

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 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 Private Company Transactions

 has acquired 	ARBONIA  has sold  to 	KOHLER has sold <i>Baker</i> MILLING ROAD McGUIRE to <i>Samson Holding</i> 	 has been sold to  	 has sold the German speaking business of  to  	Management has sold a minority stake in  to  
 has been sold to  	 has been sold to  	 has sold its airport LED lighting business to  	 has been sold to  a portfolio company of  	john masters [®] organics has sold its majority stake to  	 has sold its automotive hinge business to  
 has sold  a subsidiary of  to  	Addenta Holding has sold  to  a portfolio company of  	 has been sold to  	 has acquired  	 has been sold to  	WÜRTH GROUP  has acquired  

Lincoln International's Global Private Company Team

Americas

 Patrick Goy Managing Director pgoy@lincolninternational.com	 Chris Petrossian Managing Director cpetrossian@lincolninternational.com
 Scott Hebbeler Managing Director shebbeler@lincolninternational.com	 James Sinclair CEO Brazil & Managing Director jsinclair@lincolninternational.com

Europe

 Eric Wijs Head of Benelux e.wijs@lincolninternational.nl	 Ivan Marina COO Spain & Managing Director i.marina@lincolninternational.es
 Dominique Lecendreau CEO France & MD d.lecendreau@lincolninternational.fr	 Andrei Joosten CEO Russia a.joosten@lincolninternational.ru
 Michael Drill CEO Germany & Managing Director m.drill@lincolninternational.de	 Øyvind Bjordal Head of Switzerland & Managing Director o.bjordal@lincolninternational.ch
 Saverio Rondelli CEO Italy & Managing Director s.rondelli@lincolninternational.it	 Mark Barrow Managing Director mbarrow@lincolninternational.com

Asia

 Joe Chang CEO China & Managing Director jchang@lincolninternational.com
 Guarav Marathe CEO India & Managing Director gmarathe@lincolninternational.com
 Tetsuya Fujii CEO Japan & Managing Director tfujii@lincolninternational.com

