



Acumentis®
DECISION CERTAINTY

Capability Statement

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Company Overview



Acumentis is the new face of LMW, Taylor Byrne and MVS National, combining the long and proud heritage and combined experience of over 100 years in the provision of property valuations, research and advice to individuals and companies across Australia.

Acumentis is Australia's only independent property valuation and advisory services firm listed on the Australian Stock Exchange.

Acumentis has achieved **ISO 27001** certification, the International Standard in Information Security.

Our 300+ property professionals deliver expert advice across the nation from **40 metropolitan and regional offices**. Our team is curious by nature and adds enormous value by enhancing our data with accurate and insightful analysis, delivered via easy-to-use platforms.

Our clients trust our people and have confidence in the quality of our information, analysis and attitude to service. As a result they know they can confidently make informed decisions without hesitation.

Suite of Services

Acumentis has a long and rich history as market leaders in the commercial and residential property valuation industry.

Our experienced valuers work across Australia, providing their expertise in property valuations, high quality market research, and property advice.

Our full suite of services includes:

Mortgage Valuations

Information for the lender to decide whether the property is safe to lend on, and up to what amount.

Asset and Portfolio Valuations

Investment analysis to assess strengths and weaknesses.

Insurance Valuations

Tailored insurance valuation that considers all elements that affect insurance.

Specialist Projects Division

Acumentis operates a specialist infrastructure and acquisition Projects Group that are specially trained in land compensation and acquisition matters.

Property Advice

Acumentis can offer advice on properties up to investment grade.

Expert Legal Witnesses

Provide testimony and services in the various Courts.

Tenant Representation

Expert knowledge in commercial leasing and negotiating market rents for prospective tenants.

Quantity Surveying

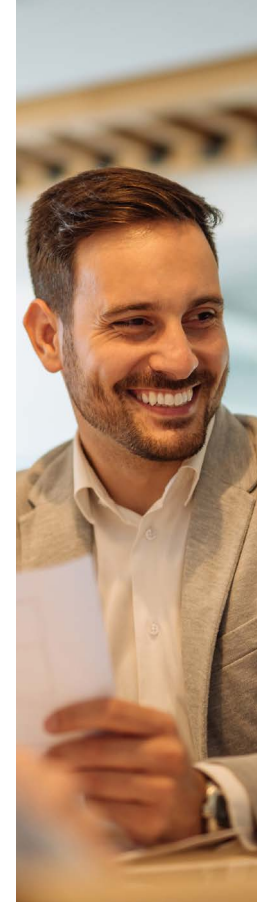
Experts in surveying construction costs and estimating the value of all fittings and equipment within the property for tax depreciation and budget purposes.

Property Drug Swab Testing

Trained valuers drug swab test a prospective property to provide confidence the property is safe for occupancy.

Property Buyers Agency

Property experts find and acquire properties on behalf of a client.



Valuations at a Glance

Our team has the capability to value any property for the following purposes:

Mortgage security	Ownership restructuring	Rating objections & appeals
Rental assessments & determination	Purchase & sale litigation	Acquisitions & resumptions

decision ~ certainty.

How it Works:

Conduct a Site Appraisal, that specifies:

- Land particulars
- Improvements
- Market comments
- Income analysis
- Sales evidence
- Rationale
- Summary of analysis
- Developers
- ASX listed and unlisted property trusts
- Government
- Liquidators and administrators
- Lawyers
- Accountants
- Private investors
- Home buyers

At Acumentis we work across various sectors, and our clients are just as varied, including:

- Major trading banks
- Lending institutions

Valuation Services

Residential

Residential Property

Our residential valuation teams across Australia have extensive experience and diverse specialisation in their local markets and their experience covers many areas, including:

- Residential houses
- Vacant land/lots
- Residential apartments and townhouses

Prestige Property

Prestige property requires an innate understanding of the local market, and our valuers can lend their knowledge and advice for:

- Mortgage security
- Asset purposes
- Acquisitions
- Advisory purposes
- Family law matters

Residential Development

Our residential development teams provide their expertise in development projects across Australia, in several areas, including:

- Project analysis
- Feasibility studies
- Due diligence
- Advisory



Valuation Services

Commercial

Retail

Our specialist staff understand the risks of tenancy, and work with our clients to provide detailed reports and market research. Our experience within this diverse and complex asset class includes:

