

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
- 53% of 2017 transactions were 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 Industrials Group

Lincoln International is the leader in industrial transactions. Building on our strong industrial heritage, we are the #1 ranked industrials investment bank globally and in North America (by number of industrial sell-side M&A transactions in 2017).

We recognize the importance of understanding, positioning and advocating a client's industry position, value drivers and growth opportunities as well as practically addressing potential challenges to achieve outlier valuations. Our integrated, global professionals have a long history of working together and managing competitive sale processes. This experience, along with our deep sector expertise and meaningful industry relationships, is highly valued by our clients:

- 375+ global industrial sell-side M&A transactions completed since the beginning of 2010, including 66 in 2017
- 80+ dedicated, globally integrated industrials bankers provide a local presence in the world's leading economies
- Exceptional corporate and private equity relationships are constantly enhanced through real-time dialogue
- Proven access to key decision makers – drives timely decisions
 - Understanding of company value drivers, acquirer strategies and behavior past experience enables us to create options and maximize certainty of closing
 - Deep sub-sector expertise built upon decades of experience and hundreds of successful client outcomes
- Customized and thorough positioning of clients' businesses and rigorous, hands-on process execution

Areas of Focus

Industrial Technology

- Electronics
- Engineered Components & Systems
- Flow & Process Control
- LED Lighting
- Motion Control
- Test & Measurement
- Water & Filtration

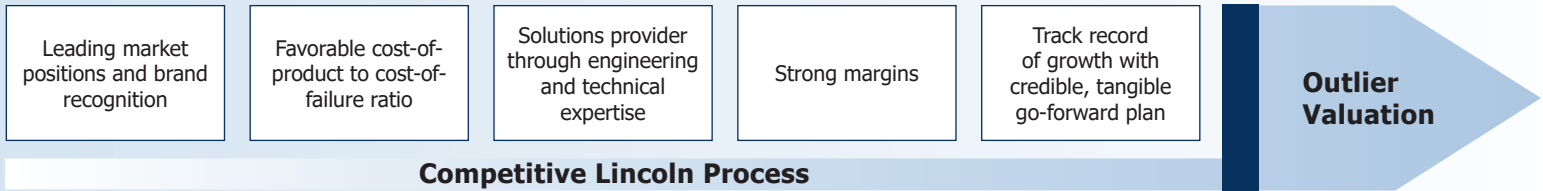
Industrial Equipment & Materials

- Agriculture, Construction & Mining
- Machinery & Capital Equipment
- Rubber & Plastic
- Metals & Metal Components
- Specialty Vehicles

Select Recent Industrials Transactions

 FAROL <small>INDUSTRIAL INVESTMENTS</small> FULHAM & CO.	 Andas Private Equity	LITTLEJOHN & CO.	 AAC capital <small>PARTNERS</small>	 PFA <small>PALLADIO HOLDING</small> and other Shareholders	 MERIT CAPITAL PARTNERS	 CLEARLAKE CAPITAL
has sold	has sold	has sold	has sold	have sold	has sold	has sold
 DELPHON	 Astrodyne TDI <small>Now you have power.</small>	 C&K	 DESOTEC <small>ACTIVATED CARBON</small>	 DYNAMIC TECHNOLOGIES GROUP	 FERRARA	 FUTURIS
to	to	to	to	to	to	to
 P/W/P <small>/ Growth Equity</small>	 TINICUM	 SUN EUROPEAN PARTNERS LLP	 IEQT	 ARDIAN	 REV	 ADIANT
 INDUSTRIAL GROWTH PARTNERS	 WYNCHURCH CAPITAL	 Deutsche Beteiligungs AG	 WYNCHURCH CAPITAL	 HERON	 Panasonic	 Uf Ultrafabrics
has sold	has sold	has sold	has sold	has sold a controlling interest in	has acquired	has been sold to
 IDEAL TRIDON	 NEKOOSA	 ROMACO <small>beyond technology</small>	 SENCO	 POWERAMP <small>PROGRESSIVE SOLUTIONS</small> SYSTEMS INC. <small>Leading Smart Equipment</small>		 DICK <small>第一化成株式会社</small>
to	to	to	to	to		
 SNOW PHIPPS	 Sentinel <small>CAPITAL PARTNERS</small>	 融天 NEUKING	 KYOCERA	 CHAMBERLAIN THE DUCHOSSOIS GROUP	 TERADIODE	

The Lincoln Industrials Five



Contacts

Europe

Richard Floto Managing Director r.floto@lincolninternational.de	Geraud Estrangin Managing Director g.estrangin@lincolninternational.fr	Iván Marina Managing Director i.marina@lincolninternational.es
Philip McCreanor Head of UK M&A and Managing Director pmccreanor@lincolninternational.com	Guillaume Suizdak Managing Director g.suizdak@lincolninternational.fr	Witold Szymanski Managing Director w.szymanski@lincolninternational.at
Julian Tunnicliffe Managing Director jtunnicliffe@lincolninternational.com	Saverio Rondelli Managing Director s.rondelli@lincolninternational.it	Eric Wijs Managing Director e.wijs@lincolninternational.nl
Jean-René Hartpence Managing Director jr.hartpence@lincolninternational.fr	Andrei Joosten Managing Director a.joosten@lincolninternational.ru	Øyvind Bjordal Managing Director o.bjordal@lincolninternational.ch

Americas

Eric Malchow Managing Director, President North America emalchow@lincolninternational.com	Ed Hanlon Managing Director ehanlon@lincolninternational.com	James Sinclair Managing Director jsinclair@lincolninternational.com
Sean Bennis Managing Director sbennis@lincolninternational.com	Bobby Reifman Managing Director breifman@lincolninternational.com	Luiz Recchia Managing Director lrecchia@lincolninternational.com
Ben Farris Managing Director bfarris@lincolninternational.com	Tom Williams Managing Director twilliams@lincolninternational.com	

Asia

Joe Chang Managing Director jchang@lincolninternational.com	Guarav Marathe CEO India & Managing Director gmarathe@lincolninternational.com
James Fang Managing Director jfang@lincolninternational.com	Tetsuya Fujii Managing Director tfujii@lincolninternational.com

