



# Information Memorandum

Mainscarf Pty Ltd trading as  
Hansen Constructions NQ

Presented by

**svpartners**  
specialist accountants & advisors

 **Slattery**  
Auctions & Valuations

## Company Details

**Company Name:** Mainscarf Pty Ltd  
**Trading Name:** Hansen Constructions NQ  
**ABN:** 85 101 924 092  
**Address:** 735 Ingham Road, Mount St John QLD 4818  
**Contact:** Slattery Auctions – James Rouse

**svpartners**  
specialist accountants & advisors

Under instruction from Mr Michael Brennan and Mr David Stimpson of SV Partners as Joint and Several Administrators of Mainscarf Pty Ltd t/ as Hansen Constructions NQ

 **Slattery**  
Auctions & Valuations

James Rouse  
General Manager  
Brisbane, Queensland  
M: 0484 555 665  
E: [jrouse@slatteryauctions.com.au](mailto:jrouse@slatteryauctions.com.au)



# Expressions of Interest Requirements

Offers are to be provided by 5PM (AEST) 1 March 2024

Interested parties are required to sign a confidentiality deed and provide a fully refundable deposit of \$25,000\* in order to be provided access to the data room.

The Data Room will contain the following information:

- Asset Register
- Employee Qualifications
- Lease Information
- Historical Financial Information
- Leased Asset Agreements
- ISO Certificates

*\*The deposit will be refundable upon closure of the EOI.*



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GROSS 23.00t



# Introduction

The Administrators of Mainscarf Pty Ltd Trading as Hansen Constructions NQ (HCNQ), Michael Brennan and David Michael Stimpson of SV Partners (Administrators), have determined it is in the best interests of stakeholders to sell the Company's business as a going concern.

This Memorandum has been prepared to assist parties who have a genuine interest in purchasing the Company's business as a going concern.

The demand for earthmoving and civil services in North Queensland is on the rise, driven by rapid urbanisation and infrastructure development. With a large catalogue of plant and equipment available along with professional and capable staff available to complete new projects, this business provides an opportunity for an avid investor looking to enter the growing market in Townsville.

With the Townsville City Council reporting more than \$413 million of building applications approved for the 2022/2033 Financial Year and upcoming projects such as CopperString 2032, it is expected there will be a continuing demand for earthmoving and civil landscaping services.

For further information on Townsville's Growth Plan, please click this [link](#).







## History

# Company History

HCNQ, proudly located in Townsville, North Queensland, has been operating since 2003. The service stream incorporates civil, infrastructure and landscaping construction projects for government and privately funded projects.

The long-running history of the business provides it with extensive capability and a solid foundation to achieve high-performing business operations.

The business accredits its continued success in part to the establishment of effective working relationships with a number of subcontractors and suppliers.

HCNQ owns and operates a large fleet of heavy construction and landscaping plant and equipment. Plant and equipment have been maintained at high performance levels by HCNQ's in-house mechanical workshop. HCNQ successfully deliver continuity of works by combining innovative machinery equipped with state-of-the-art 3D GPS systems and leading edge, environmentally conscious excavation techniques.

Integrating three service streams (civil, infrastructure and landscaping), HCNQ is a high-functioning company with a strong focus on governance, safety, performance and continuous improvement.

The company's investment in systems, training and innovation strengthens its capability, solidifies and increases its collective expertise and allows the business to proactively service the ever-changing sectors i.e. Government, Defence, Energy, Utilities, Construction, Infrastructure, Mining and Real Estate.

# Business Services

- ▶ Bulk earthworks
- ▶ Landscaping services
- ▶ Temporary and permanent irrigation
- ▶ Street and park furniture
- ▶ Outdoor lighting
- ▶ Outdoor structures
- ▶ Signage
- ▶ Playground equipment
- ▶ Synthetic ground covers
- ▶ Road and bridge construction
- ▶ Subdivision and infrastructure
- ▶ Stormwater drainage
- ▶ Water and sewerage reticulation
- ▶ Erosion and sediment control
- ▶ Conduits (electrical/communications/NBN)
- ▶ Reinforced concrete structures
- ▶ Hiring and maintenance of heavy machinery, plant and equipment



## ISO CERTIFICATIONS

- ▶ Occupational Health & Safety Management System
- ▶ Environmental Management System
- ▶ Quality Management System





# The Workforce

HCNQ currently has 40 employees of which 25% are First Nations People. The various employment roles are shown below.

Role	Part-Time	Full-Time	Casual
Administration	2	1	-
Workshop	-	3	-
Construction/Labour	-	23	11
<b>Total</b>	<b>2</b>	<b>27</b>	<b>11</b>

A full list of qualifications held by staff will be available in the data room for Interested Parties.





# Past Projects



ELLIOT SPRINGS



ELLIOT SPRINGS



ELLIOT SPRINGS



ELLIOT SPRINGS



# Past Projects





# Past Projects



FAIRFIELD CENTRAL



FAIRFIELD CENTRAL



FAIRFIELD CENTRAL



FAIRFIELD WATERS





# Past Projects



HAVEN



FAIRWAYS ESTATE



FAIRWAYS ESTATE



FAIRWAYS ESTATE



FAIRWAYS ESTATE



# Past Projects



HAMPTON GROVE



FAIRWAYS ESTATE



TAFE PIMLICO

## Recent Projects include:

- Elliot Springs Subdivisions - Bruce Highway, Julago
- Elliot Spings Trunk Sewer Infrastructure - Bruce Highway, Julago
- Fairfield Central Stage 4/Lakeside Drive Rounabout Upgrade - Fairfield Central, Idalia
- Fairfield Waters Estate (Various Stages) - Fairfield Waters, Idalia
- Fairways Estate (Stages 1 to 7) - Townsville Golf Course, Rosslea
- Hampton Grove (Stages 1 and 2) - Mount Louisa
- Haven (Stage 2) - West End, Townsville
- Hillside Gardens - Mount Louisa
- Mount Margaret Estate (Stages 2, 3, 4 and 6) - Alice River, Townsville
- North Shore Development - Burdell
- Ross River Estate (Stages 3, 4 and 5) - Kelso
- TAFE Pimlico Early Works - Pimlico

