

# Funding Agriculture's Future

# 2014



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Australian  
Farm Institute

## Tuesday, 3 June 2014

9.00 – 10.30 am

### Farm funding overview

The future success of the Australian farm sector depends on the financial performance of the sector, and the sector's ability to attract finance or investment funding for increasing productivity. This session will review the financial performance of farm businesses and the farm sector and provide a clear understanding of the current industry situation.

**Karen Schneider**, Executive Director, ABARES

**Graeme McConnell**, Consultant Director, Planfarm

**David Sackett**, Managing Director, Growth Farms Australia

10.30 – 11.00 am

Morning tea

11.00 am – 12.30 pm

### International farm funding models

Australian farm businesses are predominantly owner-operated with debt financing. Internationally, a much greater range of different models are employed, which entail both debt and equity funding, as well as a range of different variations of these. This session will involve presentations from international experts detailing the financing models that operate in overseas locations, and which may have some application to Australian farming.

**Marcelo Fernandes Guimarães**, Deputy Director, Department of Agricultural Economics, Ministry of Agriculture, Livestock and Food Supply of Brazil

**Michael Whitehead**, Director of Global Agribusiness Research, ANZ Banking Group

**Ben Russell**, Chief Executive Officer, Rabobank New Zealand

12.30 – 1.30 pm

Lunch

1.30 – 3.00 pm

### Funding agribusiness

The Australian agribusiness sector has been under considerable pressure over the past decade, with the millennium drought and international competition squeezing margins. This pressure has led to a rationalisation of agribusiness, with an increase in overseas investment, and consolidation of major operations in different sub-sectors. This session will examine some of the macro trends driving change, and consider potential future responses by businesses.

**Angus Taylor MP**, Member for Hume

**Stuart Hooper**, Managing Director, Transaction Services, PricewaterhouseCoopers (PwC)

**Ben Crow**, Director, PPB Advisory

3.00 – 3.30 pm

Afternoon tea

3.30 – 5.00 pm

### Australian agribusiness case studies

Australia has a diverse range of agricultural sub-sectors with a range of different funding models. This session will provide industry examples of current and future funding models for different sub-sectors of Australian agriculture.

**Michael Blakeney**, Investment Director, Blue Sky Water Partners

**Barry Irvin AM**, Executive Chairman, Bega Cheese

**Alick Osborne**, Chief Executive Officer, Tully Sugar

# FUNDING AGRICULTURE'S FUTURE 2014

## Tuesday, 3 June 2014 – Dinner

6.00 – 7.00 pm

Drinks

7.00 pm

**Dinner speaker: Greg Noonan**, Head of Agribusiness & Health  
– Business Markets, National Australia Bank

### **A perspective from the United States**

The United States (US) has one of the largest farming sectors in the world, and the US farm sector has distinctly different funding models to those employed in Australia. The dinner speaker will provide a detailed presentation on financing models and trends in US agriculture.

## Wednesday, 4 June 2014

9.00 – 10.30 am

### **Investor perceptions of Australian agriculture**

The attraction of an investor to a sector not only depends on financial performance but also on issues like government policy and potential risks. This session will include presenters with first-hand knowledge of the needs and requirements of potential investors in Australian farming and agriculture.

**David Williams**, Managing Director, Kidder Williams Limited

**Dr Sacha Vidler**, Chief Economist, Industry Super Australia (ISA)

**Frank Delahunty**, Director, F & L Delahunty Pty Ltd

10.30 – 11.00 am

Morning tea

11.00 am – 12.30 pm

### **The role of risk management in funding arrangements**

There are a range of different risk management tools available to participants in agricultural supply chains, and many of these either operate in conjunction with different funding mechanisms, or can reduce the need for additional finance. This session will consider what risk management options are available, and the potential for these to play a role in financing agriculture.

**Adam Tomlinson**, Senior Research Officer, Australian Farm Institute

**Matt Clarke**, Senior Risk Manager, FCStone

**Andrew Trotter**, Chief Executive Officer, Latevo International

12.30 – 1.30 pm

Lunch

1.30 – 3.00 pm

### **A long-term asset perspective**

Participants in the agricultural sector generally make investment decisions over a 10 to 15 year time horizon, necessitating what is referred to as 'patient capital'. This session will involve discussion about the strategies and experiences of long-term investors in Australian agriculture.

**John Baker**, Chief Executive Officer, First Agriculture Holdings Pte Ltd

**Professor Ross Kingwell**, Chief Economist, AEGIC, and the University of Western Australia

**Mike Logan**, Chief Executive Officer, Dairy Connect

3.00 – 3.30 pm

Afternoon tea

3.30 – 4.30 pm

### **Closing panel**

An expert panel will review the main lessons emerging from preceding conference sessions, and answer the critical question: 'What will it take to ensure Australian agriculture's future is adequately funded?'

4.30 pm

Conference close