


ALTERNATIVE INVESTMENT FORUM

AGRIBUSINESS INVESTMENT OPPORTUNITIES



Food related investment is emerging as a highly attractive asset class in the background of our falling dollar and increasing foreign investment. Join us for a panel discussion involving some of the country's most successful agribusiness owners and highlighting opportunities for private wealth holders to invest in the sector.

Will food security investment be our next mining boom?

"I want Australian agriculture and processing manufacturing to be able to feed a billion people by 2050"
Jeff Kennett, ABC Lateline interview July 22, 2015

Thursday, 22 October 2015
4:00 – 7:00 pm

The Florence Room, The Italian Village
The Rocks, Sydney

tel: +61 2 9262 4933 | fax: +61 2 9262 1619
email: n.handel@chapmaneastway.com.au

About the session:

Record low interest rates are forcing investors to consider alternative asset classes in the search for yield. With the end of the mining boom and China in slow-down, Australian investors are now experiencing volatility in financial markets that is reminiscent of the global financial crisis. Add to this the back-drop of a property boom purportedly at its peak and a low dollar making it more expensive to diversify offshore. In the face of this, what other options are then available to investors wishing to diversify?

“Will food security investment be our next mining boom?”

Our expert panel will consider the macroeconomic conditions in debate of this proposition and include topics such as foreign investment drivers and the China-Australia Free Trade Agreement. They will showcase first hand examples of direct investment opportunities into the agribusiness sector, for both passive and active participants and will feature:

- Matthew Cranston Multi award winning journalist and specialist agribusiness writer at The Australian Financial Review, as our panel moderator
- Bill Macartney CEO of Cahoots Australia, as our MC
- George King and Yi-Nan Wang The Whitney Pastoral Company, Central Tablelands NSW, on Angus Cattle farming and joint venturing to increase scale and access Chinese markets
- Mark Palfreyman Moree / Goondiwindi region NSW, on performing due diligence and identifying value add opportunities in farming assets, as well as roles for investors as lessors of farming land
- Ben Barlow Ulonga Station NSW, on sheep farming and investment in water assets, as well as debt / equity structuring and financial returns in farming
- Robert Eassie Roundhay, Mungindi NSW, on cropping and emerging high value crops such as chick peas with access to large markets including India
- Edward Hickson Burdekin Valley QLD / Goondiwindi NSW, on diversifying risk through mixed farming, joint ventures in the food supply chain and branding.

Please note: This is an information session only and does not constitute financial advice, nor will it be promoting any investment products.

Our expert panel of speakers:

Matthew Cranston – Moderator



Matthew writes on Business specialising in Real Estate, Agriculture and Private Equity at The Australian Financial Review. Matthew is a multi award winning journalist with an interest in China.

Sean Cortis – Event Host



Sean is CEO of Chapman Eastway, a family and business advisory firm which was founded in 1897. Throughout the firm's 118 year history, we have maintained a reputation as trusted advisors to the agribusiness sector and have participated in some of the most significant agribusiness transactions in Australia's history. We have also advised some of the most successful family owned farming enterprises, often across multiple generations. We are acutely aware of the need for capital investment in the agribusiness sector and proudly host this event to promote awareness of the opportunity for Australia to secure its place in feeding itself and the rest of the world.

Bill Macartney – MC



Bill is the CEO and Founder of Cahoots Australia which has now completed more than 400 Family Record and Family Business Record interviews. He is an entrepreneur, journalist and experienced event MC. Earlier in his career, Bill also worked with Paul Hogan, was Publicity Director of World Series Cricket, ran Hoyts Edgley Productions (films) and was an award winning freelance writer.

Our expert panel of speakers:

Yi-Nan Wang & George King - The Whitney Pastoral Company, Central Tablelands NSW.

Yi-Nan Wang – Panelist



Yi-Nan has a wide ranging experience in agricultural production, international trade, corporate advisory, private equity and real estate development across China and Australia. His extensive business experiences includes both from an external adviser (PwC) and an internal director (family office) perspective. He is currently on the board of an 189 year old Australian pastoral company and an Australian livestock export company, as well as an active real estate development and agricultural conglomerate in China. He arrived in Australia when aged 12, was educated in an agricultural high school and then qualified as an Actuary after tertiary education. He has been involved in businesses in both Australia and China and is well equipped to ensure smooth and effective partnership between Australian and Chinese entities.

