



**Specialist Valuation and Advisory Services to the
Industrial Minerals and Extractive Industries**

www.insituadvisory.com

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Company Background

InSitu Advisory is a leading Valuation and Corporate Advisory consultancy providing bespoke, high quality advisory services to the Industrial Mineral, Extractive, Waste Management and Resource Recovery Industries.

The company possesses over 30 years of valuation and corporate advisory experience and has a growing number of clients who operate in the quarrying, industrial mineral and waste management sectors throughout Australia, New Zealand and South East Asia.

Introduction

The quarrying and industrial mineral sectors comprise businesses and assets that are extremely specialised and in certain instances, highly complex. Our team at InSitu Advisory has considerable industry experience and market knowledge, providing expert advisory and valuation advice in all areas of Industrial Minerals and Extractive Industries.

InSitu Advisory takes pride in the positive working relationships that we have built with our clients by complementing their skills, market knowledge and operational management practices. We regularly engage with our clients and tackle the issues they face head on together. We strive to become an extension of our client's management and operational team providing our corporate advisory services.

Our clients range from small, independent operators through to the larger publicly listed international businesses and Investment Houses.

Range of Services

The range of services that InSitu Advisory provides include:

- Quarry and industrial mineral asset and business valuations, comprising in-situ reserves and resources, all land and buildings and all plant and equipment associated with such operations
- Feasibility analysis on proposed quarry or mine development
- Corporate, transactional due diligence on all asset and business sales, mergers and acquisitions
- Mineral specialist reports for equity translations / project finance
- Strategic advice on quarry and mine after-use including landfilling
- Business sales brokerage
- Expert Witness Services

We have considerable experience across a wide range of industry specific properties and operations, including:

- Industrial minerals such as silica sands, kaolin, bauxite, bentonite, slates and calcium carbonates
- Hard rock, sand and gravel, clays, dimension stone and other construction material quarries
- Concrete batching and asphalt plants (and other downstream operations)
- Industrial mineral processing plants and associated infrastructure
- Brick-making plants and associated clay / shale pits



Our Valuation and Corporate Advisory Services team has provided advice to:

- Boral ACM Property Group
- Holcim Australia Pty Ltd
- Hanson Construction Materials Pty Ltd
- Adelaide Brighton Pty Ltd
- Benedicts Pty Ltd
- Causmag International
- Hi-Quality Pty Ltd
- Cleary Bros Pty Ltd
- Hunter Quarries and Hunter Readymixed Concrete
- Gulf Alumina
- Metro Mining

And many other companies, landowners, major retail banks, financial institutions and international investment and private equity houses.

Our areas of specialisation include:

Mine and Quarry Valuations

- Financial reporting
- Funding, First Mortgage Security (Accepted by the major retail banks)
- Accounting
- Taxation
- Sales
- Mergers and acquisitions
- Insurance
- Expert witness
- Business Improvement

Corporate Advisory

- Transactional Due Diligence
- Rent & Royalty negotiation
- Financial modelling
- Investment strategies
- Business Sale brokerage
- Sale and leaseback analysis and negotiation
- Joint venture analysis and negotiation

Asset Optimisation, Highest and Best Use Analysis

- Identification of development opportunities (quarry or mine end use)
- Feasibility analysis
- Market analysis
- Planning and Approvals analysis
- Development concepts
- Business financial analysis

Resource Assessment and Appraisal

- Geological assessments
- Resource appraisal and quantification
- Resource testing and reporting
- Jorc and non-jorc assessments
- Mineralisation reports and supporting statements



Specialty Services

Our team members have provided technical valuation and advisory services to a large variety of independent, specialist and multi-national quarry and mine operators, landowners, Government agencies, financial organisations, retail and investment banks, private equity houses.

Industry Compliance

The InSitu Advisory team are members of the Institute of Quarrying Australia and the Australasian Institute of Mining and Metallurgy, this ensures quality and compliant reporting standards. Our Valuers are licenced throughout Australia and New Zealand, members of the Australian Property Institute and the Royal Institution of Chartered Surveyors, holding Mineral and Valuation Surveyor qualifications.

Mine and Quarry Valuation

As our team are experienced members of the Australasian Institute of Mining and Metallurgy, they are required to follow the "VALMIN 2015 Code" when preparing public, independent expert reports, in particular those required by the Corporations Act concerning Mineral and Petroleum assets and securities.

InSitu Advisory understands the importance of the Code in that it is indicative of best practice for independent experts preparing third party specialist mine and quarry valuation reports. In accordance with the VALMIN 2015 Code, our valuers have the relevant education, mining and extractive industry qualifications, experience and professional expertise, and hold the appropriate licences to satisfy the VALMIN definition of both a "Competent" and "Expert" Valuer.

Please contact InSitu Advisory for copies of our valuer CV's listing their comprehensive experience.

Why choose InSitu Advisory?

1. Professionals with established, internationally recognised reputations in the valuation and transactional due diligence of assets and businesses associated with the Industrial Mineral and Extractive Industries
2. Registered Valuers who are recognised and accepted by the Major Retail Banks for providing First Mortgage Security Valuations
3. Professionals with relevant minerals and extractive industry academic qualifications and experience with registration throughout Australia and New Zealand
4. Professional memberships with recognised professional valuation bodies throughout Australia, New Zealand, USA, Canada and the UK.
5. Access to an extensive mining and quarrying valuation database throughout Australia, New Zealand and overseas
6. Nationwide and international coverage and experience, allowing consistent client service
7. Competitive pricing for quality valuation and corporate advisory reports and advice

