







# Executive Insights

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### 3. Actively scan the horizon for new opportunities.

Europe offers some great prospects for companies wishing to expand – so long as they do their due diligence. Other opportunities to differentiate or diversify, for example by providing outsourcing services further up the supply chain, are also feasible and potentially attractive. Either way, it is essential to avoid being

beholden to a single market which could potentially overheat, especially with bondholders or public equity holders to satisfy.

Out-performance in one of these dimensions will not be sufficient to survive and thrive in the U.K. debt purchase market; only by excelling in all three will sustained profitable business be assured.

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## About the Authors



Peter Ward is a partner in L.E.K.'s London office. Having joined L.E.K. in 2000, his primary focus has been corporate strategy development, complemented by substantial experience in buy and sell side commercial due diligence, commercial bid support and litigation support. He also has significant expertise in performance measurement and incentive structures, both

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Eilert Hinrichs is a partner in L.E.K. Consulting's London office. He has almost 20 years of consulting experience and has completed a large number of pan-European financial services and healthcare projects, advising on strategy reviews, market entry strategy development and transaction support on both the buy and sell side. Eilert has built

a significant body of expertise in industries ranging from private equity to industrial products & services, where he has focused on delivering performance improvement consulting.

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