



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY



Private Capital M & A Strategic Advisory

**Personal Protection Equipment (PPE)
Advanced Materials
Wearable Technology
Connected Worker
Civilian, First Responder & Military Applications**

The development of Personal Protection Equipment (PPE) has accelerated in recent years and expanded from traditional Industrial roots to also cover military, first responder and specialist applications (chemical, space, etc.).

Whilst many products & technologies are being developed for cross industry use, the sector is highly fragmented with numerous highly specialised applications of technology also being developed & manufactured. These include:

- PPE being designed for comfort, quality, weight & extreme weather - including cold, heat & marine
- PPE being designed to include advanced materials to both reduce weight & increase strength
- Wearable technology & "adhesives" that delivers enhanced OHS protection - including fatigue, health, "slip & fall", live tracking/location, emergency response & injury recovery monitoring
- First responder applications including for fire, vapour/hazardous environments, chemicals & breathing
- Lightweight cloths & advanced materials spanning body armours through to industrial applications
- Surveillance solutions & military applications in wearables
- Specialist body / face paints & gels for burn & thermal protections for first responders
- Robotics & exoskeleton technology for both industrial & military application
- "Human As Sensor" technologies including fitting of micro transmission antenna which have both civilian & military applications (IoBT / IoMT)

LCC has worked extensively in the PPE & associated technology sector and believe that this is a sector that is poised for material growth over the coming 5 to 10 year period.

Nothing Replaces Experience, Knowledge & Resources

LCC Asia Pacific supports high growth clients through the delivery of independent, commercially oriented, "horizon focused" advice. Within the PPE sector this has included assisting clients with both transactions and commercial advice.

This sector has also proven to be a popular one with financial sponsors. Our work often involves the identification of "needle in the haystack" opportunities that private capital is disciplined in investing in.

A key point of difference is our ability to understand the operational challenges & associated constraints that high growth entrepreneurs face in their business models. This is a direct result of a combination of decades of working with "engineering innovation" companies and our focus on servicing specific sectors. Knowledge and experience allows us to move quickly and with confidence - drawing on a vast number of historic experiences in combination with real time research to provide our clients with clear & concise advice. We are sector specialists - not "generalists".

Corporate Finance Services

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

LCC Asia Pacific invests in the best in market research tools and resources which compliments 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

- 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 & planning
- Industry Benchmarking, including market size, growth rates and regional / international opportunity analysis
- Market Entry and Market Expansion analysis
- Competitor benchmarking, including investor base analysis, comparable valuations and supply chain analysis
- Transaction document preparation including Pitch Decks, CIMs, Term Sheets and associated commercial documents.

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.

Specific Insights, Not General Advice

We staff engagements with senior staff that have specific expertise in the sectors in which we operate. LCC is a firm that is focused on all things "Engineering Innovation" and in that regards have built significant domain knowledge in the area of PPE, wearable technology & the "connected" worker / combatant.

Our advice is backed by deep analysis, experience & research - not intuition.

lccasiapacific.com

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, Energy Transition, 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

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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.