



CD&R provides important *“insights into what constitutes best practice in the ownership and governance of corporate enterprises.”*



## Investment Approach: Build Value By Building Businesses

- With 31 years of history, CD&R is one of the most experienced and respected private equity firms in the world, recognized for institutionalizing its distinctive approach of blending financial skills with operating capabilities to build great businesses.
- CD&R’s partners are a blend of highly skilled investment professionals and seasoned, industry-leading corporate executives from major global industrial enterprises, such as ABB, General Electric, IBM, BBA, BTR, Emerson and Wolseley. Jack Welch is a Special Partner of the firm.
- Based in New York and London, CD&R has invested \$12bn in 43 U.S. and European companies—mostly divisions of large multi-business corporations—representing an aggregate transaction value of approximately \$70bn and revenues nearly \$100bn
- Approximately 90% of the Firm’s historical returns have been the direct result of business improvements, as measured by earnings growth.

## Representative Investments



A leading global general-use car rental brand and one of the largest North American equipment rental companies. Acquired from Ford in 2005.



Transformed from a copy shop business into a global retail provider of document solutions and business services. Sold to FedEx in 2004.



CD&R transformed Lexmark from the original IBM typewriter and dot matrix businesses into a leading manufacturer of laser and inkjet printers.



Formerly a division of French luxury goods company PPR, Rexel is the leading global distribution network of electrical supplies. Acquired in 2005 and successfully completed an IPO in 2007.



Leading services provider to over 10.5 million homes and businesses each year through brands such as TruGreen, Terminix and Merry Maids.



Leader in the global research laboratory industry with sales in excess of \$3bn. Acquired from Merck KGaA in 2004 and sold in 2007.