



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY

A large-scale industrial mining scene under a clear blue sky. In the foreground, a long, straight conveyor belt system with multiple rollers extends from the bottom center towards the background. To the left, a massive blue steel structure, likely a mobile drill or crusher, stands on tracks. To the right, a large pile of reddish-brown earth or ore is visible. The overall scene is brightly lit, suggesting a sunny day.

Private Capital M & A Strategic Advisory

Mining & Industrial Services
Mining Technology

LCC Asia Pacific has a long and successful track record of working with both service providers and OEMs in the Mining & Industrial Services & Mining Technology Sector.

Since COVID, however, we have also seen some significant changes including the ongoing impact of ESG for dealmaking & the push for automation by the world's largest mining houses.

Corporates are seeking acquisitions that will allow them to "class skip" operational processes via technology, and as a direct result of this strategy we have observed a material change in the way Mining Services & Mining Products companies are valued. We have acted for Bidders, Vendors, Financial Sponsors & Strategic Investors in a variety of areas including:

- OEM & spare parts manufacture & supply - including in relation to remote energy
- Specialist engineering firms including corrosion, robotic welding, "access", geotechnical & civil contracting
- Robotics & automation on mine sites and within control centres
- Wear parts in transfer chutes, mills, trommels & conveyor belts
- Large Scale attachments including Draglines & Shovels
- Specialist industrial services contractors including coatings, scaffolding, access & field services
- Specialist mining services companies including those operating in relation to water (dewatering), remediation, high wall mining, underground mining & associated services including accommodation, safety & safety products
- Electrical & communications infrastructure players that focus on the mining & resources sector
- The acquisition of large EPC players - including single sector and multi sector disciplines
- Material movement operations from truck & shovel through to conveyor belt
- Technology players seeking to develop process optimisation software, predictive maintenance software and other AI / ML data-analytics based software solutions including acoustic, sensor or image based

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 Mining Technology 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

LCC Asia Pacific does not act where any company has a material issue in relation to ESG, or a business model that is based on ongoing operations that fail contemporary ESG standards.

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.

AFSL 278 054

lccasiapacific.com



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY