



Landscape Tanks Pty Ltd (Administrators Appointed)
ACN 133 572 111
and
Landscape Tanks No. 2 Pty Ltd (Administrators Appointed)
ACN 608 386 536
(Landscape Tanks or the Companies)

Expressions of Interest (EOI)
14 July 2021



Opportunity to purchase business with unique intellectual property assets

Business overview

Landscape Tanks Pty Ltd (Administrators Appointed) and Landscape Tanks No. 2 Pty Ltd (Administrators Appointed) (**Landscape Tanks or the Companies**) is the owner of unique intellectual property assets and manufacturing systems for high quality concrete OSD (On-Site Detention) water tanks that double as retaining walls, amongst other things.

Established in 2008, Landscape Tanks manufactures its concrete tanks on a rented site in Wodonga, Victoria and delivers to the entire East Coast of Australia.

The Companies' intellectual property rights include the following:

- Three patents including:
 - Granted patent for interconnecting seals: this is the liquid reservoir connection system used by the tanks that allows multiple tanks to be used in conjunction with one another as one water management system. A photo of the seals is enclosed in Annexure A;
 - Pending patent for On Site Detention System: this is the liquid reservoir mechanism which allows water to enter the tank freely but ensures slow release of the water, as is a requirement in many developments; and
 - Pending patent for mini tanks: this is a system of smaller connected tanks which can be used to form a structure such as a shed;
- Trademarks, brand and business names;
- Website, domain names, social media accounts (Facebook, Twitter, YouTube, etc); and
- Any other intellectual property.

The patents are simple and unique in the way they solve water management issues while doubling to serve as retaining walls, On-Site Detention mechanisms, garden beds, boundary fences or a host of other purposes. This makes them an ideal solution for the water management issues unique to Australia.

The Companies also own the Plant and Equipment required for operations including the following:

- Unique moulds used to pour the tanks. A photo of the moulds is enclosed in Annexure A;
- Patented seals used to connect multiple tanks as one water management system;
- Forklift used in the production process;
- Tools; and
- Other equipment.

The Companies also have stock of approximately 30 tanks at sites in Wodonga, Sydney and Melbourne. The tanks have a retail value of approximately \$2-3K each.

The Companies have existing relationships with local suppliers and have a current pipeline of work of which the value is uncertain, which we understand is approximately \$800K worth of work. In that regard we will endeavour to provide further details regarding the pipeline of work during the sale process.

The Companies generated revenue of C. \$640K in FY20 and C. \$410K in FY21.

Both entities in the Group are subject to Voluntary Administration, with Joseph Hayes and Andrew McCabe of Wexted Advisors appointed as Voluntary Administrators. In the past Landscape Tanks Pty Ltd was used as the trading company, while Landscape Tanks No. 2 Pty Ltd was intended to hold the intellectual property.



Product overview

Landscape Tanks are made from high grade concrete and are built to last a lifetime. They may be coupled together to create large integrated water storage systems.

They are easy to install with no footings required and may be finished to suit any décor. They can be installed anywhere within a property to suit the owners needs, including front fences or retaining walls. Additionally, they can be converted into water features, outdoor kitchens, external fireplaces, planter tops, seating and a number of other uses.

The tanks are manufactured in pre-cast raw concrete which can be painted, rendered or tiled by the customer to suit their setting.

Technical specifications

The tanks are manufactured in the following 4 size options:

- Mini unit: external dimensions of L 1400mm, W 700mm, H 500mm, weight of 500Kgs and capacity of 285L;
- Standard unit: external dimensions of L 2,800mm, W 1,100mm, H 1,055mm, weight of 2,495Kg and capacity of 1,750L;
- Medium unit: external dimensions of L 2,800mm, W 1,100mm, H 1,325mm, weight of 3,235Kg and capacity of 2,250L; and
- Large unit: external dimensions of L 2,800, W1,1000, H 1,655mm, weight of 3,945Kg and capacity of 3,150L.

The tanks are made from concrete to 50 Mpa reinforced (megapascals – compression strength). They are manufactured to Australian Standard 3600-2001 which has an implied lifespan of 60+ years but can last more than twice this.

Traditional footings are not required, however a level base of 50mm of crushed rock is recommended on a firm base of 50Kpa and above.

Landscape Tanks have developed a flexible PVC “O” ring moulding (patent pending), which is cast into the concrete during manufacture. This moulding allows tanks to be placed into position, adjacent to each other, where a PVC pipe is simply pushed between the tanks to complete a watertight seal, equalising water in all the tanks. External plumbing fittings have the same moulding to accommodate down pipes.

Plumbing requirements are the same as for traditional tanks.

The tanks are generally installed using either crane trucks, all terrain forklifts or excavators.

On-Site Detention

Increasingly councils are requiring that landowners install On-Site Detention (OSD) that connects to a stormwater asset when they are proposing to develop a property.

Landscape Tanks were designed using the Upper Parramatta River Catchment Authority Handbook of 2005 as a model and comply with its design requirements.

The tanks cheaply and effectively fulfil council OSD requirements while fitting aesthetically into the environment and may serve multiple purposes at the same time (i.e. retaining wall or fence).

Location, infrastructure and community

The Companies manufacture the tanks on a site in Wodonga, Victoria and delivers its tanks to the entire East Coast of Australia. In the past this has been done with depots and showrooms in Sydney and Melbourne.



