

# 2012 M&A Review: Global Business Services Transaction Volume Shows Resilience; U.S. Services Deal Activity Up 5.2%

During 2012, global M&A activity declined 8% compared to 2011 as a result of global economic and political uncertainties. A fragile Eurozone, volatility and slowdown in emerging economies and the U.S. fiscal cliff were the main drivers of this uncertainty despite solid fundamentals, low interest rates and improving consumer confidence. While the U.S. market suffered many of the same concerns as M&A markets around the world, the U.S. performed measurably better with total deal volume actually increasing by 1.7% over 2011. This was due to a combination of a more advanced (albeit weak) economic recovery, high public market valuations and abundant debt availability for U.S. acquirers as well as motivated selling by business owners trying to beat the increases to U.S. capital gains tax rates.

The Business Services sector showed measurably better performance and higher stability than the overall market on a global basis as well as in the U.S. Global transaction volume in Business Services decreased by only 5.6% and climbed to 16.4% of total global M&A, up from 16.0% in 2011. In the U.S., transaction volume in the space was up a strong 5.2%. This resilience was largely attributable to many investors' views on the core value propositions of services models, which consist of some combination of cost reduction, revenue enhancement or risk mitigation that allows them to hold up better during uncertain economic times.

As shown in Figure 1, Lincoln's Business Services coverage universe includes 31 subsectors categorized under three broad focus areas: Commercial & Industrial Services;
 Information Services and 3.)
 Professional & Human Capital
 Services. Through a closer
 examination of these three broad focus
 areas and some of their respective
 subsectors, a significant variance in
 activity levels can be seen and certain
 insights can be gained into which are
 likely to remain in play during the
 balance of 2013.

#### **Commercial & Industrial Services**

Within Commercial & Industrial Services global deal volume decreased by 10.1% from 2011, which was notably worse than the total Business Services sector average and overall M&A volume. This focus area is much more asset and fixed-cost intensive than Information Services and Professional & Human Capital Services. As a result, profitability tends

Commercial & Industrial Services	Information Services	Professional & Human Capital Services
Distribution	Agency & Consumer Engagement	Architecture & Design
• Energy, Power & Infrastructure	• B2B Media	Audit & Accounting
Environmental	Business Intelligence	• Brokerage
Equipment Rental	Business Process Outsourcing	Consulting
• Facilities	Digital Media Services	• Engineering
Laundry & Uniform	E-Commerce Enablement	• IT Integration Development & Resale
Logistics & Transportation	Interactive Marketing	• Research
Maintenance	Marketing Technology	Risk Management
Physical Security & Safety	Software as a Service	Staffing & Search
Printing & Graphics	Training & Education	Test, Measurement & Certification
	Transaction Processing	

# Figure 1: Business Services Subsectors

to follow the economy more closely and global uncertainty likely served to constrain M&A activity. While M&A activity decreased, Commercial & Industrial Services still accounted for approximately 45% of all Business Services transactions in 2012.

Amidst a broad decline in this focus area, global M&A activity in the Energy, Power & Infrastructure services subsector was up over 5% in 2012. With new shale discoveries, growing energy demand in emerging markets and the increasing stress on the U.S. power grid and its aging infrastructure, Energy, Power & Infrastructure service providers continued to be highly sought after by both strategic and financial acquirers. Kelso & Company's acquisition of Power Holdings, a provider of utility maintenance services, and Siemens' acquisition of Pace Global Energy Services, an energy consulting and management provider, were among many notable acquisitions completed within this space in 2012.

