



Specialist Valuation and Advisory Services to the
Waste and Resource Management Industries

www.insituadvisory.com

Liability limited by a scheme approved under professional standards legislation

Company Background

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

The company possesses over 50 combined years of valuation and corporate advisory and wastes management experience and has a growing number of clients who operate in the waste management, quarrying and industrial mineral sectors throughout Australia, New Zealand and South East Asia.

Introduction

The waste and resource management sector comprises businesses and assets that are extremely specialized 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 types of waste management assets and businesses.

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

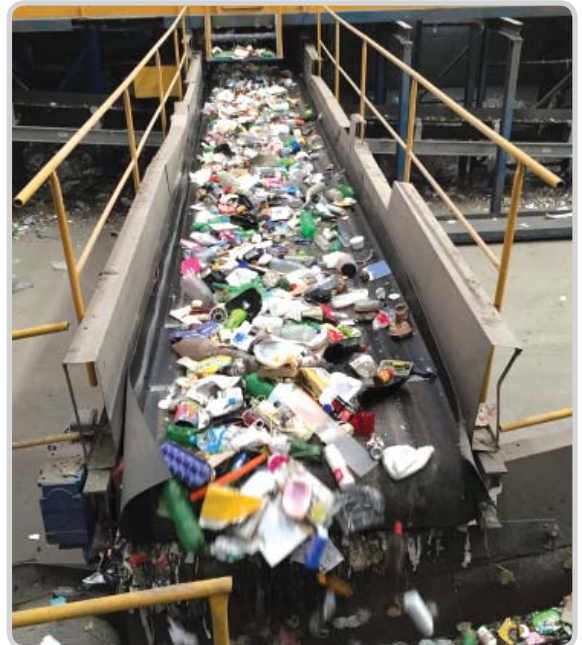
The range of services that InSitu Advisory provides include:

- Valuations comprising; landfill voidspace, all land and buildings, and plant and equipment associated with waste management operations including treatment and recovery facilities
- Feasibility analysis on proposed landfill, MRF and waste transfer developments
- Transactional due diligence on business and asset sales, mergers and acquisitions
- Business sales brokerage
- Site finding and market appraisals
- Infrastructure design, operational review, CQA and masterplanning
- Expert witness services

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

- Putrescible, commercial & industrial, construction & demolition, cleanfill and inert landfill sites
- Materials Recycling Facilities
- Waste Transfer Stations
- In-vessel and open windrow composting facilities
- Alternative Waste Treatment (AWT) Plants

The services provided to these sectors require industry experienced professionals that have an excellent understanding of each respective asset class business and how they should be correctly valued and appraised.



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

- SUEZ
- Cleanaway
- Hi-Quality Pty Ltd
- Brandown Pty Ltd
- BMI Group
- Glenfield Waste Services
- Aurigen Group Ltd
- Numerous Local and Regional Councils

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

Our areas of specialisation include:

Waste Management Valuations

- Financial reporting
- Funding (equity and debt)
- Accounting
- Taxation
- Sales
- Mergers and acquisitions
- Insurance
- Litigation
- Business

Strategic Advisory

- Exit and transactional due diligence
- Rent and royalty negotiation
- Financial modelling
- Investment strategies
- Business sale brokerage
- Sale leaseback analysis and negotiation
- Joint venture analysis and negotiation

Asset Optimisation

Highest and Best Use Analysis

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

Visit our website for our full service offering including master planning, facility design, operational support, project management and construction quality assurance.



Industry Compliance

As our experienced waste management valuers are Chartered Minerals and Waste Surveyors and we are well versed in preparing public, independent and expert reports. Our Valuers are licenced throughout Australia and New Zealand, as well as members of the Australian Property Institute and the Royal Institution of Chartered Surveyors. In accordance with best practice guidance, our valuers have the relevant education, waste, mining and extractive industry qualifications and 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 waste management industry
2. Registered Valuers who are recognised and accepted by the Major Retail Banks and other funding houses, for providing First Mortgage Security Valuations
3. Professionals with relevant waste management industry 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 United Kingdom
5. Access to an extensive waste management 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 that provide the relevant information on the assets or business being assessed
8. Internationally accepted professional standards of reporting
9. Access to specialist in-house skills – Geologists, Waste Infrastructure Design Engineers and other relevant industry professionals
10. Reliable and timely service that concentrates on the client's needs and desired outcomes.

