

Disclaimer

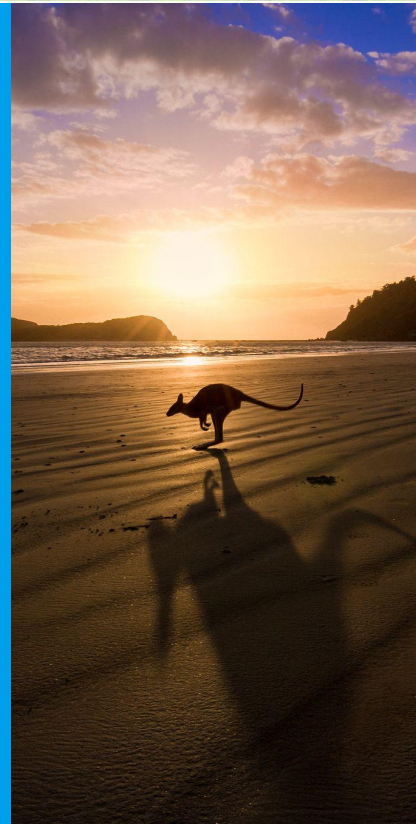


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Welcome

John McKillop

Executive Director, Agribusiness



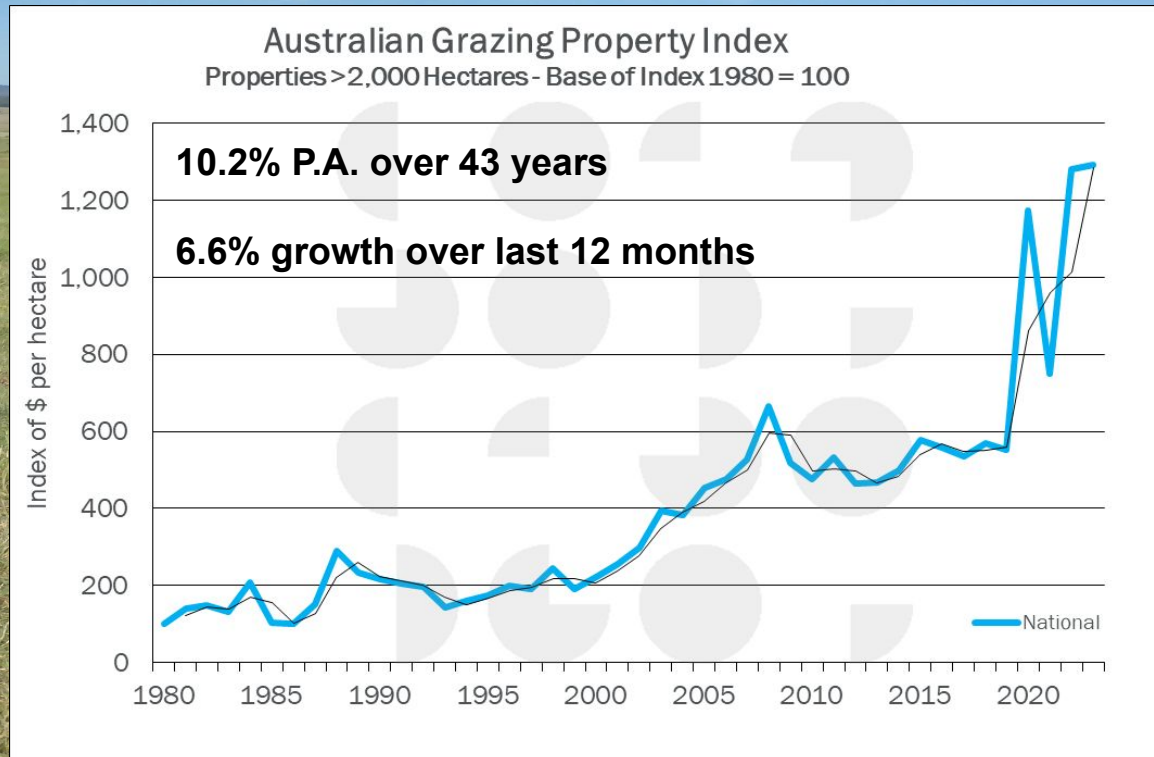
Welcome

Will McLay

Director - Regional Queensland



National Trends > 2,000ha



7/NOV/2022

National Trends - >250ha



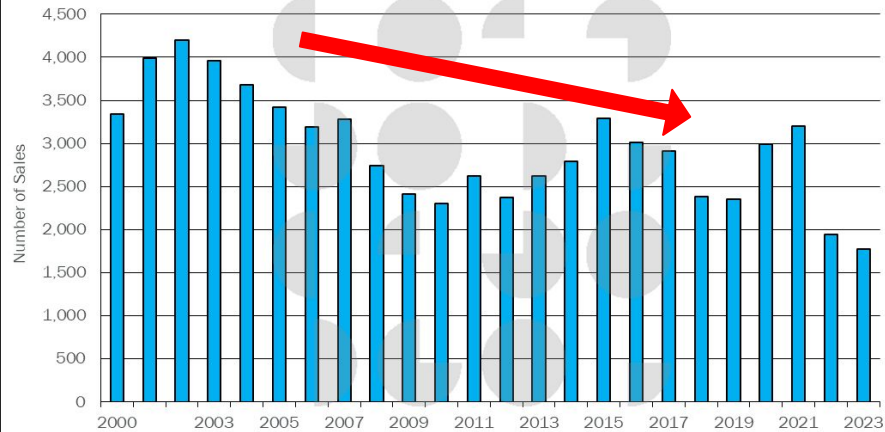
*Agribus*business
2024 Property Market Update

AGPI TRENDS		
Zone	23-Year Annual Growth	10-Year Annual Growth
Australia (Inc. Vic/Tas)	9.7%	12.7%
Australia (ex. Vic/Tas)	9.3%	11.6%
<u>By State:</u>		
NSW	9.8%	12.7%
NT	9.4%	9.7%
QLD	9.6%	10.0%
SA	10.6%	15.3%
WA	8.0%	12.4%
TAS	N/A	12.0%
VIC	13.0%	18.2%

NOV/2022

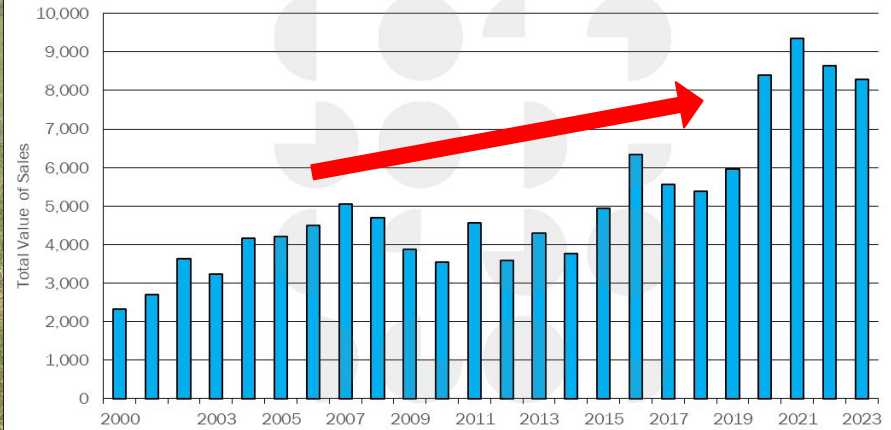
National Trends

National Broadacre Property - Number of Sales Properties ≥ 250 Hectares



Source: HTW Analysis of RPData

National Broadacre Property - Total Transactions (\$BN) Properties ≥ 250 Hectares



Source: HTW Analysis of RPData

9:19 17/NOV/2022

Northern Pastoral Markets



Agribusiness
2024 Property Market Update

2023 Larger Northern Australia Property Transactions

Property	Location	Sale Price	Date	Buyer	Compared to 2022 Value Levels
Rugby Run	Central Qld	\$45M	Jul-23	Private Family	At or above
Apis Creek	Central Qld	\$79M	Aug-23	Private Family	Well above
Coreen Aggn.	Central Qld	\$67M	Mar-23	Institutional	Similar
Mistletoe	North Qld	\$20M	Aug-23	Private Family	At or above
Allambie	Central Qld	\$24.6M	Jun-23	Private Family	Well above
Slogan	North Qld	\$30M	May-23	Private Family	At or above
Noella	Central West Qld	\$27M	Feb-23	Private Family	At or above
Bannockburn	Central West Qld	\$25M	Aug-23	Private Family	At or above
Luck Dip	Central Qld	\$24.5M	Aug-23	Private Family	Above
Langley	Central Qld	\$19.32M	Feb-23	Institutional	Similar
Wyesby	Central Qld	\$68.25M	Apr-23	Institutional	Well above
Brunchilly	Northern Territory	\$107M	Apr-23	Private Family	At or above
Stuart's Creek	Southern Qld	\$36.5M	Jun-23	Institutional	At or above
Aileron	Northern Territory	\$25M	Nov-23	Private Family	Similar
Yamba Station	Northern Territory	\$25M	Jun-23	Private Family	Above
Kimberly Portfolio	WA (Kimberly)	\$300M	Nov-23	Institutional	At or above



/2022

Kimberley, 2023

(Sale prices analysed bare are expressed as \$/AE improved)



Agribusiness
2024 Property Market Update

Yeeda Pastoral Co into
voluntary administration



Kimberley Cattle Portfolio

- 19,800 sqkm
- Moola Bulla
- Margaret River
- Yougawalla
- Bulka
- Beefwood Park and Shamrock
- 10,770 sqkm under sublease & agistment.
- \$320M WIWO UC
- Complex Sale

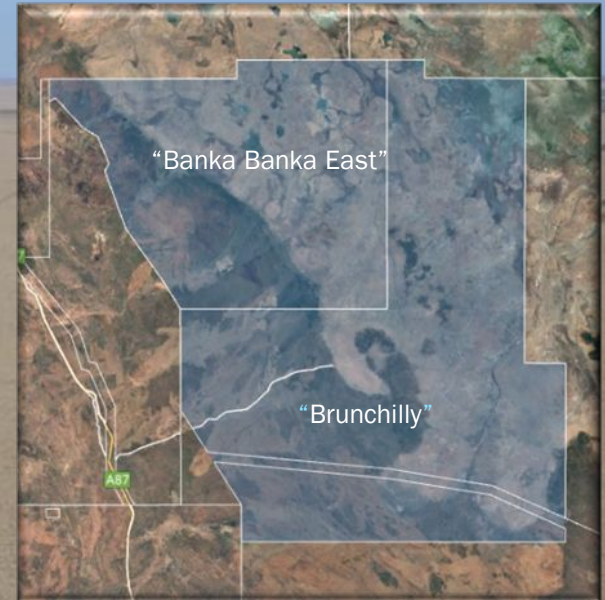
Key Northern NT Sales, 2023

(Sale prices analysed bare are expressed as \$/AE improved)