Physical Security & Safety experienced one of the largest deal volume decreases in 2012, down 22%

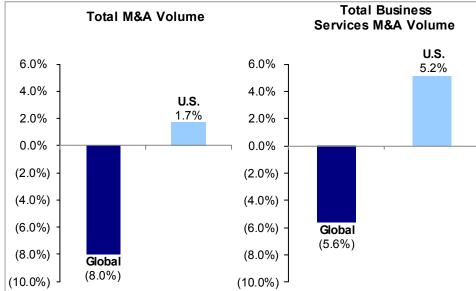


Figure 2: Total M&A Volume Comparison (2012)

Note: U.S. deal volume reflects acquisitions of U.S.-based targets

compared to 2011. With public European strategics such as Loomis, Prosegur and Securitas digesting and integrating acquisitions, after having represented some of the top acquirers in 2011, Securitas was the only public European strategic to remain on the 2012 Top Business Services Acquirers list (Figure 3). Despite the decreased volume from European strategics, several North American strategics became more active in this space during 2012. Universal Protection Service was one of the most active buyers in 2012 after only completing one acquisition in 2011. Summit Partner's portfolio company Central Security Group was also active in North America, completing several regional acquisitions such as Controller Security, a provider of alarm monitoring services, and SafeLink Security, a security systems and services provider.

#### **Information Services**

Information Services was the only Business Services focus area to experience an increase in deal volume on a global basis in 2012, up 2.7% compared to 2011. Overall, Information Services accounted for approximately 20% of total Business Services transaction volume in 2012. The increase in deal volume was primarily driven by heightened activity from strategic acquirers. With slower organic growth, the recurring theme amongst strategics was to accelerate growth through acquisitions.

Within Information Services, the Business Intelligence, Marketing Services and Software as a Service

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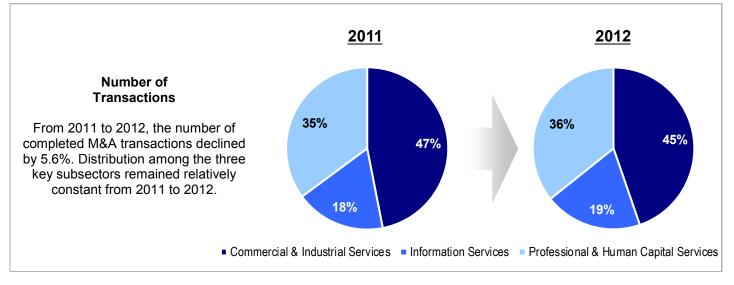
## Figure 3: Top Business Services Acquirers (2012)

Strategic Acquirer	Number of Transactions	Financial Acquirer	Number of Transactions	
Arthur J Gallagher & Co.	16	AssuredPartners Inc.	4	
SGS SA	13	CIVC Partners L.P.	3	
Volvo Construction Equipment	9	KRG Capital Partners	3	
Cardno Limited	8	LDC Ltd.	3	
Securitas AB	8	Naxicap Partners	3	
Brasil Insurance Participacoes	6	Accel-KKR LLC	2	
Bureau Veritas SA	6	Cinven Limited	2	
IBM Corporation	6	Corinthian Capital Group LLC	2	
Bowman Consulting Group	5	One Equity Partners LLC	2	
Universal Protection Service	5	RLJ Equity Partners LLC	2	
Total	82	Total	26	

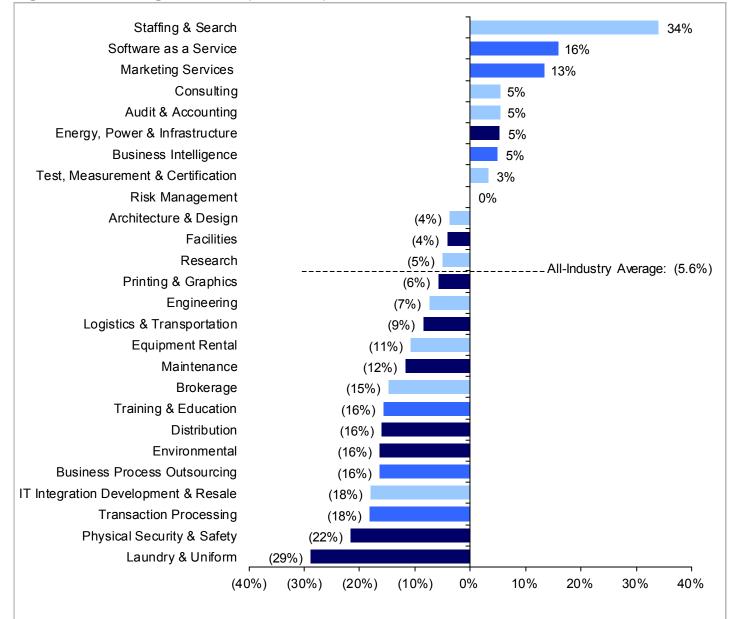
#### Source: Capital IQ

Note: Represents transactions in which the target company's primary operations are businesses services

# Figure 4: Comparison of Business Services Transaction Volume



## Figure 5: Percentage Increase/(Decrease) in Number of Transactions



Source: Capital IQ

Note: Marketing Services includes B2B Media, Digital Media Services, E-Commerce Enablement, Interactive Marketing and Marketing Technology

subsectors all posted gains in 2012. While this increase in activity was mostly driven by smaller deals, there were several multi-billion dollar transactions completed as well, including the Ariba, Kenexa and Transunion acquisitions (Figure 6). Additionally, while strategic acquirers accounted for most of the M&A activity within these subsectors, there was a fair amount of private equity interest. Specifically, Marketing Services saw an increase in activity from financial acquirers. Representative transactions included KRG Capital Partners' acquisition of Ansira, a consumer engagement agency, and Aurora Capital's acquisition of Market Track, a provider of business intelligence solutions based on analysis of promotional advertising.

#### Professional & Human Capital Services

Within Professional & Human Capital Services, global deal volume was down 4.0% in 2012, which was noticeably better than the 8.0% overall decrease in the global M&A market. In 2012, Professional & Human Capital Services accounted for over 35% of total M&A volume in the Business Services sector, which was about the same share as in 2011. While overall volume was down due to the uncertain economy, there were several subsectors within Professional & Human Capital Services that saw an increase in deal activity, including Audit & Accounting, Consulting, Staffing & Search as well as Test, Measurement & Certification as project -based businesses continued their recovery after being particularly hard hit in the down turn.

Despite an overall decline in Professional & Human Capital Services deal volume, Staffing & Search experienced a 34% increase compared to 2011. With large deals completed by strategic consolidators in 2010 and 2011, the most active buyers in the Staffing & Search industry were largely on the sidelines as they continued to digest their acquisitions. As a result, the increase in activity was significantly led by financial sponsors as they became increasingly interested and active in niches within the Staffing & Search industry, in anticipation of climbing demand for knowledge workers. Representative financial sponsor transactions include CVC Capital Partner's acquisition of

# Figure 6: Select Top Business Services Deals (By \$ Value)

(\$ in millio	ons)			
Date	Target	Acquirer	Enterprise	e Value
Oct-12	Ariba Inc.	SAP America	\$	4,608
Aug-12	Logica PLC	CGI Group Holdings		3,441
Apr-12	TransUnion Corp.	Advent International; GS Capital		3,310
Nov-12	Veolia ES Solid Waste	Advanced Disposal Services		1,909
Jan-12	Rightnow Technologies	Oracle Corporation		1,763
Dec-12	Safety-Kleen	Clean Harbors		1,526
Oct-12	R3 Treatment	Waste Connections		1,472
Mar-12	CPA Global Limited	Cinven Limited		1,459
Dec-12	Kenexa Corp.	IBM Corporation		1,397
Aug-12	Mmodal	One Equity Partners		1,083

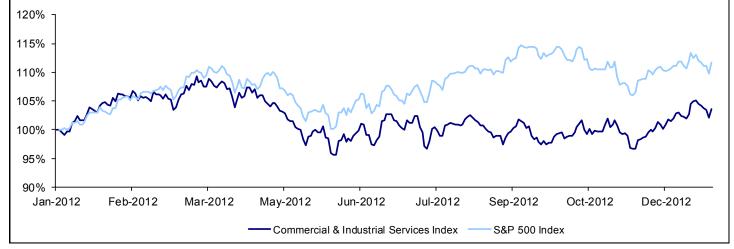
Technopro Holdings, a provider of technical staffing services, and Leonard Green & Partner's acquisition of CHG Healthcare Services, a provider of healthcare staffing services.

