

# Will Australian Agriculture be a \$100bn sector by 2030?

Global AgInvesting – Webinar Series

24 June 2020

**Ben Crow**

Managing Director  
Oxley Capital Partners  
[ben.craw@oxleycp.com](mailto:ben.craw@oxleycp.com)  
[oxleycp.com](http://oxleycp.com)

**Bradley Wheaton**

Managing Partner  
Gunn Agri Partners  
[bradley.wheaton@gunnagri.com](mailto:bradley.wheaton@gunnagri.com)  
[gunnagri.com](http://gunnagri.com)

# Introducing Oxley Capital Partners

Oxley Capital Partners is an Australian independent corporate advisory and investment firm, working with family owned and corporate food and agribusiness operations.

Oxley Capital Partners was established to assist clients in gaining access to alternate forms of debt and equity capital, to support growth or transformation.

Our extensive local market connectivity enables us to originate deal flow relevant to domestic and offshore investors.

We help clients with:

- **Capital raising:** sourcing alternate growth or transformation debt and equity capital
- **M&A:** advising on divesting (sell-side) and acquiring (buy-side)
- **Corporate advisory:** strategic reviews and commercial due diligence
- **Restructuring:** bank and non-bank (private) debt advisory.

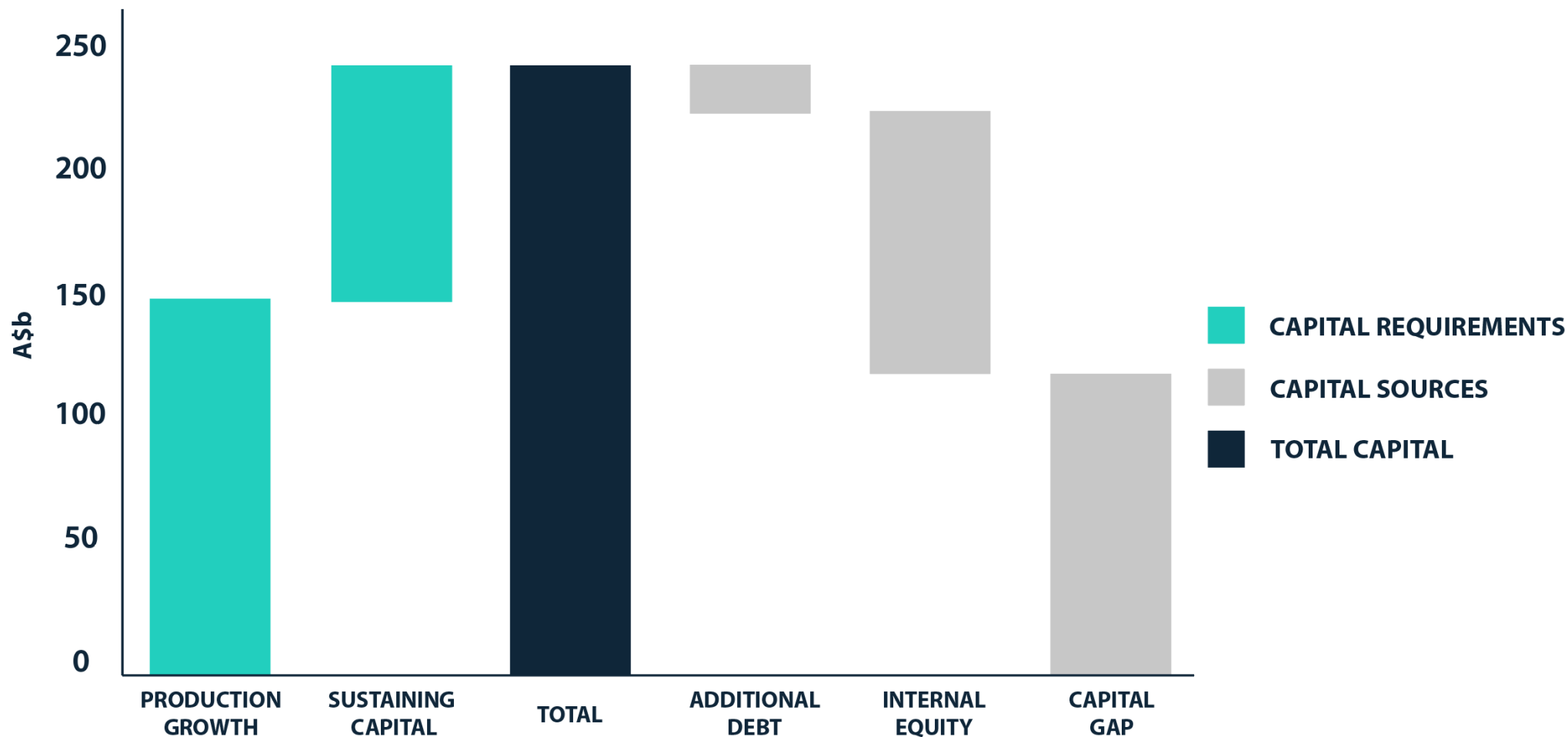
#### Disclaimer

This presentation has been prepared as a guide only and is to be used for information purposes only.

Oxley Capital Partners and Gunn Agri Partners takes no responsibility for any information, figures, statements or representations contained or made in this presentation.