Agribusiness
2024 Property Market Update

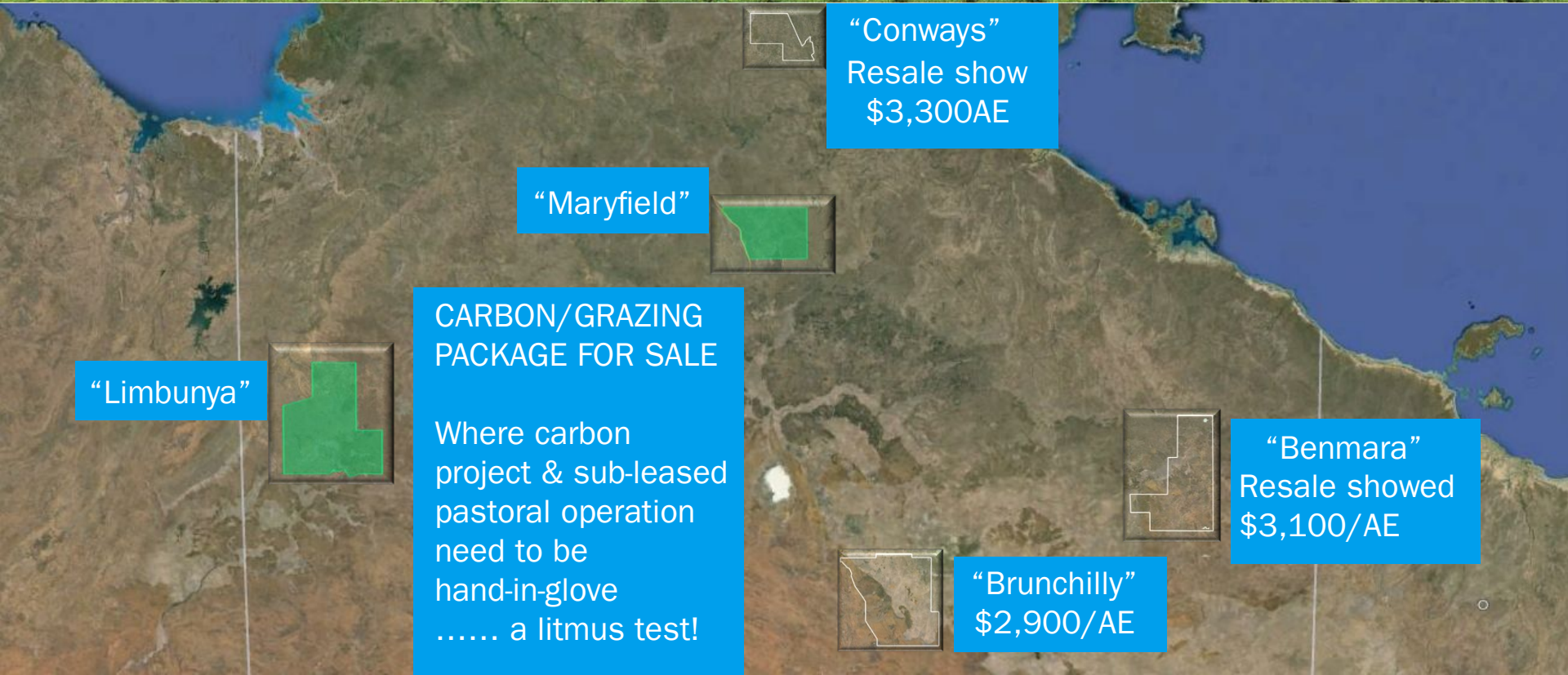
- Sold April 2023 for \$75M (bare) \$107M WIWO.
- Showed around **\$2,900/AE** or **40%** increase in the \$/AE compared to last sale on the Barkly Tablelands 3.5 yrs ago.
- But recent sales driven by potential for CARBON projects showed premium \$/AE's well above the \$2,900/AE paid for Brunchilly



Compared to sales motivated by CARBON



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2024 Property Market Update



“Conways”
Resale show
\$3,300AE

“Maryfield”

CARBON/GRAZING
PACKAGE FOR SALE

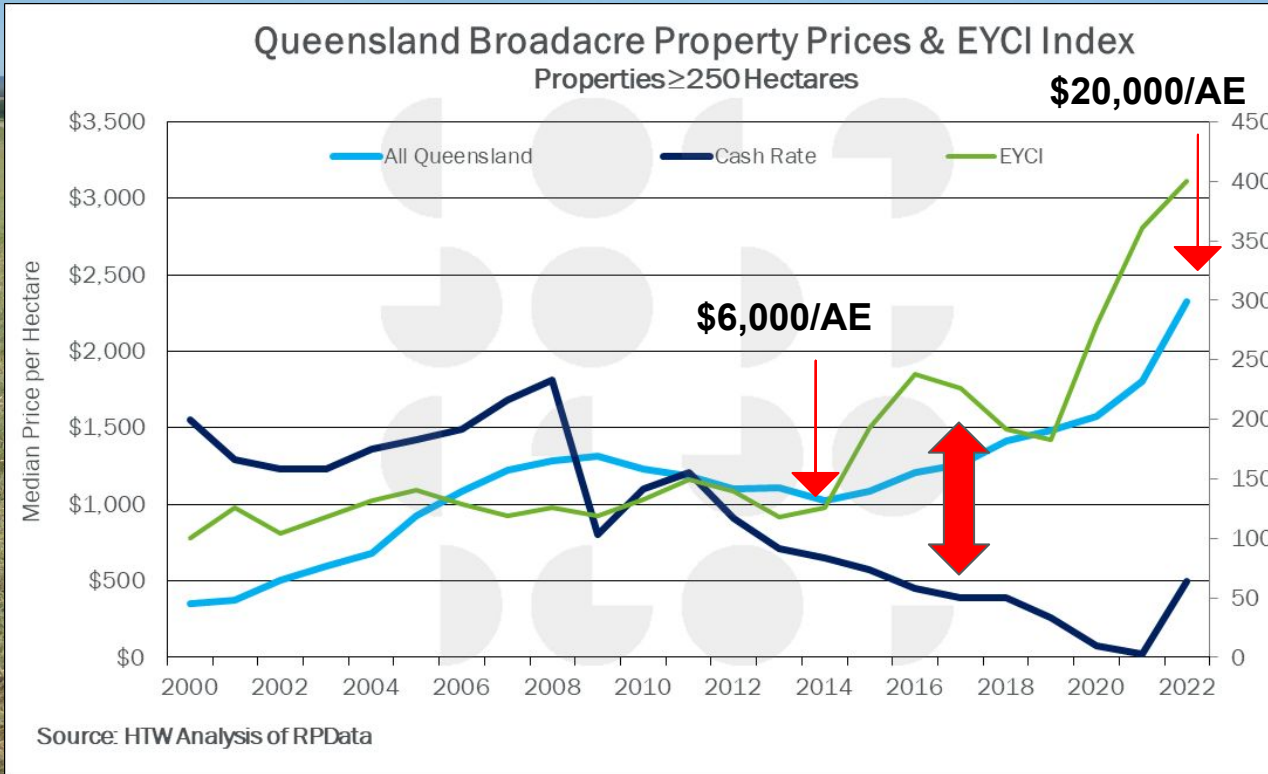
Where carbon
project & sub-leased
pastoral operation
need to be
hand-in-glove
..... a litmus test!

“Limbunya”