Testing, Measurement & Certification also experienced an increase in deal volume for the second straight year, up 3% in 2012. Investors have favored this industry due to its perceived low cyclicality and strong growth prospects. These investment considerations, along with the highly fragmented nature of the industry, presented a considerable opportunity for existing players to supplement organic growth and geographic expansion through bolt-on acquisitions. European strategics, Bureau Veritas and SGS both remained top buyers in 2012 as they continued to capitalize on the fragmented nature of the industry to expand their presence in the Americas. For example, Bureau Veritas' acquisition of Tecnicontrol, a Colombia based provider of technical inspections and quality assurance services, and SGS' acquisition of Environ Cientifica, a Brazil based provider of occupational health testing services, helped both acquirers continue to increase their presence in South America.

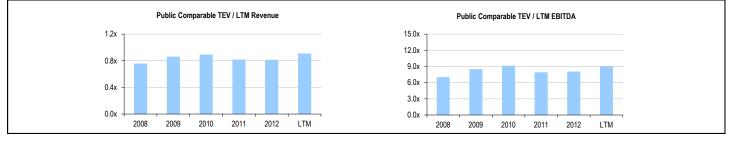
# Valuation Update: Commercial & Industrial Services Selected Public Comparables (Dollars in millions except per share data)

	Stock Price		% of 52- Enterprise		1-Year Growth		EV / LTM		EV / NTM	
	3/29/13	52-Wk High	Wk High	Value	Revenue	EBITDA	Revenue	EBITDA	Revenue	EBITDA
ABM Industries Incorporated	\$ 22.24	\$ 24.61	90%	\$ 1,602	2.7%	(13.7%)	0.4x	10.5x	0.3x	7.8x
The Brink's Company	28.26	30.75	92%	1,615	2.0%	(6.6%)	0.4x	5.2x	0.4x	5.5x
CH Robinson Worldwide Inc.	59.46	67.93	88%	9,511	9.9%	6.2%	0.8x	12.4x	0.7x	11.3x
Cintas Corporation	44.13	45.94	96%	6,479	4.4%	3.2%	1.5x	9.2x	1.4x	8.2x
Clean Harbors, Inc.	58.09	69.25	84%	4,680	10.3%	8.4%	2.1x	12.6x	1.3x	7.7x
Comfort Systems USA Inc.	14.09	14.27	99%	508	9.4%	22.9%	0.4x	12.0x	0.4x	11.2x
Dy com Industries Inc.	19.69	22.23	89%	1,054	14.3%	14.5%	0.8x	7.5x	0.6x	5.9x
EMCOR Group Inc.	42.39	42.69	99%	2,396	13.1%	12.2%	0.4x	7.9x	0.4x	7.2x
FedEx Corporation	98.20	109.66	90%	29,987	3.9%	3.6%	0.7x	5.5x	0.7x	4.9x
FirstService Corporation	33.30	33.67	99%	1,579	3.7%	(3.5%)	0.7x	10.7x	0.7x	9.1x
Fluor Corporation	66.33	66.67	99%	9,136	17.9%	(20.3%)	0.3x	9.7x	0.3x	6.8x
Forward Air Corp.	37.29	39.58	94%	1,008	9.0%	7.0%	1.7x	9.7x	1.5x	8.4x
Hub Group Inc.	38.46	41.18	93%	1,400	13.5%	17.7%	0.4x	10.5x	0.4x	10.5x
Jacobs Engineering Group Inc.	56.24	56.53	99%	6,655	3.4%	7.0%	0.6x	9.2x	0.5x	8.3x
Landstar System Inc.	57.09	59.97	95%	2,692	5.4%	10.4%	1.0x	11.7x	0.9x	10.8x
MasTec, Inc.	29.15	31.47	93%	2,810	31.6%	37.5%	0.8x	8.5x	0.7x	6.8x
Pike Electric Corporation	14.23	15.21	94%	706	30.2%	65.9%	0.8x	6.7x	0.8x	7.7x
Quanta Services, Inc.	28.58	29.94	95%	5,705	41.2%	86.7%	1.0x	9.2x	0.9x	8.7x
Rentokil Initial plc	1.52	1.55	98%	4,348	0.1%	(1.0%)	1.1x	6.7x	1.1x	6.2x
Republic Services, Inc.	33.00	33.01	100%	18,971	(0.9%)	(8.4%)	2.3x	8.3x	2.3x	7.9x
Ryder System, Inc.	59.75	61.68	97%	6,853	3.4%	8.3%	1.1x	4.9x	1.1x	4.6x
Securitas AB	9.40	10.03	94%	5,743	3.7%	(5.0%)	0.6x	9.3x	0.6x	8.6x
United Parcel Service, Inc.	85.90	85.93	100%	86,342	1.9%	(59.4%)	1.6x	NMF	1.5x	9.1x
URS Corporation	47.41	47.49	100%	5,533	15.0%	33.7%	0.5x	6.7x	0.5x	5.8x
UTi Worldwide Inc.	14.48	17.91	81%	1,655	(6.2%)	(31.6%)	0.4x	11.4x	0.4x	8.5x
Waste Management, Inc.	39.21	39.27	100%	28,325	2.0%	(0.4%)	2.1x	8.6x	2.0x	8.3x
Mean							0.9x	9.0x	0.9x	7.9x
Adjusted Mean							0.9x	9.0x	0.8x	7.9x
Median							0.8x	9.2x	0.7x	8.1x