# Australian agriculture capital requirements and sources to 2030

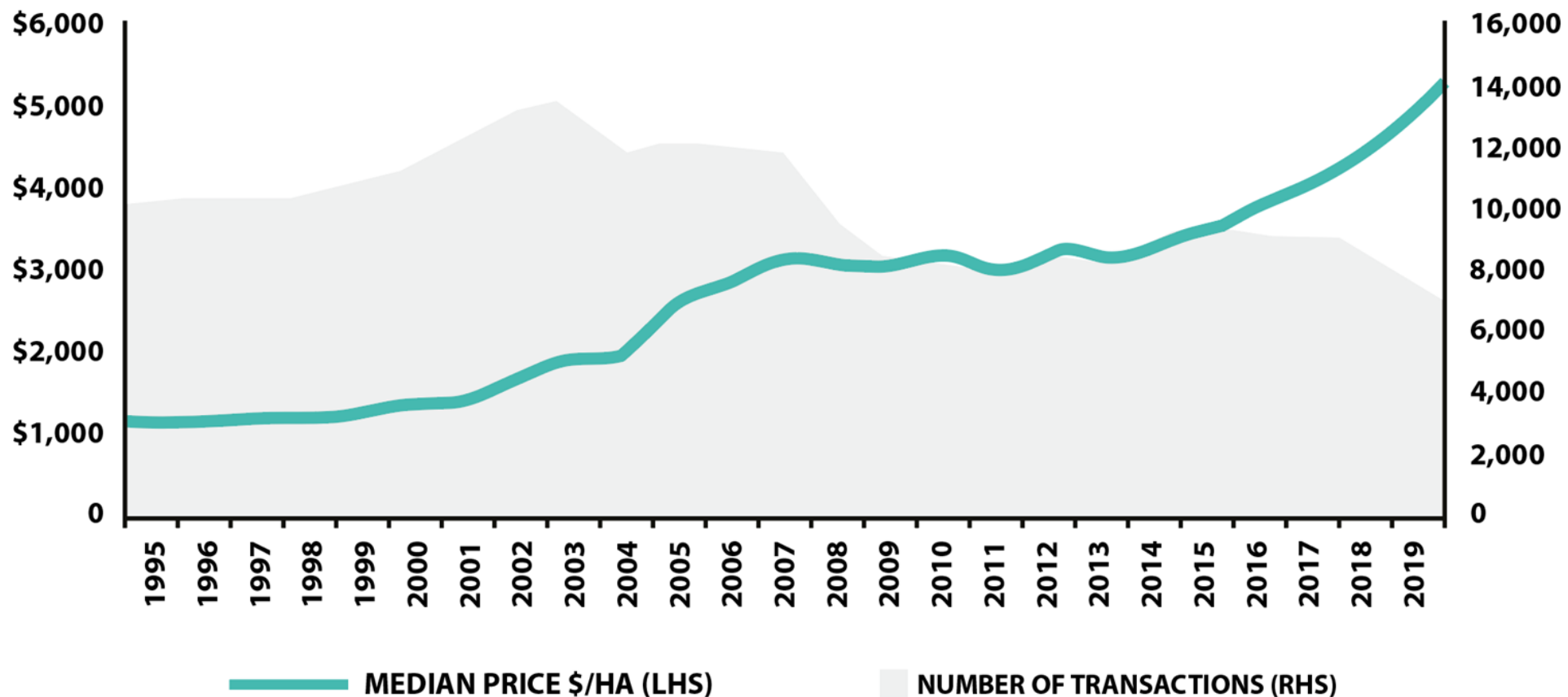
A\$250 billion in capital is needed to achieve a \$100bn sector by 2030



