



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

# Private Capital M & A Strategic Advisory

Energy Transition  
"The Grid"  
Energy Transition Technology

**Since 2004 LCC Asia Pacific has had a specific interest in the Energy Services sector - including working on engagements involving HV, MV, SCADA, Renewable Energy Projects and associated services & technologies.**

Our understanding and appreciation of the importance of the Energy Services sector extends beyond that of "advisor" through developments as Principal Investor & Operator of Utility Scale Solar Farms, Utility Scale Battery Energy Storage Systems and EV Battery Recycling & Battery 2nd Life companies.

Specific areas where we are seeing an increasing appetite for corporate transactions and investment include:

- Predictive maintenance technologies
- Sensor & remote hardware monitoring technologies
- Grid modelling software & "harmonisation technologies" for decentralised energy generation
- Battery Energy Storage System technologies
- Industry 4.0 solar PV alternatives, including "smart glass" and associated "films"
- SCADA component technology
- Testing & Quality Assurance technology
- AI assisted power fault monitoring
- Remote grid monitoring technology
- Energy "bidding software" solutions
- Energy optimisation technology, including weather prediction impact software
- Data Libraries - including specific thematics for bidding optimisation via Machine Learning
- Energy Transition Information & Communication Technologies (ICT)
- Smart metering, smart lighting & associated Internet of Things (IoT)

## **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 technical innovation sectors such as Energy Transition . 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 high growth entrepreneurs face in their business models.** This is a direct result of a combination of decades of working specifically with "engineering innovation" companies. 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 considered options - not general & unstructured thoughts.

## 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 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

- Business Planning support, including Financial Modelling and Business Plan consultation
- **"Scale Up Analysis" in particular considering ROI and other investment factors that result from CAPEX spend in such areas as Robotics**
- 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
- 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, 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

**Duncan Ross**  
sdr@lccapac.com

**David Gacic**  
ddg@lccapac.com

**Nicholas Herps**  
ngh@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.**