

# DIRECTORBANK.

## NEWS UPDATE

With the New Year underway, we'd like to share some of our key achievements and successes from 2016.

Portfolio search assignments remained the core part of our activity and we continued to play a key role in pre-deal situations by placing Board-level directors on behalf of our private equity clients.

The entrepreneurial nature of our candidate network enabled us to deliver value to non PE-backed businesses, particularly those looking to drive growth and change. Notably, assignments for privately-owned firms increased 27% from 2015 reinforcing our credentials across the wider SME market.

**27%**  
increase in  
assignments from  
privately-owned  
firms

**25%**  
increase in  
demand for  
CFOs

Our role focus was a mix of Chairmen, NEDs, CEOs and CFOs, with the latter significantly increasing from 2015 figures. The most notable change was a 62% rise in other critical positions including Commercial Directors, Business Development Directors and CTOs. Sales Director appointments increased 38%.

The breakdown of assignments per sector mirrored our 2015 figures. If anything there was a slight increase in our Consumer, TMT and Support Services activity. Our Industrial Practice also maintained a strong level of success over the year.

**1,300+**  
interviews with  
high level exec &  
non-exec directors

Our commitment to the quality of our network continued over the year with our Directors conducting more than 1,300 interviews with high calibre directors. This is an increase on 2015 figures and, in part, reflects the capability of our in-house research team.

Directorbank's 2016 events programme was well received and feedback was very positive. In the UK almost 350 board-level guests joined us for our private equity drinks evenings and Chairman's dinners, whilst our Germany team hosted two successful events for more than 100 guests.

## A selection of appointments from 2016:

	<b>Matillion</b> Chairman (YFM Partners)		<b>CurrencyFair</b> Chairman (Octopus/Frontline Ventures)
	<b>Nanogate</b> NED (Listed)		<b>Sigma Components</b> FD (Silverfleet Capital)
	<b>Zahnärztliche Tageskliniken</b> NED (Quadriga)		<b>ElectraLink</b> MD Data Analytics (Privately-owned)
	<b>Carousel Logistics</b> Sales Director (Livingbridge)		<b>LearnDirect</b> Interim Commercial Director & Operations Director (LDC)
	<b>SecureData</b> Chairman (August Equity)		<b>Sabio</b> NED (Lyceum Capital)
	<b>Onlineprinters</b> NED (Bregal Unternehmerkapital)		<b>RS Connect</b> FD (Beech Tree Private Equity)
	<b>Dalepak</b> Chairman (Sovereign Capital)		<b>Belfield Furnishings</b> CEO Designate (Privately-owned)
	<b>Truphone</b> Director of Business Development & Strategic Partnerships & Interim Director of Wholesale (Privately-owned)		

Further information, including detailed case studies, can be found at [Directorbank.com](http://Directorbank.com)

If you would like to discuss our services further, please do not hesitate to get in touch:

**UK** **James Searby, Director** - T. 020 7255 7940. E. [j.searby@directorbank.com](mailto:j.searby@directorbank.com)

**George Heppenstall, Director** - T. 0113 297 8000. E. [g.heppenstall@directorbank.com](mailto:g.heppenstall@directorbank.com)

**EUROPE** **Dorothea Kronenberghs, Director** - T. +49 69 719 1829 0.

E. [d.kronenberghs@directorbank.com](mailto:d.kronenberghs@directorbank.com)