

LCC ASIA PACIFIC – A HIGH PERFORMANCE CORPORATE FINANCE & STRATEGIC ADVISORY FIRM

SYDNEY | BRISBANE | NEW YORK



WINNER

BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR

The M&A Advisor Awards, 11th International M&A Awards 2019, New York



We bring expertise in “Deal Craft™” to our work

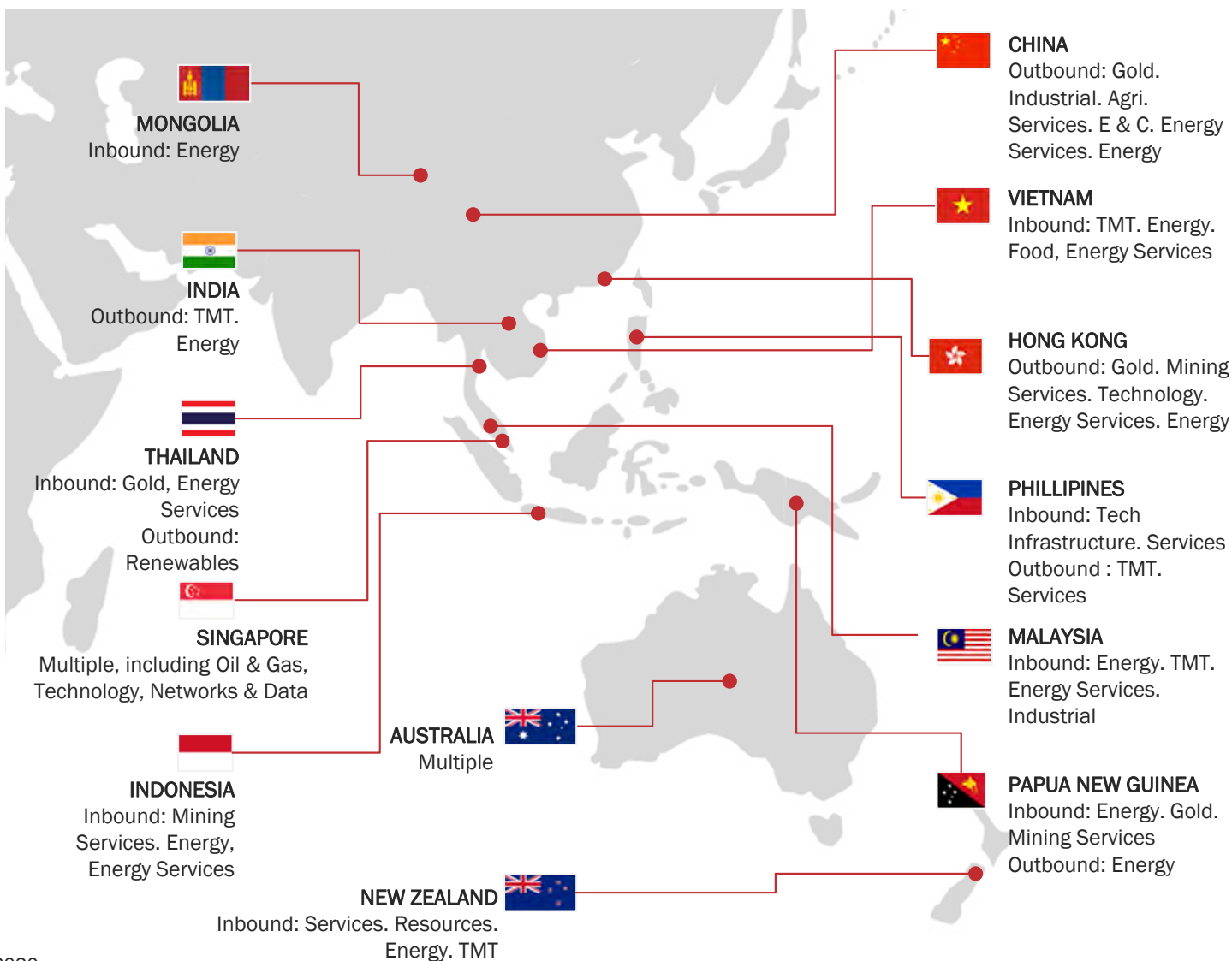
An independent Investment Banking & Strategic Consulting Firm, with 16 years track record of “Excellence”

