



Case Study

Assess the Potential for Pension Buy-out Vehicles and Risk-based Underwriters across European Markets

About the Client

- The client is a leading European private equity player
- They focus on acquiring successful companies, and help them grow further by deploying a team of proven strategic experts to overhaul their business strategies

Business Objective

- The client wanted to understand the European pension market and assess the potential for pension buy-out vehicles and risk-based underwriters in these markets
- To achieve this, they wanted an overview of the pan European pension market and its key challenges
- The client also wanted to know about the key buyout deals and the respective players in buyout activity

Results & Value Add

The study helped the client:

- Understand the European pension fund market and assess the potential of pension buy-out market by stressing on the future outlook of the industry
- Insight on volume of buy-out deals being closed, to help them devise their strategy to enter and invest in this market

Research Methodology and Approach

- Conducted a country wise market overview, i.e., mapped the European pension regulation and funding landscape by country covering:
 - Key trends and challenges, industry drivers, regulatory environment, funding landscape
 - Competitive landscape covering ownership structures, benchmarking based on relevant parameters, SWOT analysis of the leading players in each country
 - Mapped European services industry to the pension funds; e.g., fund administration, fund management firms, etc. Also identified companies in various sub-segments and collected their basic data
- Analyzed the potential for pension buy-out vehicles (similar to the UK market) for each market covering:
 - Market overview, competitive landscape, demand drivers for the pension buyout activity
 - Reviewed the top pension buyout deals in the last 1- 2 years, future outlook
 - Reviewed potential for emergence risk-based underwriters



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