

## Press Release



### **LINCOLN acquires majority stake in The Executive Network Dutch Top Executive Search firm**

#### **The operation**

RECRUITMENT ADVICE

**THE TALENT CLUB** Lincoln 

acquired a majority stake in the capital of

 **whyz**  
Executive Search

the executive network

**NETHERLANDS**  
2023

Societex advised the buyers

 **societex**  
CORPORATE FINANCE

- Lincoln, a talent management consulting firm based in Paris, has acquired a majority stake in The Executive Network, which includes The Executive Network (TEN), TENEA and Whyz (Whyz Executive Search), each a leader in their recruitment consulting businesses in the Netherlands.
- Societex, Lincoln's advisor, was instrumental in this transaction. Indeed, its international expertise has made it possible to initiate and promote this reconciliation.
- Thanks to this new acquisition, more than half of the Lincoln Group's revenue will be generated internationally. With €42 million in revenue in 2022, 9 offices worldwide (Europe and Middle East/Asia) and a workforce of nearly 200 people, Lincoln with this partnership establishes a powerful leverage effect for its future growth. Its international presence is expanding, and Lincoln is adding business expertise on the recruitment of executive or independent directors within all forms of organizations in order to contribute to an engaged governance.

- Marty Tuk, co-founder and owner of TEN, TENEA and Whyz says : "Lincoln is giving us a wonderful opportunity to publicise and expand our expertise on an international level by establishing real collaborations to follow our clients and share our knowledge. We share with Lincoln's teams the desire to consistently provide better services to our clients and to senior executives as true devotees to our professions."
- For Gwenaël Perrot, CEO of Lincoln : "After having acquired Cooper Fitch last June, Lincoln is delighted to partner with Dutch leaders TEN, TENEA and Whyz towards accelerating our growth in 2023! Our shared values and outlook on all talent markets and especially, our robust entrepreneurial spirit, are solid guarantees of our impending success."

#### **About Lincoln**

- Created in 1992 in Paris, Lincoln is a player in Talent Management and Talent Representation consulting, identified among the leading players in Executive Search consulting. Lincoln brings together the activities of Talent Acquisition – Executive Search and Executive Interim Management – and Talent Development – Leadership Advisory and Outplacement, within specialized industry practices. Present in Europe, the Middle East and Asia, Lincoln generated €42 million in sales in 2022 with a workforce of more than 200 people.



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### About The Executive Network

- The Executive Network (TEN) is a recruitment and coaching consulting firm for senior executives. The firm specialises in general management positions in multiple sectors from financial services to all other industrial or public sectors in the Netherlands. TEN, founded on February 1, 2010, is based in the Netherlands in Landgoed 'Het Huis met het Blauwe Dak'.

### About Whyz Executive Search

- Whyz Executive Search (Whyz), founded in Leiden in 2010, is a recruitment and interim management firm dedicated to high potentials and leaders for the next generation of leaders. The firm focuses on functional and business departments, general management and specialized functions. It targets the financial and corporate services, utilities and semi-public, retail and agribusiness, private equity and venture capital, energy and utilities sectors. Whyz has held the International B Corp Certificate since November 2022.

### Our consulting mission

- SOCIETEX CF has been commissioned exclusively by Lincoln's shareholders to advise and support them in this acquisition.

### SOCIETEX CF's Team



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### Speakers

#### Buyer

- **Lincoln** (Gwenael PERROT, Priscilla de KERVILER)
- **Council** :
  - M&A Consulting : Societex (Thomas BEAURAIN, Yoann SUZANNE, Clément MATELOT)
  - Lawyers : Ginestie Magellan Paley-Vincent (Pierre MUDET, Pierre COUGNENC)

#### Transferor

- The Executive Network, TENEA et Whyz (Managers)
- **Council** :
  - M&A Consulting : Vondel Finance (Mark SPETTER, Teun GRIJZENHOUT)
  - Lawyers : Houthoff (Angenita PEX)