



National vision backed  
by local knowledge

## AGRIBUSINESS SPECIALISATION

### WHY RSM?

We have the experience and expertise in the agribusiness industry to provide a holistic range of services which will assist owners, lenders and investors in many facets of their business operations. More specifically, we have extensive experience in the acquisition and sale of farms and factories, and have provided management advice in the facilitation of such business processes over the past 20 years. Many of our assignments to businesses within the sector have involved the utilisation of our other corporate advisory service lines of corporate finance and tax.

Our specialist partner led teams have an in-depth understanding of the agribusiness industry acquired through many years acting for lenders, owners and investors. This experience can be applied for the benefit of owners, lenders and investors in all phases of their ownership, including acquisition, ongoing trading and sale.

Our partners and staff have been involved with a wide range of agribusiness enterprises, and farming and production properties that include operations such as:

- wineries
- sheep & cattle stations
- grain farming
- abattoirs
- tanners
- thoroughbred breeders
- meat processing
- rural merchandising
- machinery dealerships

Our experience provides an excellent background to assist lenders and owners in dealing with existing and future investments.

In addition, we are connected to a wide range of industry specialists who can provide specific expertise on various matters. Our connection to these specialists has been obtained through our association within the agribusiness industry over many years.

Our services to the industry are designed to ensure that a disciplined approach is applied to the management of the business and the financial operations of the farming or factory asset.

Our experience has shown that this approach has led to management, lenders and investors gaining a greater understanding of how a business operates. This leads to informed business decisions resulting in better financial management and increased profitability.

The experience of our Restructuring & Recovery team and our multi-discipline approach has been used by major banks, major farming operators and institutional investors in providing specific advice on the sale and acquisition of farming and manufacturing properties, negotiating management agreements, review of sales and marketing budgets, operational reviews and financial analysis.

RSM has experience in the following agribusiness areas:

- domestic and international wool trade
- broad acre farming and food processing
- fruit and vegetable
- meat and livestock
- grain production and trading
- machinery dealerships
- managed investment schemes



## RECENT APPOINTMENTS

Our agribusiness experience includes the following recent appointments:

- We were appointed to a fine wool trader which exported wool to the fine rag traders of Italy, Switzerland and the UK. The appointment as Receivers & Managers by its financiers involved confirming and obtaining valuations of wool stocks across three continents. A successful sale program was formulated and implemented which resulted in all wool stocks being realised and trade debts with international buyers settled.
- We were appointed as administrators of a company operating a farm machinery dealership and service support from 5 locations in the Western Australian wheatbelt region. As administrators we traded the business for 5 months whilst working with the secured creditor (owed in excess of \$9m) exploring and concluding a suitable Deed of Company Arrangement. The successful Deed of Company Arrangement brought about a restructure and recapitalisation of the company and the introduction of new shareholders.
- We acted as administrators to a group of companies who operated a fruit packing shed and apple and stonefruit orchards in Batlow. As administrators of a Deed of Company Arrangement we:
  - Paid a dividend to unsecured creditors that would not have been paid if the companies had been immediately wound up
  - Traded the packing sheds and orchards businesses for over two years until a sale could be effected as a going concern for the benefit of the secured creditor.
  - We were appointed as receivers and managers to the property and livestock of a diverse farm operation consisting of wheat, barley, canola, cattle and sheep located in central NSW. We implemented a livestock management plan and successfully completed the annual crop harvest whilst formulating an appropriate property sale strategy.
- The court appointed us as receivers and managers of the trading trusts and provisional liquidators and then liquidators of the trustee company of a Riverina grain trader. The appointment resulted in the closing out of the open grain trading contracts. The close out of the contracts resulted in the crystallisation of debts owed to the trusts and debts owed by the trustee. As a result of our efforts, the secured creditor whose debt arose from a factoring facility has been repaid in full. Continuing collections will result in a material dividend for unsecured creditors.
- We were appointed as receivers and managers to 2 major North-West New South Wales stations with a large sheep and wild goat operation spread over 200,000 hectares. The appointment involved us engaging farm operators to manage the property and its livestock while we formulated and undertook an extensive property sale program. The costs associated with the receivership and sale of the property were adequately funded through the livestock operations maintained throughout the appointment.

## MULTI-DISCIPLINED TEAM APPROACH

Our Restructuring & Recovery team have staff skilled in handling these types of appointments backed by the resources of a full service national accounting practice that includes the following dedicated services lines:

- Assurance & Advisory
- Business Advisory
- Corporate Finance
- Risk Advisory
- Financial Services
- Tax Services

By connecting with our multi-disciplined team approach, you can be assured of us achieving the best outcome.