



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY

Venture Capital, Private Equity and M & A Advisory

**Machine Learning & Artificial
Intelligence**

2023 to 2030 will see a rapid uptake in automation & predictive technologies which are powered by a combination of large data sets and sophisticated algorithms. "Pattern recognition" is a powerful insight, and interpreting data in order to uncover such business markets can deliver material benefits.

The application of AI and ML will be to a range of industries, delivering benefits and insights including:

- 1. Lowering maintenance costs** through the identification of issues at far earlier points in time than human interpretation of data has traditionally allowed. The application of technology in this way is vast - from Wind Farm blade performance through to the early detection of cancer cells in pathology.
- 2. Acoustic data** which can be applied to identify potential issues in various commercial settings including "roller problems" in conveyor belt performance which is a critical issue in Mining.
- 3. Optimising high performance asset classes** including in Aerospace & Defence via "learning loops".
- 4. Improving field research** in disciplines including Geology - delivering insights that have the potential for improving ROI of the mining investment dollar.
- 5. Pipeline monitoring**, and in particular observance of critical valve and pump data.
- 6. Performance of various OEM hardware**, including battery tech alert to either overuse or hazard.
- 7. Impact on changing weather events** on various asset classes - including diverse industries from Agriculture to Renewables.
- 8. PPE applications** including in footwear and headwear to alert to fatigue or "event".
- 9. Improving Testing Quality Assurance** via improving "learning" applications.

There are a number of critical building blocks for ML/AI technology with the robustness and purity of data sets being the most fundamental.

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 including where ML and AI are being applied. We also 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 model reviews including data sample size verification, data purity analysis, research path verification and independent review of delivered analysis.
- **"Scale Up Analysis" in particular considering ROI and other investment factors that result from CAPEX spend in such areas as Hardware & Sensor investment**
- Commercial review for model "robustness"
- Business development support, including targetting and pursuit of large commercial opportunities
- Intellectual Property analysis, benchmarking & planning
- Industry Benchmarking, including market size, growth rates and regional / international opportunity analysis
- Potential "disruption" 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

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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.