

Business Case 2: VC Fund

Our Leadership Due Diligence

Our team conducted leadership assessments and in-depth interviews with teams of more than 30 start-ups over nearly 5 years. Besides being able to help the client with every one of these investments, Amrop has obtained numerous data points, which has offered us an opportunity for a detailed analysis. We were able to compare these data points with the performance measures of the portfolio companies, thus trying to establish some patterns between the characteristics of the leaders and their teams and the performance of their companies.

Conclusion

We continue following the portfolio companies to track performance and draw conclusions that can help us understand what the highest-performing teams have in common. Although it is a challenge to structure the data, eliminate macro- effects and validate potential conclusions, we have been able to observe some initial correlations between performance, the number of founders, and the composition of the teams.

Solution

Based on the work that has been done in the last years, we have the data to prove certain patterns based on the assessment of the leadership team. This is a very important advantage for the investors, as they can foresee future problems that can be solved very early in the investment process, rather than letting them grow and have a negative impact on the target company at a later more sensitive stage.