# Why Australian farmland?

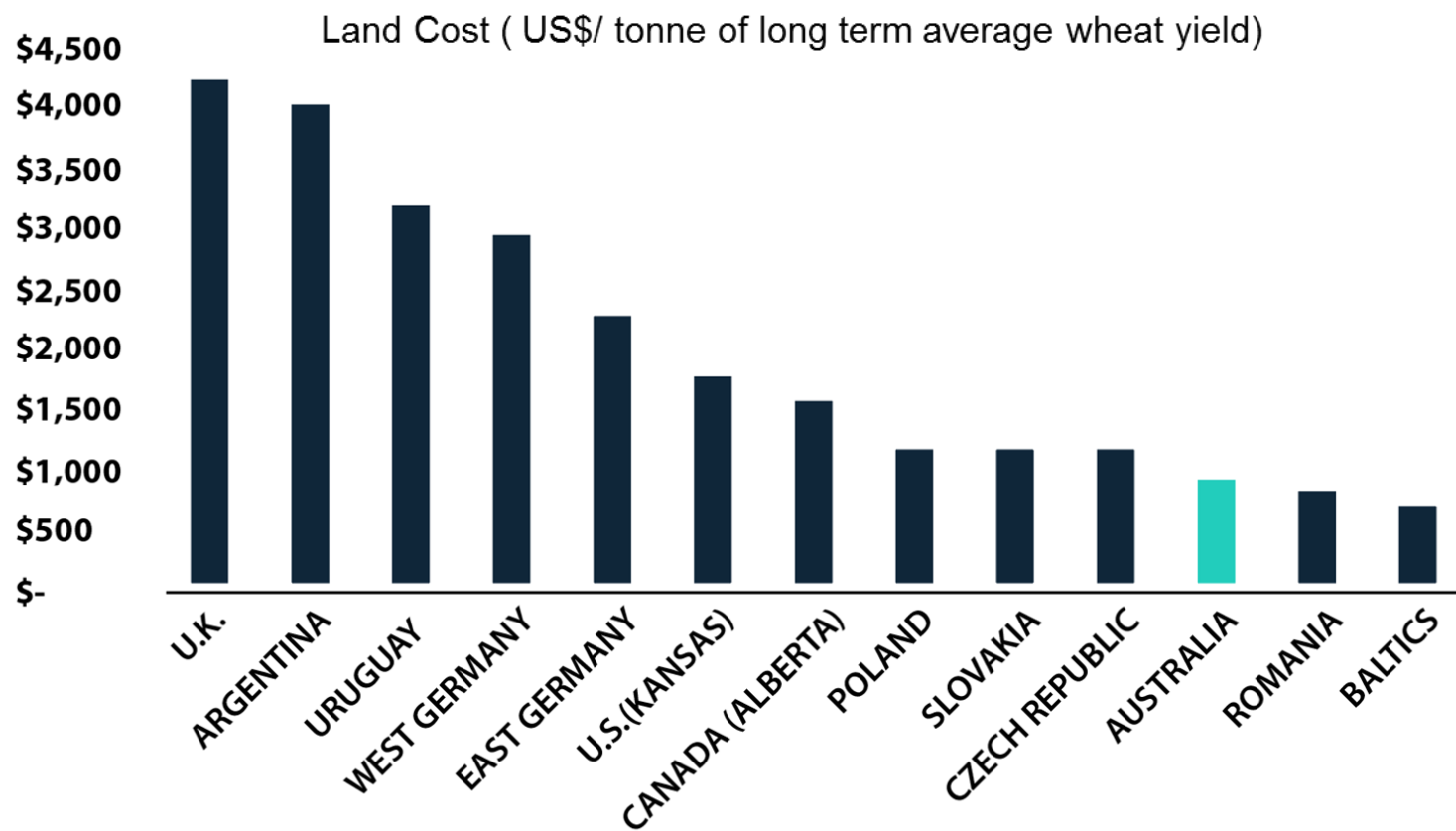
Farmland continues to prove its worth as an uncorrelated defensible asset class

Australian Farmland Historical Performance



# Relative Land Values

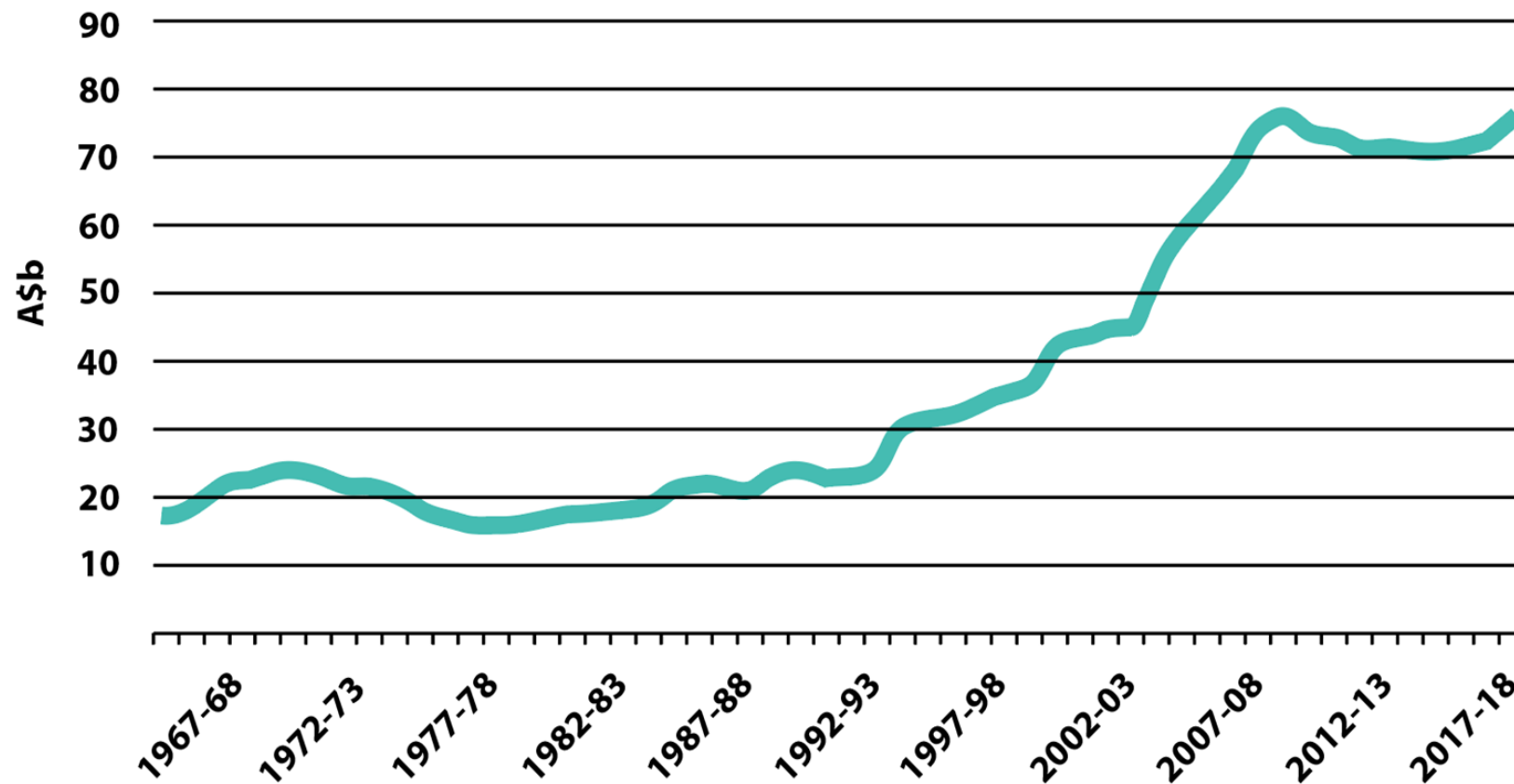
Australian farmland remains competitively valued when benchmarked globally





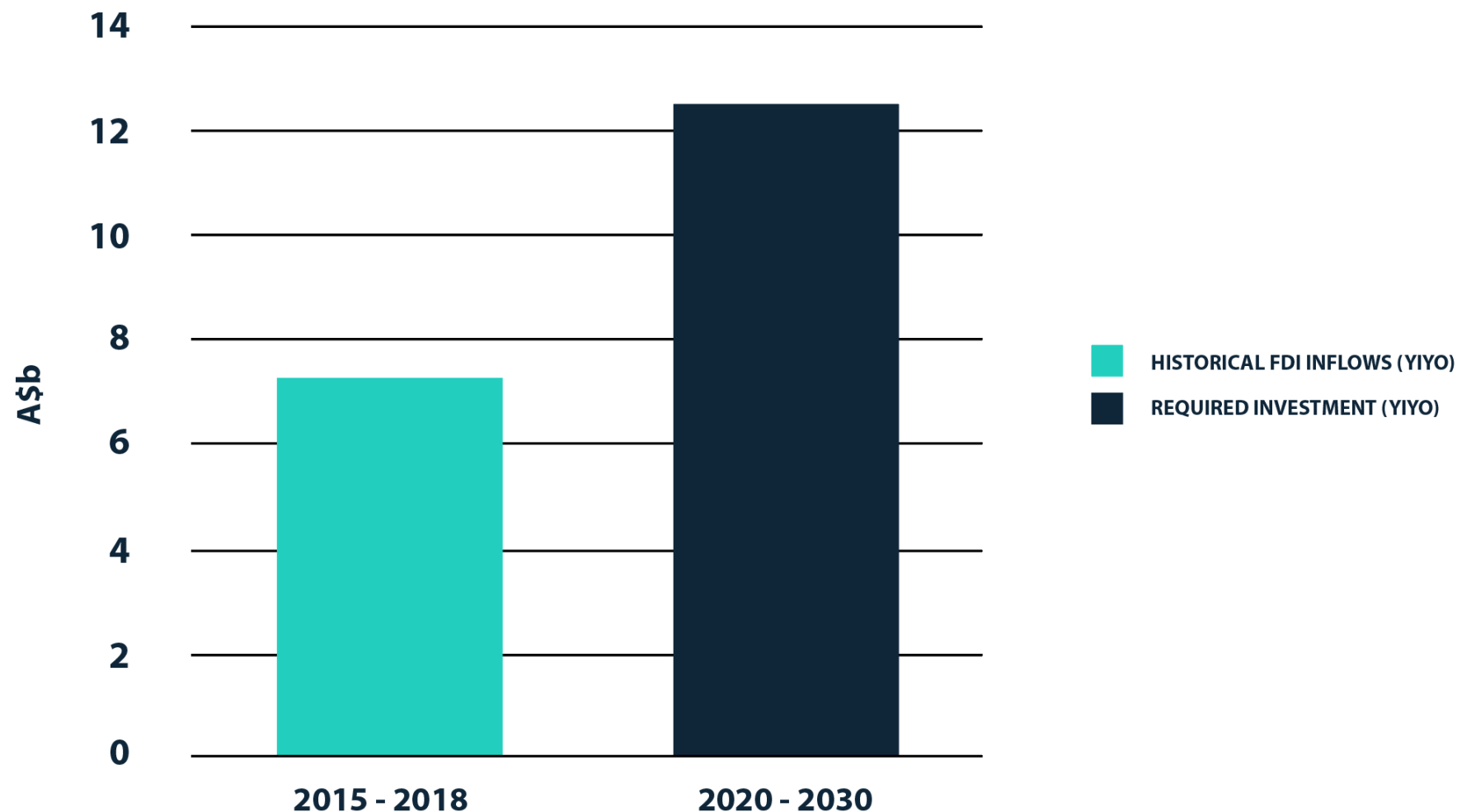
## Bank debt as a source of capital

Banks have ~A\$76 billion in rural debt committed to the sector



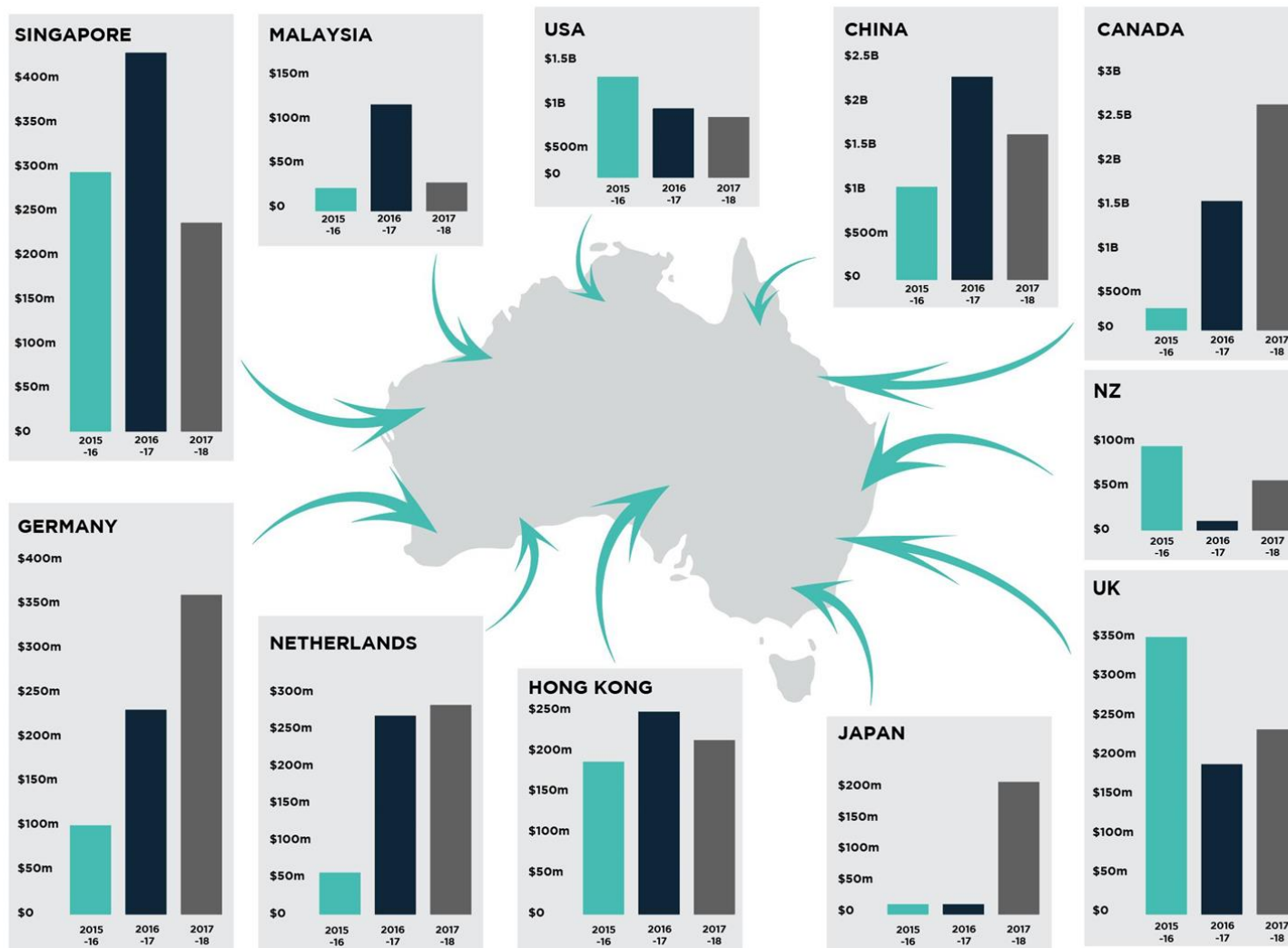
## Foreign Direct Investment in Australian agriculture

