

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 Environmental Services Sector

Lincoln International recognizes the importance of understanding a client's industry, value drivers, growth opportunities and challenges. Our extensive environmental & infrastructure services expertise provides in-depth market insights, strong relationships with the most active strategic and financial partners and superior knowledge on how to best position a business and overcome potential issues. These attributes, combined with our unsurpassed execution and globally integrated resources, enable us to consistently deliver outstanding outcomes for our clients.

As a subsector within our Global Business Services Group, Lincoln International's dedicated Environmental & Infrastructure Services team has established itself among the most active M&A advisors in the middle market. Our senior bankers provide specific sector expertise, global buyer access and flawless execution within the environmental & infrastructure services space, particularly in our key areas of focus below.

Areas of Focus

- Consulting, Engineering & Construction
- Reclamation & Remediation
- Reverse Logistics, Refurbishment & Recycling
- Testing, Inspection & Certification
- Waste Collection & Disposal

Select Environmental Services Transactions





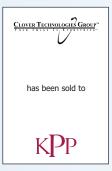






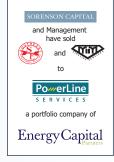














CleanHarbor

Business Services Model: Common Value Drivers

Provide outsourcing of critical tasks

- Improve client performance
- Lower risk
- Provide focus and scalability for client
- Multiple organic growth opportunities



Possess economics of scale or expertise

- Pricing flexibility
- High margins
- Profitable incremental revenue
- Allows broad menu of service offerings

Technology enabled

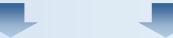
- Repeatable quality of delivery
- High levels of integration with client
- Constant upgrade cycle

Control proprietary assets

- Physical or geographic assets enable unique service offering
- Information assets developed via service delivery

Utilize an ROI-based selling model

- Value-proposition to clients is based on cost reduction, efficiency, top-line growth, etc.
- Relevant to any economic environment









Recurring / Repeat Revenue

Scalable Margins

High ROIC

Significant Switching Costs

Lincoln International's Global Business Services Team

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