



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY

Private Capital M & A Strategic Advisory

**Building Infrastructure
HVAC & Climate Technology
Sensor & Optimisation Technology
Environmental Optimisation
Specialist Construction & Services**

The Commercial & Industrial property segments have undergone rapid change as business models as a direct result of the COVID pandemic. Not only are tenants requiring more effective floorspace solutions, but the environmental surrounds for their staff and stakeholders has never been more important.

LCC's view is that these changes to working conditions are now permanent "shifts" which place greater pressure on landlords to deliver both premium and tailored solutions to attract and retain occupants.

Trends which will drive dealmaking (and ensure futureproofing) include:

- HVAC & climate optimisation services & technology
- Efficiencies in electrical engineering and predictive maintenance of electrical systems
- Use of robotic technology in material assembly and construction
- Smart buildings including those leveraging solar energy & battery storage solutions
- Tailor made fit out solutions with an increasing percentage using ESG compliant materials
- Collaboration technology that can streamline in office and remote solutions
- Smart construction including modular, offsite and easily recyclable
- Sensor technology combined with "big data" to drive consistency of operations in buildings combined with cost optimisation

Many changes will undoubtedly represent a "challenge" for landlords - but the risk of not investing and delivering cutting edge solutions will be potential failure - or rapid devaluation in asset values.

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 experience in working with companies large & small, which delivers 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 capital provider industry exploring their investment options in the "Buildings of the Future". 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.

Flexible Commercial Arrangements

We provide fixed or flexibly priced services which are commercially aligned with the Start up & Scale up space - which can include equity in lieu of cash if that is preferred by the Client and the foundations of a long term partnership are in place.

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.