

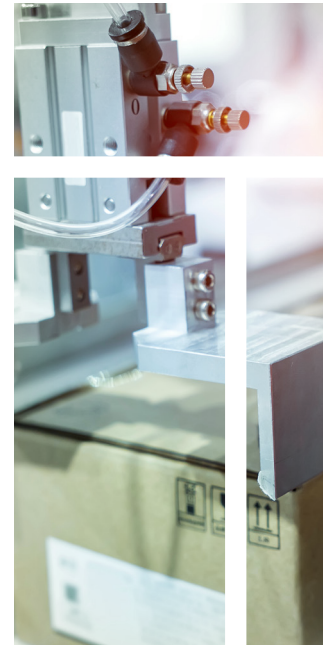
Material Handling Automation: Investment Opportunities for 2022 and Beyond

Catalyzed by substantial e-commerce growth and more and larger fulfillment and distribution centers being built around the globe, 2021 brought increased investor interest in the material handling automation sector. A number of tailwinds promise to make the material handling automation space a hot spot for investment in 2022 and beyond.

Accelerating retail competition emerging from the pandemic is driving demand for faster shipping times as businesses aim to retain customers by making changes in COVID-19 driven buyer behavior permanent. At the same time, retailers are looking to combat labor shortages and mitigate workplace injuries in their fulfillment and distribution operations. Material handling automation capabilities offer a path to using technology to do more with fewer workers and allowing movement of a greater volume and breadth of items faster. With the volume of orders (and returns) requiring processing and fulfillment operations to accelerate rapidly, implementing warehouse automation will be essential for players to keep up with and compete with industry-leading players like Amazon. Automated and robotic solutions are becoming a top priority in the year ahead as companies increasingly prioritize throughput and scalability. Adoption of automated storage and retrieval systems (AS/RS) in particular is one of the fastest growing areas and projects strong long-term growth.

E-commerce sales are also boosting in Europe, where demand per capita was historically lower than in the U.S. As sales rise across European countries, cross-border investment opportunities will abound in 2022.

Throughout 2021 and already in 2022, Lincoln has advised on a multitude of deals in the material handling automation space. Explore our experience and credentials:



a portfolio company of

has acquired

Buy-Side
Capital Raise

Lincoln advised Steele Solutions, a leading designer and manufacturer of steel mezzanines and work platforms, in their acquisition of Tiffin, a provider of gravity chutes and other custom-engineered metal products to fulfillment centers and warehouses.

has sold

TGW U.S. Conveyors

to

a portfolio company of

Sell-Side

Lincoln acted as the exclusive financial advisor to TGW Systems, supporting the management team and shareholders through a value-driving process and sale of its U.S. conveyors business unit to MHS Holdings, Inc.

has been sold to

Sell-Side

Working closely with the shareholders and management team, Lincoln acted as the exclusive financial advisor to Hannibal Industries—leading steel products and end-to-end warehouse storage solution provider—in their sale process to Nucor.

has been sold to

a portfolio company of

Sell-Side

Providing exceptional sector expertise throughout the sale process, Lincoln advised Fluence in their sale to BlueCrest enhancing and expanding BlueCrest's transformative automation capabilities.

For other perspectives, visit us at www.lincolninternational.com/perspectives.

Interested in learning more? Get to know Lincoln's Industrials Group at www.lincolninternational.com/whoweserve/industrials.