“Benmara”
Resale showed
\$3,100/AE

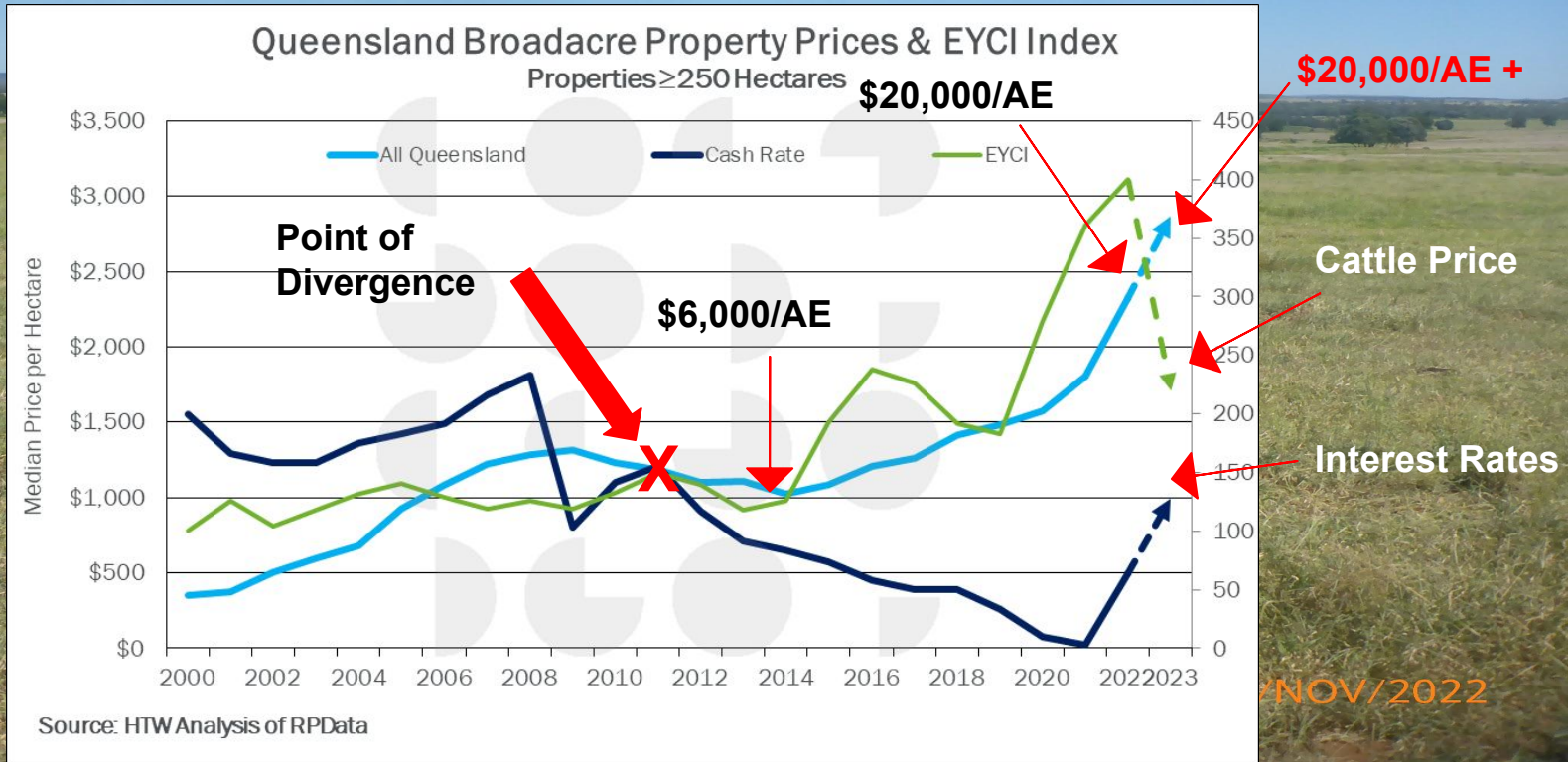
“Brunchilly”
\$2,900/AE

Queensland Pastoral Markets

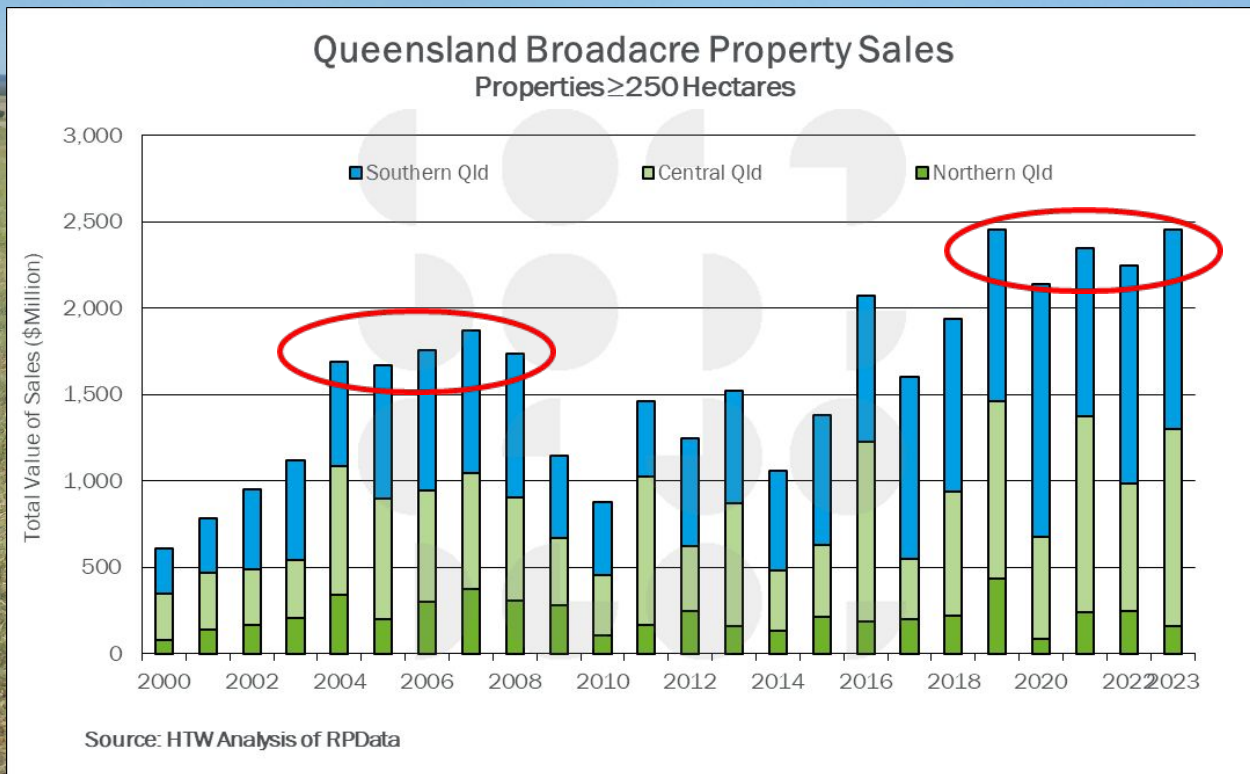


NOV/2022

Queensland Pastoral Markets



Queensland Pastoral Markets



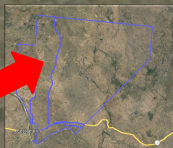
Queensland - Key Pastoral Sales



Agribusiness
2024 Property Market Update



“Mistletoe”
East of Georgetown
● Sold August 2023



“Paradise Downs”
East of Blackall
● Sold December 2023



“Roma Feedlot/Spelling Yards”
South of Roma
● Sold February 2023



Queensland Pastoral Markets



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2024 Property Market Update

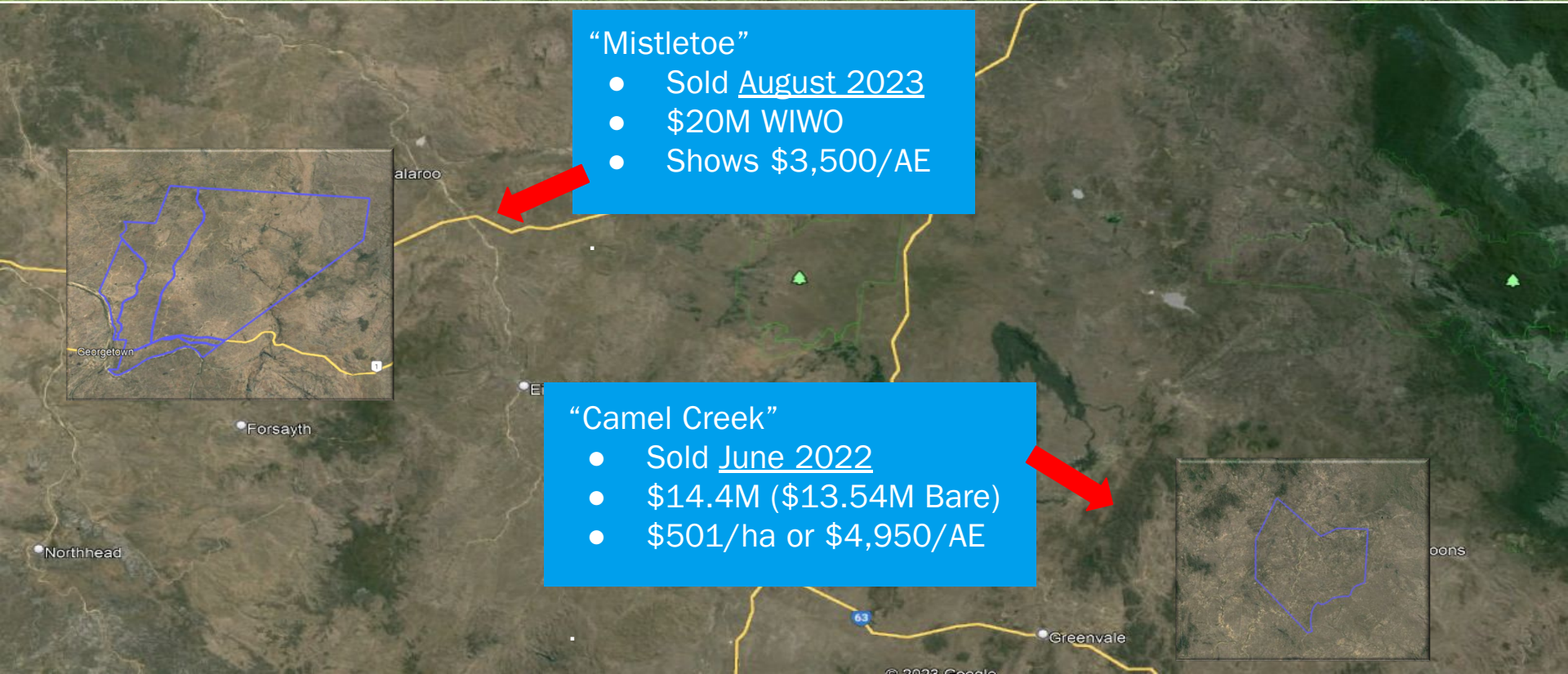
“Mistletoe”

- Sold August 2023
- \$20M WIWO
- Shows \$3,500/AE



“Camel Creek”

- Sold June 2022
- \$14.4M (\$13.54M Bare)
- \$501/ha or \$4,950/AE



Queensland Pastoral Markets



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2024 Property Market Update

“Paradise Downs”

- Sold December 2023
- Price Confidential
- Shows \$14,000/AE



“Byrgenna”

- Sold June 2022
- \$20.7M
- Shows \$12,000/AE



Queensland Pastoral Markets



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2024 Property Market Update

Recent Feedlots Sales:

- Wilga & Woodlands (NSW) July 2022 \$1,450/SCU
- Bellevue Feedlot (QLD) June 2022 \$1,037/SCU
- Maydan Feedlot (QLD) May 2017 \$1,000/SCU

“Roma Feedlot/Spelling Yards”

- Sold February 2024
- Price \$20M+
- Shows \$2,000/SCU
- and \$5,500/ha dryland cropping



Broadacre Cropping - Dryland



2023 Broadacre Cropping Sales

District	Indicative Range	Compared to 2022 Value Levels
North Star	\$8,500 - \$12,000	Firm
Goondiwindi	\$7,500 - \$8,000	Firm
Goondiwindi – Tallwood	\$5,000 - \$6,000	Firm
Condamine/Miles	\$7,000 - \$8,500	Steady/Firm
St George	\$3,500 - \$5,000	Steady
Inner Downs	\$14,000 - \$16,000	Firm
Roma	\$7,000 - \$7,500	Steady
Central Queensland	\$4,500 - \$5,500	Steady

