

CASE Study CHAIR SEARCH

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TPA CAPITAL



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Background: TPA Capital

TPA Capital is a private equity investor which actively invests and co-invests, typically on a fully equity underwritten debt free basis, directly into private companies across diverse markets and jurisdictions.

TPA seeks to invest in businesses valued between £5m – £50m, through acquisition and development capital to support and fund future growth. TPA's distinct approach is, strategic, long-term and focused on value creation with an emphasis on building strong collaborative partnerships with management teams. The evergreen nature of TPA's funds means they operate free from the constraints of typical finite period fund structures, enabling them to act in the best interest of their investments.



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INTRODUCTION

CHAIR SEARCH

DRAX has developed a close working relationship with TPA Capital. We have placed Chairs into a number of their portfolio companies, including IBA, Bis Henderson, Barwick and Pallet-Track. In addition, DRAX secured the Chief Executive Officer of IBA and the Chief Financial Officers of Bis Henderson and Barwick.

Speaking to Ravi Aujla, Partner at TPA Capital about his experience working with DRAX, Ravi said “We use DRAX for the majority of our Chair appointments and some of our executive hires due to several reasons. We have always found DRAX to be responsive, deliver a great experience and have an unparalleled network in the market. Through their extensive network and expertise, DRAX is able to articulate and explain potential candidate profiles early on in the process, providing key insights into market dynamics, optionality and candidate proposition. Given the fast-paced environment we operate in, having visibility on the types of candidates and potential breadth of candidates early on in the process is very important and beneficial to us.”

Outcome

We have developed a partnership approach with DRAX, we feel we can pick up the phone and they are willing to help. We have always found DRAX to be responsive, deliver a great experience and have an unparalleled network in the market

- **Ravi Aujla, Partner at TPA Capital**

What DRAX was engaged for

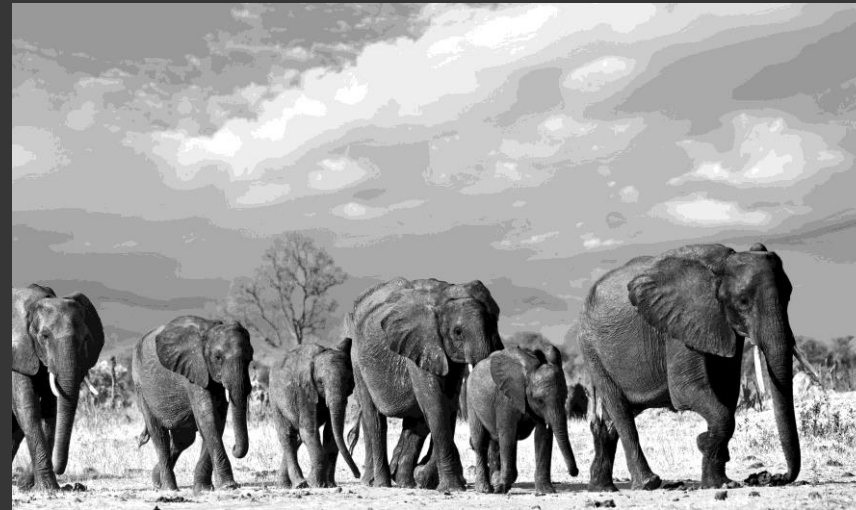


- TPA Capital were looking to employ multiple Chairs into their businesses

Why DRAX



- DRAX is well respected and delivers a great experience to all of our candidates and clients



The Results

The chair candidates landed well with TPA's executive teams, demonstrating value add soon after they get involved with the businesses

Client feedback

DRAX deliver a great experience and have an unparalleled network in the market



TPA CAPITAL

DRAX

OUR APPROACH

We listen and tailor each individual brief based on client requirements. For the Chair appointment of Bis Henderson, we needed to find a Chair to support the founder/owner on a private equity high-growth journey.

We place huge importance on consultation and agreeing on a communication plan that keeps all stakeholders fully engaged.

“For the shortlisting stage, the reporting format was clear, concise, and better than we have seen with other executive search firms. The team at DRAX take the time to find out our key criteria, develops robust scoring matrices and overlays science on what often is a bit of an art. Throughout the interviewing process, DRAX were very communicative, great at keeping in touch and acting as an intermediary between us and the candidates.” – Ravi Aujla, Partner at TPA Capital

For more information, please get in touch:

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DRAX
An LCap Group Company.



MATTHEW FRIEND
DIRECTOR, DRAX

We utilise our capabilities, network, Leadership Dynamics tools and expertise to understand the challenges for each brief through a situational, domain, functional and behavioural lens, to develop appropriate candidate propositions and set up leadership teams to ensure success.

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