

Private Capital, M & A, Strategic Advisory

Water Infrastructure Services &
Water Sector Technologies



LCC ASIA PACIFIC
CORPORATE FINANCE & STRATEGIC ADVISORY

Since 2004 LCC Asia Pacific has worked with a range of clients, from startups through to Multinationals, on a range of projects including established Water Infrastructure & Services (Treatment Plants, Desalination, Pipelines, Testing Laboratories) through to emerging technologies (Quality Monitoring, Predictive Maintenance, Sensor Technology).

LCC Asia Pacific's view is that "water" is one of the top three issues facing our generation. Climate change is driving challenges for multiple sectors, including Agriculture and Social Infrastructure through the "flood or drought" phenomena.

Multinational specialist engineering firms continue to gear up their operations for this new reality, and technologists are exploring multiple areas of opportunity including:

- Remote water infrastructure monitoring technology - including for both performance and quality control
- "Leak" technology that seeks to monitor & prevent
- Grey water treatment technologies
- Desalination technologies (industrial scale to decentralised)
- Water recycling & reuse technologies - including via rainwater
- Wastewater to energy technologies
- Flood / water infrastructure simulation technology
- Pipeline technologies, construction & maintenance services
- Preventative maintenance & cleaning technologies
- Nutrient recovery & reuse for agriculture
- River hydrology sensors & software to monitor real time flow & run off impact

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 Water Infrastructure & Technology . 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 Sensor Technology**
- 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.

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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.