



**LCC ASIA PACIFIC**  
CORPORATE FINANCE & STRATEGIC ADVISORY

# Private Capital M & A Strategic Advisory

**High Voltage Electrical Engineering  
Transmission Lines  
Battery Energy Storage  
Switchyards & Grid Services**

**The Australian Electricity Transmission Network is under enormous strain. The reasons for this situation include the late shift to Renewables, expanding electricity networks - including via the Renewable Energy Zones on the eastern seaboard and the retiring of the coal fired generator fleet.**

LCC's core operations for nearly 20 years has been on specialist engineering & industrial services sectors. This includes extensive work in the high voltage electrical engineering sector. As a firm we are not only dealmakers, but valued partners in assessing commercial opportunities for both risk and future performance.

We believe that the opportunities in the High Voltage & Medium Voltage markets are considerable and include:

- EPC Firms in the design and delivery of both infrastructure and renewable energy projects
- Construction of new switch facilities
- Design & consulting services
- Design & construction of Battery Energy Storage Facilities
- Monitoring & predictive analytics software focused on both network and asset operation
- Maintenance services - in spectrum from complex shutdowns through to periodic servicing
- Line construction services
- Commissioning & Decommissioning
- Onshore & Offshore Service specialisations
- SCADA, Instrumentation & OEM hardware

With so much investment being directed to the Grid opportunities for acquisition and / or investment will benefit from positive Macroeconomic conditions.

## **Nothing Replaces Experience, Knowledge & Resources**

**LCC Asia Pacific** supports high growth clients through the delivery of independent, commercially oriented, "horizon focused" advice. Critical to the role we play is the value of decades of working with companies large & small, which allows us to draw on experience in approaching client engagements - providing options, insights and knowledge which allows the Client to make better quality decisions in the fast paced environment in which they operate.

We also support the investment industry exploring their portfolio options in relation to the High Voltage Electrical Engineering Sector. We assist in identifying & originating "needle in the haystack" opportunities.

**A key point of difference is LCC's ability to understand the operational challenges & associated constraints that both entrepreneurs & public companies face in their business models.** This is a direct result of a combination of decades of working specifically with "engineering innovation" organisations. Knowledge and experience allows us to move quickly and with confidence - drawing on a vast number of historic engagements in combination with real time research to provide our clients with considered options. **LCC delivers specific insights and not general & unstructured thoughts.**

## Corporate Finance Services

- Mergers, Acquisitions & Divestments Advice
- Buy Side Strategy Design & Execution
- Investment & Strategic Partnering advice
- Joint Venture & Strategic Alliance Advice
- Capital Management, Capital Structuring & Capital Planning Advice
- Valuation Benchmarking
- Investment "Exit Planning"
- Initial Public Offering Preparation & Advice
- Venture Capital, Venture Debt & Private Equity Capital Raising

**LCC Asia Pacific** invests in the best in market research tools and resources which complements the extensive experience we have as independent advisors & corporate finance professionals.

Our clients have the benefit of access to real time research and data which allows them to make higher quality informed decisions.

## Strategic Advisory & Management Consulting Services

- Market Entry & Market Expansion Analysis
- Policy assessment & government interactions
- Development of corporate venture capital business cases
- Tender analysis, preparation & submission
- Business Case preparation, including risk analysis relating to decommissioning initiatives
- Business Planning support, including Financial Modelling and Business Plan consultation
- Bespoke research, including Macro & Micro Economic, competitor & industry landscape analysis and custom "news alerts"
- Traditional business analysis including detailed SWOT and PEST preparation
- Intellectual Property analysis, benchmarking & planning
- Industry Benchmarking, including market size, growth rates and regional / international opportunity analysis
- Competitor benchmarking, including investor base analysis, comparable valuations and supply chain analysis

Our objective is to assist clients on an as needs basis - working seamlessly with the management team to deliver critical pieces of work in a time and cost efficient fashion.

## Senior Engagement Support

We both enjoy and take great pride in our work. LCC's engagement teams are led by senior staff members who take the time to understand Client ambitions.

LCC Asia Pacific is an award winning boutique investment banking & strategic advisory firm that was established in Sydney in 2004.

Over our journey we have worked with all manner of companies from Fortune 100 to startup in assisting each develop and execute their own bespoke strategy.

In 2019 LCC Asia Pacific was named "Boutique Investment Banking Firm Of The Year" at the M & A Advisor's 11th Annual International M & A Awards in New York.

We are not a "generalist" but have a total focus on ESG compliant Clients that are in the pursuit of "Innovation" in the Engineering, Services, Aerospace, Defence & Industrial Technology Sectors.

For a confidential discussion on how LCC Asia Pacific can assist your company achieve its strategic vision contact one of our sector team leaders below or on Sydney main switch : + 61 2 9262 2121

**Nicholas Assef**  
naa@lccapac.com

**David Gacic**  
ddg@lccapac.com

**Ashley Siles**  
ams@lccapac.com

**Joe Brereton**  
jmb@lccapac.com

AFSL 278 054

[lccasiapacific.com](http://lccasiapacific.com)



**LCC ASIA PACIFIC**  
CORPORATE FINANCE & STRATEGIC ADVISORY

LCC Asia Pacific's Sydney office is located on the lands of the Gadigal people and we both acknowledge them as Traditional Owners and pay respects to Elders past, present & emerging.