



CHICAGO | FRANKFURT | LONDON | LOS ANGELES  
MADRID | NEW YORK | PARIS | TOKYO | VIENNA



MERGER & ACQUISITION ADVISORY | DEBT ADVISORY | RESTRUCTURING & SPECIAL SITUATIONS ADVISORY  
FAIRNESS OPINIONS & VALUATIONS | CORPORATE FINANCE ADVISORY | UK PENSIONS ADVISORY

**MISSION STATEMENT:**

Provide the highest quality merger and acquisition advisory, debt advisory, fairness opinions, valuations, and other advisory services on mid-market transactions.

**EUROPE**

- **FRANKFURT**
- **LONDON**
- **MADRID**
- **PARIS**
- **VIENNA**

Over 50 bankers plus a 15-person advisory board in Europe

**NORTH AMERICA**

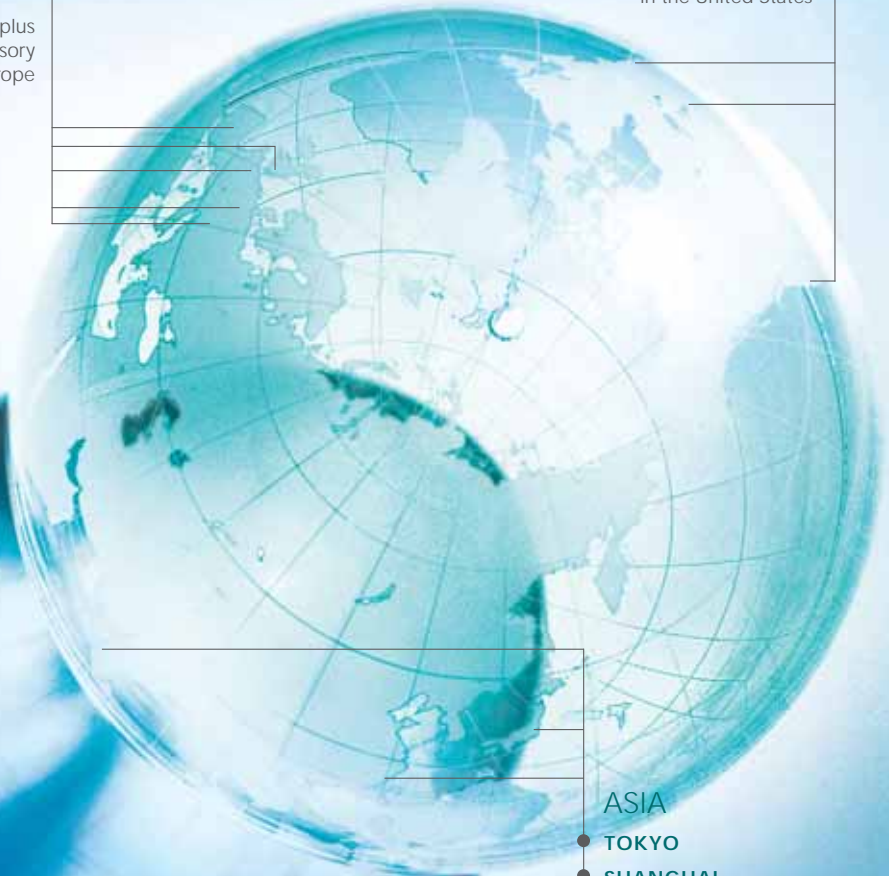
- **CHICAGO**
- **LOS ANGELES**
- **NEW YORK**

Over 65 bankers in the United States

**ASIA**

- **TOKYO**
- **SHANGHAI**
- **MUMBAI**

Bankers located in Tokyo and Shanghai, and a strategic partnership with an Indian firm



## CLIENTS

Lincoln International dedicates senior resources to serving financial sponsors, publicly-traded companies, privately-held businesses, management teams, European government entities and United Kingdom pension trustees.

### Financial Sponsors

Lincoln International excels at executing transactions for financial sponsors. Working from a truly integrated, international platform with deep industry knowledge, Lincoln International leverages local market knowledge and a global network of contacts. Lincoln International also acts as an active source of investment opportunities for financial sponsors.