Broadacre Cropping - Resales



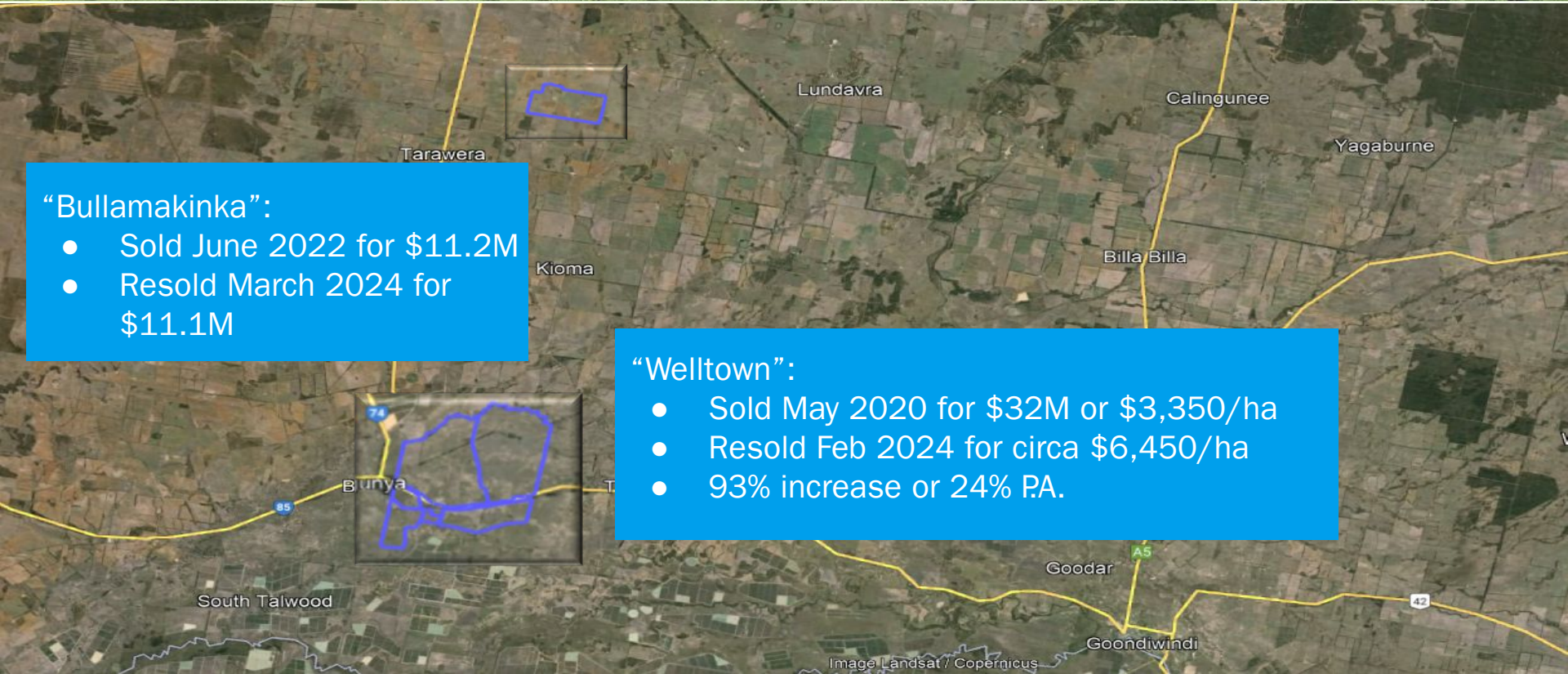
Agribusiness
2024 Property Market Update

“Bullamakinka”:

- Sold June 2022 for \$11.2M
- Resold March 2024 for \$11.1M

“Welltown”:

- Sold May 2020 for \$32M or \$3,350/ha
- Resold Feb 2024 for circa \$6,450/ha
- 93% increase or 24% PA.

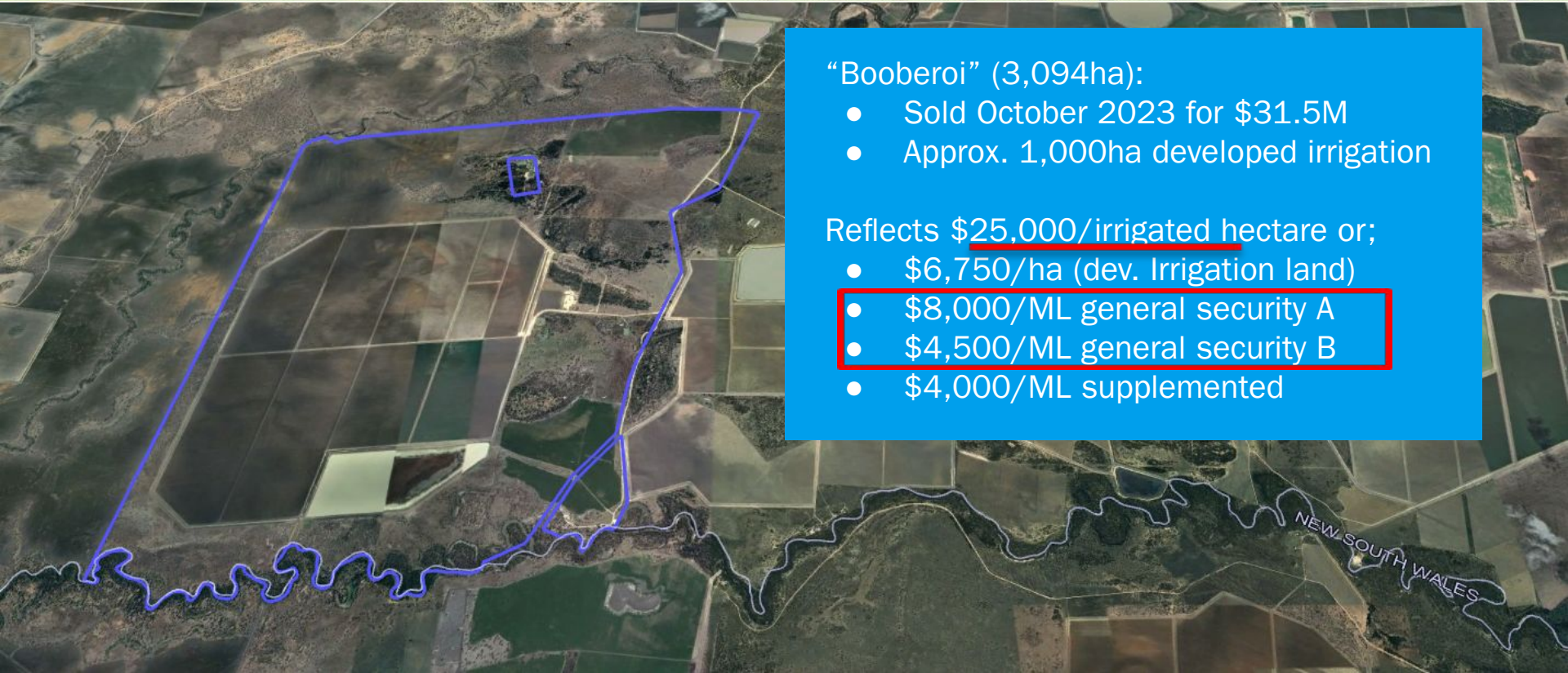


Water

Location	Rate (\$/ML)		% Change
	2022	2023	
Goondiwindi:			
Boarder Rivers - A	\$6,000	\$12,000	100%
Boarder Rivers - B	\$4,000	\$7,000	75%
Supplementary	\$2,000	\$4,500	125%
Condamine Balonne:			
Oakey Creek (Outer Downs)	\$12,000	\$15,000	25%
Condamine (Outer Downs)	\$8,000	\$10,000	25%
Cunningham (Inner Downs)	\$6,000	\$7,000	17%
GAB Ground Water:			
Eastern Downs - Marburg	\$12,000	\$15,000	25%
Walloon	\$8,000	\$10,000	25%
Northern Catchments:			
Upper Burnett (Mundubbera)	\$1,750	\$2,000	14%
Lower Burnett (Bundaberg)	\$3,000	\$3,500	17%
Nogoa Mackenzie (Emerald)	\$3,500	\$4,000	14%
Dawson (Theodore)	\$2,500	\$3,000	20%
Barron (Mareeba)	\$4,500	\$4,500	0%
Burdekin	\$950	\$950	0%

JUN/2023

Broadacre Cropping - Irrigation



“Booberoi” (3,094ha):

- Sold October 2023 for \$31.5M
- Approx. 1,000ha developed irrigation

Reflects \$25,000/irrigated hectare or;

- \$6,750/ha (dev. Irrigation land)
- \$8,000/ML general security A
- \$4,500/ML general security B
- \$4,000/ML supplemented

Broadacre Cropping - Irrigation



Property	Location	Price 2023	Per Irrigated HA (\$/ha)	Water (\$/ML)
<u>Boarder Rivers:</u>				
Booberoi (2023)	Toobeah	\$31.5M	\$25,000	\$8,000
Wyadrigah (2021)	Mungindi	\$55.7M	\$29,000	\$7,000
South Callandoon (2021)	Goondiwindi	\$95M	\$38,000	\$6,000
Parkdale (2021)	Boggabilla	\$42M	\$22,225	\$6,000
<u>Central Queensland:</u>				
COWAL AG (2022)	Emerald	\$120M	\$29,000	\$3,000
Kingower (2023)	Emerald	\$28.5M	\$22,000	Not Tradable

Change of Use



Agribusiness
2024 Property Market Update



Kimberley – Ord River Irrigation Area, 2023

Standard allocation
17ML/ha pa



ORIA

\$15.05M + remediation
costs showed
\$19,000 - \$20,000/ha
880ha of flood irrigation
inc. 17ML/ha

\$5.7M + remediation
costs showed
\$19,000/ha
flood irrigation inc.
17ML/ha



Carbon

- Western New South Wales
- Purchase price \$9.6m
- Sold October 2023
- NPV of carbon project \$1.6m (with 18% risk factor)
- Net value of property \$8m on a pastoral basis.
- Well informed purchaser with full intent on carbon investment as part of the purchase criteria.

Fords Bridge



North Bourke

Bourke

Toorale National Park

Gundabooka

B71

B87

Renewables Market



Agribusiness
2024 Property Market Update



- Sale of income stream in isolation
- 593ha developed solar farm
- 35 year lease (3 x 5 year options)
- Circa 7% discount rate
- Circa \$16,150/ha 'added value' of panels

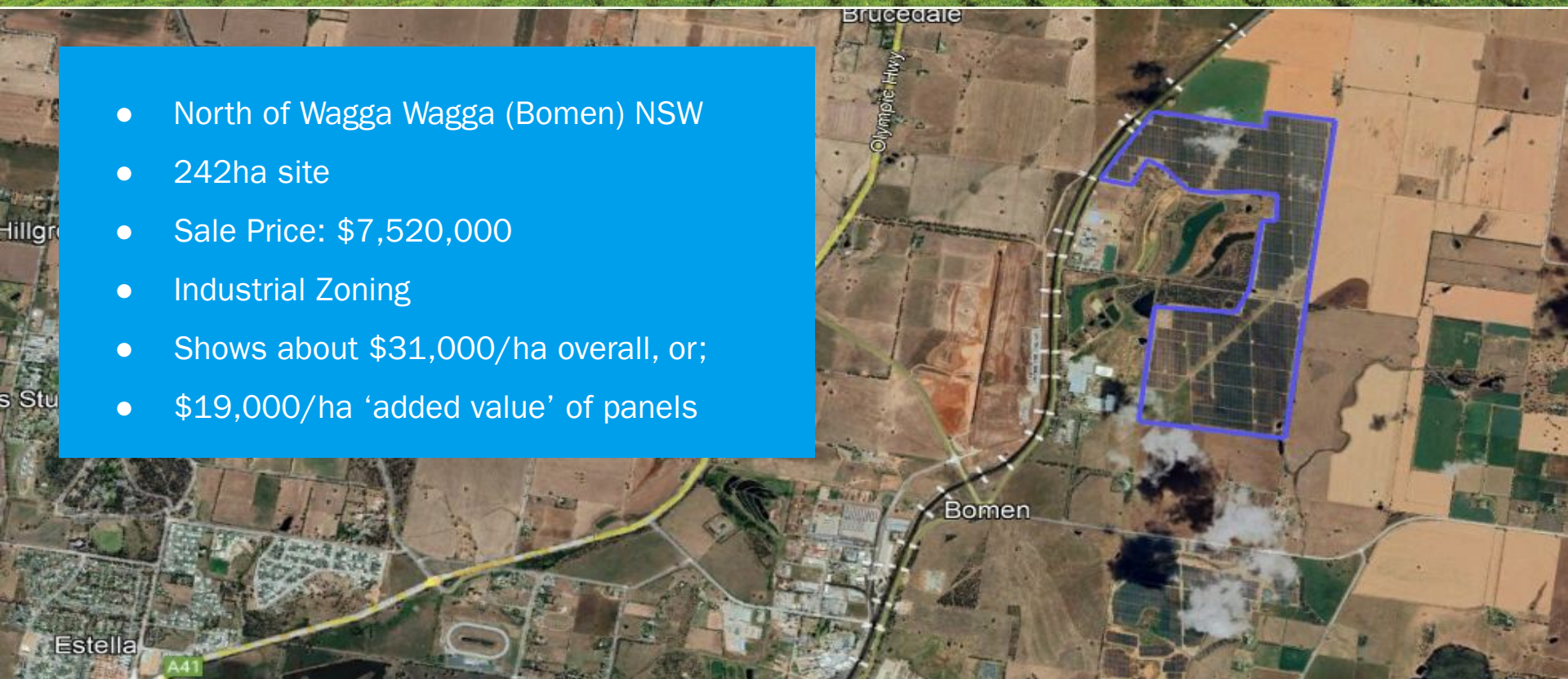


Renewables Market



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2024 Property Market Update

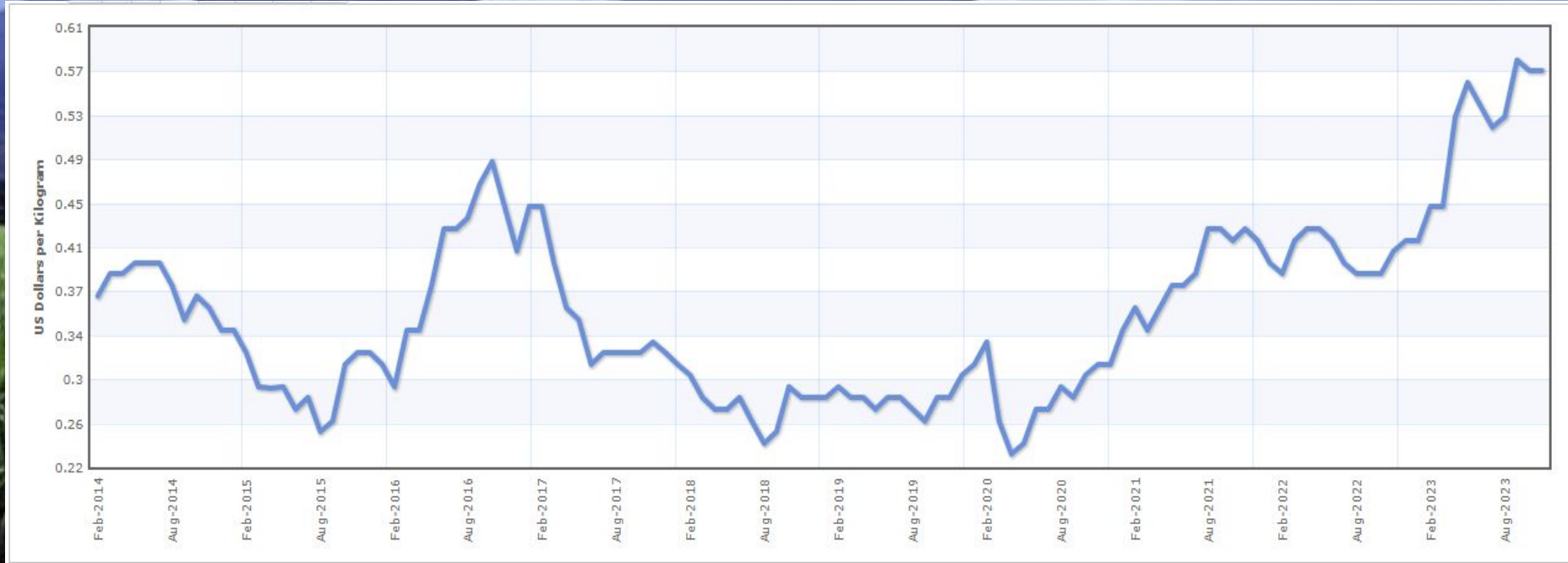
- North of Wagga Wagga (Bomen) NSW
- 242ha site
- Sale Price: \$7,520,000
- Industrial Zoning
- Shows about \$31,000/ha overall, or;
- \$19,000/ha 'added value' of panels



Caneland Values



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2024 Property Market Update



Source: <https://www.indexmundi.com>

Caneland Values



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2024 Property Market Update

Current Caneland Values		
District	Indicative Range	Compared to 2022 Value Levels
Atherton	\$18,000 - \$20,000	Static
Mirriwinni	\$13,000 - \$15,000	Static
Innisfail	\$13,000 - \$15,000	Static
Tully	\$14,000 - \$18,000	Static
Ingham	\$11,000 - \$15,000	Static
Burdekin (Home Hill/Ayr)	\$25,000 - \$34,000	Firm - High Demand
Proserpine	\$12,000 - \$14,000	Static
Mackay	\$12,000 - \$15,000	Static
Bundaberg	\$25,000 - \$35,000	Slight Firm - High Demand

Horticulture



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2024 Property Market Update

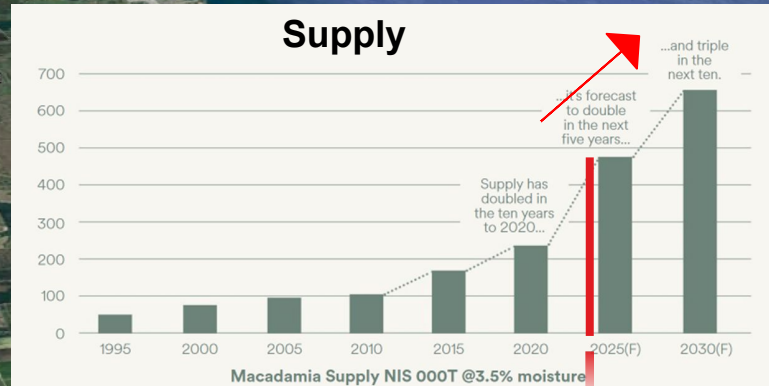
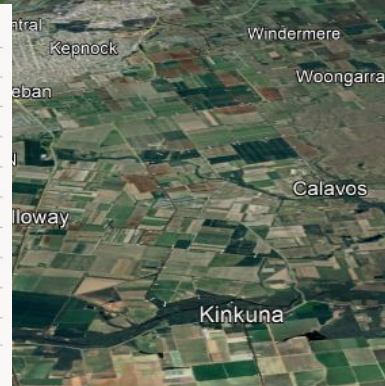
\$5M - \$10M:

- Southern Queensland avocado farm sell to show \$120,000/ha for the planted orchard
- Central Queensland avocado orchard sells for \$8M to show \$138,000/ha
- Southern Queensland protective cropping asset sells to corporate interests to show 8% yield.

\$10M +:

- Local Bundaberg cane farming family sells 1,700ha of land to corporate interests for in excess of \$40M for conversion of use to macadamia nuts.
- Macadamias Australia portfolio at Bundaberg sells for circa \$150M.
- Evergreen Farms at Emerald sells for circa \$50M to corporate interests for redevelopment.

Horticulture



Loeskow Family Cane Farm

- 1,700 hectares (1,500ha cropping)
- Sold August 2023
- Price circa \$40M
- Shows \$28,000/ha for caneland
- Water entitlements conditional on sale

Northern Market - Conclusions



Agribusiness
2024 Property Market Update

- Market remains strong for premium properties
- Lesser demand for 2nd and 3rd tier properties
- Family buyers remain active
- Corporates are challenged by return hurdles
- Sale periods have extended, although not significantly
- Banks remain keen to lend, although credit is tougher
- Clear shift by agents away from auction offering to EOI type sale process
- Cattle properties seen as a good high inflation cycle investment



Australian Government
Department of Agriculture,
Fisheries and Forestry

Australian Agriculture on the World Stage

*Insights, opportunities and
challenges*

21 March 2024

Su McCluskey

Special Representative for Australian Agriculture



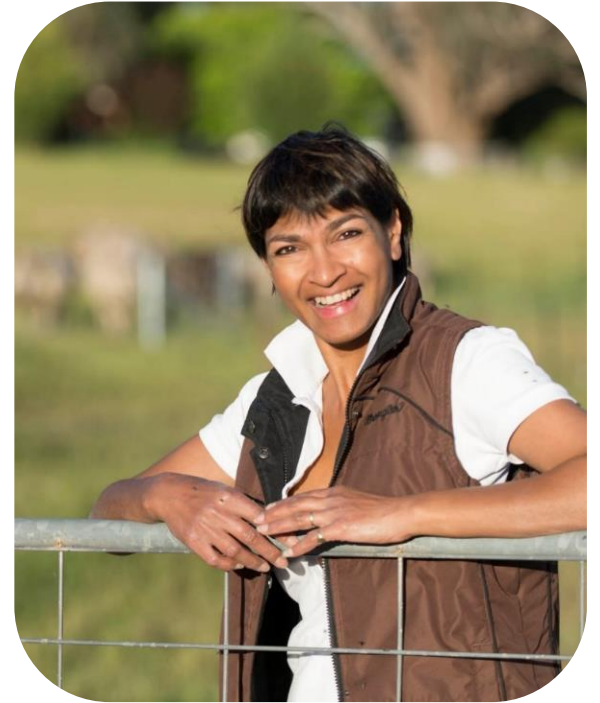
Overview

- About the Special Representative role
- Challenges to trade and market access
- International perspectives
- Sustainability and the legislative context
- Sustainable agriculture in Australia
- Sustainable credentials
- Circular food systems
- Australian livestock industry
- Subsidies



