



Australian Government
Australian Trade and Investment Commission



Investment opportunities in Australian agribusiness and food



Contents

WHY AUSTRALIA.....	3
AUSTRALIA'S AGRIBUSINESS AND FOOD STORY.....	4
A GATEWAY TO ASIA	10
STATE BY STATE	14
OPPORTUNITIES BY SECTOR.....	18
INNOVATION CAPABILITIES	28
TOP 25 AGRIBUSINESS AND FOOD COMPANIES IN AUSTRALIA.....	34
KEY AGENCIES FOR INDUSTRY AND GOVERNMENT.....	36
HOW AUSTRALIA CAN HELP.....	37

Printed October 2015. Updated June 2017.

Disclaimer

This report has been prepared as a general overview. It is not intended to provide exhaustive coverage of the topic. The information is made available on the understanding that the Australian Trade and Investment Commission (Austrade) and The Australian Government are not providing professional advice.

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Front cover image: Sugar cane farmland, Australia.



Australia. Safe. Smart. Sustainable.

As an island continent with strong biosecurity regulations, Australia's agribusiness and food sector is renowned for clean, green and safe production.

Leveraging established connections with Asia, Australia provides investors with unparalleled opportunities to capitalise on the demand from fast-growing consumer markets for healthy, premium and convenient food products.

As a major agricultural producer, Australia offers potential investors access to high-quality raw inputs and the skills and capabilities needed to undertake world-class research and development (R&D).



12TH LARGEST ECONOMY IN THE WORLD

IMD World Economic Outlook, October 2015
Nominal 2015E



5TH LARGEST ECONOMY IN THE ASIAN REGION

IMD World Economic Outlook, October 2015
Nominal 2015E



GDP: US\$1.3 TRILLION

IMD World Economic Outlook, October 2015
Nominal 2015E



AAA CREDIT RATING

Standard & Poor's, Moody's and Fitch



POPULATION: 23.7 MILLION

(March 2015) ABS Cat. No. 3101, 24 September 2015

Why Australia

Economically stable, resilient and diversified, Australia is a low-risk environment in which to do business. Investors in the agribusiness and food industries will find a transparent regulatory environment and close trade and cultural links to the Asia-Pacific region.

Strong economy

With 24 years of uninterrupted annual economic growth and AAA sovereign risk profile, Australia is well positioned to continue growing. Despite the fact that it is home to only 0.3 per cent of the world's population, Australia's GDP accounts for 2 per cent of the world's economy.

Dynamic industry

Agribusiness is recognised as a future wave of economic growth, where Australian advantage meets global opportunity. To achieve globally competitive economies of scale within the industry, there is growing recognition of the need for international partnerships, industry consolidation and reconfiguration of supply chains.

Australia has an excellent reputation for safe, sustainable and healthy foods, supported by a transparent food chain and highly effective regulation. Australia's ethnically and culturally diverse population also provides an ideal test market for new food concepts.

Strategic location

Australia is home to a large export-oriented agricultural sector, with strong growth in food, beverage and commodity exports to Asia. It is a stable and reliable long-term supplier of fresh produce and has the benefit of offering counter-seasonal availability to the northern hemisphere.

The country's diverse climates and growing conditions, ranging from tropical to temperate and cool environments, allow for varied production systems from small specialist farms for niche products to large-scale grazing and cropping.

Market access

Australia's network of free trade agreements (FTAs) provides superior access to the fast-growing Asian region. Comprehensive agreements that reduce barriers to trade and investment have recently been negotiated with Japan, Korea, China and Trans-Pacific Partnership member countries, adding to Australia's suite of existing FTAs.

Supportive government

The Australian Government is committed to ensuring the agribusiness and food sector is globally competitive. The agricultural competitiveness white paper and the white paper on developing northern Australia set out practical measures to build more competitive supply chains, provide the infrastructure needed to support growth, invest in research that drives productivity growth and open new overseas markets.

World-class R&D and innovation adoption

Australia's research institutions and companies are renowned for excellence in agriculture and food R&D. There are many opportunities for partnerships, particularly for investors with commercialisation expertise, and local companies are willing to embrace new technologies and manufacturing processes to increase productivity.

Australia's agribusiness and food story

Australian farmland tops the global table for investment opportunities:



OPPORTUNITIES FOR LARGE-SCALE FARMING



STRATEGIC LOCATION



RAINFALL, WATER AND SOILS



INFRASTRUCTURE



POLITICAL AND ECONOMIC STABILITY



LIQUIDITY OF FARMLAND MARKET

Delivering innovative and premium products for fast-growing global markets

Although Australia accounts for less than three per cent of global food trade, its advanced agricultural sector produces a healthy surplus – enough to feed three times the country's population.

Australia's produce is exported worldwide: from traceable raw commodities such as wheat and beef, to sophisticated premium goods such as infant nutritional formula, wines, confectionery and cheese.

Australia has a strong history of agricultural and food R&D that has fostered cutting-edge farming techniques and technologies and a sophisticated use of biotechnology.