George King - Panelist



George is a 7th generation Australian. Following school he moved to the Kimberley region of WA where he worked on a million acre cattle station, living in a stock camp with Aboriginal stockmen for 3 years. From the Kimberley George moved to Geelong to attend Marcus Oldham Agricultural College obtaining a certificate in Agribusiness Administration. From there he worked at Woodpark Merino Stud for one year before commencing management of Coombing Park in late 1996.

Mark Palfreyman – Panelist



Mark Palfreyman is based in the Moree / Goondiwindi region, at the heart of broadacre industrial agriculture in Australia, where he owns an irrigation and dryland farming enterprise. He has experience in agricultural production systems in numerous regions of Australia, as well as across North and Latin America. His involvement in Australian agriculture includes contracting work, operational positions, management and more recently as a landholder. Being involved in rural Australia for two decades, Mark has an extensive network across all aspects of agri-business. He has a passion for the Australian environment, and is focused on sustainable agricultural production systems. He also operates Capricorn North Environmental Consulting, and is currently contracted by the Cotton Research and Development Corporation to do research revolving around healthy river systems in irrigation regions. He is part of the Border Rivers Environmental Water Network.

Our expert panel of speakers:

Ben Barlow – Panelist



Ben is an experienced farmer and grazier with a background in finance and agribusiness. He is an experienced Board Member and currently serves on the Local Land Services Board for the Western Division of NSW. Over the years he has aggregated rural properties to extract maximum efficiency from their amalgamation but equally, he has been comfortable to divest if the timing is right. He is a practicing agribusiness participant who has a reputation of investing and divesting in land, water and livestock through the agribusiness cycles over 20 years. He has a strong network in the business and finance sector and that connection creates an information flow that supports his very strategic approach to investment in the sector.

Edward Hickson – Panelist



Edward grew up on a third generation sheep and wheat farm. He currently owns and operates a cotton and grain farm West of Goondiwindi, a sugar farm in the Burdekin Valley South of Townsville, and has established a joint venture producing branded pecans from a farm East of Goondiwindi. He is highly experienced in identifying and managing high return farming enterprises and understands the benefits of risk mitigation through mixed farming.

Robert Eassie – Panelist



Robert is a 4th generation farmer, based in Mungindi NSW, and specialises in cropping and emerging high value crops such as chick peas with access to large markets such as India. Robert has a degree in Civil Engineering and an advanced diploma in Agriculture. Robert has worked as a civil engineer for 7 years on various public infrastructure projects and has been working on the family farm for the last 8 years.

CHAPMAN EASTWAY

Session Agenda:

- 4:00 pm** **Welcome Address**
Bill Macartney, CEO of Cahoots Australia
- 4:05 pm** **Perspectives from an Experienced Journalist**
Matthew Cranston will provide an overview and perspectives from his many years as a specialist reporter in the agricultural sector
- 4:15 pm** **Investor Panel: Agribusiness Investment Forum**
Our panel of experts will provide their insights into the agribusiness sector in Australia and showcase practical examples of how investors can access/participate in this alternate asset class
- 5:15 pm** **Audience Q&A**
- 5:45 pm** **Closing Remarks**
Sean Cortis, CEO of Chapman Eastway
- 5:45 – 7:00 pm** **Canapés and Cocktails**
Join us for some canapés and cocktails, meet the speakers and mingle

Registration details:

Where: Florence Room, The Italian Village
7 Circular Quay West
The Rocks, Sydney

When: Thursday 22 October 2015

Time: Arrive 3:45 pm for a 4 pm start

Cost: **\$150 per person (incl GST)**
Complimentary for you and one guest

Send your registration to:

Mail: GPO Box 979
SYDNEY NSW 2001

Email: n.handel@chapmaneastway.com.au

Tel: (02) 9262 4933

Fax: (02) 9262 1619

Delegate 1

Name: _____

Email: _____

Phone: _____

Cost: \$ _____

Delegate 2

Name: _____

Email: _____

Phone: _____

Cost: \$ _____

CHAPMAN EASTWAY

Payment details:

Payment can be made via either direct deposit, cheque or credit card:

Please make your payment to: Chapman Eastway

Bank: National Australia Bank **Account Name:** Chapman Eastway

BSB: 082-057 **Account No.:** 94-480-8859

Please find enclosed a cheque for: \$

OR Debit my: American Express Visa Mastercard
Please Tick

Card No.

Expiry date:/..... Amount: \$

I hereby authorise Chapman Eastway to deduct the amount indicated above from my credit card and I understand that a merchant fee of 2.0% will be charged on the value of this transaction when paying by credit card.

Signature of cardholder: