

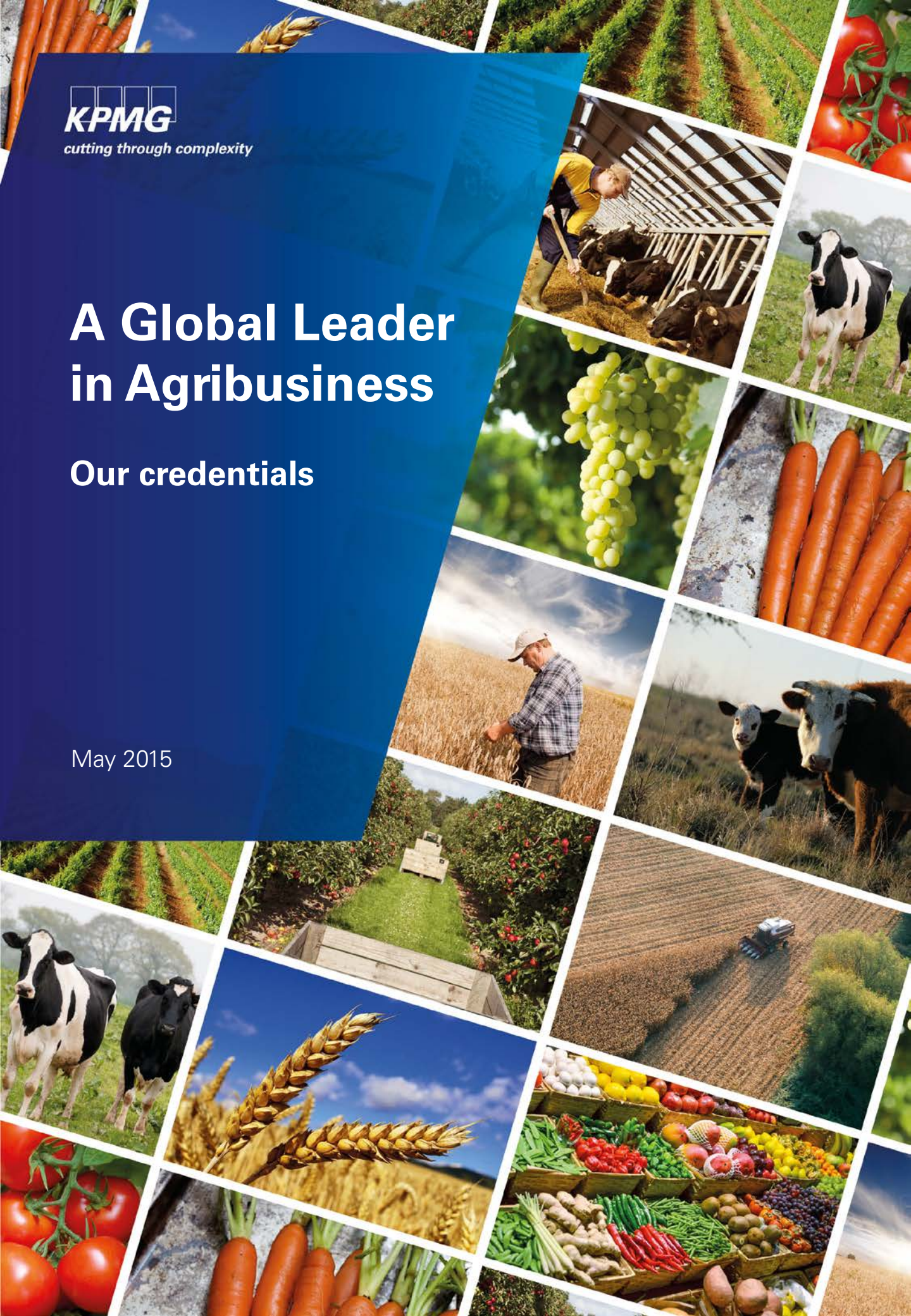


cutting through complexity

# A Global Leader in Agribusiness

Our credentials

May 2015





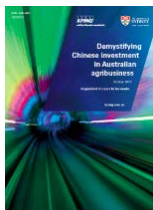
# Our value proposition

## 1 Leading thinking & innovation

We make it our business to be at the leading edge of thinking and innovation in the sector, through thought provoking publications, industry roundtables and participation in policy-making at State and Federal level.



