

### **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

## **North American Private Company Group**

At Lincoln International, we understand that selling a family- or entrepreneur-owned business requires a special level of expertise and care. For many clients, the business represents generations of work and sacrifice. Our goal is to deftly manage your sale or capital raise process to maximize alternatives and optimize terms, unlocking the value you have built in your company over the years.

### **A Differentiated Platform for Private Company Owners:**

#### **Senior-level attention**

- No bait and switch - Lincoln's Managing Directors are hands on and will lead your transaction; our pitch teams are our execution teams

#### **Industry expertise**

- Creative, optimal positioning of your company and access to investors or buyers interested in your sector. No need to educate your banker on key industry terms and trends

#### **International reach**

- With an office and senior bankers in each of the world's top 10 economies, we'll access the right buyer or investor for your business regardless of geography

#### **Deal flow**

- We sell over 100 companies per year, giving us real time insight into shifting market terms and conditions

#### **Private equity and family office coverage**

- Lincoln has relationships with 600+ financial sponsors around the world, providing unique access to this pool of private company investors

#### **Leverage for senior management**

- With nearly 450 professionals, Lincoln has the resources to provide optimal leverage for our clients
  - We allow management to concentrate on running the business throughout the sale process
  - We have experience assisting private company owners and managers prepare for a transaction

#### **Dedicated private company support team**

- Lincoln's Private Company Group provides a holistic client service offering via its extensive relationships with third-party advisors
- We act as your unbiased "concierge" by introducing leading professionals in the wealth planning/management, legal, accounting/tax, and consulting fields
- Our open architecture approach eliminates conflicts of interest

### **Lincoln Successfully Closed 110+ Family- and Entrepreneur-Owned Company Transactions Since the Beginning of 2015.**


# Select North American Private Company Transactions

 academicworks



has been sold to


 blackbaud™



 karoun

has been sold to

 LACTALIS  parmalat



**KOHLER**


has sold

*Baker* | MILLING ROAD  
M c G U I R E

to


*samson*  
Holding




 Uf

Ultrafabrics.

has been sold to

 DIC  
第一化成株式会社



 ROSS SOLAR GROUP.

has been sold to

 conEdison Solutions  
Energy Efficiency Expertise



 MAVERICK TECHNOLOGIES

has been sold to

 Rockwell Automation



**STACK-ON**

has been sold to

 AMON  MID OCEAN PARTNERS




 AIM AEROSPACE


has been sold to


 LIBERTY HALL  
Capital Partners



 BOXER

has been sold to

 vmware®



 Center for Disease DETECTION

has been sold to

 LabCorp



 CORFIN INDUSTRIES LLC  
COMPONENT PREPARATION SERVICES


has been sold to


**SML CAPITAL PARTNERS LLC**




**EQUIPMENT TECHNOLOGIES ET**


has been sold to


 EXEL INDUSTRIES




 Great Plains


has been sold to


 Kubota



 HDIS

has been sold to

 Domtar



 HELLA

has sold its airport LED lighting business to

 T & H GROUP



 HIGH CHEM  
Specialties

has been sold to

 GTM

a portfolio company of

 Advent International  
GLOBAL PRIVATE EQUITY™



 Metalsa  
Calidad como forma de vida

has sold its automotive hinge business to

**SUMEC**




**netech**

has been sold to

**PRESIDIO**



 tnh

has been sold to

**DIPLOMAT**™



**WSI**

has been sold to

 SVG Capital



## Lincoln International's North American Private Company Team

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