

Devine



Agribusiness

Capability Statement



Our core focus is to solve problems and create opportunities for clients, through the delivery of high quality business support services, in the key fields of Business Management and Planning, Natural Resource Management, and Accounting & Taxation.



Background

Devine Agribusiness is a Queensland based agribusiness, valuation and consulting firm with approximately twenty employed staff. Our core focus is to solve problems and create opportunities for clients, through the delivery of high quality business support services, in the key fields of Business Management and Planning, Natural Resource Management, and Accounting & Taxation.

We also work closely with clients from the Mining and Energy sector in the areas of Landholder Liaison and Compensation Assessment.

The firm has also assisted clients and companies faced with compulsory acquisition and compensation assessment matters linked to mineral and major project developments.

Our high calibre team of professionals from a wide range of disciplines enables us to undertake specific research and feasibility projects on Agribusiness and related projects for a diverse range of investors.

We maintain offices in the Queensland centres of Charleville, Roma, Emerald, Mackay, Bundaberg and Brisbane from where we service a client base spread across Queensland.

Services

The firm provides general consulting and agribusiness management services to:

- Private individuals;
- Pastoral companies;
- Mining companies;
- Oil and gas explorers and producers;
- Financial institutions.



Landholder Liaison, Compensation Assessment and Compulsory Acquisitions

- Petroleum and Gas landholder compensation assessments and negotiations.
- Landholder negotiations for mineral exploration and development.
- Pipeline easements and compensation assessments.
- Compulsory acquisitions under Acquisition of Land Act (Qld) 1969.
- Landholder negotiations regarding major project development.



Business Management

- Business Planning.
- Negotiations with finance providers.
- Applications for state and commonwealth grants.
- Pre-purchase feasibility studies.
- Succession Planning.
- Group facilitation and benchmarking.
- Human Resource Management



Natural Resource Management

- Land tenure administration (lease upgrades and renewals).
- Due diligence on rural property purchases.
- Property Maps of Assessable Vegetation (PMAV).
- Ongoing purpose vegetation development and fodder applications.
- Development appeals.
- General purpose property and statutory compliance mapping.
- Water licence applications.



Specialised Agribusiness Projects

- Bio-fuels.
- Oilseed processing.
- Carbon trading.
- Property acquisitions.
- Project appraisals and feasibility studies.

OVERVIEW OF RECENT MAJOR PROJECTS

SANTOS Ltd

The firm acts for SANTOS in respect of petroleum exploration and production operations in the Cooper and Surat Basins in Queensland. Devine Agribusiness has acted for Santos in this capacity for over a decade.

The role of Devine Agribusiness encompasses:

- management of landholder relations;
- preparation and negotiation of land access agreements with landholders;
- preparation of compensation assessments in respect of access agreements;
- risk management assessment in respect of land access; and
- preparation of codes of practice for petroleum exploration and production.

DOCE Pty Ltd

DOCE hold a number of pastoral leases in the Cooper Basin on behalf of SANTOS. Devine Agribusiness has recently completed a full assessment of those leases including lease tenure conditions, pasture, infrastructure and general lease condition prior to the long term sub lease of those properties to S Kidman & Co and Bydand Pty Ltd.

Productivity Commission

Instructed by the Productivity Commission to assist efforts to identify and value economic impacts of proposed environmental regulations on landholder returns within the Murweh Shire, with the outcomes subsequently adopted in the Commission's report.

Carbon Trading

Devine Agribusiness has recently negotiated and completed the first non statutory Avoided Deforestation Carbon Credit agreement in Australia. This agreement is between a number of western Queensland landholders, The Carbon Pool Pty Ltd and Rio Tinto Australia.

Integrated Bio-Energy Ltd

Devine Agribusiness is currently finalising a detailed feasibility study, project plan and capital expenditure budget for a vertically integrated oilseed processing and animal feed meal plant which will feature significant ownership by graziers, oilseed producers and others in the value chain.



OVERVIEW OF RECENT MAJOR PROJECTS

Queensland Vegetation Management Financial Assistance Scheme

Devine Agribusiness successfully accessed over \$20 million on behalf of clients affected by amendments to Queensland's Vegetation Management Act.

AMP Life Ltd and AMP Capital Investors Ltd

This project was undertaken between December 2006 and January 2007 for the purposes of litigation in the Federal Court of Australia. The project comprised:

- valuation of properties located in the Northern Territory and Queensland formerly owned by Stanbroke Pastoral Company and comparable sale properties owned by other interests;
- critique of valuations previously undertaken in respect of the subject properties;
- detailed assessment and analysis of land and pasture types existing on the subject properties;
- detailed assessment of long term productive carrying capacities; and
- determination of land and pasture condition and stocking rate as at the date of valuation.

