

## **Baringa Partners defies market with year-end results**

### ***Growth in revenue, client base and headcount mark successful year end***

**London, 26 August, 2009** – Specialist management consultancy, Baringa Partners LLP, completed a successful financial year on June 30, 2009. The company grew its revenue from across Europe by 25 per cent to more than £20 million. Revenue growth was accompanied by a 25 per cent increase in head-count, and the company now has more than 120 consultants specialising in defining and delivering business and technology change programmes across the energy, utilities and financial services sectors.

Mohamed Mansour, managing partner of Baringa says: “Despite the difficult macro-economic conditions, the opportunities in commodities markets, the existence of significant post-merger integration challenges, and the need to address fundamental market issues, such as smart metering, have led to a growth in demand for the services we provide. As a privately held and nimble organisation, Baringa has been able to adapt to clients’ demands and requirements and our ongoing focus on experience and value has resonated with organisations facing ever greater pressure to ensure measurable returns from their investment in professional services.”

The last year has seen Baringa Partners complete strategically important, high-impact projects, and has cemented its reputation for managing large, multi-stranded change programmes across a wide variety of businesses. It has also built on its capabilities in the field of post-merger integration to deliver value for a number of leading organisations in both the financial services and energy sectors.

The quality of Baringa Partners’ work has been acknowledged by a series of award wins and accolades. In May, the company was named Advisory House of the Year in the prestigious Energy Risk Awards, in recognition of the company’s work with blue-chip clients across Europe. Baringa Partners was also ranked the second best place to work in the UK for the second year in a row by The Great Place to Work<sup>®</sup> Institute, a reflection of its ongoing commitment to creating a positive and empowering working culture. In addition, Baringa Partners was a Medallist in the IT Consultancy of the Year category at the 2008 British Computer Society IT Industry awards, beating more than thirty of the UK’s leading consultancies in the process.

Looking forward, Baringa Partners will be extending its footprint into a variety of areas, including water and regulated utilities, insurance and risk, and expects to establish permanent bases in mainland Europe to increase its ability to service its international client base. The company has also strengthened its foundations for future growth by extending and diversifying its client base, adding considerably to the number of businesses with whom it works. Baringa Partners will also be investing further in its infrastructure in order to support this expansion and ensure continued delivery of value to its clients.

Mansour adds: “The strength of our culture is bearing fruit, and we appreciate the faith that both our employees and our clients continue to place in us, and the role they have played in helping us to achieve another very successful year.

“It has been a challenging time for everyone involved in our industry. Nonetheless, the last twelve months have demonstrated that our philosophy of creating genuine partnerships with clients, focusing on sector experience and specialist knowledge, and attracting and retaining the best people into our business to ensure we add real value to clients is the right one to adopt. This is an exciting time for Baringa Partners, and we are looking forward to pursuing the opportunities ahead of us.”

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#### **About Baringa Partners LLP**

Baringa Partners LLP (formerly known as “The Structure Group” in Europe) is a management consulting company with a focus on the energy, financial services and utilities industries in the UK and continental Europe. The company partners with blue chip companies when they are developing and delivering key elements of their business strategy. It works with organisations either to implement new or optimise existing business capabilities relating to their people, processes and technology. Baringa Partners’ client base includes major blue chip companies such as EDF Energy, Centrica, NUON, E.ON, RWE, Lloyds Banking Group, Barclays, Barclays Capital and Thames Water.

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