



Challenged by its fast growth, Colombian private equity firm Altra Investments used Intralinks to transform every phase of its fund lifecycle – fundraising, investing, and reporting.

200%

Increase in funds under management with closing of \$356 million APEF II fund

175%

Increase in the number of new institutional investors

\$11.6B

Total private equity investment in Latin America in 2012



Situation

Less than ten years ago, private equity was unknown in Colombia; but today Colombia is one of the hottest investment markets in Latin America – thanks in part to Altra Investments and its use of Intralinks. Founded in 2005, Altra has become one of the leading private equity firms in Colombia and Peru, specializing in buyout opportunities with midcap companies in the Andean region.

With its second fund closing with commitments of \$356 million, Altra realized it needed a more rigorous approach to reporting and information management. The number of investors, funds under management, and companies in its investment portfolio were all about to double.

Altra was also now working with sophisticated global investors. The investors in the new fund included public and private pension funds, funds-of-funds, family offices, sovereign wealth funds, endowments, and foundations from North America, South America, Europe, Asia, and the Middle East. They had high expectations for the timeliness and thoroughness of their managers' investment reporting.

These demands threatened to distract Altra from the critical work of making investments and managing its portfolio companies.

Solution

Altra surveyed the available private equity solutions. Altra was familiar with Intralinks because it had used an Intralinks virtual data room (VDR) during the



“Intralinks is changing everything around here, touching every part of our business. The closing of our new \$356 million fund made us realize that Altra needed to take a whole new approach to fundraising, investor reporting, and investing. Intralinks has taken a huge weight from us and is helping us grow our business even faster”.

— **Jaime Barriga**
Financial Analyst
Altra Investments

highly visible and successful divestment of one of its portfolio companies. This experience, and Intralinks’ clear leadership in the market, made it the natural choice. Many of Altra’s investors already had an Intralinks login and therefore were familiar with using the platform.

The implementation was simple and once Altra set up its exchange using the new Intralinks Designer feature, the process ran absolutely smoothly. Altra no longer worried whether the right document was going to the right investor because Intralinks handled the distribution automatically.

At first, Altra only sent investors quarterly reports, but the adoption of Intralinks quickly expanded. Investors now have access to a complete library of all the documents, reports, and notices ever sent.

The platform has proven popular with investors. Altra already has around 120 active users on its Intralinks portal, far more than it originally planned.

Benefits

Intralinks has changed everything at Altra Investments – eliminating a major headache, making investor communications more professional, and enabling staff to focus on more strategic projects.

Having Intralinks to manage the communications has made a considerable difference. Altra simply uploads a document to the exchange and then sends notices to the right people. Investors receive information immediately, and Altra has dramatically reduced the time and effort it takes staff to send reports to investors.

Altra uses the data room for managing its investments, both for acquisitions and for divestments. Without this tool, Altra would have to arrange individual meetings with interested parties, but now Altra simply uploads the information and sends a notice that it is available.

Looking ahead, Altra is excited to continue using Intralinks in its next round of fundraising.

Intralinks

(NYSE: IL): The leading, global technology provider of inter-enterprise content management and collaboration solutions designed to enable the exchange, management control of documents and content between organizations securely and compliantly when working through the firewall. Thousands of companies and more than two million professionals use Intralinks for everything from ad hoc collaborations to complex, multi-business partnerships in financial services, life sciences, manufacturing, technology, and wide range of other industries worldwide.

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