



Residential and technical
lighting product specialist
www.slv.de

Acquired
May 2011

HQ
Germany
(global operations)



Investment Summary

SLV grew significantly under Cinven's ownership. Demonstrating clearly the effectiveness of our support throughout a portfolio company's investment lifecycle, SLV's performance was particularly strong following a VCP refresh exercise that started in 2014 and was led by our German and Portfolio teams and the company's management.

We supported the strengthening of the management team across C-suite, corporate and regional levels, including the appointment of a new CEO and CSO, four new corporate-level heads, along with new managers across the US, Asia and Europe. We helped identify and implement initiatives to improve sourcing and innovation, leading to the addition of nearly 1,000 products in 2015 alone, and we helped create a new pricing strategy. Expansion was achieved through three

acquisitions, along with organic growth in existing and new markets across Europe and the Middle East. We also helped to lay the groundwork for future expansion into the US market. In anticipation of the sale, our Portfolio team helped to devise a value creation roadmap outlining future expansion and development potential for the business for potential buyers, an initiative that directly contributed to our successful realisation.

In January 2017, Cinven successfully sold SLV to Ardian.