



OC&C Private Equity

*Helping you identify and
deliver winning investment
opportunities*



OC&C
Strategy consultants

uncommon sense™



Delivering value across the investment cycle, *around the world*

We are a pure-play strategy consultancy firm that's built a business firmly on the sectors and specialisms where we know we can outshine the competition.

This laser-focused approach allows us to deliver results that get noticed.

Founded in 1987, our success has translated into consistent growth for our business and clients alike. Today, we're 800+ people strong, operating in 10 countries, helping ambitious leaders unpick the most complex business challenges with simple, uncommon sense™.



Over

35 years

of tackling client problems



15 offices

worldwide, as well as global coverage through our hubs



Borderless

teams, combining subject and 'on-the-ground' expertise



Extensive experience

working with private equity firms across a range of fund sizes



From start-ups to scale-ups, our client roster includes the most

innovative challengers

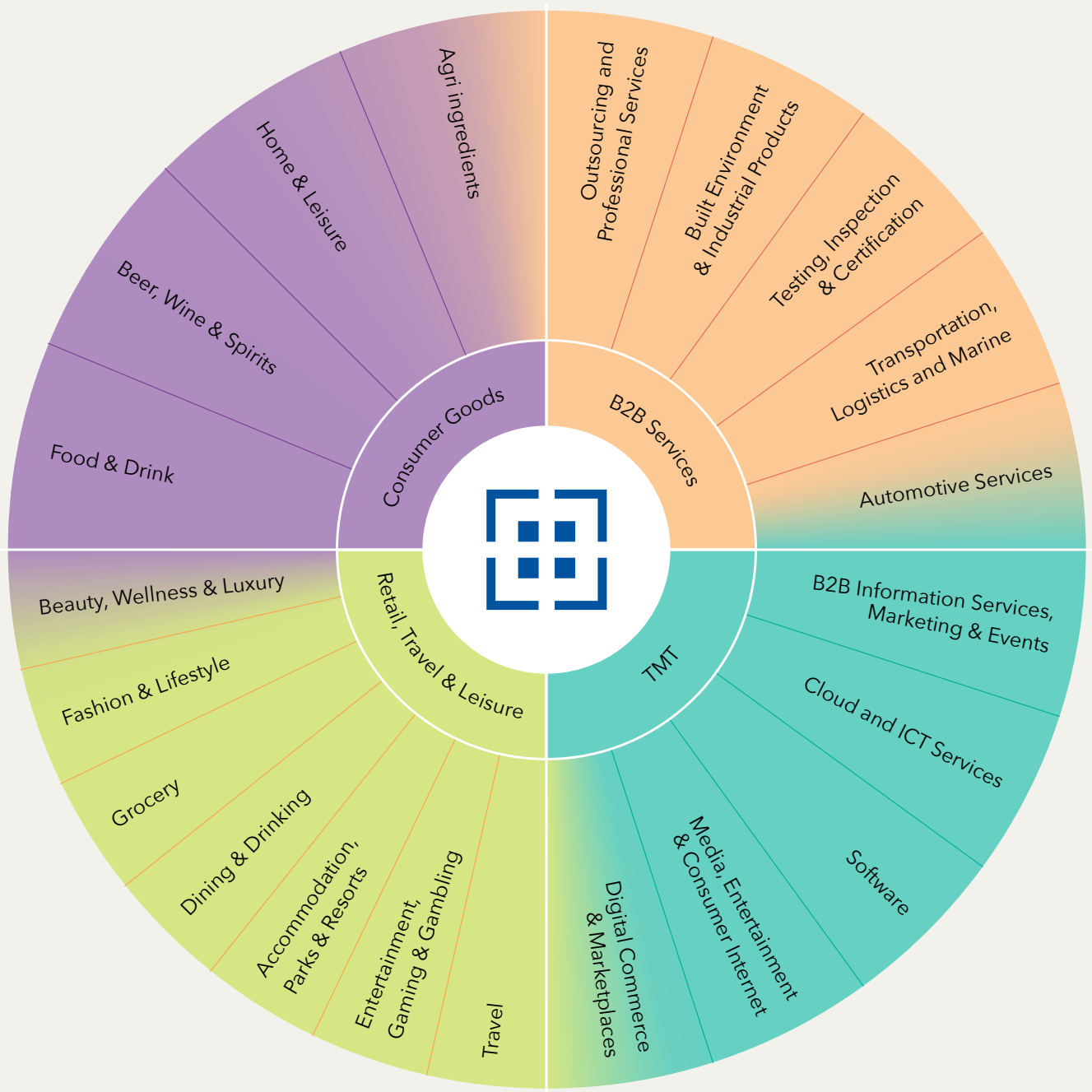
as well as the largest brands



Experienced

teams are built around specialisms in: B2B Services, Consumer Goods, Retail, Leisure & Travel, and Technology, Media & Telecoms