Sale Process

Joseph Hayes and Andrew McCabe were appointed as Joint and Several Voluntary Administrators of the Companies on 6 July 2021. The business is currently in hibernation.

The Administrators are seeking proposals for the acquisition of the business and assets of the Companies, as well as for specific assets.

Expressions of Interest are required to be submitted by close of business, 23 July 2021.

Process milestones and indicative timeline

The sale process for the business and assets of the Companies commenced on Wednesday, 14 July 2021 via an Expression of Interest (EOI) campaign with an objective to complete by Friday 23 July 2021.

The indicative timeline of the sale campaign is below:

Milestone	Timing
Sale Process Commences	Wednesday, 14 July 2021
EOI Submission Deadline	Monday, 23 July 2021
Due Diligence / Negotiation Period	Monday, 26 July 2021 - Friday, 30 July 2021
Final Offers Due	Friday, 30 July 2021

We note that this timeline is indicative only and is subject to change. We will take into consideration feedback from interested parties throughout the sale process.

Next steps

Subject to receipt of the signed Confidentiality Agreement to amalouf@wexted.com you will be provided access to the Administrators' data room to complete your due diligence.

If you would like to participate in the sale process or have any queries, please contact the Administrators staff detailed below:

Should you have any queries specific to the Administration generally please contact Angus Malouf at amalouf@wexted.com or +61 2 9210 1708.

Reliance on information

This document provides a guide only and does not purport to contain all the information that the recipient may require to evaluate whether or not to participate in any sale and does not constitute professional or legal advice.

None of the Administrators (or their employees), the sale advisor, the Companies or any other person or entity makes or gives any representation, warranty or guarantee, whether express or implied, that the information contained in this document or otherwise supplied to them any time by or on behalf of the Administrators, their sale advisors or the Companies, in relation to the potential sale of the business and assets of the Companies described in this document is complete, reliable, adequate, reasonable or accurate or that it has been or will be audited or independently verified, or that reasonable care has been taken in compiling preparing or furnishing the information.

Any opinions expressed in this document are based on the knowledge and approach of the persons forming the opinion at that date that opinion was formed and may have ceased or may in the future cease to be appropriate in light of subsequent knowledge or attitudes.

To the fullest extent permitted by the law, the Administrators, their sale advisors and the Companies:

- i. Do not accept responsibility for any interpretation that the recipient or any other person may place on the information or for any opinion or conclusion that the recipient or any other person may form as a result of the information;
- ii. Do not accept any liability, whether direct or indirect or consequential, for any loss, damage, cost, express, outgoings, interest, loss of profits or loss of any kind suffered or incurred by any person (whether foreseeable or not) as a result of or by reason of or in connection with the provision to or use of the information by their recipients, or of the recipients acting on or relying on any information, whether the losses arise in connection with any negligence, default or lack of care on the part of the Administrators or the Companies; and
- iii. All enquiries should be directed to the Administrators and the sale advisors on the contact details provided. Under no circumstances should you approach any director, officer, employee, sub-contractor, landlord, creditor, shareholder or relative of any shareholder of the Companies to discuss the transaction or any similar or related matter without the prior written consent of the Administrators.



Appendix A



One of the unique tank moulds used to cast the tanks



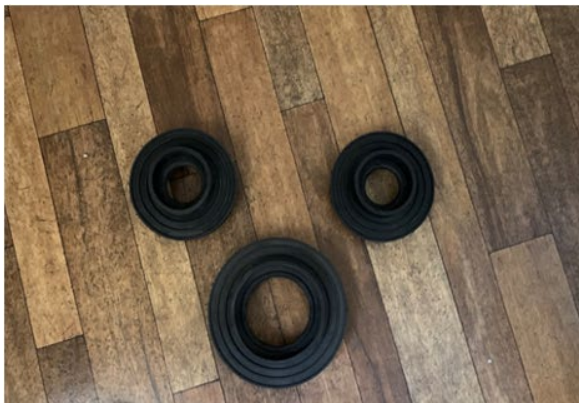
One of the unique tank moulds used to cast the tanks



Some finished raw concrete tanks



Some finished raw concrete tanks stacked next to tank lids



Three of the unique patented seals used in the tanks



One of the finished raw concrete tank



A finished raw concrete tank

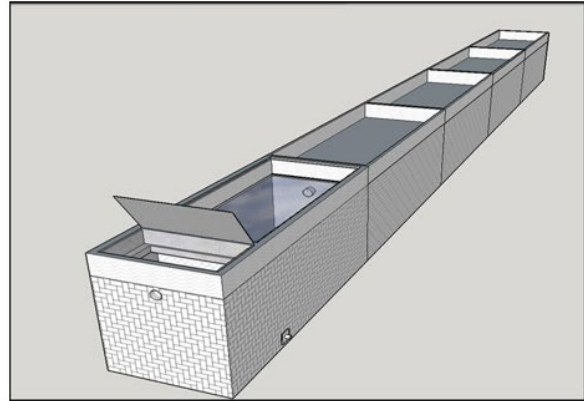


Diagram of connected tanks



Rendered tanks used as a retaining wall and garden bed



Tanks used as a water feature and garden bed



Tanks used as a boundary and garden bed



Rendered tanks used as a retaining wall and garden bed