DAFWA commissioned research into WA agriculture funding



Demystifying Chinese investment in Australia Agribusiness



2014 Top of Mind Survey



Agribusiness Agenda 2014



Agribusiness Agenda 2014



Agribusiness Report 2014



### KPMG's Farm Practice

Our dedicated Farm Specialists combine a practical knowledge of farming with a real passion for helping agribusinesses succeed.



### KPMG Field Notes

Weekly news update from the KPMG in New Zealand Agribusiness network.



INSIGHT vol. 6 Population

## 2 Industry connections locally and across the ASPAC Region

KPMG partners keep abreast of the trends, issues and opportunities impacting our clients through involvement with peak industry bodies.



Member of the InvestWest Agribusiness Alliance Executive Committee

# Our value proposition

3

Broad agribusiness experience across all industry sectors



## Grains and Oilseeds

Agrium

Cargill



GrainCorp



Allied Mills



We provide audit, tax and advisory services to major local and multi-national companies in the agribusiness sector



## Livestock and Dairy



## Irrigated Agriculture



HOWARD PARK WINES  
MARKET RIVER & GREAT SOUTHERN



TREASURY  
WINE ESTATES



Peter  
LEHMANN



EST. 1889

DIAGEO



OF GREAT VALLEY

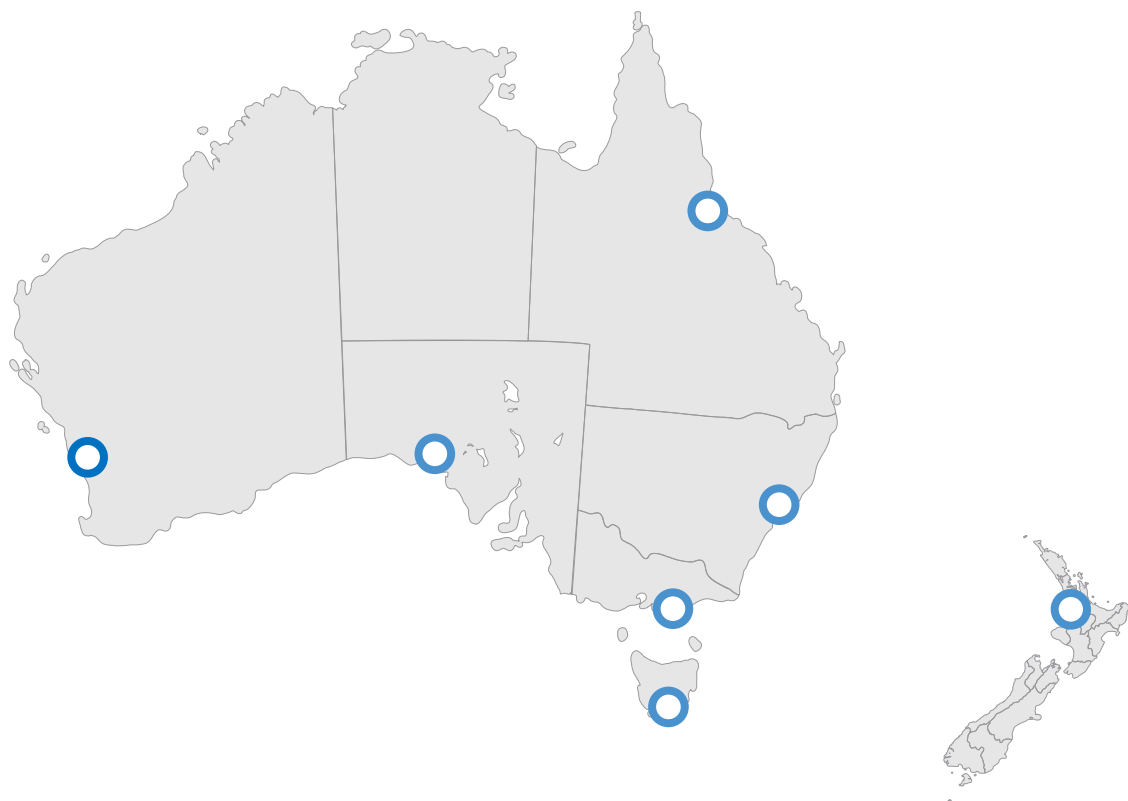


fresh is our passion



# Our Leaders

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



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# Our global and local footprint

## Local presence with the global connections to facilitate market development

KPMG is a highly connected, global organisation with offices in most countries and over 150,000 staff around the world. We have local offices in each capital city, as well as regional offices in New South Wales, Queensland, Tasmania and Northern Territory to service the agribusiness sector.

