When is bringing in an investor the right strategic move for a private capital manager?

In this episode of *Alternative Insight*, Aztec Group's Andrew Tully is joined by Tom French, Partner at Macfarlanes, to explore the growing market for GP stakes and manager consolidation.

Done well, a control sale or minority GP stakes investment can unlock growth capital, smooth the path to succession and deliver a meaningful liquidity event for founders. But the right deal is about more than price. Get it wrong, and it can reshape a firm's culture, governance, incentives and long-term identity.

During the discussion, they cover:

- What's driving GP consolidation, and when a control sale or minority GP stakes investment might make sense
- How to best protect the economics of management fees and carried interest for all parties and what to consider
- Growth, liquidity and succession, including how managers can use investment to support their longer-term strategic objectives
- Protecting the partnership, from governance and incentives to confidentiality, team retention and long-term alignment

Listen to the Alternative Insight podcast episode:

Listen to "GP stakes: When to sell, when to partner and what to protect" on Spreaker.

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