OUR EXPERTISE IS DEEP AND COVERS A BROAD SPECTRUM OF TOPICS





Private Equity *and M&A*

- We are a leading boutique strategic advisor to the Private Equity industry, with decades of experience delivering value from deal origination through to exit for top investors across the globe. Our core offerings include potential investment scoping, vendor & buyer due diligence, value creation planning and post-acquisition strategy.
- Sector expertise is at the heart of what we do. Our dedicated teams bring specialist insight across B2B Services, Consumer Goods, Retail, Leisure & Travel, Technology & Telecoms and Media. We are deeply embedded in our markets and have a nuanced understanding of the deal attributes and value-creation levers that drive returns for our clients.
- Our track record speaks for itself. We're trusted by leading global investment firms and have advised on transactions ranging from mid-cap platform investments to IPOs and public-to-private deals exceeding \$1bn in enterprise value.

TRUSTED BY MANY | KEY PE PARTNERS INCLUDE:

 Advent

 Apax

APOLLO

ARDIAN

 AUGUST


BainCapital

 BC PARTNERS

 Blackstone

Bridgepoint

CARLYLE

charterhouse 

CD&R

CINVEN

CVC CAPITAL PARTNERS

 eci building successful businesses

Exponent

EQT


FRANCISCO PARTNERS

 GENERAL ATLANTIC

Great Hill PARTNERS

 Hg

Hellman&Friedman

 inflexion

INVESTCORP

KKR

 Livingbridge

 MidEuropa

 montagu

Morgan Stanley CAPITAL PARTNERS

 OAK HILL CAPITAL

OCEANSOUND PARTNERS

 PAI PARTNERS

 PERMIRA

 PROVIDENCE EQUITY PARTNERS

PSG

 Silverfleet


SUN CAPITAL PARTNERS, INC.

