



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY

Private Capital M & A Strategic Advisory

**Telecommunications
Infrastructure Networks
Data Centres
Satellite**



Telecommunications networks are arguably the single most important technology development of the last century for modern society. We have become totally reliant on connectivity in both personal and business lives.

LCC has an extensive track record in advising clients exploring various parts of the telecommunications ecosystem including:

- Satellite based communication & data transfer (including both image & voice)
- Data Centres
- Specialist network applications including in Open Cut & Underground Mining
- Towers & infrastructure
- Defence applications
- The application of integrated sensortech & monitoring technologies
- Specialist service providers

Our expectation is that this sector remains a key one for ongoing steady growth in the period of 2030. Australia also provides a unique challenge for the delivery of telecommunication services - with its vast area and regionalised population base.

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 Telecommunications Sector. 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

Nicholas Assef
naa@lccapac.com

Duncan Ross
sdr@lccapac.com

David Gacic
ddg@lccapac.com

Nicholas Herps
ngh@lccapac.com

AFSL 278 054

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.