



“A splendid effort!...Your guys have done a fine job and deserve our thanks for patience shown to us in achieving the outcome”

Auckland Regional Council Market Rental and Insurance Valuation 2009

Beca

Founded over 90 years ago in New Zealand, Beca is now a thriving, employee owned company with over 2,400 employees based in 17 offices across seven countries. Our clients benefit from the combined expertise of our team of engineers, project managers, architects, planners, quantity surveyors, cost managers, valuers and software developers, and many take advantage of our ability to offer a 'one stop shop' of consulting services. The Beca team delivers projects across a wide range of sectors and has a strong track record of success and a reputation for quality, innovation and professionalism.

Beca Valuations

Beca Valuations has been in operation for over 20 years and our team of experienced property and plant and machinery valuers come from a range of backgrounds. Their combined experience has been gained in New Zealand and Australia and from diverse industries including government and corporate valuation consultancies, civil and electrical engineering and defence.

Preferring a client-focused approach, and following an initial face-to-face assessment of needs and issues, we work hard to meet methodology and budget expectations and to tailor our service to your requirements. This may be via site visits or using desktop update techniques, or a combination of both.

The Beca Valuations team is supported by excellent technology, experienced leadership, robust quality control procedures and the knowledge and resources of the broader Beca group. This has enabled Beca to target required project outcomes and fulfil the clients' timeframes and budget requirements. All work is backed by a comprehensive company quality system, comprising a quality manual, approved procedures, work instructions and guidelines that meet with the AS/NZ ISO 9001 Quality System Standard.



Our Clients

Beca Valuations aims to provide a comprehensive service, and has considerable experience with large-scale portfolio valuations for government, public and private sector clients. We have undertaken valuations for organisations across the Asia Pacific region and across many different asset types, including land, buildings, infrastructure, plant and machinery. Our valuations have been used for purposes ranging from financial reporting, insurance, tax, market and due diligence.

Beca Valuations clients have included the NZ Defence Force, NZ Police, Ministry of Justice, breweries throughout New Zealand and Australia, New Zealand's KiwiRail portfolio and some of Australasia's largest manufacturing plants, for example The New Zealand Refining Company, Nuplex, SCA Hygiene, Amcor and Bluescope New Zealand Steel.

As well as benefiting from their many years of experience, clients of Beca Valuations benefit from the specialist knowledge and range of experience available within the greater Beca group of companies. Our clients also appreciate the consistency in valuation approach and outcomes which come from having one point of contact for the valuation of both property and plant valuations.

Sectors

No matter which sector your business is in, Beca Valuations can help. We have experience in a range of sectors including:

- Food & Beverage
- Oil & Gas
- Pulp & Paper
- Electricity generation and distribution
- Historical buildings
- Local government
- Government agencies and Crown entities
- Airports
- Commercial offices
- Education
- Manufacturing



Green Solutions

Increasingly, environmental concerns are becoming a key factor in the valuation decision-making process by both building owners and tenants, and the demand for this type of space is likely to grow.

Beca Valuations is well placed to address the challenges of valuing environmentally sustainable buildings, and can assist clients in realising the value of environmentally sustainable design.

Beca Valuations typically values commercial properties using the Capitalised Income approach. Using this method, Beca valuers attempt to replicate the decision-making process that a potential investor undertakes when carrying out the due diligence process. The accuracy of the estimate is further enhanced by taking into account the Green Star rating of those properties which have been developed with long term sustainability in mind.

For owners, the benefits of environmentally sound buildings may include:

- Higher rental growth - increased tenant demand and energy efficiency
- Lower outgoings – reduced energy/ water/sewage costs
- Lower vacancy rates
- Expected lower capitalisation rates - lower risk exposure and higher building values.

With the industry standard looking to head towards a preference for green buildings, the question may become not what premium a green building achieves, but what discount below the market is applied to a non-green Building.

Confidence

It goes without saying that accurate and up to date financial reporting of company asset values is critical, particularly in changing economic times. Also affected by the economic state is real estate, which many of Beca's clients include as part of their assets.

Beca Valuations can assist clients to meet their financial reporting obligations and provide their investors and other stakeholders with reliable and up to date valuation information.





Due Diligence

Beca has extensive experience in undertaking valuations for both purchasers and vendors, and offers a comprehensive due diligence service that covers the many facets of business operation. Our service includes valuation of the business's fixed assets to get a clear representation of the asset value, which forms part of the overall purchase amount. The due diligence process enables opening book values to be easily set up and provides insurance values at the same time, delivering time and cost benefits.

