital of GLG in December 2007, valuing the group at 875m dollars.