Special Representative for Australian Agriculture

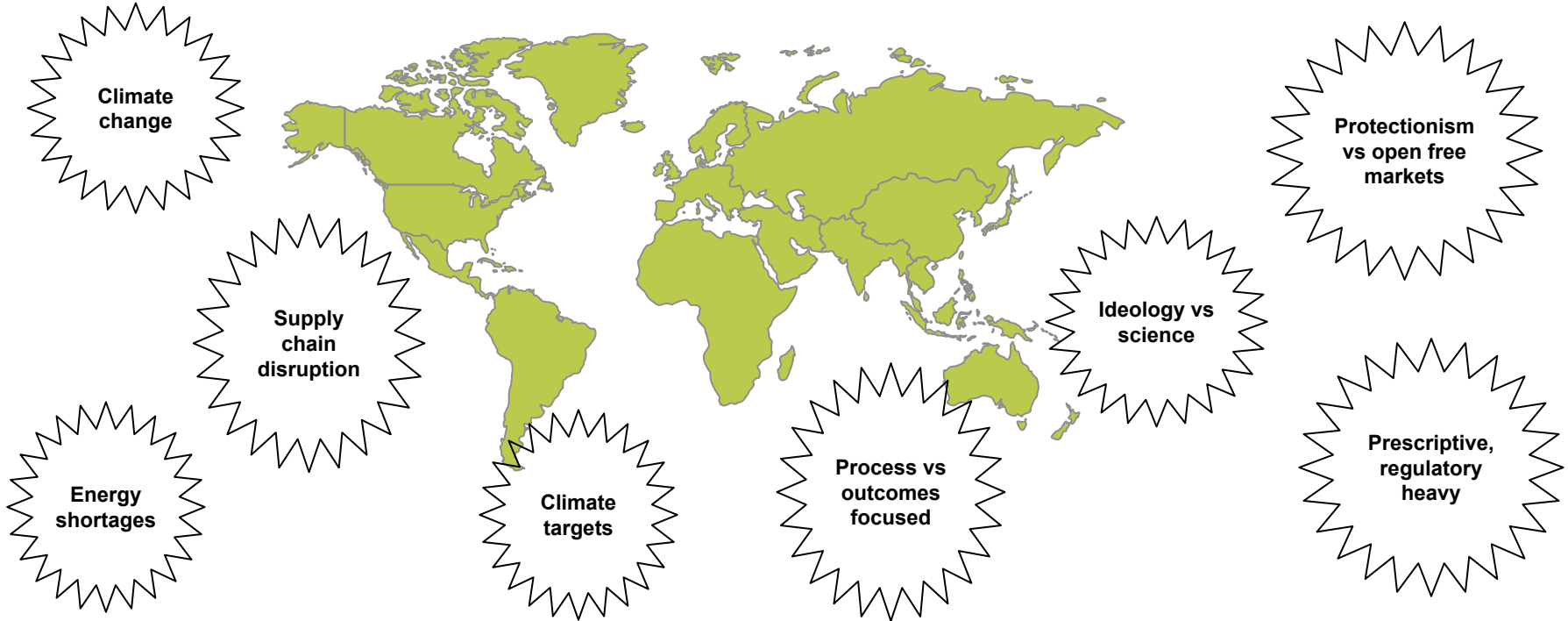
- Unique role – proving very influential
- Bridge between industry and government
- Engaging within the multilateral system
- Builds alliances with like-minded partners
- Demonstrates Australia's global agricultural leadership and sustainability actions
- Other roles in ag sector complement role



Challenges to the global trading environment

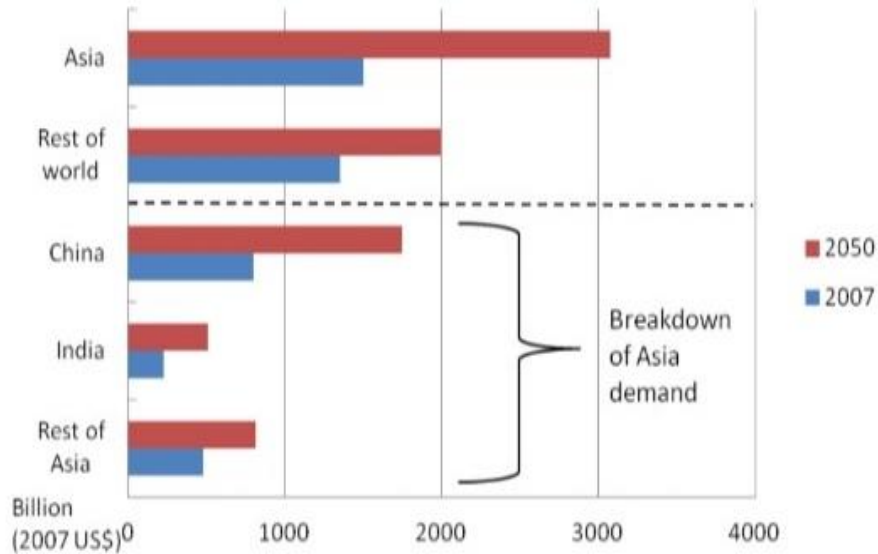
COVID-19 - Conflict - Climate

Food prices - Fertiliser - Fuel



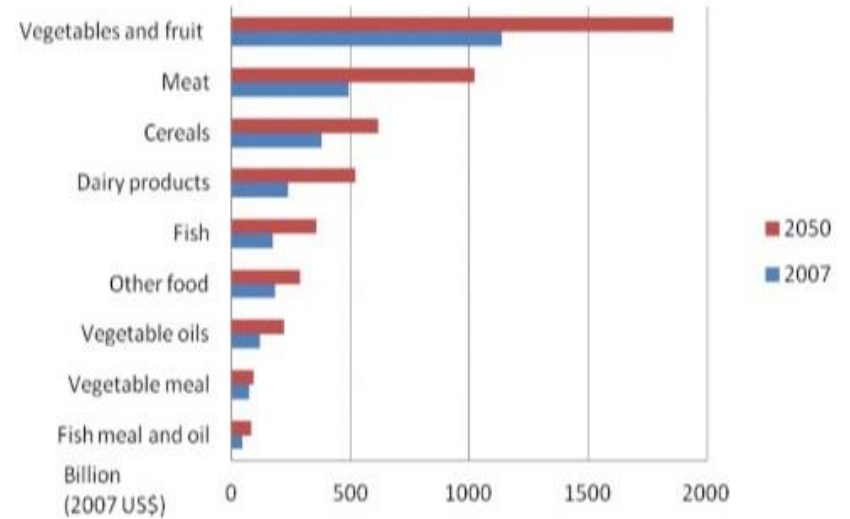
Increasing world demand will impact trade and challenge food security

Figure 3 World agrifood demand by region



Source: ABARES

Figure 4 World agrifood demand by commodity grouping



Challenges to Trade

- Social license to operate is a key driver in the EU
 - Powerful NGOs
 - EU legislation
- Ideology dominating rather than underpinned by science and evidence
- Focus on entire supply chain
 - ESG and SDGs
- CAP moving to be environmentally based rather than production.....greenwashing???



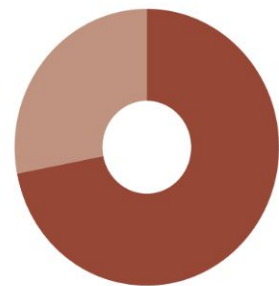
Perspectives from 2023

Internationally, focus very much on sustainability, climate change, agri-food systems, food security and food safety

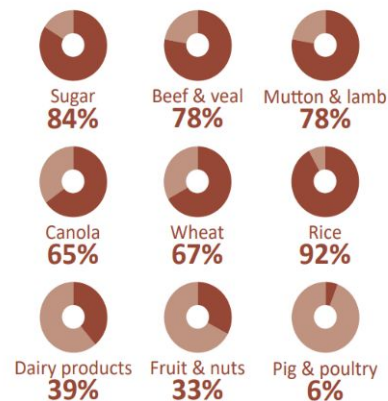
- Building relationships with multilaterals
 - narrative on repurposing of support is getting traction
- Clean, green, sustainable messaging from other countries is powerful e.g. Ireland
- Need to bring industry along
- Need evidence-based policy and regulation
- Greater international collaboration on sustainability
- COP28
 - Focus on agriculture and food security
 - Importance of agriculture as a solution to climate challenges



- Reputation as a producer of clean, safe and reliable high-quality products.....but eroding
- Lack of reputation for sustainability
- For trade and market access - need to demonstrate sustainability credentials
- We must evolve and adapt to meet new and emerging ESG credentials



72%
of agricultural production is exported



Note: Share of agricultural production exported by sector, 3 year average, 2017–18 to 2019–20. Source: ABARES, following method outlined in Cameron (2017)

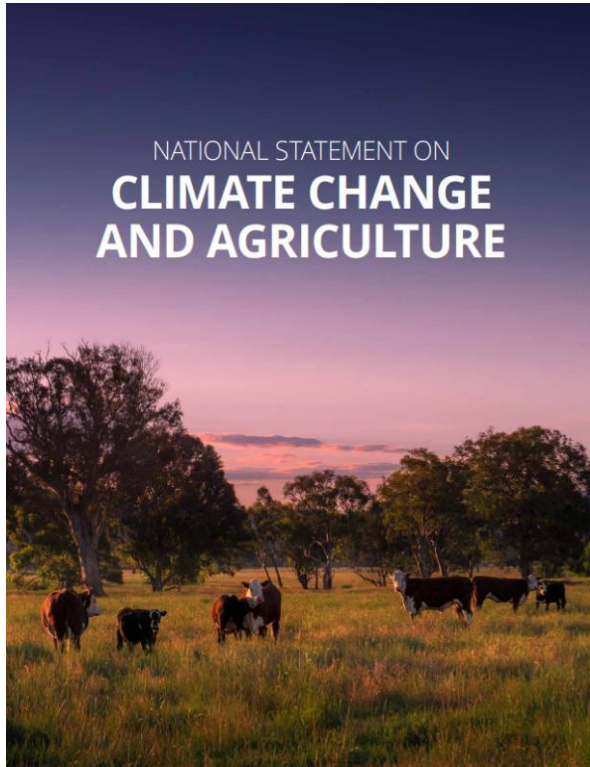
ABARES, 2023, Snapshot of Australian Agriculture 2023

Sustainability and Climate

- National Statement on Climate Change and Agriculture
 - 6 sector plans
- Legislation
 - TCFD
 - TNFD
 - Sustainable Finance Taxonomy



