

Deal Flow

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Marleen Groen believes that the mid market is the most attractive area for deal-flow.

“This is very much in the specialist area: mid-size transactions being bought from sellers that haven’t sold before, where you need to spend more time with them explaining how it works. There will not be many big limited partner position deals in the immediate future that are fully funded with attractive underlying assets. Those that are there are intermediated and, in our opinion, expensive.”

Contrary to what some people say, the midsize transactions area of the secondaries market is not overcrowded at all. It’s a specialist and attractive area if you’ve got the experience in-house, a team that has experience and multi-cultural and multi-lingual skills, and the incentive to work on mid-size transactions. At Greenpark, a \$50m (€42m) transaction is an enormously important one that will get the appropriate care and attention at all levels within the organisation until the deal is completed.