 THOMABRAVO

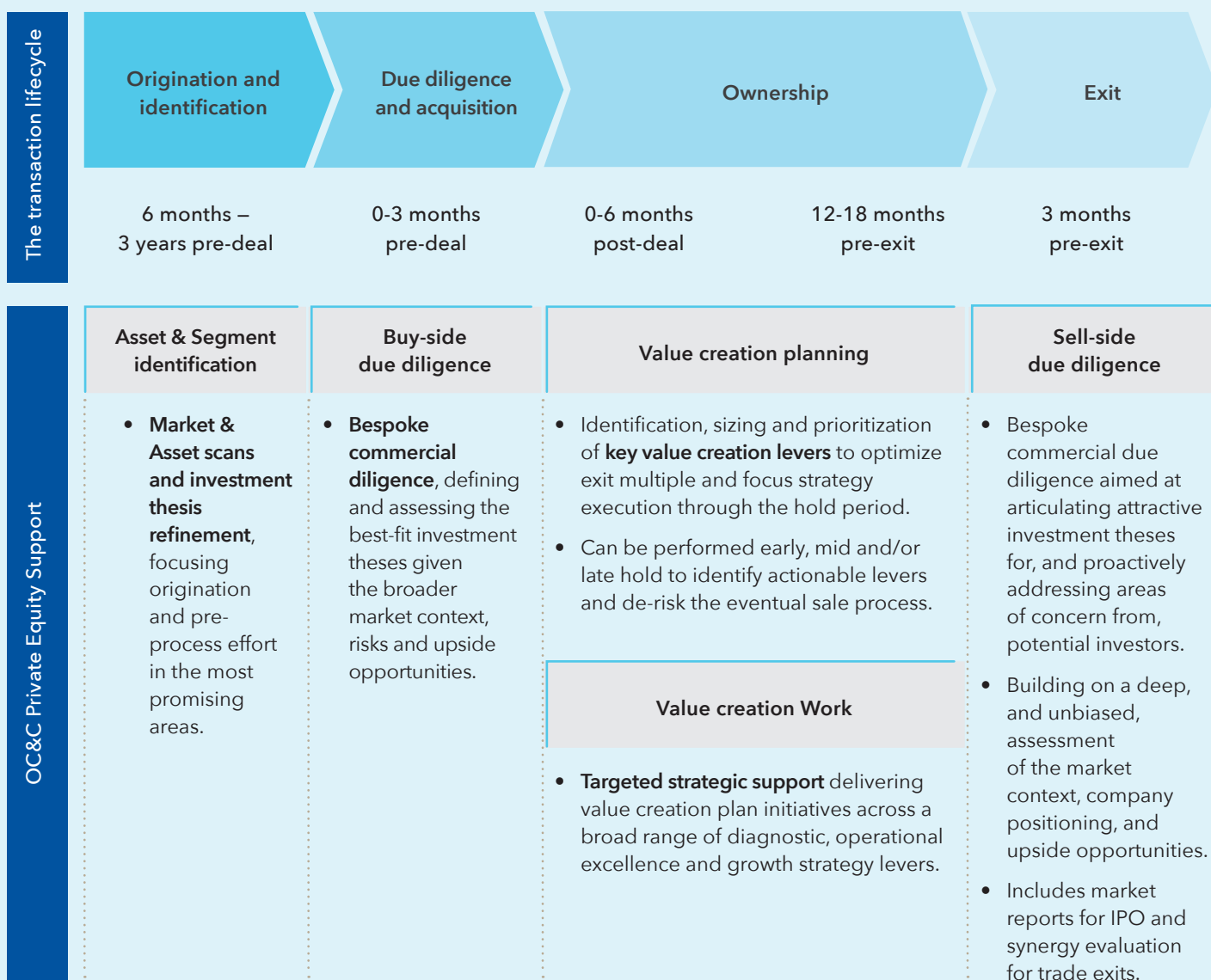
 TPG


VITRUVIA

WARBURG PINCUS



WE HELP INVESTORS THROUGHOUT THE INVESTMENT LIFECYCLE



Deploy leading specific sector expertise from across our global firm



Insight and understanding of local markets, competitors and consumers



Deep experience of transaction support and understanding the needs of investors

... AND WE CAN ADDRESS SPECIFIC STRATEGIC PRIORITIES DURING THE HOLD PERIOD



Transaction Support



Buy-side CDD

Pre-acquisition
Commercial Due
Diligence



Exit Preparation

Value narrative
creation, T-12 months
rapid initiative design



Sell-side CDD

Vendor diligence
book development
to maximize exit
valuation



Value Creation Planning



Value Creation Planning

Initiative definition,
quantification and
execution support
for value creation
programs



Corporate Strategy

Strategy
development,
including
internationalization,
segmentation, and
bottom-line levers



First 100 Days plan creation

Rapid identification of
high-priority initiatives
to launch new hold
period effectively



Proposition Strategy



Portfolio Strategy incl. Packaging

Redesign of product
portfolio to expand
TAM and maximize
up- or cross-sell
effectiveness



New Product Development

Originating new
product development
concepts and
prioritizing vs
commercial return



AI Opportunity Assessment

Identifying
opportunities and
risks from generative
and agentic AI in the
product portfolio



Pricing & Commercial



Pricing Strategy and Price Level Setting

Landed pricing and
discount diagnostics,
new list price
definition and price
migration strategies



Revenue Model Design

Evolving fundamental
monetization models
– for example, moving
from subscription-
based to outcome-
based pricing



Customer Account Migration

Per-customer
migration planning
to new price points,
bundles, models –
while managing
churn



GTM & Operating Model



Sales Effectiveness

Supporting effective
selling through
channel and motion
design, compensation,
enablement and
tooling



Sales Coverage and Organization

Designing sales
coverage models vs
market opportunity,
and right-sizing
selling organization

