

### **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 Consumer Group**

**Lincoln International recognizes the importance of understanding a client's industry, value drivers, growth opportunities and challenges.**

With over 300 completed advisory assignments in the consumer sector, our professionals have developed an expertise in the industry that is deeply valued by our clients.

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

With officers in each of our global offices working together within the consumer sector, Lincoln International provides key senior level experience, insights and industry relationships which ultimately lead to premium valuations and attractive options for our clients worldwide.

### **Areas of Focus**

#### **Food & Beverage**

- Agriculture & commodities
- Baked goods
- Beverage
- Brands
- Confections
- Dairy
- Distribution
- Ethnic
- Food & beverage packaging
- Food equipment
- Foodservice
- Frozen
- Functional foods
- General grocery
- Health & wellness
- Ingredients & flavors
- Meat & proteins
- Natural & organic
- Nutritional supplements
- Private label
- Contract manufacturing
- Produce
- Snack & convenience
- Specialty foods

#### **Consumer Products**

- Active, Outdoor Lifestyle
- Apparel & Accessories
- Auto Aftermarket
- Collectibles
- Consumer services
- Direct-to-consumer
- DIY
- E-commerce
- Electronics
- Footwear & footcare
- Giftware
- Hardware & tools
- Health, beauty & personal care
- Home décor
- Household products
- Juvenile products
- Lawn & garden
- Luggage & Bags
- Luxury products
- Office products
- Outdoor products
- Pet products
- Sporting goods
- Textiles
- Wellness products

#### **Retail & Restaurants**

- Apparel retailers
- Casual dining
- Catalog retailing
- Club stores
- Cruise lines
- Department stores
- Discount stores
- Drugstores
- Entertainment
- E-tailing
- Family dining
- Fast casual dining
- Fine dining
- Food retail
- Franchising
- Gaming
- Health clubs
- Hospitality
- Lodging & resorts
- Luxury retail
- Mass merchants
- Quick service
- Retail services
- Specialty retailers
- Travel & Leisure

## Select Consumer Transactions

<p><b>KOHLER</b></p> <p>has sold</p> <p><i>Baker</i> MILLING ROAD McGUIRE</p> <p>to</p> <p><i>samson</i> Holding</p> 	<p><b>STACK-ON.</b></p> <p>has been sold to</p> <p><i>ANNON</i> MID OCEAN PARTNERS</p> 	<p><b>DOMINUS CAPITAL</b></p> <p>has sold</p> <p>ON CAMPUS MARKETING</p> <p>to</p> <p><i>Spire</i> Capital</p> 	<p>Andax Private Equity</p> <p>has sold</p> <p><i>THE VIM</i> Personal Care Products &amp; Equipment</p> <p>to</p> <p><i>LESLIE'S</i> SWIMMING POOL SUPPLIES</p> 	<p>john masters™ organics</p> <p>has sold its majority stake to</p> <p>PERMIRA</p> 	<p><b>MAYFAIR</b> EQUITY PARTNERS</p> <p>has acquired</p> <p><i>YDI</i></p> 
<p><i>ThreeSixty Group</i></p> <p>a portfolio investment of</p> <p><i>BRENTWOOD ASSOCIATES</i></p> <p>has received a significant investment from</p> <p><i>AEA</i></p> 	<p><b>NORTH CASTLE PARTNERS</b></p> <p>has sold</p> <p><i>FlatOut</i></p> <p>to</p> <p><i>Lancaster Colony</i></p> 	<p><b>R·A·F</b> INDUSTRIES</p> <p>has sold</p> <p><i>cool gear</i></p> <p>to</p> <p><i>ACON</i> <i>iqloo</i></p> 	<p><b>Palladium</b> EQUITY PARTNERS</p> <p>has sold</p> <p>SAHALE SNACKS</p> <p>to</p> <p><i>SMUCKER'S</i></p> 	<p><b>SentrySafe</b></p> <p>has been sold to</p> <p><i>FORTUNE BRANDS</i></p> 	<p><b>Palladium</b> EQUITY PARTNERS</p> <p>has sold</p> <p><i>TEASDALE</i> FOODS</p> <p>to</p> <p><b>SNOW PHIPPS</b></p> 
<p><b>WESTON PRESIDIO</b></p> <p>has sold</p> <p><i>evenflo</i></p> <p>to</p> <p><i>gb</i></p> 	<p><i>AriZona</i></p> <p>Court mandated change of control transaction</p> 	<p><b>WHALEN®</b></p> <p>has been sold to</p> <p><i>LI &amp; FUNG</i></p> 	<p>Andax Group</p> <p>has sold</p> <p><i>Walls!</i> the wearable tool</p> <p>to</p> <p><i>Dickies</i></p> 	<p><i>Riverside</i></p> <p>has sold</p> <p><i>arena</i></p> <p>to</p> <p><i>CAPVIS</i></p> 	<p><i>Kernel Season's</i></p> <p>has received a majority investment from</p> <p><i>VMC</i> PARTNERS</p> 

## Lincoln International's Global Consumer Team

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