### Publicly-Traded Companies

Lincoln International represents large-cap companies worldwide in the divestiture of non-core operations. Lincoln International also represents small- or mid-cap companies in the sale of their publicly-traded shares. In addition, Lincoln International helps source, evaluate and negotiate the best strategic acquisitions for public companies.

### Privately-Held Businesses

Lincoln International understands the unique needs of private business owners. For them, a transaction can often represent a singular event that defines their professional and personal success. Lincoln International's experienced professionals gain an intimate understanding of a client's business and leverage this understanding with extensive industry and process knowledge to create and evaluate multiple options.





### Management Teams

Management teams are of critical importance to a transaction led by a financial sponsor. With ever increasing complexity of funding structures and management incentives, management teams regularly require independent financial advice directed at their needs from an advisor with extensive experience working on leveraged transactions. Lincoln International provides expert guidance and advice to management teams throughout financial sponsor-led transactions.

### Country-Specific Client Groups

*German Government Entities* – Lincoln International advises Public Sector entities at Federal, State and Municipality levels in Germany. Services provided include fairness opinions, privatizations and outright sell-side activities. Lincoln International can point to considerable experience in this field and is positioned to be involved as a premier and trusted partner in the future.

*United Kingdom Pension Trustees* – Lincoln International advises United Kingdom Pension Trustees through its specialist pensions advisory services group headquartered in London. This group provides independent financial advice regarding deficit funding and the impact of mergers and acquisitions and other transactions. Lincoln International has a particular specialty in the assessment of employer covenant and its monitoring.

Services provided include independent covenant assessment and scheme funding advisory, transactions and clearance advisory, and corporate solutions and special situations.

# Lincoln International. Delivering results you can rely on.

**Lincoln International is the world's only truly international, integrated and independent mid-market merger and acquisition advisor.**

*What does that mean to our clients?*

## **International**

In the world of mergers and acquisitions, local insight on a global scale produces superior results. Uniquely positioned in the key economies across the globe, our experienced professionals provide valuable insight into local markets worldwide and greater access to buyers, sellers and investors. Our global reach allows us to deliver superior results on every transaction.

## **Integrated**

Lincoln International provides unparalleled service to globally focused clients on a seamless basis. Unlike other merger and acquisition advisors that operate as a network of individual affiliates, Lincoln International works as one global, integrated firm. With a deep understanding of local markets around the world, our clients benefit from our anticipation of the dynamics that may affect their transactions. Lincoln International's industry groups include senior professionals from each of our offices, to ensure that our clients receive the highest quality service regardless of location.

## **Independent**

Lincoln International is owned and operated by its members. Our freedom from outside influence ensures that our clients receive the best advice while avoiding conflicts of interest; our singular focus on merger and acquisition related advisory services ensures the highest level of expertise and commitment. Being independent also allows Lincoln International to develop long-term client and partner relationships, and to establish a level of trust that is critical to success.

## **Mid-Market**

We focus solely on mid-market transactions. Our professionals have extensive experience servicing the mid-market, and we understand its intricacies and issues. As we grow, Lincoln International remains committed to the mid-market and dedicated to being the world's premier mid-market merger and acquisition advisor.





#### TRANSACTIONAL EXPERTISE AND SERVICES

Lincoln International provides transactional expertise in the following core service areas: Merger and Acquisition Advisory, Debt Advisory, Restructuring and Special Situations Advisory, Fairness Opinions and Valuations, Corporate Finance Advisory, and United Kingdom Pensions Advisory.

#### THE LINCOLN INTERNATIONAL DIFFERENCE

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Dedicated senior professionals on every transaction

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Global reach, local contacts

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Industry expertise

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Financing source relationships

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Execution excellence

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Zero-failure philosophy

## Merger and Acquisition Advisory

*Exclusive Sales and Divestitures* – Lincoln International provides informed and insightful sell-side advice on mid-market transactions. Whether our client is public or private, selling a business unit or the entire company, we dedicate senior bankers to every transaction from start to finish. Our zero-failure philosophy means that Lincoln International does not stop selling until we complete the transaction, as evidenced by our industry-leading closure rate. This philosophy results in the best price and terms for our clients on every transaction.

