



Business for good



# Sustainable De-Fit & Re-Fit Solutions

## Capability Statement





OUR PURPOSE

**Creating a  
world without  
waste** - including  
human potential.

By mobilising dormant goods to reduce the need for new, finite resources, enabling the transition to a net-zero circular economy and creating employment opportunities for neurodiverse Australians in the process.

# About Us

Circonomy is a certified and award-winning social enterprise that has evolved into an integrated product, service, and software company that enables corporate partners across multiple industries adopt circular solutions at scale, whilst simultaneously reshaping Australians attitudes & purchasing decisions to drive demand for more sustainable products.

We provide tailored solutions for a diverse range of clients needs, through end-to-end circular solutions that deliver positive social, environmental and financial outcomes. Our services include sustainable de-fit & re-fit solutions, product refurbishment & repair, circular asset management and sustainability consulting. Our Recommerce operations enable us to rehome dormant goods to a wide range of customers, providing transparent outcomes and positive impact in the process. Our exclusive software platform gives clients full visibility of assets and their journey to their next use, with our teams on the ground completing the cataloguing process.



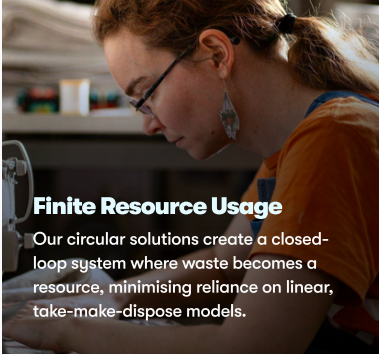
**Our approach leverages the collective passion & unique experience of our team to deliver best-practice social, environmental & financial outcomes across every project.**

# Problems we're solving



## Climate Action

We're significantly reducing impact at scale by diverting tonnes of waste from landfills through our innovative circular services.



## Finite Resource Usage

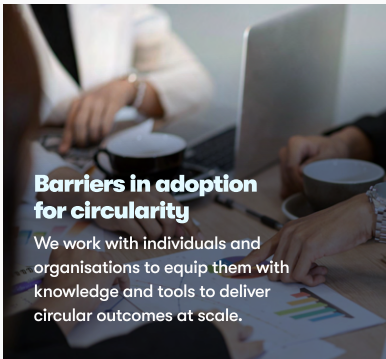
Our circular solutions create a closed-loop system where waste becomes a resource, minimising reliance on linear, take-make-dispose models.

In just the last 12 months, we've spared a colossal

# 683 tonnes

of office furniture & fittings from the fate of landfills, rescuing over

# 53,000 items



## Barriers in adoption for circularity

We work with individuals and organisations to equip them with knowledge and tools to deliver circular outcomes at scale.



## Trust & Transparency

We offer end-to-end solutions, transparent reporting, and circular asset management through our exclusive software platform.



## Cost of doing business

We develop cost-effective solutions for businesses to keep products at their highest value and stimulate economic growth.

# Sustainable De-Fit & Re-fit

**Developing circular solutions for product and material redistribution in large-scale property refurbishments**

We're solving challenges in dormant assets in the property sector through our specialised commercial de-fit and re-fit service.

Our services enable you to conserve valuable resources from your de-fit, repurpose them for a sustainable re-fit, or find them a new home in another space.

Utilising our exclusive integrated software platform, we provide transparent tracking of asset management for projects along with insights into their impact.



- Free consultation & proposal development
- Asset register, QR coding & transparent tracking of goods & materials
- Comprehensive rehoming strategy to maximise product reuse
- Refurbishment & repair of items for client reuse
- End-to-end sustainable project management
- Facilitated donation to community organisations
- Social & environmental reporting and analytics, including avoided carbon
- Full asset scope, including furniture, fixtures, fittings, IT equipment & soft demo
- Personalised re-fit design & deliver services

# Our Process

1

**Determining project objectives & conduct a site visit,** to enable a bespoke proposal.

2

**Development of a comprehensive asset log,** using our exclusive software platform that tracks products and materials into their next life.

3

**Rehoming of unwanted items,** ahead of the major de-fit program to extend their use & reduce de-fit costs.

4

**Disassembly & removal of loose items,** including furniture, fixtures, fittings & conducting refurbishment ahead of their next use.

5

**Completing soft demolition & make-good,** in order to provide an end-to-end sustainable de-fit solution.

6

**Deliver transparent impact reporting,** through our exclusive software platform that includes avoided carbon analysis and circular outcomes.

# Case Studies



55 Collins St Melbourne, VIC

Circonomy partnered with Mirvac to provide sustainable de-fit solutions across 12 floors, including furniture, flooring, ceiling tiles and other fixtures, resulting in 100% of items and materials from landfill along with a complete inventory of products and materials in our platform and environmental reporting.



**161kg**  
pieces of loose  
furniture moved



**51,270kg**  
furniture and  
materials recycled



**11,340**  
items rehomed  
for reuse



**180**  
tonnes of carbon  
avoided



**792**  
commercial blinds cleaned,  
removed, & repackaged



**7,920**  
approx. ceiling tiles  
removed for reuse



**98.6%**  
materials diverted  
from landfill



**1.8%**  
of materials  
recycled

# Case Studies



255 Pitt Street Sydney, NSW

ISPT engaged Circonomy for refurbishment works at 255 Pitt St across multiple floors. Using our integrated software and a five-stage approach, the aim was to reduce the impact of commercial waste through reuse, refurbishment and repair of existing furniture and other items to prolong their lifespan.



