

Global Joint Ventures & Partnering Group



AREAS OF FOCUS

Joint ventures
Strategic alliances

Minority stakes
Consortia

SPECTRUM OF SOLUTIONS

Create and Set Up

Challenge commercial goals, timescales and priorities

Help find the right partner; clarify and align joint objectives

Design practical, tailored structure, governance and

operating model

Shape and coordinate negotiations

Challenge and strengthen proposed draft contracts

Plan and / or execute set-up and implementation

Optimize or Refresh

Conduct rapid health check on deals in progress

Review existing problematic JVs / partnerships and generate solutions

Revisit ways of working in mature collaborations to broker a fresh start

Reset or Exit

Help sell the case for change to the partner

Resolve conflict and set on a course for growth

Design / deliver change without reopening

negotiations

Identify and appraise options – turnaround, new partner, carve-out, exit, etc.

Develop and execute reset or exit to maximize value

ALIGNED FOR FUTURE SUCCESS

Our advisors are strategic thinkers who know how to build and unlock value and performance. Our joint partnering professionals work in close collaboration with industry experts within Lincoln to help our clients find the right partner, structure the right deal, avoid operational pitfalls and manage partner relationships effectively.

Our more than 30 years of combined practical experience and insight bring real value to private equity, financial institutions, mid-cap and large corporations, and sovereign wealth funds.

ABOUT LINCOLN INTERNATIONAL

We are trusted investment banking advisors to business owners and senior executives of leading private equity firms and public and privately held companies around the world. Our advisory services include mergers and acquisitions and capital markets advisory for the mid-market. We also provide valuations and fairness opinions and joint ventures advisory services. As one tightly integrated team of more than 500 professionals across 16 countries, we offer an unobstructed perspective, backed by superb execution and a deep commitment to client success. With extensive industry knowledge and relationships, timely market intelligence and strategic insights, we forge deep, productive client relationships that endure for decades. Connect with us to learn more at www.lincolninternational.com.

Mergers & Acquisitions | Capital Advisory | Joint Ventures & Partnering | Valuations & Opinions

REAL CONNECTION. TRUE PERSPECTIVE.

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**LINCOLN**
INTERNATIONAL

Selected JV & Partnering Transactions

Connect with our professionals in the Healthcare Group at www.lincolninternational.com/jv-partnering