



Our Mission

The mission of CCC is to be the leading consulting firm advising SME Logistics companies on matters of Mergers and Acquisitions, Equity Funding, Public Listing Processes and Project Management

CCC's consultants have many years of experience in some of the world's largest Logistics companies and have successfully assisted the growth of many Asian and internationally based Logistics companies. CCC is headquartered in Hong Kong, one of the largest ports in the world and a major logistics gateway to Asia. CCC also has offices in the USA and has access to a wide network of financial and legal advisors.

The challenge facing many SME logistics companies is how to expand. Organic growth often requires high investment with slow returns. The alternative approach is through mergers or acquisitions but this is also seen by many as a risky and potentially costly option. But the fact is that mergers and acquisitions if done strategically and diligently can be low risk, and can also attract funding from institutional investment companies whose long term interest is to facilitate growth. The challenges are actually in finding the right acquisitions, understanding re-structuring options to minimise risk and cost, and finding the most suitable investment partners when additional funding is required. This is not out of reach for SMEs, and CCC's strategic consulting and advice has enabled many logistics SMEs to achieve substantial growth.

"Our goal is to assist SME Logistics companies to improve and grow the performance of their businesses. We have a passion for helping SME Logistics companies succeed in a highly competitive environment." – Henrik Christensen, CEO Corporate Capital Consultants

Mergers and Acquisitions

CCC has access to a large number of Freight Forwarding and Logistics companies in Asia, through personal contact, through requests for assistance, and through partnering with Asian Freight Forwarding and Logistics associations. Many of these companies recognise that business expansion and security can only come from being part of a larger organisation that can control all stages of the logistics chain. This is particularly so in Asia where the business is increasingly controlled by the non-Asian end of the chain. With a comprehensive database of companies information CCC is able to identify suitable acquisition targets and use its industry experience to qualify their strategic fit against business requirements. CCC's local understanding of the regulatory regimes and business practices in Asian countries enables it to more appropriately perform due diligence on acquisition targets, and can advise on any pitfalls that may adversely affect the success of an intended acquisition.

CCC assesses your company's M&A potential, identifies suitable companies seeking M&A opportunities, recommends acquisition methods and ownership structures, and guides you through a successful merger.

Equity Funding

A common obstacle to growth in medium sized logistics companies is insufficient capital. Most logistics companies are non-asset based and this makes it difficult to borrow money from conventional sources such as banks. Venture Capital sources are available but often on terms that are unattractive to the logistics industry. The institutional private equity funds are now looking at logistics companies for long-term investments and these funds can make very good partners, providing an injection of capital for acquisitions or other growth related investments. They also have the advantage that they leave management of the company to the Management.

CCC evaluates your company's potential for equity investment, identifies private equity funds that match your needs and manages the investment process for you.



Public Listing

Public listing is a popular method of raising capital, increasing management incentives, and providing future exit options for owners. The process of public listing itself may seem straightforward but the implications on a company's financial position and statutory obligations are immense. Considerable value can be generated by public listing but the correct conditions must be in place, both within the company and amongst the investor community. Inadequate implementation of management processes and reporting can cause public listing to be denied or suspended, and lack of attention to investor marketing can result in low share prices that are difficult to recover from.

CCC manages the whole process of public listing, from initially advising on the pro & cons and the suitability of the company for public listing, the organisational changes and the reporting procedures that need to be put in place, the filing and registration process, and the marketing to investors.

Project Management Services

CCC will act as project managers for all of their services and this allows the client company's management to focus on their core responsibilities to their business operations.

CCC's consultants can also provide experienced leadership and management of company integration and business process improvement activities. These services are not exclusive to M&A projects, they are customised to specific client requirements and CCC can act as the client's project manager in Asia for business process design and the implementation of new business operations.

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