

Agribusiness Turnaround Solutions

FTI Consulting has a dedicated Agribusiness team that is highly experienced in assisting family farming businesses and their stakeholders, successfully deal with financial and operational issues. They genuinely understand the broader challenges of the sector and the difficult situations faced by many family farming businesses.

THE FTI CONSULTING DIFFERENCE

Genuine industry knowledge

Our experts offer genuine industry knowledge developed from involvement in their own personal agricultural operations and family farming backgrounds.

Strong domestic coverage

We are dedicated to servicing all regions of Australia. Our team has strong experience across all the key operating regions and commodities. We believe it is important to be on-site to truly understand the business operations and the plan that will be implemented to assist the business moving forward. Advising from afar rarely gets the right outcome.

Our approach

We support clients of all sizes and structures from across the agriculture industry, including family farming operations, private agribusinesses and institutional clients.

Hands-on skills and experience

We have hands-on skills and experience in advising agricultural businesses across the entire supply chain.

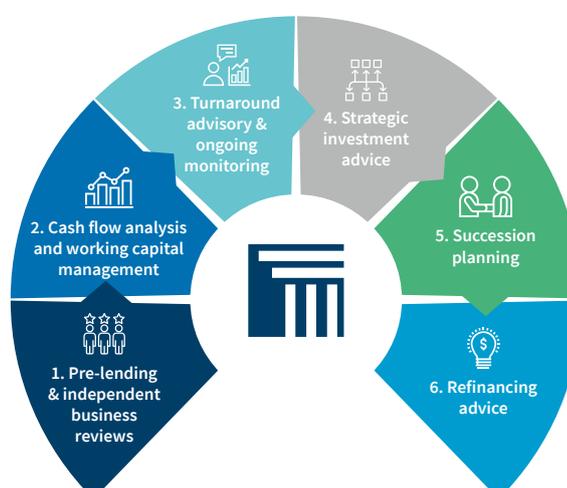
Our Agribusiness specialists assist clients in addressing a range of issues, many of which materialise in the form of financial under-performance. We work closely with our clients to identify the key issues and then establish the best way forward to resolve the situation as quickly as possible.

When working with family farming businesses in difficult situations, our objective is to work with the owners to identify, evaluate and implement successful turnaround strategies. We also assist in managing key stakeholders to ensure the value of the business is preserved.

Most importantly we understand the complexities of farming businesses and the stress it can place on owners when things are not going the right way. Our deep understanding of agricultural production systems means that we can assist with moving through these difficult times and provide the right support to management.

OUR SOLUTIONS

We provide bespoke advice to farming businesses and their key stakeholders (investors, creditors, lawyers etc.) to address the key issues facing their business. We then provide practical, hands-on solutions as to the best approach to move forward and achieve the best possible outcome.



SELECT EXPERIENCE

**Dairy – Independent Business Review and Ongoing Monitoring
South Coast NSW**

One of the largest dairy operations located on the NSW South Coast, with over 2,000 milking cows, faced prolonged drought conditions combined with record-high feed prices.

We were engaged to undertake a business review with a focus on determining the level of funding support required over the following 12-18 month period. Our engagement extended to developing a reporting cash flow model and framework to improve communication lines with the primary lender.

Our findings concluded a sound business with demonstrated strong prior performance impacted by challenging operating conditions. Our review provided comfort to the senior financier on the ability of Management to meet key operational assumptions and financial forecasts.

Through our work, we developed a strong working relationship with Management and were subsequently engaged in an ongoing advisory role, providing decision making support and acting as the primary conduit between Management and the senior financier.

**Dairy – Independent Business Review
South East NSW**

A progressive dairy farm business located in southern NSW had concerns over their ability to meet operational targets set by their senior bank lender for the upcoming season.

We were engaged to undertake a detailed review of the business, specifically commenting on operational and management structures. We also undertook a detailed review of newly implemented robotic milking systems, including performing inspections of structure arrangements and technology systems.

Our review concluded that management was able to deliver herd and production targets, with sustainability expected to improve over time. Developing a strong relationship with the business, we continued to provide ongoing monitoring services.

OUR AGRIBUSINESS SPECIALISTS

All of our team members come from family farming backgrounds and have completed various university studies in Agribusiness, Commerce and Accounting. When combined, this provides a unique platform for us to assist family farming businesses navigate various challenges and uncertainty. Our genuine understanding of Australian agriculture is our key point of difference.



BEN WATERS

Head of Agribusiness, Asia Pacific
+61 411 462 378
ben.waters@fticonsulting.com



STEPHEN COMMAEUR

Managing Director
+61 435 730 364
stephen.commaeur@fticonsulting.com



ALINE TEIXEIRA

Managing Director
+61 423 957 946
aline.teixeira@fticonsulting.com



TOBY BROWNE

Senior Director
+61 401 954 376
toby.browne@fticonsulting.com

The views expressed herein are those of the author(s) and not necessarily the views of FTI Consulting, Inc., its management, its subsidiaries, its affiliates, or its other professionals. FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. FTI Consulting, Inc., including its subsidiaries and affiliates, is a consulting business and is not a certified public accounting business or a law business. Some services may be provided through FTI Capital Advisors (Australia) Pty Ltd AFSL # 504204. Liability limited by a scheme approved under Professional Standards Legislation. Scheme may not apply to all services. ©2020 FTI Consulting, Inc. All rights reserved. www.fticonsulting.com