# Financial Overview

Profit and Loss	2021 (\$)	2022 (\$)	2023 (\$)	December 2023 (\$)
Sales - Total	20,321,159	22,165,365	26,229,153	10,525,298
Direct Costs	12,698,669	12,194,846	14,308,392	4,698,313
<b>Gross Profit</b>	<b>7,622,490</b>	<b>9,970,519</b>	<b>11,920,761</b>	<b>5,826,985</b>

Our investigations into the Company's financial history have identified wage and material costs to be significantly higher than industry standards for the above period.

If these expenses were reduced to industry benchmarks, the Company's profits for the above period would have been substantial.

**A normalised trading statement is included in the Data Room.**





# Key Investment Highlights



## Regional Demand and Infrastructure Projects

High demand for earthmoving services in Northern Queensland due to upcoming projects



## Modern Equipment and Technology

HCNQ uses a modern fleet of earthmoving plant and machinery, as well as trucks and light vehicles with GPS technology.



## Diverse Service Portfolio

A civil, infrastructure and landscaping service stream provides a one-stop shop solution. Clients deal with one sub-contractor as opposed to multiple, which benefits the delivery of the project with better communication, better productivity, and better value for money.



## Unique Indigenous Cultural Background

HCNQ has been verified by independent organisation Supply Nation.



## Safety and Compliance

Since 2003, HCNQ has been committed to ensuring the health and safety of personnel, and ensuring that the operations and the products and services provided do not have an adverse impact on the health and safety of associated organisations, their personnel, and members of the public, and adversely impact the environment.



## Strategic Location

Based in Northern Queensland, HCNQ is strategically located to capitalise on the region's robust construction and mining activities. The area's continuous development, driven by government infrastructure projects and resource extraction, provides a solid foundation for growth.

# The Offer



The Administrators are seeking Expressions of Interest for offers to Purchase the entire business as a going concern on an “as-is, where-is” basis, which includes the following:

- Approximately 200 items of plant and equipment, plus furniture, consumables and workshop items.
- Refinance of existing finance agreements for plant and equipment.
- Standing workforce of approximately 40 employees.

Please complete the **attached** form and lodge with our office by **5:00pm, 1 March 2024**.

Prospective purchasers are required to submit, in good faith, an Expression of Interest. Such offers will not constitute an offer binding the party.



# Confidentiality and Access to Data Room



## Confidentiality and Access to Data Room

This Memorandum has been furnished to all parties who have expressed an interest in the business. A Data Room with further information regarding the Company is also available to interested parties.

In order to obtain access to the Data Room, interested parties must:

- sign a Confidentiality Agreement; and
- provide a fully refundable \$25,000 deposit to our solicitor's trust account.

Access to the Data Room will be provided to interested parties after the execution of and subject to the terms of the Confidentiality Agreement entered into by the Recipient in favour of the company and the Administrators. By accepting the Data Room, the Recipient confirms it accepts the Data Room on the terms set out in the Confidentiality Agreement.

The Data Room is not to be reproduced, transmitted or made available to any other party, other than the Recipient, its officers, employees, agents or advisers, without the prior consent of the Administrators.

## Further Information

If you have any queries or require further information or wish to attend the premises, please contact our office on the details below.

Under no circumstances may the Recipient contact directly the Management or staff of the company, or any customers, suppliers, landlords or other persons connected with the company, without authority from the Administrators.

Direct all enquiries to the below.

**Slattery Asset Advisory Auctions & Valuations – James Rouse**

**Phone:** 0484 555 665

**Email:** [jrouse@slatteryauctions.com.au](mailto:jrouse@slatteryauctions.com.au)



## **EXPRESSIONS OF INTEREST FORM**

The Administrators

Mainscarf Pty Ltd Trading as Hansen Constructions NQ (Administrators Appointed)

C/- Slattery Asset Advisory Auctions & Valuations

**Email Address:** [jrouse@slatteryauctions.com.au](mailto:jrouse@slatteryauctions.com.au)

### **PURCHASER DETAILS**

.....  
(Company/Individual Name)

.....  
(A.C.N. & A.B.N.)

.....  
(Postal Address)

.....  
(Email Address)

.....  
(Contact Name)

.....  
(Phone Number)

We express interest in the purchase of the business of Mainscarf Pty Ltd Trading as Hansen Constructions NQ as outlined in the Information Memorandum.

I / We acknowledge that this expression of interest is subject to the approval of the Administrators to enter into a contract for sale of the Business of Mainscarf Pty Ltd Trading as Hansen Constructions NQ.

**Contact Points**

Contact Person: .....

Telephone: .....

Facsimile: .....

Postal Address: .....

Email: .....

Agent/Solicitor’s Name .....

Address / Contact .....

**Proposed Price** \$.....

**Deposit Amount and Terms** \$.....

**Proposed date and terms of settlement after execution of contract .....**

Special Conditions (if any)

.....  
Signature

.....  
Name

# Thank You

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specialist accountants & advisors

 **Slattery**  
Auctions & Valuations