



## Epiris Analyst Programme 2019

### The firm

An independent private equity firm, Epiris invests in opportunities to transform and reposition businesses in partnership with exceptional management teams. We target control positions in UK-centric businesses with an enterprise value of between £75 million to £500 million. Over the past 25 years we have invested more than £5 billion in over 200 deals.

We thrive on more complex situations including carve-outs from corporates. Our strategy is to buy equity control, and on the whole this is how we make our initial investment. Typically we invest in companies whose quality is reflected in a high profit margin, which are cash-generative, and which operate in fragmented sectors with plentiful acquisition targets. Having invested, our focus is on implementing an ambitious programme of transformation and repositioning. We achieve this by building strong partnerships with exceptional management teams and will focus on operational excellence and M&A to drive significant increases in business valuation.

After many years managing the Electra listed vehicle we have just raised a new fund of more than £800m, moved to purpose built open plan offices and added significantly to the team. We are a dynamic firm looking for bright and entrepreneurial team members to help us grow and develop the business.

### The team

We are an ambitious and successful team that has worked together for many years. The team, which operates from a single office in London, has a broad range of backgrounds, but we all share a straightforward and decisive approach.

We have been investing in private equity for more than 40 years. Over this time, we have managed private equity programmes for pension funds, financial institutions, family offices and a London-listed investment company, Electra Private Equity PLC. Since 2011, we have invested £1 billion in buyouts and loan-to-own debt investments. This represents the core of our investment strategy.

The team benefits from a complementary combination of skill sets, including corporate finance, corporate strategy, financial analysis and accounting, leverage finance and law.



## The role

Analysts will be exposed to the entire cycle of the investment process and will be expected to support the team on investment projects, day to day activities and ad hoc requests. Responsibilities will include screening investment opportunities, conducting industry analysis, contributing to market research, operational and financial due diligence, financial modelling, preparation of presentation materials and portfolio monitoring. Analysts will be given early responsibility and exposure with the opportunity to add value and make an impact from day one.

## Why Epiris?

Our people are what drive our success and we are committed to developing talent from the entry level.

This is a unique opportunity to fast-track your career in private equity and join an experienced and ambitious team. We will provide you with deal experience and exposure to senior members of the business to build a long-term career in the industry. You will gain insight into a range of interesting businesses and sectors and work with world class management teams.

We are committed to supporting our Analysts and will provide you with the necessary training and foundations you need to develop your technical skill set.

You will gain a grounding in investment through formal training, case study sessions and workshops and on the job-learning to provide you with the core skills required to succeed.

The culture at Epiris is collaborative, dynamic and creative and we work by the highest standards of integrity. Analysts will be a valuable part of the team from day one. This is an opportunity to work in a small firm and make a meaningful contribution to the future success of the business in a rewarding role.

## What our people say about us

*"It's a real privilege to gain insight into so many fascinating businesses. I meet the people, visit factories and offices, talk to employees and customers, all to try to work out what makes a business really tick. When we invest, I work with world-class management teams to deliver a shared vision. I honestly can't think of anything I would rather be doing."*

**Nicola Gray - Investment Director**

*"I was recruited in 2013 to add firepower to the team. Such is the energy and pace of Epiris that during my first twelve months here we acquired ten companies and sold one. I was able quickly to gain experience and broaden my capability set. This in turn allowed me to take on more responsibility and in 2017 I was promoted to Investment Partner."*

**Owen Wilson - Investment Partner**

*"It's pretty exciting! We've deliberately built the team so that we have a range of backgrounds and characters rather than all being cut from the same mould, and having so many perspectives around the table really keeps you on your toes. But we all share a very clear approach to investing. We focus on the things that make a difference, and on bringing an energising, entrepreneurial vision to the companies we invest in."*

**Ian Wood - Investment Partner**

## Who are we looking for?

We're seeking to hire graduates, who fit the following criteria:

- On track for a 2.1 degree or above from a leading university
- Ability to demonstrate commercial acumen
- Natural problem solvers with the ability to think critically
- Highly analytical and comfortable analysing complex data
- Genuine interest in businesses and the private equity industry
- Previous experience within corporate finance, or financial services is preferable
- Presentable with strong communication skills
- Ability to multi-task
- Intellectually curious
- High level of attention to detail
- Well-rounded team player

For more information about Epiris, please visit our website: <http://www.epiris.co.uk>

## Investment case studies

### hollywood bowl group

**3.9x  
MOIC**

**92%  
IRR**

**£266m  
Value at exit**

Hollywood Bowl is the UK's largest ten-pin bowling business, operating 55 large, high-quality bowling centres, predominantly located in leisure or retail parks. We bought Hollywood Bowl in 2014 and exited the investment in two stages, with an IPO in 2016 and a placing in 2017. We grew the business through both organic growth investment and the acquisition of Bowlplex, which more than doubled earnings in two years.

### Audiotonix

**4.8x  
MOIC**

**50%  
IRR**

**£360m  
Value at exit**

Audiotonix is the global market leader in the design and manufacture of audio mixing consoles for live events and broadcast sound. We created Audiotonix in 2013 and 2014 by bringing together three businesses to create a global market leader. Through further operational improvement and a strategic focus on growth, we were able to increase earnings by more than four times and generate 50% IRR. We sold the business in 2017 to a European private equity fund.