

### **Firm Snapshot**

We are the first and only truly international, integrated, independent mid-market investment bank

### **International**

- 20 offices in key global economies
- Each office is connected in its region
- 40% of transactions 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:**

- Mergers & Acquisitions
- Debt Advisory
- Special Situations & Restructuring
- Joint Ventures & Partnering
- Valuations & Opinions

## **Global Business Services Group**

**Lincoln International recognizes the importance of understanding a client's industry, value drivers, growth opportunities and challenges.** Our dedicated Business Services Group consists of highly experienced senior bankers who have spent their careers developing deep professional relationships and specific knowledge of business service companies.

Advising business service companies in each of our global offices, Lincoln International provides key senior-level experience, unique market insights and invaluable contacts in support of clients on a worldwide basis for every transaction.

Within our key areas of focus listed below, Lincoln International is globally recognized as one of the most active advisors to leading companies in the business services economy.

### **Areas of Focus**

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

- Distribution
- Energy, Power & Infrastructure
- Environmental
- Equipment Rental
- Facilities
- Food
- Laundry & Uniform
- Logistics & Transportation
- Maintenance, Repair & Overhaul
- Security & Safety
- Printing & Graphics

#### **Information Services**

- Business & Competitive Intelligence
- Business & Knowledge Process Outsourcing
- Governance, Risk & Compliance
- Financial, Insurance & Real Estate
- Legal
- Marketing
- Scientific & Intellectual Property
- Supply Chain
- Travel, Meetings & Events

#### **Professional & Human Capital Services**

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

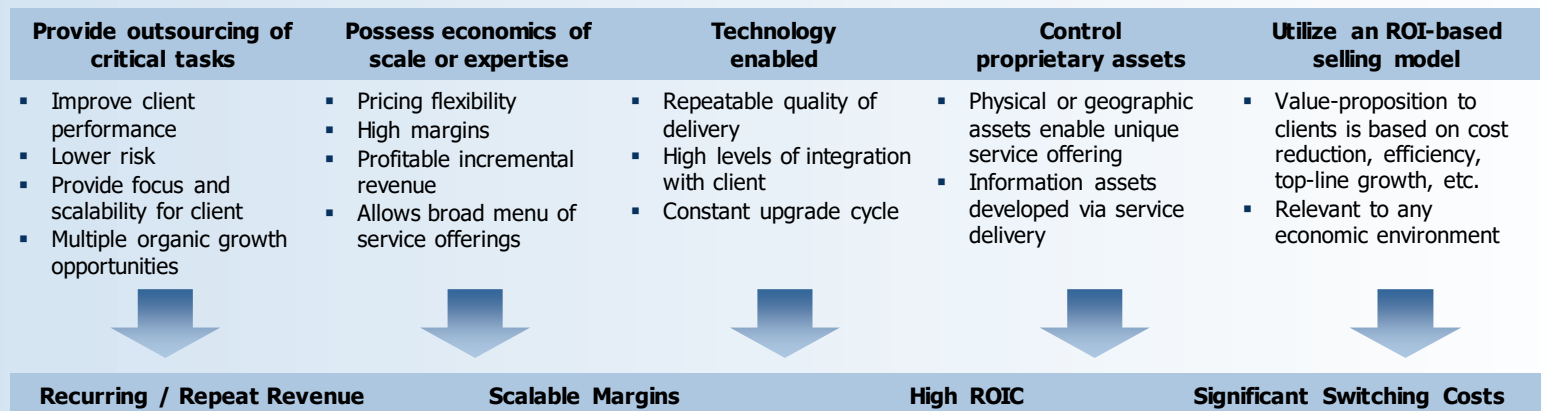
#### **Education Technology & Services**

- Alternative Education Providers
- Continuing Education & Certification
- Corporate Training
- Data Analysis Tools
- Digital Content & Curriculum
- For-Profit Education Providers
- LMS / CMS / SIS
- Outsourced Support Services
- Personalized Learning Tools
- Value-Added Content Publishers

## Select Business Services Transactions

<p><b>Founding Shareholders</b></p> <p>have sold</p>  <p>to</p>  	 <p>has raised a Series C funding from</p>  	 <p>has sold</p>  <p>to</p>  	 <p>has been sold to</p>  <p>a portfolio company of</p>  	<p>LaSalle Capital</p> <p>has sold</p>  <p>to</p>  	 <p>has acquired a majority stake in</p>  
 <p>has sold</p>  <p>to</p>  	 <p>has been sold to</p>  <p>a portfolio company of</p>  	 <p>has sold</p>  <p>pursuant to Section 363 of the Bankruptcy Code to</p>  	 <p>has sold</p>  <p>to</p>  	 <p>has sold gess group to</p>  <p>a portfolio company of</p>  	 <p>an investment of</p>  <p>has been sold to</p> 

## Business Services Model: Common Value Drivers






## Lincoln International's Global Business Services Team

### Americas

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