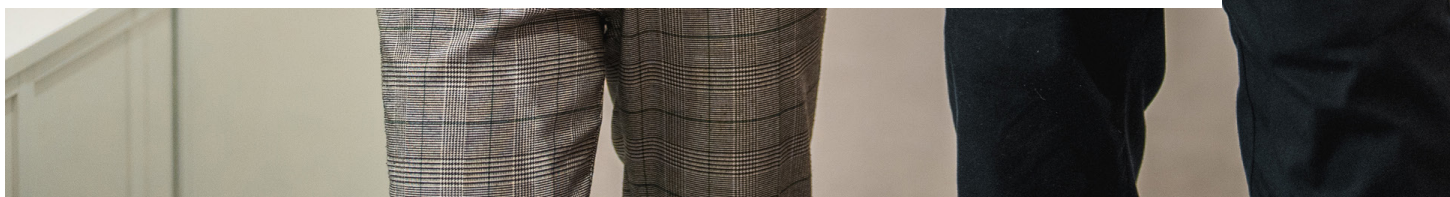


Org Model Design

Designing
organizational models
to enhance scalability,
reduce duplication
and release cost

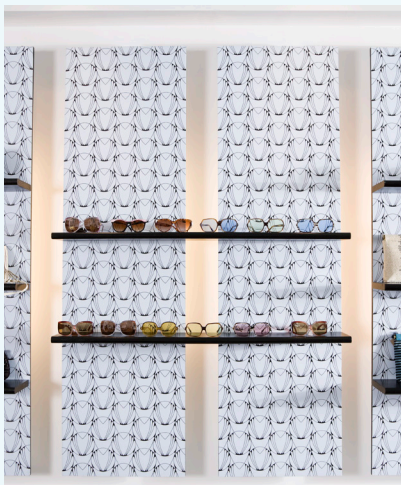


Our highly experienced teams deeply understand investor needs, allowing us to offer exit-multiple maximizing strategies that can be successfully delivered by the management team.



Our sector *specialisms*

Retail, Leisure and Travel



From leading global brands to emerging disruptors, and everything in between, we've worked with many private equity investors looking to buy or sell retail assets or drive performance in an existing portfolio company.

Our retail work covers all major sub-sectors, including Apparel, Digital Commerce & Marketplaces, Fashion & Lifestyle, Grocery, and Multi-Category, Speciality & Luxury. In Leisure & Travel, we work closely with private equity and other institutional investors across

Accommodation, Consumer Travel, Entertainment, Food & Beverage, and Gambling & Gaming.

We frequently work across these sub-sectors globally. Our wide-ranging experience also sees us advise private equity investors looking to buy or sell assets or drive performance in existing portfolios. Our experience with both investors and management teams on buy-side, sell-side and value creation activities means we know what underpins an advantaged operating model that delivers sustainable long-term value.

Consumer Goods



Working with producers and manufacturers at one end of the spectrum, and retailers and leisure operators at the other, we've gained a unique perspective, acquiring unrivaled knowledge of the Consumer Goods sector through our corporate and diligence work.

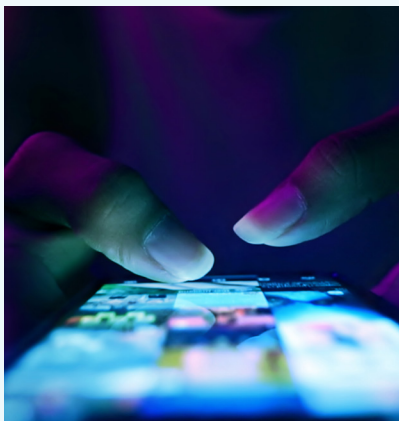
We proudly work with investors and corporate clients across all major sub-sectors in the Consumer Goods space, including Beauty & Luxury, Consumer Health, Food & Drink, Homeware & Durables, and Pets.

Our work regularly sees us provide buy-and sell-side commercial diligence of category specialists, luxury players,

and discount retailers on behalf of private equity firms and corporate clients, and advise investors on some of the highest-profile transactions in the space.

Our clients understand how our value creation and strategy work provide us with a deep understanding of the drastic shifts in supply chains, business models and consumer behaviors. We work with businesses to drive sustainable innovation while remaining resilient. From insurgent manufacturers of breakthrough brands, to established leaders looking to disrupt their industries, we've built longstanding relationships across the full spectrum of the consumer goods industry.

Technology, Media and Telecoms



Understanding evolving customer behaviors and fast-moving technology is key to uncovering value-creation opportunities in TMT.

