



# Agribusiness Gippsland

# Growing together

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# Our Agribusiness Leaders

KPMG has the breadth and depth of skills and capability to support the Agribusiness sectors across Australia.



## National



**Paul McDonald**  
Partner, Audit & Assurance  
Australia Head, Agribusiness  
T : 03 9288 5795  
M : 0419 337 078  
pjmcDonald@kpmg.com.au



**Ben van Delden**  
Partner  
Head of AgTech  
T : 03 9288 5894  
M : 0424 150 463  
bvandelden@kpmg.com.au



**Robert Poole**  
Partner  
National Lead, Management  
Consulting  
T : 03 9288 6209  
M : 0408 057 073  
robertpoole@kpmg.com.au



**Sam McClure**  
Partner  
Deal Advisory  
T : 03 9838 4115  
M : 0402 461 199  
smcclure@kpmg.com.au



**Jono Gregory**  
Director  
IoT Food and Fibre  
T : 02 9335 7678  
M : 0400 629 125  
jgregory3@kpmg.com.au



**Amanda Goddard**  
Associate Director  
AgTech Specialist  
T : 07 3233 9749  
M : 0429 071 493  
agoddard2@kpmg.com.au

## Queensland



**Marcus Raward**  
Director  
Deal Advisory  
T : 07 3233 3223  
M : 0413 626 284  
mraward@kpmg.com.au



**Blake Miller**  
Associate Director  
Risk Consulting  
T : 07 3233 9343  
M : 0415 053 232  
blakemiller@kpmg.com.au

## ACT



**Tony Hof**  
Partner  
Management Consulting  
T : 02 6248 1220  
M : 0401 998 013  
thof@kpmg.com.au

## Western Australia Northern Territory



**Matt Beevers**  
Partner  
Audit & Assurance  
T : 08 9263 7228  
M : 0411 155 987  
mbeevers@kpmg.com.au



**Nigel Briggs**  
Partner  
KPMG Enterprise  
T : 03 6337 3711  
M : 0409 176 582  
nbriggs@kpmg.com.au

## Tasmania



**Eric Beere**  
Partner  
KPMG Enterprise  
T : 08 8236 3457  
M : 0424 136 920  
ebeere@kpmg.com.au

## South Australia





# Our Experience

## Agribusiness



## Food and Agribusiness



## Management Consulting – identify and solve the challenges that stand in the way of their growth and



## Risk Consulting – Risk management and Internal Audit



## Tax – Tax advisory, compliance, and transaction services



## R&D – Helping to identify and access government grants and incentives



## Enterprise – SME audit, tax and advisory services including farm succession, target operating models



## Food and Fibre Innovation – Insights, strategy, commercialisation, and more



# Partnerships and Alliances



# What are the key Issues affecting the Agribusiness Sector?



Market volatility



Climate volatility



A need to better manage risk at farm and corporate level



Increased corporate investment in agriculture



Changing consumer wants and needs for food assurance (provenance)



How to be successful in China and SE Asia



Global competition and disruptors means low margins in the chain – how to capture more value?



Automation at farm, factory and customer service levels



Cyber-security, digitalisation, AgTech and Internet of Things (IoT)



