

# AUSTRALIA CROSS-BORDER AGRIBUSINESS

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## SITUATION

- FTI Consulting assisted a large Australian agribusiness undertaking a merger with an international acquirer.
- Australian farmers were concerned at the prospect of an important Australian agribusiness becoming foreign owned.
- The business was a former farmer-owned cooperative. Many shareholders in the company were farmers who had received stock when the company demutualized, and had a deep attachment to the company.
- Further complicating the situation, the offer consideration was to be partly paid in foreign domiciled scrip in the acquiring company, which is very rare in Australia.

## STRATEGICS

- FTI Consulting developed a communication and engagement programme with stakeholder groups.
- Part of this was a grass roots farmer-shareholder communication campaign based around town-hall style meetings and regional information sessions.
- In addition, FTI Consulting worked closely with the acquiring company to coordinate communication activities and introduce itself to rural audiences.

## IMPACT

- The transaction was completed smoothly with high levels of farmer retention and shareholder support.
- The new company is an accepted and important participant in the Australian agribusiness sector.

## CONTACT:

For more information on how FTI Consulting can help your business, please contact:

### Hong Kong/China

#### Ray Bashford

Chairman, Asia

Strategic Communications

+852 3768.4536

ray.bashford@fticonsulting.com

### Australia

#### Jim Kelly

Head of Asia Pacific

Strategic Communications

+61 (0)2.8298.6100

jim.kelly@fticonsulting.com



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#### About FTI Consulting

FTI Consulting, Inc. is a global business advisory firm dedicated to helping organizations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. With more than 3,700 employees located in 22 countries, FTI Consulting professionals work closely with clients to anticipate, illuminate and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring. The company generated \$1.4 billion in revenues during fiscal year 2010. More information can be found at [www.fticonsulting.com](http://www.fticonsulting.com)