#### **Public Comparable Valuation Data**

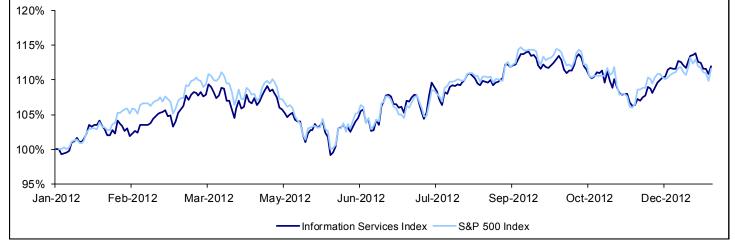


Source: Capital IQ and Thomson ONE Note: Financial data as of 3/29/2013

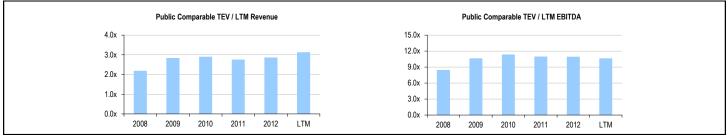
# Valuation Update: Information Services Selected Public Comparables (Dollars in millions except per share data)

**Stock Price** % of 52-Enterprise 1-Year Growth EV / LTM EV / NTM 3/29/13 52-Wk High Revenue EBITDA Revenue EBITDA Revenue EBITDA Wk High Value Acxiom Corporation \$ 20.40 \$ 20.46 100% \$ 1.581 (1.9%)(3.5%)1.4x 7.1x 1.4x 7.0x Alliance Data Systems Corporation 161.89 162.07 100% 16.401 14.8% 18.7% 4.5x 14.8x 3.8x 12.0x APN News & Media Ltd. 0.38 0.96 40% 974 1.8% (17.4%)1.1x 6.9x 1.0x 6.4x Automatic Data Processing. Inc. 65.03 65.12 100% 30.149 7.2% 14.5% 2.9x 15.8x 2.6x 12.4x comScore. Inc. 16.78 22.23 75% 552 9.8% 74.5% 2.2x NMF 2.0x 11.1x CoreLogic. Inc. 25.86 29.50 88% 3.160 17.1% 72.3% 2.0x 9.7x 2.0x 6.8x 39.0% CoStar Group Inc. 109.46 110.13 99% 3.117 33.1% 8.9x NMF 7.3x NMF 7.9% 9.9x DST Systems Inc. 71.27 71.36 100% 3,682 (0.5%)1.4x 1.8x 8.2x Dun & Bradstreet Corp. 83.65 86.46 97% 4,505 (5.4%)2.0% 2.7x 8.3x 2.7x 7.8x 10.2% Equifax Inc. 57.59 59.83 96% 8,547 2.6% 4.0x 13.1x 3.7x 10.5x FactSet Research Systems Inc. 92.60 109.20 85% 3,871 8.1% 4.1% 4.6x 12.8x 4.4x 11.2x 45.69 47.86 95% 2.035 9.8% 3.9% 2.9x 10.6x 2.6x 9.0x Fair Isaac Corporation Fidelity National Information Services, Inc. 39.62 39.66 100% 15,698 3.2% 1.8% 2.7x 9.6x 2.6x 8.4x 87.86 87.91 100% 14,602 3.3% 