- LCC Asia Pacific is an award-winning boutique investment banking practice, providing independent, conflict free corporate finance & strategy advice to clients in **Australia and across Asia Pacific markets**. We act for a variety of organisations who share common ambitions of a focus on shareholder value. LCC has been privileged to work for a cross section of Australian and International entities ranging from small to large financial sponsors, Private and Public Companies and a range of investment funds (*from thematic to activist*)
- LCC Asia Pacific provides **clear, unbiased counsel** to CEOs and Boards of Directors considering growth strategies, business transformation and challenging corporate decisions. We understand that to service such clients requires a **high-performance** approach, and a tenacity to deliver results through what we term “**Deal Craft™**”. *As a boutique we can quickly pivot to changing requirements in client engagements as well as being able to invest the time to develop bespoke solutions to each and every clients’ unique needs. We do not believe that either corporate finance transactions nor strategic advisory engagements are “commoditised” – and we are certain our clients share that philosophy*
- The common thread for all clients is our ability to apply our **expertise & skills** in such a way that the client can observe material benefit. We are often called into “urgent”, contentious & complex situations to assist navigate impasses and challenges – and to make deals happen
- We are distinguished from our competition by our bespoke solutions driven by **lateral & analytical problem solving capabilities**, ongoing investment in best in class research & technology resources, **a focus on operational data and performance in companies**, and a fundamental commitment to what we term **Deal Craft™** - a total focus on strategic deal structuring, sustainable valuation & long term benefit analysis that leads to a favourable transaction.

Deal Craft™ – a bespoke approach to deal making focused on client success

Australasian Experience & 2020 -2022 “Mission”

We bring Cross Border Deal Making and Consulting Expertise – with a focus on industries across Australasia



2020 to 2022 Mission

As a professional services firm LCC is always evolving. Across 2020 to 2022 there are 3 core strategic focal points:

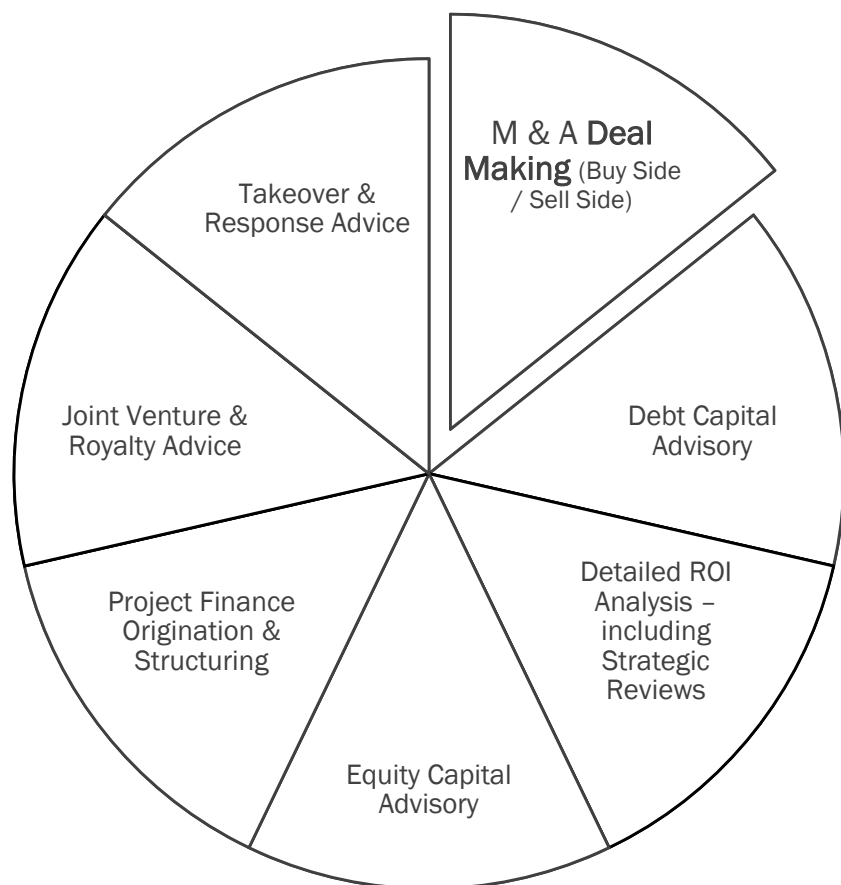
1. Continue to deepen our Corporate & Operational knowledge in the Sectors & Markets in which we provide strategic advice. *Our clients appreciate and respect that we strive to operationally immerse ourselves in their business models and Sectors*
2. Deepen our relationships with Northern Hemisphere Financial Sponsors & Corporates on their Asian & Australian strategic ambitions. *LCC has an exceptional track record in cross border deal making*
3. Extend our independent strategic management consulting capabilities – including assisting clients understand the value of Industry 4.0 changes around **Machine Learning and Artificial Intelligence**