Historical FDI inflows for 2015-2018 averaged ~\$7 billion YIYO



# Foreign Direct Investment in Australian agriculture

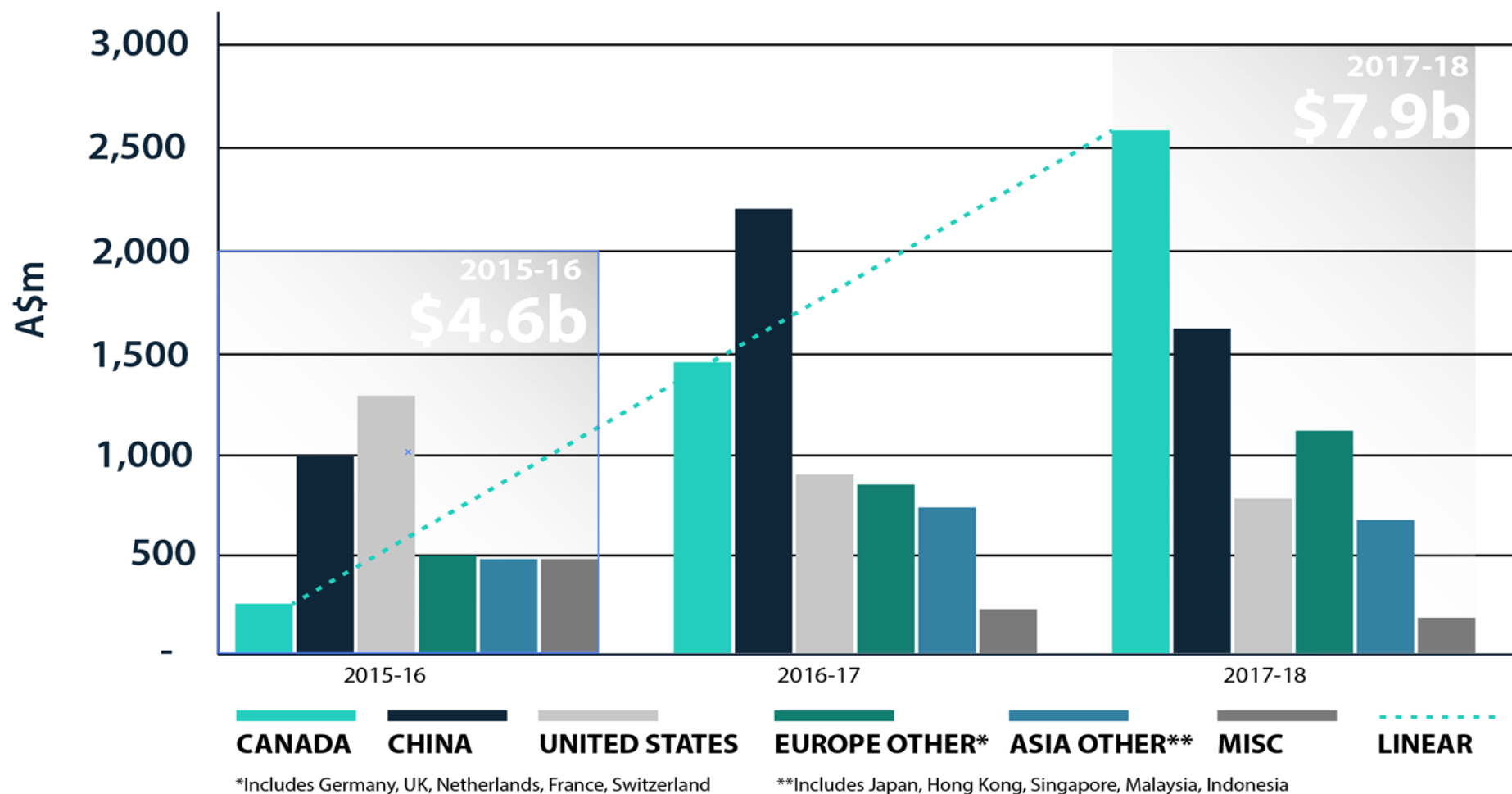
A grab bag showing the depth of FDI in Australia





