

DIRECTORBANK.

NEWS UPDATE

OUR YEAR IN NUMBERS

Some of our key achievements from 2018:

20

years in business

Since 1998, we have completed more than **2,000** appointments across the UK and Germany covering all key sectors.

14% ↑

in assignments

2018 saw a **14%** increase in the number of assignments on 2017 figures. Industrial, TMT and Support/Business Services were our strongest sectors.

60%

retained search

The number of retained search assignments from medium-sized businesses remained strong at **60%** broken down as follows: 70% PE-backed, 19% privately-owned, 11% listed.

25% ↑

in PE
pre-deal support

Assignments from PE Houses looking for board level talent and due diligence support ahead of a deal increased **25%** on 2017 figures.

22% ↑

in critical
management roles

Role focus remained a mix of Chairman/NED (29%), CEO/MD (23%) and CFO (26%). Demand for other critical positions including COOs, Sales/Marketing Directors, Commercial Directors, HR Directors and CTOs increased **22%** on 2017 figures.

40%

contribution from
German practice

Across 2018, our German practice contributed **40%** of our total business.

80%

UK assignments
outside London

Demonstrating a strong regional focus, **80%** of UK assignments were for businesses headquartered outside London as follows: 31% South, South East, South West / 28% North / 21% Midlands, East.

1,200

interviews

Almost **1,200** interviews were conducted with high-calibre directors to develop our candidate network.

A SELECTION OF RECENT PLACEMENTS:

IPORTALIS

NorthEdge Capital
CHAIRMAN and FD



TIVOLI GROUP

Sullivan Street Partners
CEO



MOESCHTER GROUP

HANNOVER Finanz
MD



UNIVATIV

Triton Partners
NED x 2



LAWYERS ON DEMAND

Bowmark Capital
CFO



VAN ELLE

Listed
INTERIM CEO



CABB

Permira
PMO



KONFIDENTS

Altor Equity Partners
CEO and CFO



LIVINGCARE GROUP

Privately-owned
MD



THE NAV PEOPLE

FPE Capital
CFO



ALLIANCE

Listed
NED x 2



TTC GROUP

Palatine Private Equity
COMMERCIAL DIRECTOR



INNIO

Advent International
TRANSFORMATION OFFICER



ALLERGY THERAPEUTICS

Listed
OD & HR DIRECTOR



ADARE SEC

Endless
**INTERIM
OPERATIONS DIRECTOR**



PLATINUM STAIRLIFTS

NorthEdge Capital
**CHAIRMAN and CHIEF
CUSTOMER OFFICER**



Visit Directorbank.com for further information on our services, team and track record.

For a confidential discussion requiring any recruitment requirement, or if you are keen to expand your network, please contact us on **+44 20 7255 7940** (London office), **+44 113 297 8000** (Leeds office), **+44 161 509 3508** (Manchester office), **+49 69 719 1829 0** (Frankfurt office).