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PE firm to fund roll-up of global IR consultancies

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Backers contend an integrated firm is needed in era of consolidating exchanges

NEW YORK -- Private equity is turning its attention to the IR services sector. With the backing of \$3 bn PE firm, the Riverside Company, a former Computershare executive, Oliver Niedermaier, has formed Sage Holdings to acquire and support a range of global investor communications businesses.

Sage Holdings, which is co-headquartered in New York and Munich, hasn't yet struck any deals, but it is actively evaluating targets in the US and Europe. The plan is to invest \$200 mn in acquiring or allying with firms focused on IR, proxy solicitation, financial PR, analytics and digital media.

Niedermaier, who will be executive chairman of Sage Holdings, says the consolidation of stock exchanges and the migration of corporate governance regulation across the Atlantic are among the reasons he sees a need for a global integrated shareholder communications firm.

Enzo Villani, formerly a managing director at NASDAQ, is Sage's chief strategy officer.

'Sage is developing an offering that is aligned with the new reality of international capital markets and we see very strong growth prospects in this area,' said Riverside partner Kai Koeppen in a release.

by [Anna Snider](#)

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