Core Service Offerings – Bespoke To Client Needs

We work with clients to deliver a range of bespoke insights, solutions & “borderless” transactions

Corporate Finance & Investment Banking

(cross border & domestic Deal Making)



Independent Management Consulting Engagements

We have worked with large and small organisations to understand key performance drivers. Examples of engagements include:

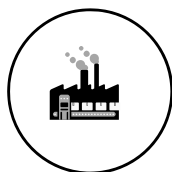
- ✓ **Strategy Planning**, scenario analysis and valuation impacts – working with clients to map various “possible futures” and likely market impacts over near-term horizons
- ✓ **Profit Improvement Analysis** and execution, which brings together detailed understandings of the client operations vs both benchmarking and moving business landscapes
- ✓ Complex **financial modelling** including for Business Case Buildouts, Dispute Resolution, project feasibility analysis, market penetration studies and industry benchmarking (*client vs field*)
- ✓ **Detailed “Build vs Buy” analysis**, including market mapping, anticipated market growth patterns, emerging “potential client” analysis and risk management assessments
- ✓ **KPI performance benchmarking**, particularly in heavily competitive industries where margin analysis and “defence” key to sustainable delivery of shareholder value
- ✓ **Capital management** programmes, including understanding availability of free cash and its best application given market forces / shifting markets
- ✓ **New venture analysis** and launch, including assessment of pricing points, survey of markets for relevant insights
- ✓ Detailed **exit analysis** for private companies and financial sponsors wanting to understand best paths to maximizing shareholder value
- ✓ **Detailed market research** and market mapping, including for growth, competitor insights and acquisition planning
- ✓ “Future Proofing” Strategy including with leveraging data through Machine Learning & Artificial Intelligence in the resources & industrial sectors

LCC ASIA PACIFIC Focus On Specific Industry Sectors



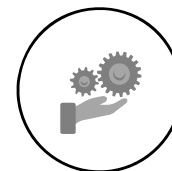
CONTRACTING

- Specialist Resource Services
- Infrastructure
- Electrical Services
- Mining Services – Open Pit & Underground
- Construction & Engineering
- Demolition, Environmental & Remediation



INDUSTRIALS

- Wear Parts & Mining Consumables
- Heavy Machinery
- Industrial Technology
- Manufacturing & Heavy Manufacturing
- Foundries & Casting



SERVICES

- Technology Services
- Information Services
- Facilities Management
- Business Services
- Support Services
- Professional Services



MINING

- Bulk Commodity
- Iron & Steel
- Precious
- Industrial Metals
- Gold
- Niche Commodities
- Coal



OIL & GAS

- Oil & Gas
- Gas Field Services
- Offshore Energy Services
- Services Technology
- Pipeline Services & Technology
- Onshore Energy Services



INDUSTRIAL TECHNOLOGY

- Machine Learning, Artificial Intelligence & Data Harvesting
- SensorTech
- Industrial Technology Development



UTILITIES

- Electric
- Water
- Natural Gas
- Multiline
- IPPs



TRANSPORT

- Infrastructure
- Logistics
- Specialist
- Freight
- Passenger



CLEAN

- Renewable Energy
- Enviro Services
- Waste & Recycle
- Alternate Energy
- Solar & BESS

Strategic Advisory & Management Consulting Engagements

We work with Clients to address complex challenges & map paths to “uniqueness” & shareholder value

M & A Rationale Analysis



Depending on the point of the cycle, M & A can be either offensive or defensive as a strategic option.

