

FEI Private Equity SIG

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EXTERNAL VALUE DRIVERS

Economy

Market
Demand

Industry

Interest
Rates

M&A
Market

Competition

Owner can't control these items

INTERNAL VALUE DRIVERS

Size	Locations	R&D	Management
Sales Force	Growth Rate	Employee Mix	Diversified Customers
Vendor Relationships	Geographic Coverage	Operating Systems	Margins

What you can do depends on timeframe