

PANTHEON

PRESS RELEASE

London, April 18th, 2017

Brexit won't herald anything we haven't seen before, says David Ewing of ECI Partners

- UK will continue to be highly entrepreneurial
 - Strong growth drivers will persist
- Watch ECI In Conversation with Helen Steers, Head of European Primary Investment at Pantheon

How is ECI Partners preparing to navigate Brexit, asks Pantheon's Helen Steers?

Four decades of investing into UK-focused mid-sized companies across myriad investment and macroeconomic environments has prepared ECI Partners well for Brexit, believes David Ewing, Managing Partner of London-based ECI Partners.

"Around 40% of our portfolio revenues are international, outside the UK, but only between 6%-7% are in Continental Europe. Our international expansion ambitions for our portfolio companies will clearly focus on the most appropriate strategy for each company and will be a combination of acquisition and organic – business improvement and marketplace strategy – advice and execution."

Founders tend to excel in certain areas, he tells Helen Steers, but it is unusual to find best practice across the entirety of their company's operations. And this provides an opportunity for ECI to add value when they're seeking international expansion: "Whilst Brexit might have some unique aspects, we don't expect to be confronted by anything we haven't seen before over our forty years."

Watch the Conversation on Pantheon's [LinkedIn page](#) and [Vimeo channel](#).

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Notes to Editors

PANTHEON

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As at September 30th, 2016 Pantheon had \$35.2 billion assets under management* and we currently have 224 employees located across our offices in London, San Francisco, New York, Hong Kong, Seoul** and Bogotá**. Our employees include 70 investment professionals.

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* This figure includes assets subject to discretionary or non-discretionary management, advice or those limited to a reporting function.

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