Baneda Pastoral Company

The firm recently undertook a feasibility analysis regarding the purchase of an irrigated cotton farm in the Moura district, including evaluating capital expenditure options for increasing storage size and irrigatable area, reviewing crop selection and crop rotation programs, and price risk management options for produce.

Oil & Gas Pipelines

Devine Agribusiness has assisted with several large gas and oil pipeline easement acquisitions and landholder compensation assessments including:

- **Mt Isa – Ballera** Gas Pipeline Resumptions.
- **Mt Isa – Ballera** Gas Pipeline Resumption Appeals 1999.
- **Tarbat to Jackson** Oil Pipeline negotiations.
- **Comet Ridge to Wallumbilla** Pipeline Compensation Assessments.



OVERVIEW OF RECENT MAJOR PROJECTS

Resumptions and Acquisitions

Devine Agribusiness has assisted with several resumption and property acquisition matters including:

- **Powerlink Acquisitions** Landholder Compensation Negotiation.
- **Cloncurry to Ernest Henry** Road Resumptions.
- **Minerva Coal Mine** Landholder Acquisition Negotiations.
- **New Acland Coal Mine** Landholder Acquisition Advice.
- **Tarong Energy** Landholder Acquisition Negotiations.
- **Connors River Dam** Landholder Acquisition Advice.

Petroleum and Gas Clients

Devine Agribusiness has acted for several major petroleum and gas operators in Queensland regarding landholder negotiations and compensation assessment matters including:

- **Santos Limited** Landholder compensation assessment & negotiation management in the Cooper and Surat basins.
- **Santos Limited** Landholder code of practice program.
- **Energy Equity** Landholder compensation assessment negotiation in south west Queensland.
- **Beach Petroleum** Landholder negotiations & assessments.
- **Sunshine Gas** Landholder negotiations & assessments.



KEY TEAM MEMBERS

Dominic Devine: Registered Valuer (MIMC A.D.Bus-UQ).

Dominic specialises in rural valuation, pre purchase due diligence investigations, compensation assessment and negotiations and agribusiness analysis. He has developed codes of practice for petroleum companies in respect of land access and landholder relations.

Peter Tannock: Registered Valuer

Peter is a registered valuer with many years experience and was formerly a land commissioner in the Queensland Department of Lands. Peter specialises in rural property valuation, land tenure administration, and compensation assessment.

Tom Marland: (Bachelor of Arts (Regional Town Planning), Bachelor of Law (UQ))

Tom graduated from the University of Queensland with a Bachelor of Arts (Regional Town Planning) and a Bachelor of Law. Tom has assisted senior management with several mining acquisition and petroleum compensation assessment matters throughout central and south western Queensland.

Graham Kenny: B.App.Sc. Rural Tech Hons 1 (UQ) Grad. Cert. Mgt. (UNE) MIMC.

Graham specialises in pre purchase due diligence, natural resource management and land development projects, business analysis, benchmarking and the economic modelling of integrated agribusiness projects.

Scott Kosteki: Grad. Cert. in Agribusiness & D. Agriculture – (UQ)

Scott is currently studying his Masters in Agribusiness. Scott provides agribusiness advice in the core areas of business management and analysis, natural resource management and compensation assessments and negotiations.

Michael Flynn: BVSc Hons (UQ)

Michael is a veterinarian with twenty years experience in extensive beef production in Queensland, particularly nutrition and reproductive performance. Michael provides advice to the firm on a project basis. Michael operates his own beef production enterprise in the Augathella district of western Queensland.

James Bryant: B. Bus. / B. Com. (USQ)

James provides consulting services in the areas of business planning, government assistance packages and natural resource management and works closely with senior management on landholder compensation assessments for mining and petroleum activities. James also has a close affiliation with his family's sheep and cattle properties in South West Queensland

Tony Koch: B.Bus (Agri) A.D.AppSc

Tony has a background in agribusiness banking, grazing and cropping research and extension delivered to farmers and graziers across Southern Queensland. Tony has extensive experience providing business performance advice in the fields of financial management, economic assessment, strategic planning and resource management. Tony provides clients with high level support in the fields of business management, agribusiness financial services and special projects.

Devine Agribusiness office locations:

CHARLEVILLE

72 Wills Street
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ROMA

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(PO Box 1243)
Roma Q 4455 Australia
Telephone: (07) 4622 7755

EMERALD

Suite 3, Denison Chambers
106 Egerton Street (PO Box 408)
Emerald Qld 4720 Australia
Telephone: (07) 4987 4599

BUNDABERG

Level 1
32 Bourbong Street
Bundaberg Q 4670 Australia
Telephone: (07) 3226 7777

MACKAY

Cnr Alfred & Wellington Streets
(PO Box 411, Mackay Post Shop)
Mackay Q 4740 Australia
Telephone: (07) 3226 7777

BRISBANE

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10 Market Street
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