

**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



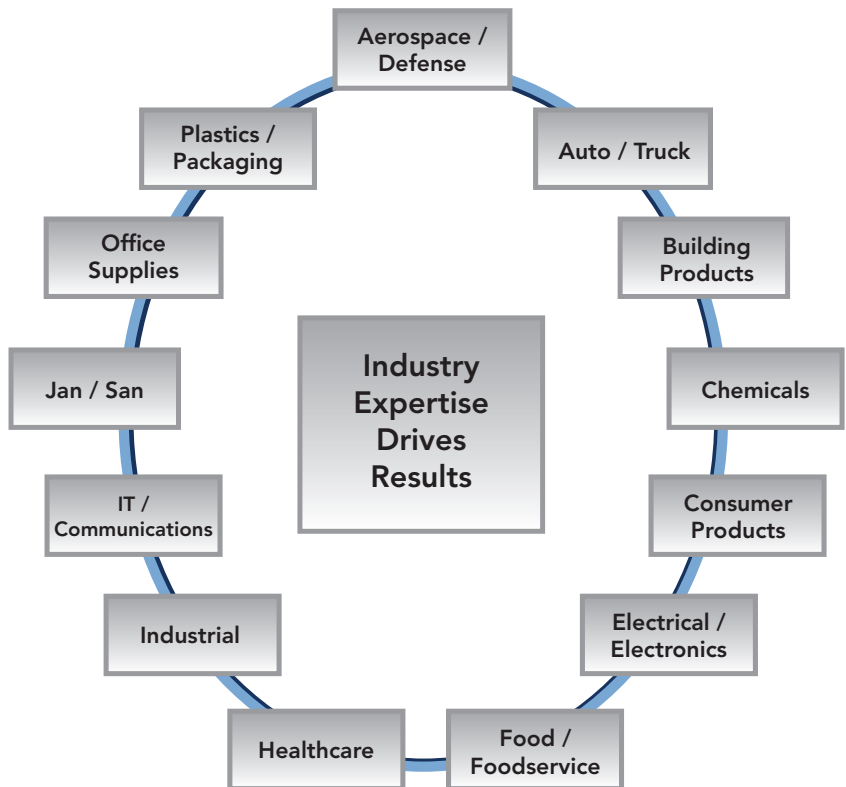
## Global Distribution Group

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

Our dedicated Distribution Group possesses deep knowledge of the key attributes top-performing distributors utilize to drive value for their customers and shareholders.

With significant expertise across several verticals, Lincoln International’s Distribution Group brings valuable knowledge, contacts and global resources to each distribution transaction. Our Distribution Group often partners with professionals from the firm’s other industry groups to offer clients the knowledge and perspective of both the underlying distribution business model, as well as deep end market and product expertise.

### Areas of Focus






## Selected Distribution Transactions

 data strategy  
a subsidiary of  
  
has merged with  
**TRACE3**  
a portfolio company of  





 Audax Group  
has sold  
**HALO**  
branded solutions  
to  


**Frontenac**  
has sold  
 A.H. Harris & Sons, Inc.  
**HARRIS**  
CONSTRUCTION SUPPLIES  
to  
**HD SUPPLY**



**LaSalle Capital**  
has sold  
**avtex**  
the point of interaction™  
to  
 N|E|P  
Norwest Equity Partners

**AOS**  
has been sold to  
 ConvergeOne  
a portfolio company of  


 Riverside  
has sold  
 Automation  
Take Control  
to  


 SILVER OAK  
SILVER OAK  
SERVICES PARTNERS  
has sold  
 ACCENT  
to  


**chs|capital**  
has sold  
**FORTILINE**  
WATERWORKS  
to  




GRUPO  
 Giner  
has been sold to  


 HIGH CHEM  
Specialties  
has been sold to  
 GTM  
a portfolio company of  


**Imperial**  
Bag & Paper Co., LLC  
has received a  
growth investment from  


**WÜRTH GROUP**  
has acquired  


**netech**  
has been sold to  
**PRESIDIO**

Audax Private Equity  
has sold  
 JULIE SWIM  
Swimwear & Accessories  
to  
 LESLIE'S  
SWIMMING POOL SUPPLIES

CENTRE LANE PARTNERS  
has sold  
 Shemin  
Landscape Supply  
to  


## Lincoln International's Global Distribution Team

### Americas

 **Brad Keyworth**  
Managing Director  
+1 (312) 506-2710  
bkeyworth@lincolninternational.com

 **Luiz Recchia**  
Managing Director  
+55 11 2166-8822  
lrecchia@lincolninternational.com

### Asia

 **Joe Chang**  
Managing Director  
+86 (10) 6468 6458  
jchang@lincolninternational.com

 **Guarav Marathe**  
CEO India & Managing Director  
+91 (22) 4067-0310  
gmarathe@lincolninternational.com


 **Tetsuya Fujii**  
Managing Director  
+813-5549-7681  
tfujii@lincolninternational.com

### Europe

 **Eric Wijs**  
Managing Director  
+31 20 767-0311  
e.wijs@lincolninternational.nl


 **Dominique Lecendreau**  
Managing Director  
+33 15 353-1820  
d.lecendreau@lincolninternational.fr


 **Dirk Langenbach**  
Managing Director  
+49 69 9710-5420  
d.langenbach@lincolninternational.de

 **Saverio Rondelli**  
Managing Director  
+39 02 3030-0703  
s.rondelli@lincolninternational.it

 **Ivan Marina**  
Managing Director  
+34 91 129-4996  
i.marina@lincolninternational.es

 **Andrei Joosten**  
Managing Director  
+7 49 5777-0051  
a.joosten@lincolninternational.ru

 **Øyvind Bjordal**  
Managing Director  
+41 79 402 80 40  
o.bjordal@lincolninternational.ch

 **Julian Tunnecliffe**  
Managing Director  
+44 20 7632 5212  
jtunnecliffe@lincolninternational.com

