Lincoln International AG

Lincoln International is a mid-market M&A-investment bank. The firm has 10 offices around the world with meanwhile more than 140 bankers. In 2009, Lincoln International completed – despite a difficult market environment - more than 95 M&A and advisory assignments globally. Lincoln International has been established in Germany for 10 years. The Frankfurt office comprises 40 employees and is still in growth phase. Since the beginning of 2010 the firm has already added four managing directors in Germany.

Dr. Michael R. Drill - Partner
+49 (69) 97105400
contact@lincolninternational.de
www.lincolninternational.com

According to Michael Drill, Country Head for German speaking countries, Lincoln International is still in an expansion mood in Germany. With 20 closed German M&A deals in 2009, Lincoln International ended up in third position in the German M&A league tables from Thomson Financial.

This year, the firm is confident to improve this outstanding position. In the first half of 2010 alone Lincoln International successfully advised already on 12 M&A deals – of which 10 transactions were cross-border. This is a much higher percentage than the overall market.

Over the last two years, corporate blue chip clients in Germany included among others Alcoa, Deutsche Post, Deutsche Bank or Deutsche Bahn. On the private equity front, Lincoln International acted for most of the leading mid cap players like 3i, Auctus, BWK, Deutsche Beteiligungs AG, DZ Equity Partner or Hannover Finanz.

Lincoln International works as one global, integrated organisation. By sharing employees, contacts and information resources across offices, clients get a deep knowledge of the market dynamics and the ability to access key decision makers in the major global economies. As an investment bank Lincoln International is large enough to deliver global resource and to provide in depth industry expertise, yet small enough to focus on each client assignment.

The economic downturn had overall a positive impact on the mid cap sell-side business of Lincoln International. On one hand, some large corporates and portfolio companies of private equity houses were forced to divest core and non subsidiaries and business units on short notice in order to generate cash. On the other hand sellers realised that with the absence of financial sponsors as buyers a global presence of the advising M&A bank becomes more and more important to secure a transaction with a strategic buyer from overseas – especially from the US or Japan.

Over the last two years the M&A landscape changed dramatically. Sellers of businesses need to be aware of the shift from a former seller's market to a buyer's market. Under current market conditions the acquirers – mainly from abroad - more and more try to dictate the rules of the M&A process. While the current environment forces investors to become more selective about the quality of acquisition targets, there is plenty of opportunity for lucrative deals below a threshold of Euro 250 million. Especially industry verticals that are composed of medium-sized companies feel an increasing consolidation pressure. Examples include consumer retail, automotive, industrials, chemicals, med tech and business services.