We work with clients to design bespoke analysis on the position of that client company within its marketplace for any given point in time in the economic cycle, and then identify options by which the client can drive positive shareholder growth.

Strategic Planning



We work with the “C suite” and Boards of Directors to understand the strengths and challenges in both their market sectors and their individual business models overlaid on that sector analysis.

Critical to the development of robust strategic plans is a focus on “uniqueness”, “materiality” & “sustainability” to increase operating margins through operational and technology efficiencies and exploring new opportunities

We help our clients with:

- ✓ Development & Refinement of Corporate Strategy
- ✓ Board of Director Knowledge Programmes
- ✓ Merger Integration Planning
- ✓ International Growth Strategies
- ✓ Balance Sheet Planning & Analysis
- ✓ Corporate Performance Diagnosis
- ✓ Understanding Industry Trends
- ✓ Shareholder Value Boosting Strategies
- ✓ Financial Modelling Scenario Analysis

LCC ASIA PACIFIC - A HIGH PERFORMANCE ADVISORY & CONSULTING FIRM

Sector Association Involvement & Awards

Reinforcing specific expertise through membership with leading Industry Associations



Opportunity runs deep™



We are driven to improve our technical knowledge of the Resource Services, Oilfield Services, Electrical Services, Infrastructure Services, Engineering and Resources Sectors, and seek to be an active member within key industry peak bodies.

Not only does this strategy reinforce our fundamental enjoyment and drive to better service clients within these Sectors, but it allows us to continually build deep operational and business knowledge of both broad and niche industries.

This differentiates LCC from other Advisory Firms as we deliver more to the Client Leadership Team and Board of Directors than “commoditised” transactional experience and “general advice”.

Recent Global Awards



2019
WINNER: BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR
 INTERNATIONAL M&A AWARD WINNER



AUSTRALIA - BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR
 ASIA - GAMECHANGER OF THE YEAR, NICHOLAS ASSEF
 ASIA - BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR



2018
 WINNER: M&A DEAL OF THE YEAR



2018
 WINNER: INDUSTRIAL DEAL OF THE YEAR



2017
 WINNER: ASIA DEAL OF THE YEAR



AUSTRALIA - BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR
 ASIA - GAMECHANGER OF THE YEAR, NICHOLAS ASSEF



2018 GLOBAL DEAL OF THE YEAR SUB \$100M

LCC Asia Pacific's Community Focus

PHILANTHROPY

LCC has been a giving organisation for over 10 years, be that through donation, corporate sponsorship of philanthropic initiatives or promoting charitable causes for wider community support. Our annual efforts as individuals & as a Firm are to strive to generate over A\$100,000 in financial benefit for the charities we support.



Our support has stretched beyond Australia, and has included orphanages in Fiji and Cambodia and “street kids” programmes in Vietnam.

Our principal charity today is support for the Sydney Children's Hospital Foundation as well as work with Rotary International.

GOVERNANCE

unglobalcompact.org



We are governed by our commitment as a signatory to the UN Global Compact. The UN Global Compact is a strategic policy initiative for businesses that are committed to aligning their operations and strategies to ten universally accepted principles in the areas of human rights, labour, environment and anti-corruption.

SPORT

lccapacsailing.com.au

LCC has sponsored 12ft and 16ft skiffs in Sydney over numerous sailing seasons and championships. In partnership with Variety the Children's Charity, We proudly supported the Variety Port Jackson 12ft Skiff Championships. This event marked the launch of a series of projects committed to raising support for Alopecia Areata, which is a medical condition of which there is no known cure.



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