Our expertise spans four key sub-sectors – B2B Information & Services, Cloud & ICT, Media & Consumer Internet (MECI), and Software (vertical and horizontal) – where we provide tailored solutions and strategic advice to clients ranging from blue-chip multinationals to high-growth disruptors.

We collaborate globally for corporate, investor and financing clients, offering insight into the interplay between industry trends and technological advances.

Our MECI practice spans television production, publishing and news, as well as disruptive portals, online classifieds, price-comparison platforms, lead-generation services and marketplaces.

B2B Services



Our work covers a wide range of Business Services and Products sectors, but when it comes to Private Equity, we deliberately focus on a select few, where we're clear leaders.

We've worked with leading platforms across the world on transaction and value creation activities for over a decade in TICC (Testing, Inspection, Certification and Compliance).

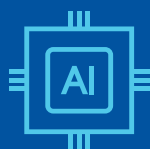
In professional services, we have a long-established track record working with investors and owners of growth platforms, with well-informed perspectives in how to drive value in human-capital and tech enabled models.

We also have deep experience in Construction, Engineering, Industrial Value Chains, and Infrastructure from global majors to local specialists, with an ever-growing focus on the value creation opportunities associated with Energy Transition.

In Automotive, Logistics, Marine, and Transport we've developed specialisms in niche parts of these value chains and understand how to distinguish the common eccentricities of these businesses from the unique drivers of competitive differentiation.

Key themes

Our global, cross-sector team allow us to address relevant themes that span several industries:



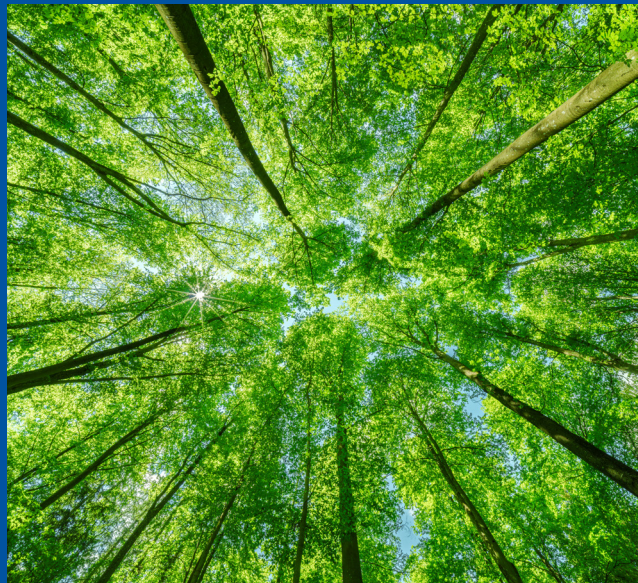
Artificial Intelligence

We support our industry-leading clients on an ongoing basis to respond to the immediate & longer-term challenges & opportunities of AI. Our deep engagement in these topics allows us to identify unseen value creation opportunities and risks within investment theses. Our specialist Analytics & AI team are experts in handling Big Data and advanced analytical methods and are fully embedded into all strategy and diligence projects we work on.



Climate & Energy Transition

Our experience in Energy Transition spans the full value chain across B2B and B2C businesses. We recognize the opportunities and strategic imperatives for innovation across industries and help investors craft theses that drive long-term value creation.



Digital

We work with businesses with varying levels of digital maturity across industries. Our comprehensive digital toolkit is combined with 'traditional' data sources to gain the fullest picture of positioning and performance. This allows us to optimize the digital strategy to unlock efficiencies and extend competitive advantage in the areas that offer the greatest ROI.



ESG

As a B Corp™, ESG considerations run through every aspect of the work we do. We work with investors to reflect their ESG investment priorities. Our work can highlight both the external ESG impact of a business in addition to the impact of global ESG trends on its success.



Why *OC&C*?

- Borderless teams give us access to global expertise.
- Work spans large incumbents to small disrupters, providing clients with a huge breadth of experience and insights.
- Personally committed to great outcomes – with high Partner time and engagement on client projects.



Discover our recent
Private Equity & Transaction
activity



Private Equity *and Transaction Leads*

To find out more about our work in Private Equity, get in touch.

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Corporation

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