



LCC ASIA PACIFIC  
CORPORATE FINANCE & STRATEGIC ADVISORY



**Venture Capital &  
Private Equity  
Advisory**

## **Entrepreneurs are saturated by challenges in the pursuit of their early stage**

**business models.** Whilst the corporate aspects of business model development are critical, they should not hijack the entrepreneur who needs to be focused on the priority matters to drive both operational advancement & technology excellence - the cornerstones to delivering shareholder value during startup & scale up phases.

Our experience in the engineering & services sectors spans decades and allows us to credibly observe critical industry trends including the:

1. importance of Predictive Maintenance in the optimisation of operational cost bases - and the leveraging of technology (including through machine learning applications) which allow pattern recognition to be determined and operationally planned for.
2. use of Robots to both introduce operational leverage and to improve quality assurance.
3. use of complimentary technology, such as CubeSat imagery or communications, to deliver greater insights into diverse areas including geotechnical analysis, transport logistics, asset lifecycle planning and remote asset "tagging".
4. link between sensor technology, credible data collection and novel software development. Collection of large data can allow analysis for pattern recognition (machine learning)
5. invention of new alloys and composites which deliver superior performance in lighter packages that do not compromise on strength

A clear trend in the post COVID period is that asset owners are driven to achieve more with their operations using less human resource and the greater involvement of technology.

## **Nothing Replaces Experience, Knowledge & Resources**

**LCC Asia Pacific** supports high growth clients through the delivery of independent, commercially oriented, "horizon focussed" advice. Critical to the role we play is the value of decades of experience in 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 Engineering, Advanced Materials & Robotics. 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 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 clear & concise advice.

## 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
- **"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.

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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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