

**LEX SIMSHAUSER**  
PARTNERS

WE REALISE YOUR WORTH

[www.lexsimshauser.com.au](http://www.lexsimshauser.com.au)

PROJECT MARKETERS • INDUSTRIAL AUCTIONEERS • VALUERS • TECHNICAL APPRAISERS

## Knowledge

From the sale of assets resulting from an end of lease, repossession or surplus stock; to valuations for secured finance, reporting and tax purposes, Lex Simshauser Partners has the knowledge and capability to obtain the highest net return through a cost effective process.

Our extensive range of local and global contacts, valuation information, industry knowledge and marketing databases ensure that the advice given to our clients is accurate and informed.

## Experience

With more than 100 years combined experience, the team at Lex Simshauser Partners has undertaken some of the most complex project marketing, asset realisation and valuation assignments throughout Australia and the Pacific islands.

## Dedication

We are project-oriented but won't lose sight of your commercial big picture. We pride ourselves on providing astute and efficient business advice, strategic solutions with honesty, integrity, confidentiality and accountability, and a strong focus on strategy, planning, quality and budgetary control to deliver maximum return.

From our network of affiliates throughout the country and overseas, we are able to complement our expert national advice and coverage with first class local knowledge. We also have a strong network of multi-disciplined industry professionals to draw upon when specialised consultants or additional support is required.



# Realise

## Your assets, our expertise

### Machinery & Business Assets

In an increasingly complex and changing marketplace, decision-makers need rapid, well-informed and impartial advice regarding the value of their corporate assets.

When you call on Lex Simshauser Partners, you can rely on one of the country's most experienced teams dedicated to the valuation and sale of industrial and rural plant, machinery and equipment, related infrastructure and property matters.

For asset based lenders and financial institutions we provide a complete single source valuation service for plant, machinery and specialised assets. We also advise on both the physical and intangible assets to corporate recovery professionals and banks on a broad range of issues affecting insolvent companies.

Our government and corporate clients seek our services for the disposal of surplus, obsolete or excess equipment as a result of internal restructure, repossession, liquidation and end-of-lease requirements. With a solid understanding of the used-equipment market, we'll explore every possible alternative. Our approach to asset realisation involves providing our vendors with considered recommendations, gained through years of experience in organising public auctions, tenders and private treaties, to ensure a highly successful outcome.

Lex Simshauser Partners' project management service also ensures the entire asset realisation process – from marketing campaign to auction day and asset security – is well planned and tightly supervised.

## Recent Projects

In recent years Lex Simshauser Partners has completed projects in most states and territories in Australia, including:

- Beaconsfield Gold – sale of assets  
*(Beaconsfield, Tasmania)*
- Sale of engineering assets  
*(Echuca, Victoria)*
- Valuation of brewery  
*(Australian Capital Territory)*
- Sportavia – sale of aircraft fleet and facility assets  
*(New South Wales)*
- Major bank – sale of cotton gin  
*(Carinda, New South Wales)*
- Major bank - sale of aircraft  
*(South Australia)*
- Major bank – sale of aircraft  
*(Northern Territory)*
- Numerous Aircraft  
Queensland - *Cairns, Townsville, Maryborough, Archerfield, Coolangatta*  
New South Wales - *Coffs Harbour, Tocomwal, Bankstown*  
Victoria - *Tullamarine, West Sale*  
South Australia - *Parafield*  
Northern Territory - *Darwin*



## Value

### Your worth, our insight

#### Valuation Services

Professional valuations play an important role in asset disposal, financial reporting, insurance replacement and taxation matters. They can also help managers to select the most appropriate selling method as well as help to set realistic expectations for the sale.

Lex Simshauser Partners is a market leader in the field of plant and machinery valuations.

Our client base is diverse and includes major banks and financial institutions as well as government departments, statutory authorities and major corporations across the retail, energy and resources, manufacturing, construction and infrastructure sectors. We also advise on specialist areas including the mining, aviation, marine and motor trades.

From individual assets to large-scale plant, machinery and associated infrastructure, our network of valuers provide advice for loan security, finance and insolvency analysis, litigation, dispute resolution, corporate strategic planning, taxation planning, compliance, restructuring and accounting purposes.

As an independent firm, Lex Simshauser Partners can offer truly objective and reliable advice, giving you the power of knowing the real value of your assets in the current marketplace.

## Integrity

### Your needs, our focus

Our team has earned the trust and credibility from across different sectors including blue chip and leading resource companies, contractors, financial institutions and government agencies for our asset realisation expertise.

Regardless of whether you wish to value or sell an individual item or an entire operation, simply contact a member of our highly experienced team for a confidential, no obligation appraisal of your assets.

Irrespective of equipment locality, Lex Simshauser Partners can provide on-site appraisals and work with you to offer a range of asset realisation options that best suit your requirements.

Our challenge is to provide you with a cost effective and timely method of managing both small and large-scale asset disposals on your behalf.

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# At Lex Simshauser Partners, we regard each project as worthy, and every asset as valuable.

That's because we pride ourselves on being different to other firms.

Our team of dedicated professionals offer you in-depth expertise in project marketing, industrial plant and equipment auctions and valuations.

Knowing what you're worth can be worth a lot, which is why we're committed to optimising the value of your assets, increasing your profitability and boosting your balance sheet performance.

## What we do

### Sale of Assets

- Single Method
- On-site Auction, Expression of Interest, Private Treaty or A Composite

### Valuations

- Asset Registers & Verification
- Corporate Mergers & Acquisitions
- Corporate Disposals
- Mortgage Security
- Insolvency
- Taxation
- Family law
- Insurance
- Litigation
- Statutory Requirements

### Industry and Project Experience

- Mining & Mineral Processing Companies  
- Gold, Copper, Tin, Lead, Zinc, Uranium, Coal
- Townships, Transportable Camps and Buildings
- Quarries, Dredging & Concrete Plants
- Aircraft & Aviation related assets
- Marine Craft, Trawlers, Yachts, Houseboats & Other Leisurecraft

- Motor Vehicle Dealerships
- Transport Fleets & Bus Lines
- Fuel Depots & Distribution Operations
- Civil Engineering, Earthmoving & Construction Plant
- Engineering, Fabrication & Sundry Trades
- Mechanical Services in Buildings
- Industrial Hire Companies
- Fisheries, Abattoirs, Smallgoods, Cold Stores
- Food Processing, Packaging & Bottling
- Manufacturing, Warehousing & Distribution
- Breweries & Wineries
- Television & Radio Networks, Transmission Equipment
- Resorts & Casinos
- Cotton Gins, Coffee Plantations & other Agricultural Ventures
- Hotels, Motels & Restaurants
- Media & Printing
- Retail Chains & Stock Inventories
- Educational Institutions, Hospitals & Aged Care Centres
- Sporting Clubs
- Theme Parks & Zoos



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