**2,769**  
pieces of furniture removed  
and diverted from landfill



**2**  
commercial  
kitchens donated



**43**  
tonnes of carpet  
tiles reused

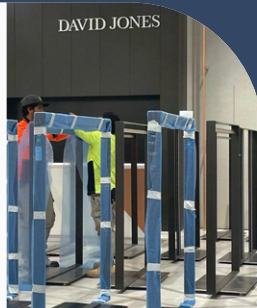


**34%**  
of items 'pre-homed' prior  
to de-fit commencement

## DAVID JONES

Eastland, VIC

Circonomy was engaged to complete the de-fit & make-good as part of the Eastland store closure. Our process involved the development of a full asset register to inform a rehoming strategy, disassembly of store fixtures, segregation for store reuse and rehoming to small and medium business.



**37.67%**  
of fixtures and  
fittings rehomed



**56.30%**  
of material and  
equipment recycled



**95.5%**  
materials diverted  
from landfill



**11,548**  
pieces of furniture  
moved



# From De-Fit to Re-fit

## Delivering Outcomes By Rehoming Furniture



Circonomy provided us with the balance of high-quality office furnishings for our teams, environmentally conscious solutions for our planet and reasonable prices. The Circonomy team additionally provided all of the delivery and build support for the new furniture, allowing the TOMRA team to ease straight back into a new environment and keep working toward ending plastic pollution.



**Brent Murray**

Strategic Account Manager  
TOMRA Collection, Australia



Circonomy has become our 'first stop' for transforming our learning environment. They provided reconditioned furniture for our office foyer, library, and canteen, all at a fraction of the cost of new items. The quality is fantastic, and Trent's passion and ability to meet our every need has convinced us to choose this sustainable and affordable option now and in the future.



**Doreen Montgomery**

Principal  
Apollo Parkways Primary, Australia



Relying on government funding to operate our schools to re-engage youth, the opportunity to access quality sustainable and affordable products that are both new and refurbished is incredibly appreciated as it means we can support more students in our programs. The furniture has enhanced our learning environments and students love coming to school.



**Toni Banfield**

Executive Principal  
Busy Schools, Australia

Thank you to our  
**Partners &  
Customers**



GRAY PUKSAND



Business for good

# Why Circonomy?



## Action with Purpose

From our humble beginnings to our nationwide reach, we are driven by a relentless pursuit of a sustainable future.

Our initiatives are meticulously designed to create tangible, measurable impact in communities across Australia.



## Smart Solutions, Tangible Results

We leverage data and expertise to craft effective solutions for sustainable de-fits.

Our approach goes beyond reports; it translates into real-world benefits for the environment and our partners.



## Seamless Integration, Powerful Outcomes

Circonomy offers a comprehensive solution – a seamless combination of products, software, and services.

This integrated approach ensures every project runs smoothly, delivering powerful outcome for your de-fit needs.



## Registered Social Enterprise

Our national presence connects businesses and communities across the nation.

We foster strong partnerships, dedicated to a sustainable future. We don't just talk sustainability; we make it happen alongside our clients.



## Data Driven, Tech Enabled

As an award winning certified social enterprise, giving back is at the heart of everything we do.

We are committed to creating a positive impact through community engagement, partnerships, and philanthropic efforts.



## Comprehensive Project Management

We serve as the centralised point of contact for your project.

We coordinate communications amongst all stakeholders to ensure a unified and collaborative approach.

# Leadership Team



**Yas Grigaliunas**  
Founder and  
Chief Evangelist



**Ryan Swenson**  
Chief Executive  
Officer (CEO)



**Tina Timonen**  
GM Recommerce and  
Circular Asset Management



**Gunjan Allen**  
Head of Marketing,  
Digital and CX



**Meg Dennis**  
Sustainability  
Impact & Solutions



**Trent Marshall**  
Head of Growth -  
Circular Solutions



**Samantha Surfield**  
Sustainable  
De-fit & Re-fit



**Yvonne Tang-Hauk**  
Recommerce Manager,  
Everychannel QLD

# Your De-Fit Impact



## Recommerce

Joining our retail outlets as part of our "Surprise Chain"



## Community

Giving back through donations to vulnerable communities and charities



## Reuse

Getting ready to make its way back to you for your upcoming re-fit project



OUR FOUNDER

# Yas Grigaliunas

Yas is a visionary entrepreneur and circular economy pioneer, renowned for her love and dedication to impact-driven leadership. As the Founder and Chief Evangelist of Circomony, Yas's journey from establishing the World's Biggest Garage Sale to leading Circomony, an integrated product, service, and software company, showcases her relentless pursuit of reshaping organisational and individual attitudes and actions through circular economy solutions.

Circomony began in 2013 with Yas Grigaliunas looking to raise money for a cause. With over 55,000 Charities and NFPs in Australia, the idea began as a way to solve donor fatigue. Yas asked herself – “how do I raise money without asking people for money?”

Ten years later, Circomony is now of Australia's most innovative and successful social enterprises, with a passionate team across Australia creating positive impact at scale.





# Connect with us

☎ 1300 121 297

✉ [info@circonomy.com.au](mailto:info@circonomy.com.au)



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