- Major shopping centres
- Regional complexes
- Specialty centres such as homewares, fashion, or discount outlets
- Big box retail centres
- Supermarket-anchored neighbourhood centres
- Convenience centres
- Strip retail

Offices

We strive to be, and are, a market leader in having detailed knowledge of markets and a firm understanding of the economic cycle of each market, as well as on a broader, national level. Our team has the skills to undertake the full range of valuation services, including:

- CBD office buildings
- Fringe and metropolitan office buildings
- Commercial development from site value
- Cash flow modelling
- Rental reviews for lease determinations

Industrial

Our property professionals can become an essential part of your risk-management team. We have offices around Australia who can aid with a full range of services, all based on a common quality of service. Our services are used for:

- Mortgage purposes
- Rental assessment
- Internal or accounting purposes
- Market and sales advice
- Compulsory acquisition/resumption

Tourism

At Acumentis, we have expert valuers with extensive experience in the tourism sector and have worked on some of the largest hotel portfolios in Australia. Tourism related property requires specialist knowledge and our team can bring their skills to multiple areas:

- Luxury resorts
- Hotels
- Motels
- Caravan parks



Childcare

The childcare industry is a more complex industry than others and carries with it, unique risks and requirements. At Acumentis, our property valuers have in excess of 20 years' experience providing advice, valuations, and risk management strategies for this sector.

In this sector, we typically provide services including:

- Property valuation
- Going concern valuations
- Lessor interests subject to lease
- Business interests
- Going concern ground lease interests
- Childcare site values & rent reviews

Healthcare

Much like the childcare industry, valuations in the healthcare sector present their own unique set of risks and requirements, and at Acumentis, we bring expertise in this sector. Our industry experts provide valuations to assist our clients in the management of their medical and private hospital property assets.

Areas with which we have experience include:

- Medical centres
- Healthcare properties

Self-storage

Self-storage properties have the potential to deliver strong cash flows to their investors, but as with any property, getting the right advice and valuations are imperative for both buyers and sellers in this sector. Our experience in this specialist sector includes:

- Portfolio valuations
- Going concern valuations (real estate and business)
- Lessor interests subject to lease
- Business interests
- Site values
- Rent reviews

Service Stations

In this specialist sector, we provide a thorough understanding of the risks inherent to the property class. Location, trading potential, and benchmarking analysis of the industry are some of the key areas where our experts can work with our clients to answer questions.

Many of our clients in this industry include:

- Oil companies
- Major independent retailers
- Multiple and single service station owners



Valuation Services

Government

At Acumentis, we have maintained relationships with numerous local, state and federal government agencies to better serve their needs in various property markets. Our expertise encompasses all real property asset classes, plant and equipment, and our services are Australia wide, including regional areas and major cities.

Our services include:

- Rating and taxing valuation services
- Just terms – compulsory acquisition and resumption valuation services
- Financial reporting asset and portfolio valuations
- Strata and Community Scheme entitlement valuations

We are committed to delivering the best service, and provide access to the most up-to-date industry data and analysis software and tailor our deliverables to meet our clients' specific needs.



Valuation Services

Rural & Agribusiness

The importance of local knowledge when it comes to agricultural properties in rural and regional communities is paramount. With the combined strengths of our regional presence and expertise, Acumentis is well placed to provide localised valuation services for a wide variety of property types.

Our team of experienced rural valuers provide services across Australia, and offer clients extensive coverage of Australia's regional areas, spanning all market sectors.

Some of our areas of expertise include:

- Rural broadacre (grain and livestock)
- Grain handling and processing facilities
- Horticulture and viticulture (orchards, nut farms, wineries)
- Dairies
- Intensive livestock farming (feedlots, piggeries, broiler and egg farms)
- Sugar farms and mills
- Forestry
- Rural lifestyle
- Market gardens and nurseries
- Pastoral holdings
- Plant and equipment
- Freehold and leasehold businesses



Valuation Services

Insurance Valuation

Here at Acumentis, we can provide a tailored insurance valuation that considers all elements and underlying issues that affect reinstatement value, not just increases in the Consumer Price Index. This means that we can ensure that each of our clients is fully aware of the appropriate insurance coverage for their property, and plant and equipment.

We recommend all our clients undergo regular insurance valuations of their property, and plant and equipment, and offer insurance valuations for all situations:

Extensive Valuations

Often required if inadequate levels of sums insured have been detected (or may be suspected) or if there has been a significant time gap (over 3 years) after the last revaluation has been undertaken. We recommend this to clients who have not previously engaged a qualified valuer to assess insurance value.