*Acquisition Advisory* – Lincoln International’s in-depth knowledge of local markets on a global scale helps clients to identify and execute strategic acquisitions. As with our sell-side transactions, we dedicate senior professionals with industry experience to every assignment, and help our clients evaluate their strategic options, execute management buyouts, and search for and negotiate with the right targets — ultimately resulting in closing a successful transaction.

## Debt Advisory

Lincoln International’s dedicated Debt Advisory Group specializes in raising senior debt, second lien debt, mezzanine financing and equity capital for corporate and private equity clients. Our Debt Advisory Group has extensive relationships across the spectrum of capital providers and a long and successful track record of experience raising debt and equity capital to finance leveraged buyouts, acquisitions, recapitalizations, refinancings, management buyouts and shareholder dividends.

## Restructuring and Special Situations Advisory

Lincoln International’s Restructuring and Special Situations Advisory Group has extensive experience advising businesses and their constituencies during periods of financial challenge or special circumstances. By having Lincoln International design and implement uniquely tailored solutions, our clients are often able to resolve their issues in a timely and effective manner.

Our services include the following:

- Negotiating with current lenders and/or investors regarding new capital infusions, availability limits, covenant waivers and/or debt amendments, and, if necessary, broader balance sheet restructurings, including exchanges and tender offers

- Raising new debt or equity capital from outside sources
- Completing a value-maximizing sale of selected assets, divisions or entire companies in an efficient manner

## Fairness Opinions and Valuations

Our professionals have extensive experience in providing fairness opinions and valuations to publicly-traded companies including business development companies, investment funds and financial sponsors, government agencies, families and privately-held businesses, boards of directors, and special committees and fiduciaries. With “real world” confirmation coming from a very active merger and acquisition practice entirely owned by its members, Lincoln International is ideally suited to provide objective, independent advice, including fairness opinions and valuations for mergers, acquisitions, joint ventures, management-led buyouts, leveraged recapitalizations, dual capitalization stocks, financial restructurings and U.S. FAS #157 accounting disclosure requirements.

## Corporate Finance Advisory

Lincoln International provides corporate finance advisory services both in relation to stand-alone strategic advisory assignments, as well as part of merger and acquisition advisory assignments. In particular, Lincoln International offers evaluations of strategic alternatives for businesses, including publicly-traded companies.

## United Kingdom Pensions Advisory

Lincoln International Pensions Advisory is a specialist group within the corporate finance team of Lincoln International that provides independent financial advice to Employers or Trustees regarding pensions deficit funding (including Employer Covenant assessment and monitoring), primarily related to merger and acquisition transaction issues. Lincoln International provides clear, independent financial advice alongside the existing legal and actuarial advisors.

### Industry Groups

Lincoln International recognizes the importance of understanding a client's industry, value drivers, growth opportunities and challenges. Our dedicated industry groups are headed by senior professionals in each of our global offices who have spent the majority of their careers developing deep professional relationships, experience and knowledge within their respective sectors. We bring our experience, valuable relationships and insights to clients in the following industries:

- Aerospace and Defense
- Automotive and Truck
- Building and Infrastructure
- Business Services
- Chemicals
- Consumer
- Electronics
- Industrials
- Financial Institutions
- Food and Beverage
- Packaging
- Renewable Energy
- Technology
- Transportation and Logistics







CHICAGO



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LONDON



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MADRID

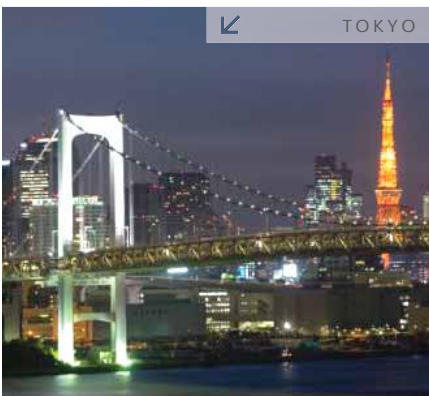
For more information on how Lincoln International can deliver results you can rely on, please call us at **1-888-580-8328** or visit [www.lincolninternational.com](http://www.lincolninternational.com)



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