Net Zero By 2050

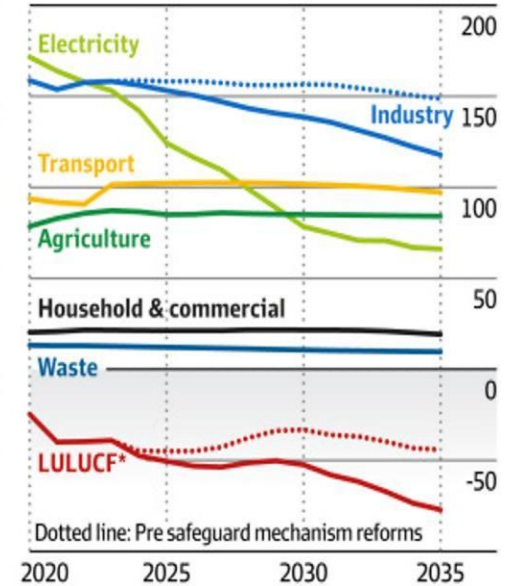


Millions of tonnes of carbon dioxide-equivalent targets (MtCO₂-e)



* LULUCF = Land use, land use change & forestry

Millions of tonnes of carbon dioxide-equivalent by sector (MtCO₂-e)



SOURCE: GRATTAN INSTITUTE

TCFD, TNFD and Taxonomy (Sustainable Finance)



320

Companies, financial institutions and market service providers signal their intent to start to adopt the TNFD Recommendations

33% Financial institutions
56% Companies
5.5% Market service providers
5.5% Other



25%

Of the world's **Global Systemically Important Banks** signed up

31%

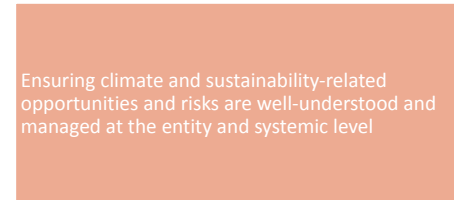
Of all early adopters are **MSCI 1500 companies**



Mobilising the private sector investment needed to support net zero, Australia becoming a renewable energy superpower and other sustainability goals



Ensuring Australian entities can access capital and pursue business opportunities that support the transition and are aligned with positive sustainability outcomes



Ensuring climate and sustainability-related opportunities and risks are well-understood and managed at the entity and systemic level

Climate related disclosures standards

Timeline for phasing climate-related financial disclosures

	Proposed phasing of disclosures		
	Group 1	Group 2	Group 3
	2024 - 2025 onwards	2026 - 2027 onwards	2027 - 2028 onwards
Meet 2 of 3 below thresholds OR NGER threshold			
Consolidated Gross assets	\$1b or more	\$300m or more	\$25m or more
Consolidated Revenue	\$500m or more	\$200m or more	\$50m or more
Employees	500 or more	250 or more	100 or more
NGER	Controlling corporation under NGER Act AND meet NGER publication threshold		Controlling corporation under NGER Act

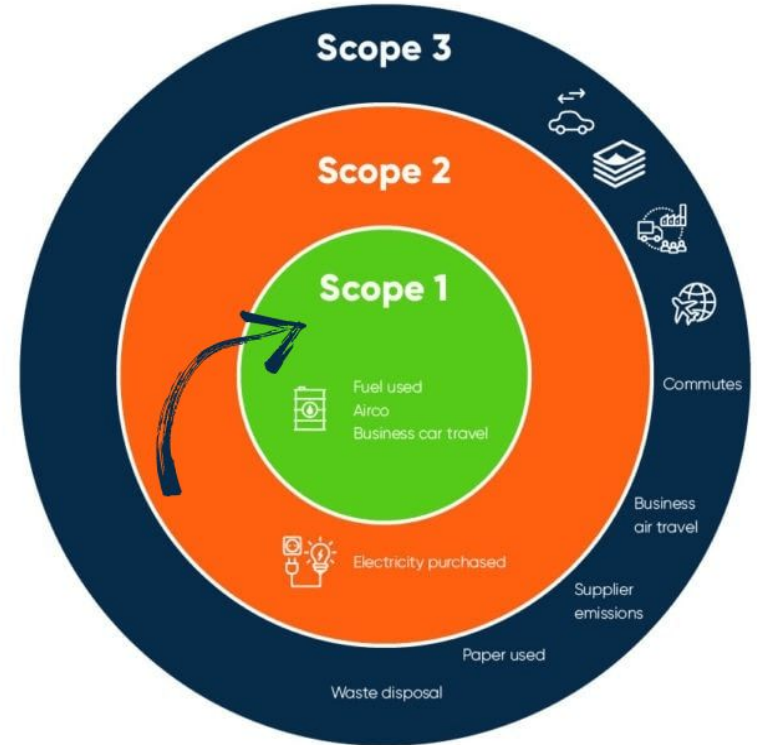
Disclosure requirement	Reporting period			
	FY 25	FY 26	FY 27	FY 28
	Governance	Orange	Orange	Orange
Strategy - incl. scenario analysis	Grey	Yellow	Yellow	Orange
Risk and Opportunities	Grey	Grey	Orange	Orange
Metrics and targets - Scope 1 and 2 emissions	Yellow	Orange	Orange	Orange
Metrics and targets - Scope 3 emissions	White	Yellow	Yellow	Orange

Legend:

No disclosure requirement	→	Primarily conducted based on analytical review and enquiries to assess the risk and materiality to support auditor's conclusion. Evidence gathering procedures are deliberately limited in comparison with a reasonable assurance engagement.
Disclosure and limited assurance	→	Requires gathering of sufficient audit evidence to assess the risk and materiality to support auditor's conclusion. Comparing to limited assurance, it is more detailed, and higher in the level of confidence provided to the matter being assured.
Disclosure but no assurance	→	
Disclosure and reasonable assurance	→	

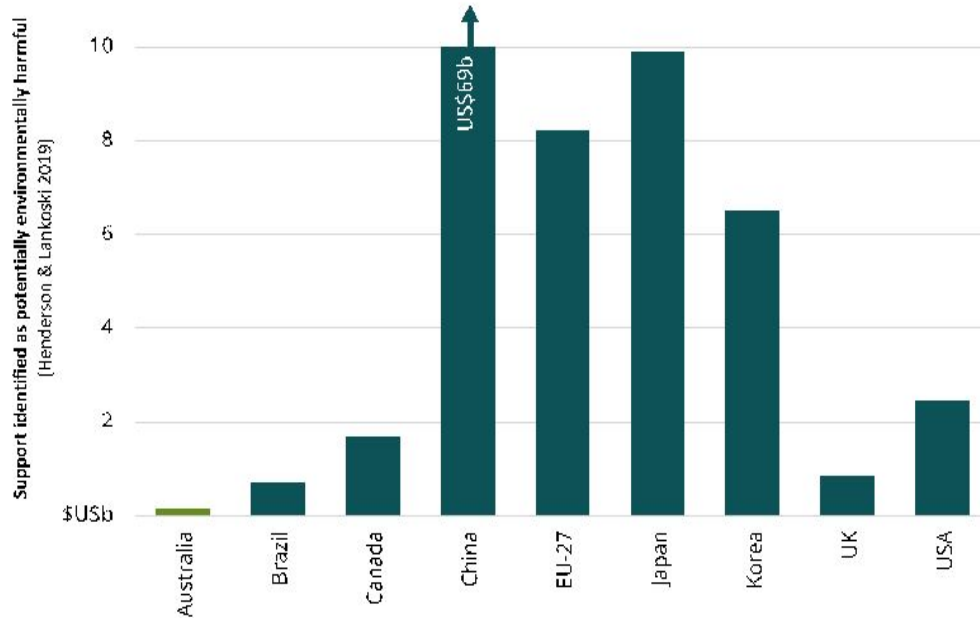
No One Size Fits All

- Sustainability must be outcomes focused, not prescriptive
- Place-based solutions to accommodate diversity of environments
- Impact of support on sustainability outcomes – i.e. is there a way to repurpose?
- GHGs - measurement and reporting



Agriculture support harms the environment

Support identified as potentially environmentally harmful



Agricultural support can encourage excessive use of pollutant inputs, from chemicals to livestock

Notes: Annual averages, across period 2019 to 2021

Source: OECD (2023); choice of producer support categories informed by Henderson & Lankoski (2019)

Sustainable agriculture and trade

Principles for international cooperation to support sustainable agriculture and food systems

1

We prioritise stewardship of the natural environment

2

Commit to practices and policies that assist agriculture production to adapt/mitigate