Insurance Reviews

This review ensures that your existing assets are adequately covered by your current insurance.

Desk-top Revaluation

We offer this as part of a long-term insurance valuation program where our team provides re-evaluation of your insurance to ensure proper coverage.

With our vast experience in insurance valuations, we know that getting it right involves obtaining an understanding of our clients' business and assets..

Insurance sums are inadequate, and often only represent **50-75%** of the true replacement amount.



Projects Division

Acumentis operates a specialist infrastructure and acquisition Projects Group, that undertakes work throughout Australia.

The valuers within this team are specially trained in land compensation and acquisition matters.

Our Projects Group can provide the following services:

- Pre-acquisition budgetary advice
- Land acquisition strategies
- Assessment of compensation for land acquisition

- Presentation of evidence in the various courts, as required by our clients
- Negotiations and property acquisition advice
- Valuation of mining assets

Over the years, we have provided our services to:

- Constructing authorities
- Government departments
- Private companies
- The resource industry at large

With the merging of LMW and Taylor Byrne, we can now offer this service Australia wide, giving our clients access to our highly trained specialists.

Property Advisory Services

Acumentis remains an industry leader in property research and understanding local markets.

Our advisors have years of experience in each of their respective markets, and know where to look, what to ask, what to buy, and how to negotiate.

Litigation and Expert Witness Services

Our industry expertise is recognised through the regular appointment of our most senior and experienced valuers to act as Experts for the Courts, by the Australian Property Institute and the various State Law Societies. Litigation and witness services are provided for both formal legal jurisdictions and in informal tribunals or mediations, for matters such as commercial rental determination, compulsory acquisition and family law.

Tenant Representation

With our specialist knowledge in commercial leasing and negotiating market rents, tenants can be assured that they are getting the best terms for their needs.

Property Advisory Services

Quantity Surveying

Acumentis provides quality Quantity Surveying services in the residential, commercial, agricultural and infrastructure sectors nationally. Quantity Surveyors are experts in construction costs and estimating the value of all fittings and equipment within the property. Recognised by the Australian Tax Office (ATO) as the most suitably qualified profession to estimate the depreciable expenditure, they can provide information that other investment professionals and accountants are unable to offer.

Our commercial partnerships with Quantity Surveyors allows our clients direct access to experts in Tax Depreciation, Insurance Valuations and Replacement Cost Resolutions, and the highly specialised infrastructure project management. While, in WA, we are partnered with Deppro Quantity Surveyors to provide our clients excellent quality Quantity Surveyors.

With a national footprint our local professionals guarantee industry leading timeframes and service quality.

- Tax Depreciation schedules
- Insurance valuations - replacement cost estimate
- Project costings
- Dispute resolution
- Financial reporting
- Sinking fund/capital works forecasts

Property Drug Swab Testing

As the national public health concern around the manufacturing and consumption of illicit substances increases, Acumentis saw an opportunity to provide our clients peace of mind when it comes to the health of their property.

We have partnered with South Australian based SwabFirst - developers of a market leading illicit drug testing system.

The team at Acumentis are authorised and trained sample collectors, with swabs taken during routine valuations and add about 30 minutes to the inspection for the typical

house. Samples are sent to the SwabFirst laboratory and a report is provided within 48 hours confirming if any harmful drug residue is present, enabling clients to make informed decisions.

Our service focuses on the swab collection only and we remain independent from any remediation service providers.

Our service will assist;

- Real estate agents, investors, relocation agents and large companies wanting to ensure duty of care for employees and tenants.
- Prospective home buyers or renters, to provide confidence the property is safe for occupancy.
- Liquidators and administrators wanting to confirm property health and any potential remediation required.

Property Buyers Agency

Acumentis Advisory is a unique property Buyers Agency which forms part of the leading national valuation and advisory firm and operates with the backing and shared expertise of this alliance.

Our property experts work hard in saving clients time, money and stress by minimising risk through careful property selection, leaving clients with confidence to make informed decisions.

Our services are personally tailored to give buyers and investors certainty throughout the buying process for both residential and commercial property. Offering unmatched expertise in our field our services include:

- Property find and acquire
- Property check and acquire
- Property plan
- Property acquisition
- Property check
- Negotiation
- Portfolio review
- General consultations
- Tenant representation



decision certainty.



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