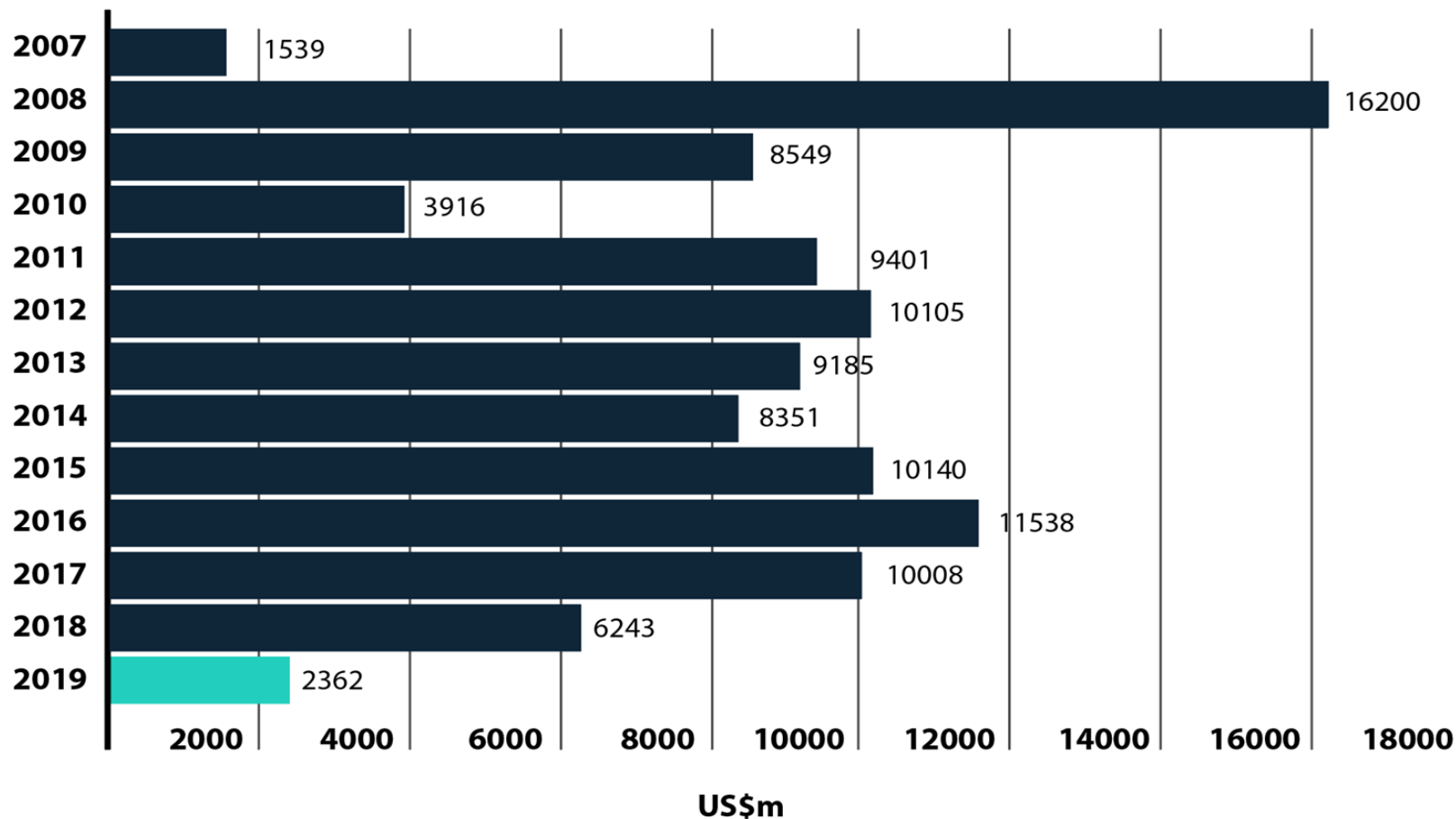
# Changing of the FDI guard

A 3 fold increase in FDI year on year (2015-2018) from Canadian investors



## China Outbound Direct Investment shifts down a gear

Chinese ODI into Australia fell to a decade low in 2019

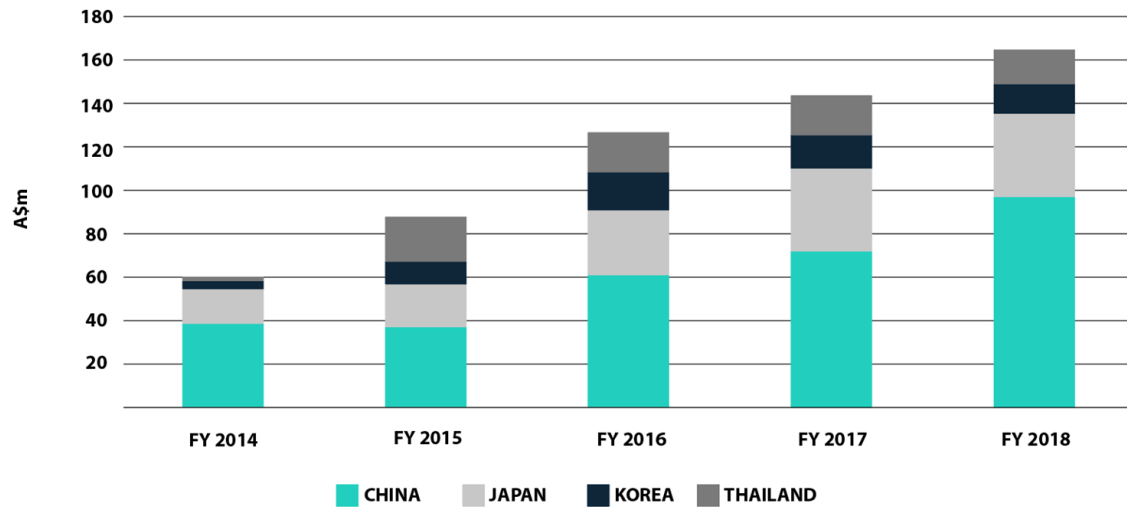




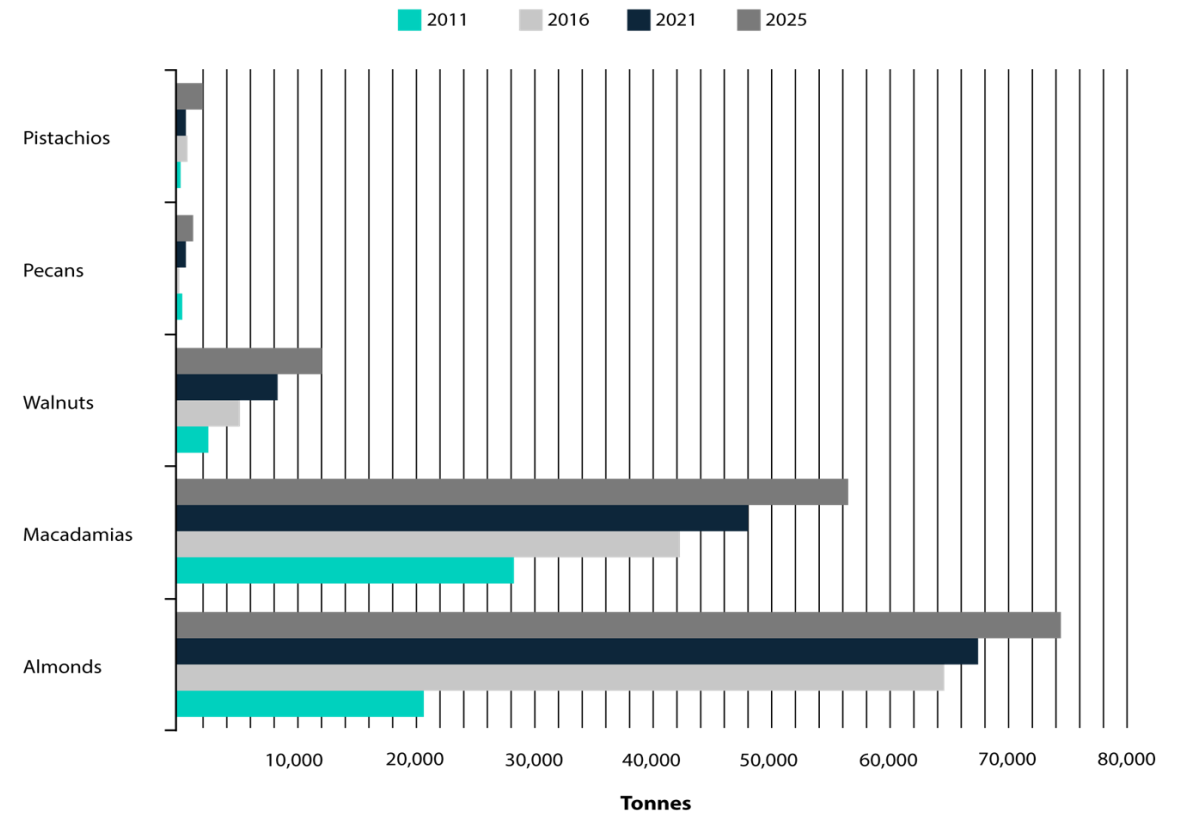