Our Global Head of Agribusiness is Ian Proudfoot and he is based just across the Tasman, in New Zealand, where he runs a significant agribusiness practice and produces fact bases thought leadership such as the renowned KPMG annual publication “Agribusiness Agenda”.

KPMG has offices in each major city across the Asia Pacific region allowing our local team to tap into the local knowledge, insights and relationships of our colleagues in key Asian markets.

## Our Asia Business Practices

KPMG Australia maintains dedicated business practices for Japan, China, Korea, India and South East Asia that are lead by bilingual professionals who have deep Asian market experience, strong networks, language and cultural skills.


















Working as a team we offer a broad range of audit, tax and advisory services to Asian companies seeking to invest and grow in the Australian agribusiness market, as well as Australian companies operating in Asia.

We assist our clients to develop and execute transactions, and develop regional strategies to fully capitalise and realise the business and investment opportunities arising from the rapid growth on consumer markets throughout the region.

While the potential rewards in joint venture investments to build vertically integrated food companies can be compelling, identifying the right partner and capitalising on these opportunities is not easy or straightforward and the risks can feel overwhelming for Boards and management.

Our extensive knowledge and understanding of both the Australian and Asian markets help our clients anticipate, understand and manage the many commercial and country specific challenges facing them.

KPMG has also been a leading voice in researching and explaining the opportunities and benefits of integrating with Asian companies, particularly Chinese companies under our “Demystifying Chinese investment in Agribusiness” series.

 cutting through complexity  <b>KPMG Corporate Finance</b> Advisor to the vendors on the sale of a majority stake in Andrews Meat Industries to JBS	 cutting through complexity  <b>KPMG Corporate Finance</b> Advisor to the vendors on the sale of a majority stake Australian Pork Farms Group to Sunpark
 cutting through complexity  Agricultural Land Trust <b>KPMG Corporate Finance</b> Advisor to Elders on the divestment of its debt & equity interest in Agricultural Land Trust	 cutting through complexity  Gardner Smith Goodman Fielder <b>KPMG Transaction Services</b> Financial due diligence on the acquisition of Gardner Smith and Goodman Fielder's edible oils business
 cutting through complexity  <b>KPMG Transaction Services</b> Financial and taxation due diligence in respect of the proposed acquisition of Tully Sugar and Queensland Sugar	 cutting through complexity  <b>KPMG Corporate Finance</b> Advisor to Tasmanian Dairy Products on the divestment of 81% of the Company to Murray Goulburn
 cutting through complexity   <b>KPMG Corporate Finance</b> Advisor to AWB & Elders on Hi-Fert strategic options	 cutting through complexity  <b>KPMG Corporate Finance</b> Advisor to Kagome on its acquisition of Cedenco Ltd



# A Snapshot OF **KPMG** IN AUSTRALIA

recognised  
as an



**Official  
Fairtrade  
Workplace**

**Ethical**



**8**  
years running  
**Employer  
of Choice  
for Women**

**Equitable**



**13** locations

**KPMG**

Adelaide  
Brisbane  
Darwin  
Gold Coast  
Hobart  
Karratha

Launceston  
Melbourne  
Perth  
Sydney  
Canberra  
Wollongong  
Parramatta

**40%**

women  
in senior  
leadership  
roles"

> Target by  
July 2016

Over  
**5600**  
employees  
and  
almost **400**  
partners

**\$12.6**  
MILLION  
invested in our  
communities

including people's  
time and financial  
contributions

**Involved**



**Top 10**  
employer for  
**LGBTI**  
employees

**Diverse**

**Universum  
Top 15 Ideal  
Employer**  
for students

**Fostering**

Part of a  
global  
network  
of **155**  
member  
firms

**Sustainable**  
Firm of the Year  
for 2012, 2013 & 2014

**Sustainable**

**\$1.12**  
billion  
Australian  
revenue

## Contact us

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