4.5% 3.3x 10.9x 3.0x 9.2x Fiserv, Inc. Heartland Payment Systems, Inc. 32.97 34.00 97% 1,322 1.4% 52.2% 0.7x 9.6x 2.2x 7.9x IHS Inc. 104.72 118.93 88% 7.620 14.1% 27.6% 4.9x NMF 4.5x 13.2x Iron Mountain Inc. 36.31 37.70 96% 10.487 (0.3%)(5.2%)3.5x 11.8x 3.4x 11.4x Moody's Corp. 53.32 55.58 96% 11.858 19.7% 21.3% 4.3x 10.0x 4.1x 9.0x Morningstar Inc. 69.92 71.14 98% 2,927 4.3% 5.9% 4.4x 15.0x NA NA Nielsen Holdings N.V. 35.82 35.84 100% 19,752 1.4% 10.6% 3.5x 12.7x 3.4x 11.6x Paychex, Inc. 35.06 35.18 100% 12,188 5.8% 9.2% 5.3x 12.3x 5.0x 11.6x R.R. Donnelley & Sons Company 12.05 13.30 91% 5,197 (3.7%)(5.2%) 0.5x 4.2x 0.5x 4.5x Reed Elsevier plc 11.86 12.00 99% 23,786 0.9% 10.2% 2.6x 8.1x 2.9x 9.2x Thomson Reuters Corporation 32.40 32.97 98% 33,018 (3.8%)(7.7%)2.5x 11.3x 2.6x 9.7x Total System Services, Inc. 24.78 25.06 99% 4,668 3.4% 8.4% 2.5x 10.0x 2.4x 8.1x The Western Union Company 15.04 19.14 79% 10,794 3.2% 1.3% 1.9x 6.5x 1.9x 7.8x Verisk Analytics, Inc. 61.62 61.85 100% 11,728 15.2% 18.4% 7.6x 17.1x 6.8x 15.0x Wolters Kluwer NV 22.19 21.83 98% 9,140 7.4% 8.5% 2.0x 7.9x 2.0x 7.9x 3.2x 3.1x 9.5x Mean 10.6x **Adjusted Mean** 3.1x 10.6x 2.9x 9.5x Median 2.8x 10.0x 2.6x 9.1x

#### 2012 Relative Stock Price Performance



# Public Comparable Valuation Data



Source: Capital IQ and Thomson ONE

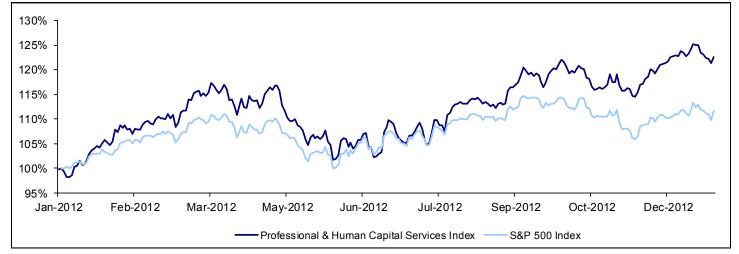
Note: Financial data as of 3/29/2013; Reed Elsevier data based on LSE for stock price and combined LSE / AEX data for enterprise value calculation

# Valuation Update: Professional & Human Capital Services

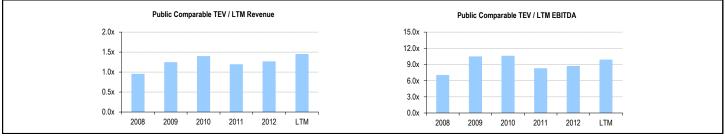
Selected Public Comparables (Dollars in millions except per share data)

Accenture plc AECOM Technology Corporation Aon plc	\$ 75.97 32.80 61.50 124.42	<b>52-Wk High</b> \$ 78.46 33.09 61.87	97% 99%	\$ Value 44,237	Revenue		Revenue	EBITDA	Revenue	EBITDA
AECOM Technology Corporation Aon plc	32.80 61.50 124.42	33.09 61.87	99%	\$ 44,237	0.00/					
Aon plc	61.50 124.42	61.87			3.6%	6.1%	1.6x	10.2x	1.5x	8.9x
•	124.42			4,138	0.9%	(9.5%)	0.5x	9.7x	0.5x	7.7x
			99%	22,933	2.1%	5.1%	2.0x	10.3x	1.9x	9.0x
Bureau Veritas SA		130.18	96%	15,274	16.2%	19.9%	3.1x	16.7x	2.8x	14.8x
CACI International Inc.	57.87	63.02	92%	2,002	(0.9%)	(0.3%)	0.5x	6.0x	0.5x	6.0x
CBRE Group, Inc.	25.25	25.45	99%	10,836	10.3%	22.0%	1.7x	13.5x	1.5x	10.6x
Convergys Corporation	17.03	17.50	97%	1,229	3.7%	19.7%	0.6x	5.4x	0.6x	5.1x
Corporate Executive Board Co.	58.16	59.18	98%	2,409	28.5%	29.7%	3.9x	16.4x	2.9x	11.3x
CRA International Inc.	22.37	25.54	88%	175	(11.4%)	(29.7%)	0.6x	7.1x	0.6x	5.3x
Ex Iservice Holdings, Inc.	32.88	32.97	100%	962	22.9%	29.5%	2.2x	11.5x	1.9x	9.7x
Forrester Research Inc.	31.65	36.00	88%	473	3.3%	(5.5%)	1.6x	10.9x	1.6x	14.7x
FTI Consulting, Inc.	37.66	38.17	99%	2,052	0.6%	(5.3%)	1.3x	8.2x	1.2x	7.8x
Gartner Inc.	54.41	54.52	100%	4,995	10.0%	13.5%	3.1x	18.5x	2.8x	13.9x
Havas	6.33	6.44	98%	3,048	8.1%	8.9%	1.3x	8.8x	1.3x	8.2x
Heidrick & Struggles International Inc.	14.95	22.41	67%	152	(15.9%)	(22.9%)	0.3x	4.6x	0.3x	4.5x
The Interpublic Group of Companies, Inc.	13.03	13.48	97%	5,737	(0.8%)	(1.4%)	0.8x	6.9x	0.8x	6.3x
Intertek Group plc	51.52	53.28	97%	9,159	17.4%	16.7%	2.9x	15.1x	2.6x	13.2x
Jones Lang LaSalle Incorporated	99.41	100.86	99%	4,878	9.7%	11.8%	1.2x	11.2x	1.2x	10.0x
Manpow erGroup Inc.	56.72	57.39	99%	4,482	(6.0%)	(12.4%)	0.2x	7.8x	0.2x	7.8x
Marsh & McLennan Companies, Inc.	37.97	38.00	100%	21,497	3.5%	10.6%	1.8x	9.9x	1.7x	8.5x
Navigant Consulting Inc.	13.14	14.62	90%	801	6.9%	10.2%	1.1x	7.2x	0.9x	6.7x
Omnicom Group Inc.	58.90	60.05	98%	17,847	2.5%	(4.5%)	1.3x	8.6x	1.2x	8.1x
Publicis Groupe SA	67.03	69.31	97%	13,870	13.7%	23.0%	1.6x	8.5x	1.5x	8.4x
Robert Half International Inc.	37.53	37.59	100%	4,951	8.8%	36.6%	1.2x	12.1x	1.1x	10.8x
Stantec Inc.	44.05	44.22	100%	2,263	12.9%	12.1%	1.5x	10.3x	1.3x	9.3x
Valassis Communications Inc.	29.87	31.34	95%	1,662	(3.3%)	(3.5%)	0.8x	5.8x	0.8x	5.4x
WPP plc	15.93	16.64	96%	24,812	3.5%	12.0%	1.6x	9.3x	1.5x	8.7x
Mean							1.5x	10.0x	1.4x	8.9x
Adjusted Mean							1.4x	9.9x	1.4x	8.9x
Median							1.3x	9.7x	1.3x	8.5x