Mega-mergers and new service offerings

# Global competition and disruptors means low margins in the chain – how to capture more value?



**01** New management  
at Australian  
supermarkets



**02** Lower prices and  
private label in key  
categories



**03** Arrival of Aldi with  
lower-cost model



**04** Arrival of Amazon  
new future?



**05** Broader market –  
well informed  
participants and  
low margins



**06** Fight to gain  
margin



**07** Drive out costs,  
increase  
productivity, scale,  
yield, quality



**08** New products,  
packaging and  
brands –  
expensive

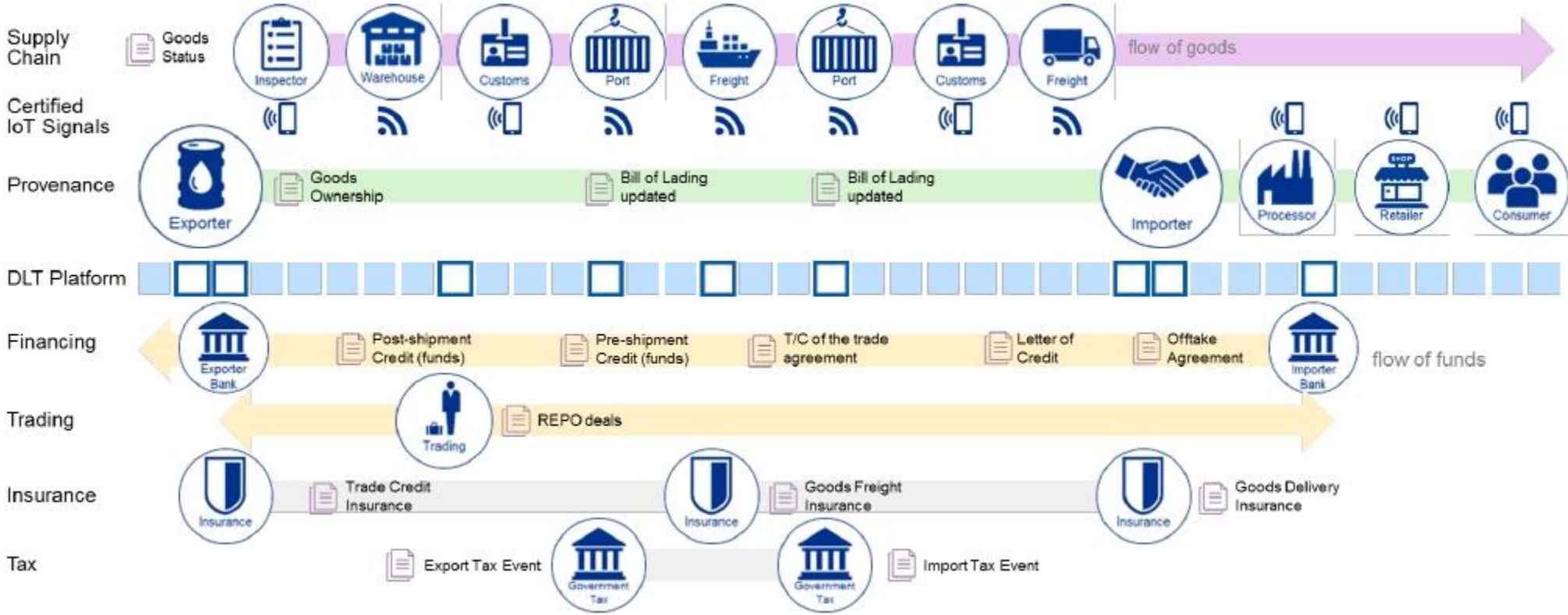


**09** Sell into new  
markets – capture  
brand Australia  
e.g. Yellow Tale



**10** Increase vertical  
integration,  
increase  
consumer-led  
approach, increase  
intensity e.g.  
Costa, Sundrop

With almost 90% of world trade relies on trade finance, there are great opportunities in applying new and emerging technologies to improve the current trade flow



# What is the role of Government? Departments working together.



Stamp duty

Broader tax policy

Superannuation structures



Immigration law

457 and backpacker

Owners and managers skills

Investor readiness



Roads, rail, ports

Airports

Water access

Communications



Industrial relations



FIRB

Planning

Community support



Soil

Agronomy

Climate



# Forums were needed for the “what if“ conversations

The agribusiness agenda became a catalyst for us to be able to enable these forums





# Field Notes App



# Brisbane West Wellcamp Airport – Trade & Logistics Hub

Australia's first privately built public airport

- Was a cattle paddock 10km west of Toowoomba
- Opened in November 2014



**Aviation  
infrastructure**

**Cathay Pacific  
Cargo**

**Cargo Terminal  
Services**

**Wellcamp Business  
Park**



# Direct trade path to Asia

- Wellcamp has opened up trade opportunities to exporters in the Toowoomba region
- International freight service to Hong Kong operated by Cathay Pacific – emerging as a regional hub for international air freight trade in chilled beef to Asian markets
- A key task of TSBE has been to make full use of the airport to develop trade opportunities for the region's businesses
- + 72 domestic passenger flights every week

## Wellcamp's first airfreight beef export shipment leaves Monday

by Jon Condon, 18 November 2015

## Wellcamp launches regular international airfreight service

by Beef Central, 11 October 2016







Robert Poole  
Partner, Agri-business Advisory  
+61 3 9288 6209  
+61 4 08 057 073  
[robertpoole@kpmg.com.au](mailto:robertpoole@kpmg.com.au)

[kpmg.com.au](http://kpmg.com.au)

[kpmg.com.au/app](http://kpmg.com.au/app)



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