



Leader in Consulting and Engineering Services M&A

Lincoln International represents the shareholders and management of Cumming Group, which has received a significant investment from Tailwind Capital

Lincoln International knows the consulting and engineering services market – so when the shareholders of Cumming Group, Inc. (“Cumming” or the “Company”), Long Point Capital (“Long Point”) and management sought strategic advice, they turned to Lincoln International. Cumming is a leading fully-integrated project management and cost management consultancy serving diverse sectors with comprehensive services that add value and minimize risk at each stage of an existing or new building’s maintenance, renovation and/or development cycle. The Company’s leadership position is supported by its global scale (27 offices throughout the U.S., Europe and the Middle East) with the sector-specific and local knowledge of a boutique provider. Long Point was seeking liquidity for its investment in Cumming while the management team was seeking a new partner to support its aggressive growth plan.




Lincoln helped accomplish these goals by creating a customized marketing approach that generated significant interest from strategic and financial acquirers worldwide. Lincoln’s industry expertise, insights and deep understanding of Cumming’s business model played a key role in designing marketing materials demonstrating the Company’s unique value proposition, superior margins, strong growth opportunities and favorable industry dynamics. These materials and Lincoln’s deep industry relationships led to a very competitive auction process that provided attractive alternatives and an excellent outcome for Cumming and its shareholders.

The result was identifying and securing a long-term partner for Cumming with a shared vision for Cumming’s high-growth plan and at a premium value.

Lincoln’s Other Recent Consulting and Engineering Services Transactions

 <p>has been sold to</p> 	 OAKTREE <p>has sold</p>  OPTERRA ENERGY SERVICES <p>to</p>  ENGIE	 GRYPHON INVESTORS <p>has acquired</p>  JENSEN HUGHES <p>from</p>  HURON	 GRYPHON INVESTORS <p>has sold</p>  Trinity Consultants <p>to</p>  LL	 KEYSTONE CAPITAL INC <p>has sold</p>  VIDARIS <p>to</p>  CORTEC Group	 STONE ARCH CAPITAL <p>has sold</p>  NATURAL RESOURCE GROUP <p>to</p>  ERM
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Why Lincoln International?

- Leading M&A advisor** in the mid-market, having closed over 160 transactions in 2015
- Extensive Business Services experience** resulting from 60 transactions since the beginning of 2015
- Unique insight into the Consulting and Engineering Services sector** enables proper positioning to maximize value and knowledge of the most relevant acquirers
- Globally integrated resources** foster strong relationships with, and provide access to, strategic and financial acquirers worldwide
- Customized approach** and tailored advice for each client and process
- Flawless execution** achieves premium valuations and certainty of close for our clients

To learn more about Lincoln International’s Business Services Group or to discuss the Cumming transaction or other consulting and engineering services transactions in detail, please contact the individuals listed below or visit: www.lincolni.com/industries/business-services

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