



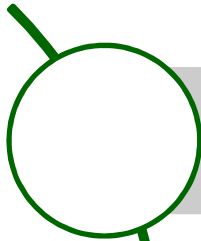
## Direct Investment Advisory Services

**For Single Family Offices  
and  
Family Business Owners**

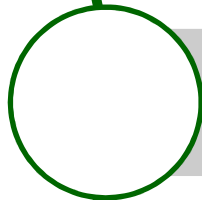


*Fall 2013*

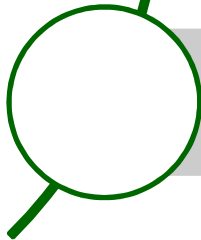
## The Facts



Ownership of operating companies is the greatest driver of wealth creation and wealth preservation worldwide.



Family businesses and closely-held businesses generate over 45% of the U.S. GDP and 60% of the worldwide GDP.



Since 2008, family offices have increased their allocations to direct investments\* from 6% to 11% in 2012.

(\* ) Direct ownership in an operating business or operating asset

de Visscher & Co.'s Direct Investment Advisory Services provide solutions and advice to Single Family Offices (“SFO”) and Family Businesses on Capital, Liquidity and Governance issues of operating assets or operating businesses.

## ... we can help with ...

### If you currently own a Family Business or Direct Investment ...

- Designing a Total Wealth Strategy plan
- Growth and Liquidity capital planning and execution
- Acquisition strategy, identification and execution
- Partnering with other families
- Succession planning
- Governance review and advisory services
- Transition and exit planning
- Post-transition planning
- Re-deployment of capital (finding the next opportunity)

### If you are contemplating investing in a business or making direct investments ...

- Developing a direct investment strategy
- Sourcing unique opportunities through access to de Visscher & Co.'s unique network of family businesses and family offices
- Partnering with other families
- Due diligence oversight and coordination
- Investment structuring
- Managing the closing process (“quarterback” the advisory teams – i.e. lawyers, accountants, consultants)
- Investment oversight and monitoring



# Direct Investment Advisory Services

## Our Capabilities

25 years  
experience  
advising  
families and  
family  
businesses

Network of  
350+ long-term  
partners and  
SFOs

Ability to draw  
upon vast  
network of  
advisory  
resources

Direct Family  
Business  
ownership  
involvement

Experience in  
private equity  
investments



# Direct Investment Advisory Services

## Total Wealth Structure of Single Family Offices and Business Owning Families



François de Visscher  
President  
[francois@devisscher.com](mailto:francois@devisscher.com)  
203 629-6500

Terry Hannafin  
Managing Director  
[thannafin@devisscher.com](mailto:thannafin@devisscher.com)  
203 629-6500

Jamie Gerard  
Managing Director  
212-355-7260

Charles "Jiggs" Davis  
Senior Advisor  
510-865-0174