3

Commitment to multilateral trading system

4

Risk and science-based decision making

5

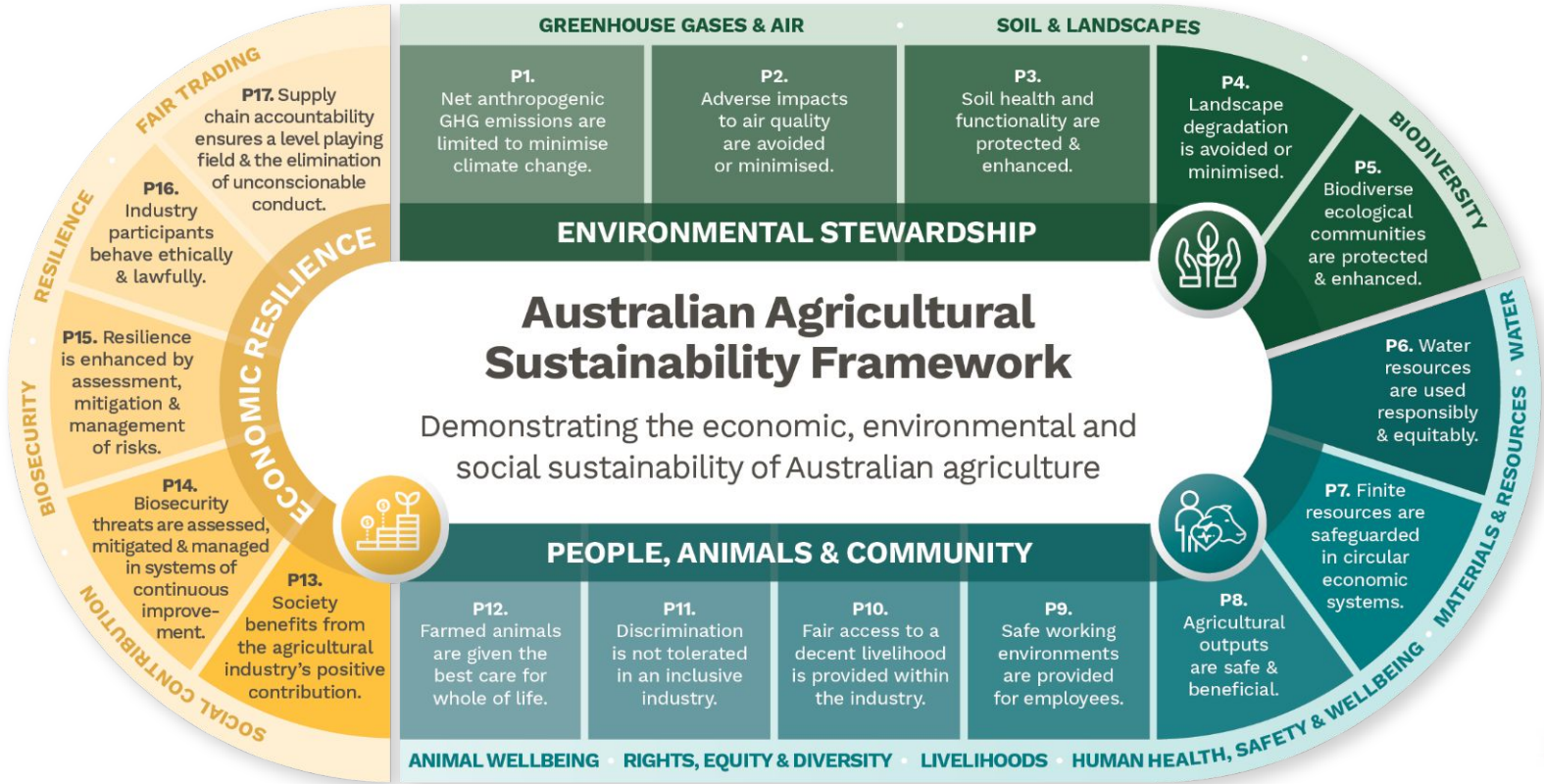
Avoid unduly prescriptive measures

6

Avoid policies that undermine global food security

7

Strengthen internationally recognised best practice for making transparent, evidence-based claims about sustainability



Australian Agricultural Sustainability Framework



Australian Government
 Department of Agriculture, Fisheries and Forestry



SMARTCANE BMP



AgCare is an evaluation of your natural capital, including an initial audit of carbon and biodiversity assets.

AgCare is a tool to tell you where you stand, to tell your story if you choose, and to monitor your progress and identify the people and methods best able to help you do it.

AgCare is your first step, but also a critical link to the very best of public and private natural capital pools and markets.

Benefits

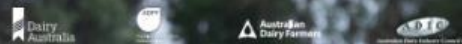
AgCare provides landowners with direct benefits including:

- Improving sustainable production of traditional agricultural commodities
- Providing access to natural capital markets such as offsets, biodiversity, and carbon
- Reducing risk profile and improving rural finance arrangements with banks
- Reducing insurance premiums due to better evaluation of property asset risk
- Assisting determination of real-property value for sale and purchase of property
- Advancing social license for landowners in managing landscapes and selling sustainability produced commodities



AUSTRALIAN DAIRY INDUSTRY
sustainability
report

2020



AUSTRALIAN GRAINS INDUSTRY SUSTAINABILITY FRAMEWORK

The Australian grains industry sustainability framework, Behind Australian Grain, has developed to strengthen our industry's sustainability and assist in ensuring we continue to meet the changing expectations and needs of our consumers, the community, investors and governments. A joint initiative of Australia's grains industry organisations, Behind Australian Grain has developed, aligned and prioritised the key sustainability priorities for the grains industry.

OUR COMMITMENT

We are committed to growing a trusted and sustainable industry which helps feed and fuel a healthier world. We believe this is being made possible through the well-being of people associated with the grains industry, while ensuring the confidence of our consumers and the broader Australian community in our products and how they are produced.

RESPONSIBLE STEWARDSHIP



BUILDING CAPACITY & WELLBEING



CONSUMER CONFIDENCE



OUR TRUST

We continue to engage trust in our industry by delivering against the following principles:

HUMANITY Caring for our stakeholders and the community

INTEGRITY Taking responsibility for our actions

COMPETENCE Providing quality products and services



AUSTRALIAN
SHEEP
SUSTAINABILITY
FRAMEWORK



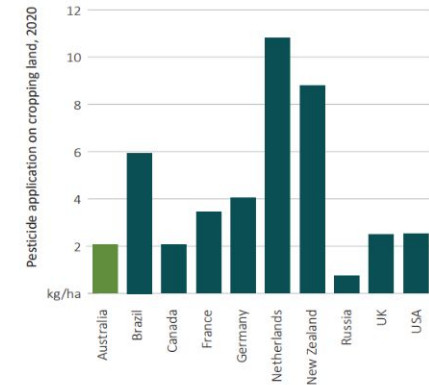
Cool Soil
INITIATIVE

Demonstrating Australian credentials

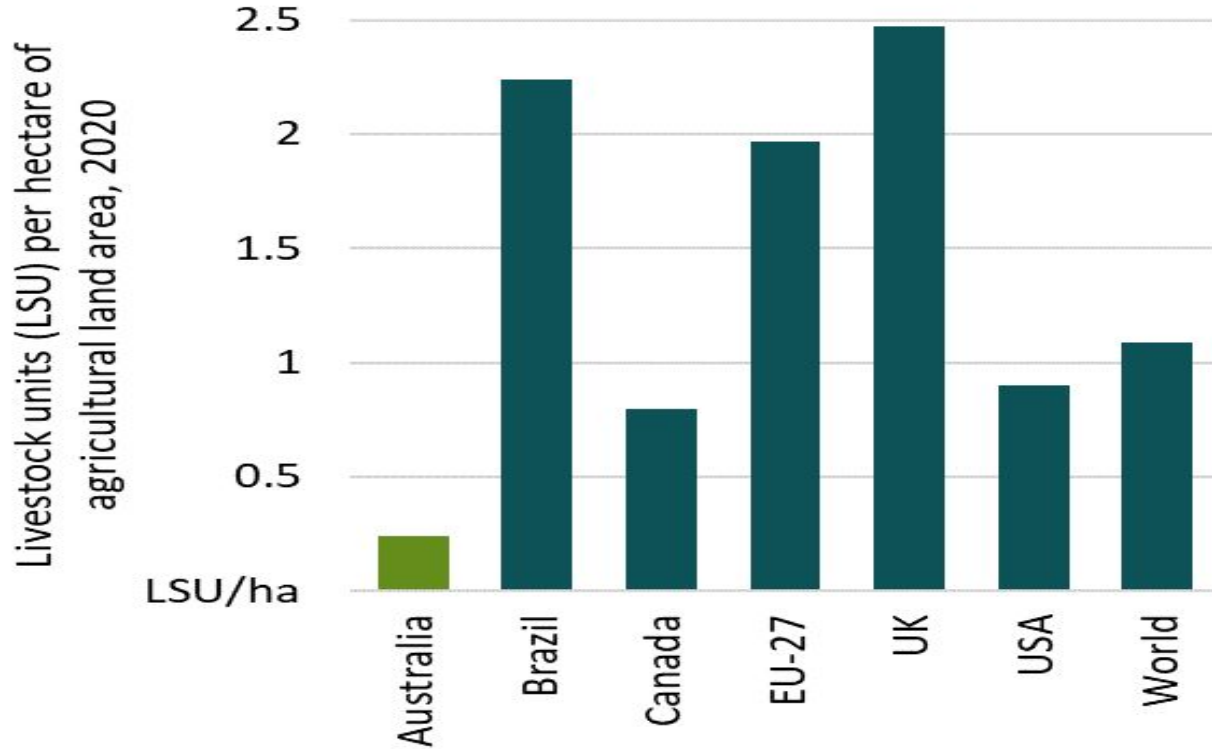
- Adjusts a range of indicators to account for no one size fits all
 - diversity of environment
 - subsidies
- Shows we have strong sustainability credentials
- Measurement is important
 - Shifting land use into nature conservation
 - No/low till
 - Stubble retention
 - Less nitrogen fertilizer use
 - Less pesticides
 - Lower stocking rates



Figure 9 Low use of pesticides could support favourable biodiversity outcomes



Land use and stocking rates



Low stocking rates in Australia demonstrate the importance of understanding local production systems and the environment when comparing statistics internationally

Research and Development in Australian Agriculture

Rural Research and Development Corporation model that improves efficiency, productivity, competitiveness and innovation



Methane Emissions Reduction

Selective breeding can reduce methane emissions intensity by up to 15%



Feeding legumes can improve weight gain efficiency and decrease methane emissions intensity by up to 20%



Vaccination against methanogens can reduce methane emissions intensity by 5-20%



Feed additives such as red algae can reduce enteric methane emissions by 90%



Solar energy and energy from waste reduces fossil fuel use



Feedlot waste produces 0.83MtCO₂e

Feedlot finishing cattle when pastures cut-out ensures ongoing production and limits methane emissions per unit of production

Savanna burning at the right time reduces emissions from uncontrolled burns

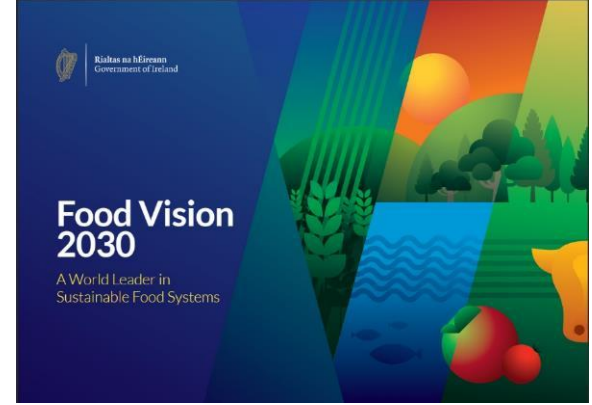
Alternative Proteins and Traceability

- FAO – debate has become more sophisticated and aligned with SDGs
- Nutrition, environment and safety now key factors
- Affordability, choice, access and equity also important
- Improved traceability systems demonstrate Australia's sustainable production practices
- Traceability provides data and credentials to track production along entire supply chain



Lessons from others

- Ireland
 - Leader in sustainable food systems
 - Quantifiable measures to reduce emissions
 - Branding - Team Ireland
- Canada
 - Measurement, monitoring and evaluation
 - National approach to R&D and marketing
- Others
 - Netherlands - benchmarking
 - New Zealand - know your number
 - Latins - R&D



**National Index
on Agri-Food
Performance**



THANK YOU

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Panel discussion

John McKillop

Su McCluskey

Will McLay

Bart Bowen

Frank Peacocke





*Agribus*business
2024 Property Market Update

Gary Brinkworth
CEO