# 2012 Relative Stock Price Performance



# Public Comparable Valuation Data



Source: Capital IQ and Thomson ONE Note: Financial data as of 3/29/2013



# FIRM SNAPSHOT

Lincoln International is the first and only truly international, integrated, independent mid-market investment bank.

#### INTERNATIONAL

- 14 offices in key global economies
- Each office is connected in its region
- 50% of our M&A deals are cross-border

#### INTEGRATED

- Global culture and brand
- Global industry groups and deal teams
- Global partnership, shared economics

#### INDEPENDENT

- Owned and operated by our partners
- No conflicts of interest
- Long-term relationships based on trust

#### MID-MARKET

- Mid-market is the focus of the entire organization
- Not a mid-market group of a larger entity
- Senior bankers are very "hands-on"

# WE FOCUS ON THE FOLLOWING SERVICES:

- M&A Advisory
- Debt Advisory
- Restructuring & Special Situations Advisory
- Valuations & Opinions



# **BUSINESS SERVICES GROUP**

Lincoln International recognizes the importance of understanding a client's industry, value drivers, growth opportunities and challenges. Since 2011, our Business Services Group has completed nearly 40 advisory assignments in the space and developed an expertise that is highly valued by our clients.

Our dedicated Business Services Group consists of highly experienced senior bankers. These officers have spent the majority of their careers developing deep professional relationships and specific knowledge of business service companies, particularly in our key areas of focus listed below.

With officers in each of our global offices working together, Lincoln International provides key senior-level experience, unique market insights and invaluable contacts in support of clients on a worldwide basis for every transaction.

# AREAS OF FOCUS

#### Commercial & Industrial Services

- Distribution
- Energy, Power and Infrastructure
- Environmental
- Equipment Rental
- Facilities
- Laundry and Uniform
- Logistics and Transportation
- Maintenance
- Physical Security and Safety
- Printing and Graphics

#### Information Services

- Agency and Consumer Engagement
- B2B Media
- Business Intelligence
- Business Process
- Outsourcing

  Digital Media Services
- e-Commerce Enablement
- Interactive Marketing
- Marketing Technology
- Software as a Service
- Training and Education
- Transaction Processing

## Professional & Human Capital Services

- Architecture and Design
- Audit and Accounting
- Brokerage
- Consulting
- Engineering
- IT Integration and Resale
- Research
- Risk Management
- Staffing and Search
- Test, Measurement and
   Certification

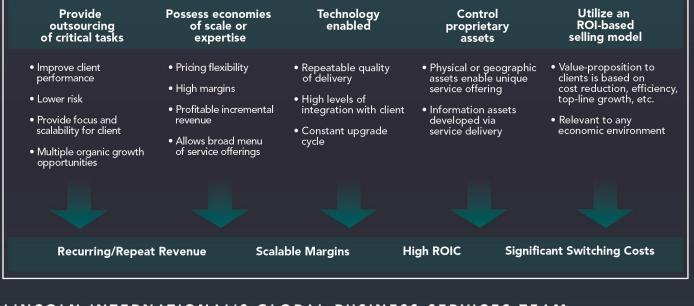
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#### SELECT BUSINESS SERVICES TRANSACTIONS



#### **BUSINESS SERVICES MODEL: COMMON VALUE DRIVERS**



## LINCOLN INTERNATIONAL'S GLOBAL BUSINESS SERVICES TEAM



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