INSURANCE

Insurance

The valuation of fixed assets is essential for insurance purposes. Used for calculating appropriate insurance premiums, it also provides reinstatement estimates in the event of a loss.

Beca offers impartial valuation services specifically for insurance requirements. Our approach uses a mix of site inspections and desktop updates to suit client requirements and budgets. For clients with repetitive assets spread across a number of sites, we are able to use a modelling approach which eliminates the need to visit all sites, and enables time and cost savings in fees and disbursements.

The Beca team has the capability to provide both building and plant valuation assessments, giving clients one point of contact. This helps achieve consistency in methodology, approach and asset designation, and reduces the possibility of double counting assets.



Case Studies

The following are instances where Beca has helped clients achieve their valuation requirements.

Lion Nathan

Lion Nathan (Lion) is a leading manufacturer of beer, wines and ready-to-drink (RTD) products. Famous brands include Speights, Steinlager, Lion Red and Mac's in New Zealand, and Tooheys, Hahn, Castlemaine XXXX, Boags and James Squire in Australia.

With assets located across New Zealand and Australia, Lion required a company that could seamlessly value all buildings, plant and equipment. With experience across a wide range of valuation services and in both countries, Beca's 'one stop shop' was a good fit for Lion's requirements.

Beca's commissions for Lion have included insurance, market values and due diligence. Having the ability to provide property and plant valuers on site at one time results in less interruption to production staff, and our Australasia-wide experience gives Beca valuable knowledge of local construction rates and asset prices.

Ballance Agri Nutrients

Beca won the tendered valuations bid for Ballance Agri-Nutrients Ltd (BAN), which owns and operates several fertiliser manufacturing plants in New Zealand. The purpose of the valuation was to provide BAN with estimates of fixed asset replacement costs for insurance purposes, and estimates of indemnity values as a basis for determining the NZ Fire Service Levy.

Beca's experience in valuing a number of sites across a large geographic area provided the right skills and flexibility for completing the work.

As part of the exercise BAN asked Beca to carry out an assessment of remaining useful life to update their accounting depreciation rates. The scope of the valuations covered Ballance's buildings, improvements, plant and equipment, much of it purpose-designed.

In delivering the valuation, Beca applied the 80/20 Rule, which says that 80% of the value lies in 20% of the assets. By focusing the valuation effort on these key assets, Beca was able to provide the client with a cost-effective solution to their valuation brief. The client was pleased with Beca's prompt responses, quick turnaround and the benefits of easily accessible, in-house knowledge.



Fulton Hogan

In 2007, Fulton Hogan requested that Beca provide a proposal for the valuation of their portfolio. Timeliness of delivery and consistency regarding figures and individual report formats was of utmost importance.

Beca was successful in its proposal, and undertook valuations of Fulton Hogan's property portfolio for financial reporting purposes. The brief was to value a range of property types, including vacant land, commercial offices, depots, quarries, gravel pits, and asphalt plants.

The properties were located around the country from Auckland to Invercargill, and involved thorough inspections while vigilantly adhering to each site's specific health and safety requirements.

The valuations of the properties were completed under the requirements of the New Zealand Equivalent to International Accounting Standards (NZIAS16) and included a fair value of land and buildings.

Market conditions were assessed for each location, and valuation techniques such as using comparable sales or depreciated replacement costs were used. The most challenging technique was determining

a cost to bring quarried land up to a saleable condition, which varied between sites, their zoning and differing local authority regulations.

Despite a tight timeframe, Beca delivered the reports ahead of schedule, enabling Fulton Hogan to confidently use the figures in their financial reporting.

Government

In 2006, a large government department publicly tendered a contract for financial reporting and insurance valuations with strict guidelines on deliverables, timing and confidentiality. With a tight time schedule anticipated in the first year of valuation, the client was looking for a supplier that could offer good coverage throughout the country.

The Beca Valuations team leveraged its knowledge of locations and value levels which had been gathered during other commissions and were recorded in its customised database. The locations of the majority of properties were already known to Beca, which enabled the team to have market data already available at the time of visiting the properties.

Westpac

Beca undertakes valuation work on Westpac's Australian and New Zealand assets, including valuation of equipment at many locations including branches, office blocks and call centres spread across Australia and New Zealand. The valuation of buildings encompasses various styles and construction types ranging from small single level branches through to central Sydney corporate offices.



Australia

Melbourne
Brisbane
Sydney
Wollongong

Chile

Santiago

China

Beijing
Shanghai

Indonesia

Jakarta

Myanmar

Yangon

New Zealand

Auckland
Christchurch
Dunedin
Hamilton
New Plymouth
Tauranga
Wellington

Singapore



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