

The Lead Left Presents: 2023 M&A Outlook

Lincoln International's [Adam Gifford](#) participated in *The Lead Left Presents: 2023 M&A Outlook* to discuss market activity and expectations for 2023.

A few key takeaways gleaned from the webinar include:

- Many industrial companies are demonstrating **strong or stable performance** with healthy backlogs. Demand for companies serving the energy and power, electric vehicle and mobility technology sectors is high. Strategics are bullish on acquisitions as their businesses are doing well, prompting them to pay strategic prices when investing in these markets.
- Interest rates are **not expected to change much in the median term**. SOFR curve peaks mid-year and drops down by year-end.
- Many expect to gain **clarity on the macroeconomic picture** in the coming months, decreasing widespread uncertainty.
- **Default rates are expected to increase**. If rates increase as expected or less than expected, lenders will become more comfortable. However, if rates increase more than expected, lenders could retrench.
- Navigating this market will be challenging and **a high level of creativity is needed** to secure capital and close deals. Advisory firms with a full set of products and services, such as Lincoln, will differentiate themselves as they can offer clients options, such as utilizing capital advisory solutions, continuation vehicles or structure to complete transactions.

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

Get to know Lincoln's Global Industrials Group at www.lincolnternational.com/industrials.