

Real Deals

28 February 2011

Mid-Market 2011: Seconds out

Marleen Groen of Greenpark was quoted in Real Deals, following her appearance on a panel discussion at the Mid-Market 2011 conference on 3 February.

During the panel, Marleen emphasised that deal flow in the secondaries market was increasing sharply, with financial services vendors particularly active. “There has been a steep increase in deal flow in reaction to new regulation – Basel III, Solvency II and other EU directives. And there is more regulation on the way,” she said.

The panel went on to discuss the gradual reduction in the stability of many GPs’ funding bases, creating a knock-on effect of shifting attitudes towards secondaries players. Despite this, GPs still place a great deal of emphasis on the identity of any secondaries acquirer, and their ability to be a credible replacement for the vendor.

<http://realdeals.eu.com/features/uk-mid-market-2011-seconds-out>