# Australian tree nuts

Global demand for tree nuts growing at 4% CAGR; Australian demand bolstered by FTA's

### Australian Nut Exports to FTA Markets



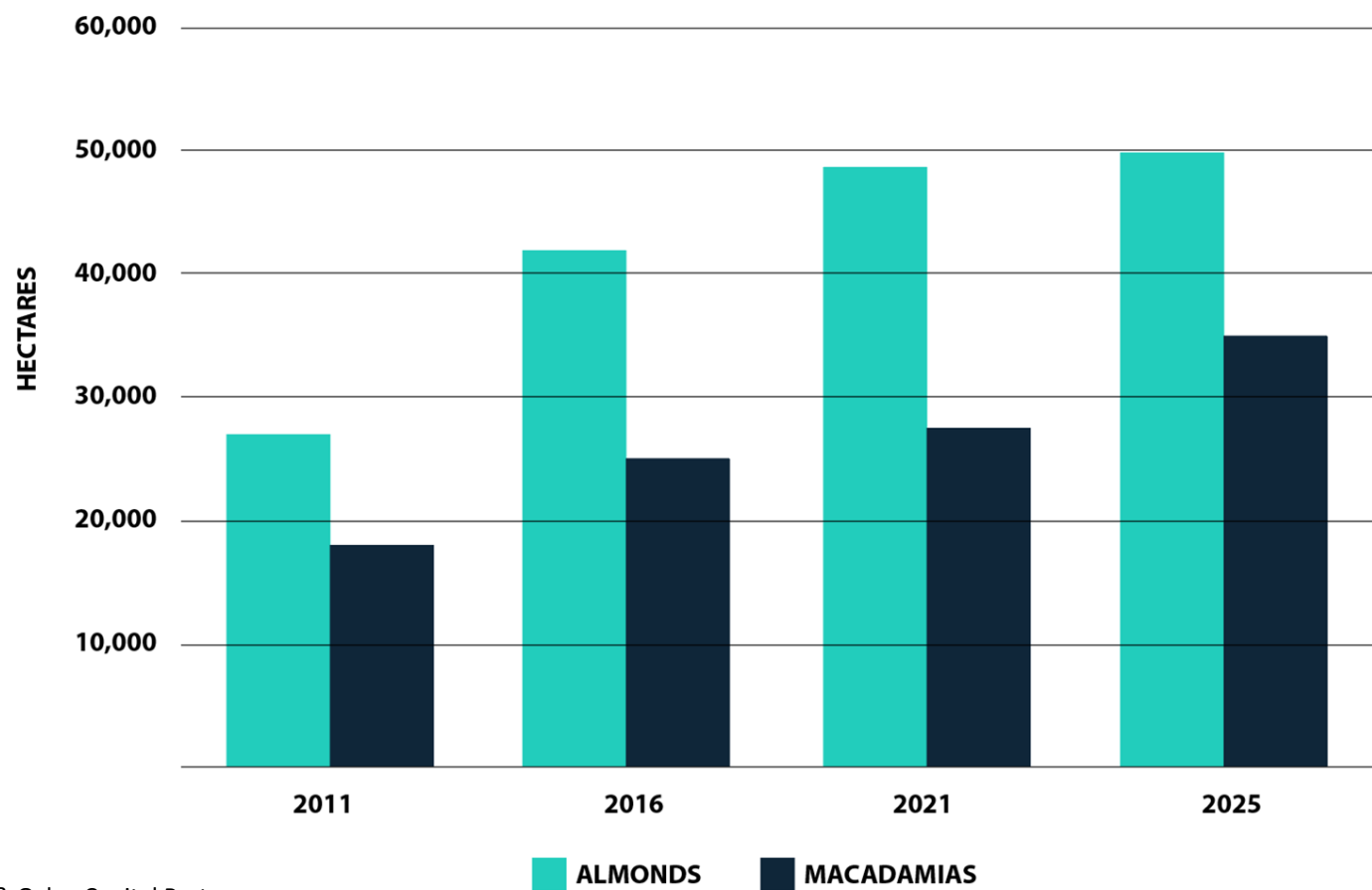
### Australian Tree Nut Exports



# Australian Almond and Macadamia area planted & forecast to 2025

Opportunities playing out in land use changes enable planting footprint expansion

### Almonds & Macadamias Area Planted



# Q&A

Thank you!

**Ben Crow**  
Managing Director  
Oxley Capital Partners  
ben.craw@oxleycp.com  
oxleycp.com

**Bradley Wheaton**  
Managing Partner  
Gunn Agri Partners  
bradley.wheaton@gunnagri.com  
gunnagri.com