This tradition is built on:

- › success in farming the world's driest inhabited continent, through technology innovation and ability to adapt production systems
- › excellent agricultural R&D – Australia's plant, animal and agricultural scientists rank among the best in the world
- › expertise and strength in human health and nutrition research
- › robust regulatory protection with consistent standards in quarantine, food safety and food labelling.

International investment in Australia's agriculture and food is growing as Australia capitalises on the high demand for its safe, premium food products and creates stronger ties into regional supply chains.

Source: Savills Research, *International Farmland Focus 2012*.

Key drivers for safe, smart and sustainable investment

From lab to paddock to plate

Since 1960, Australian farmers have been at the forefront of developments in agricultural productivity, tripling their production and quadrupling the real gross value of their produce.

Australian producers deliver high-quality and safe food to the world, underpinned by a diverse agricultural sector, supportive government policies and innovative R&D institutions.

The Asia-Pacific region's food and fibre innovation hub

Key to Australia's flourishing industries are its world-leading research institutions and agricultural science companies.

Australia's agricultural industry is characterised by cutting-edge farming techniques and technologies, such as precision farming using laser levelling and satellite-driven machinery, sustainable production processes and sophisticated plant and animal genomic research.

Australia's food processing industry hosts a number of corporate global centres of excellence – setting the standard by which other locations are measured.

Australia's agribusiness and food industries are poised for growth as they seize opportunities to supply niche, premium food products to rapidly expanding markets.

THEY CHOSE AUSTRALIA:



CAMPBELL SOUP COMPANY

Campbell Arnott's, a division of the Campbell Soup Company (USA), has invested more than A\$400 million in the past decade to upgrade its existing Australian facilities with state-of-the-art manufacturing technologies.

One-third of this was spent on a new biscuit production line in Brisbane, Queensland, based on Australian design technology, with additional funds invested in automating existing production.

The automation has led to improved efficiencies, enhanced product quality and safer handling procedures. The Brisbane site produces more than 40 per cent of Arnott's biscuits found in Australian homes and this investment ensures its ongoing competitiveness.

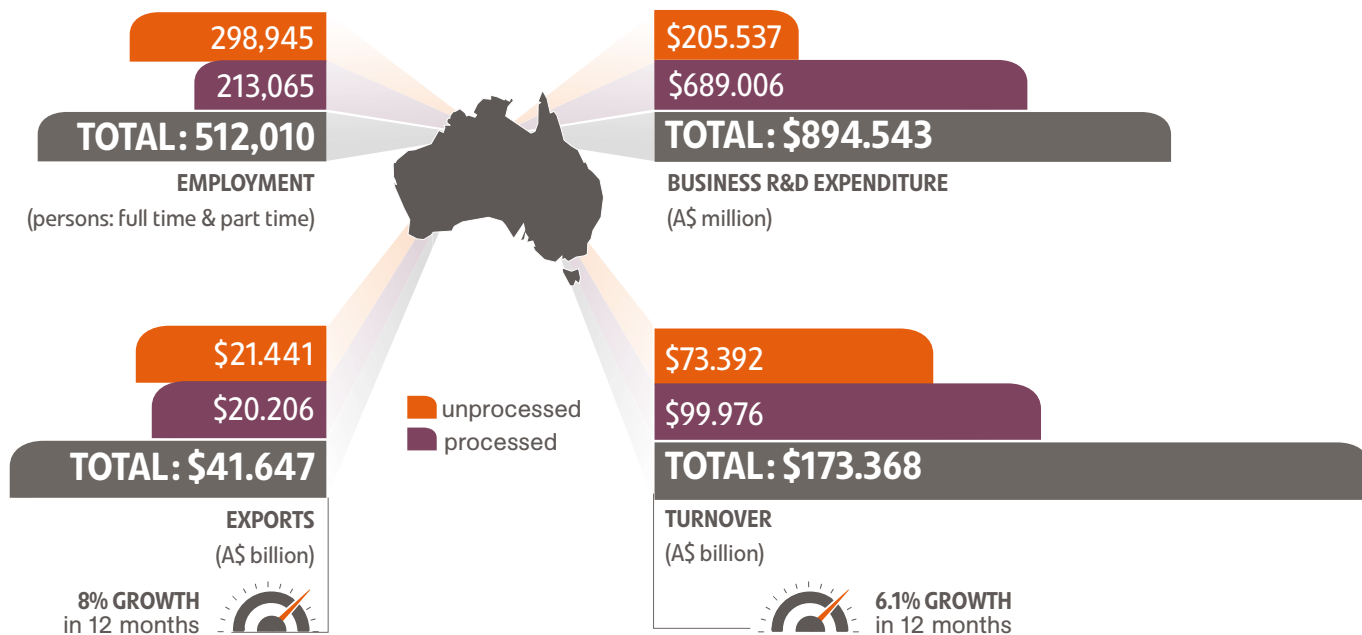


Sugar cane harvesting, Queensland.

Sector at a glance

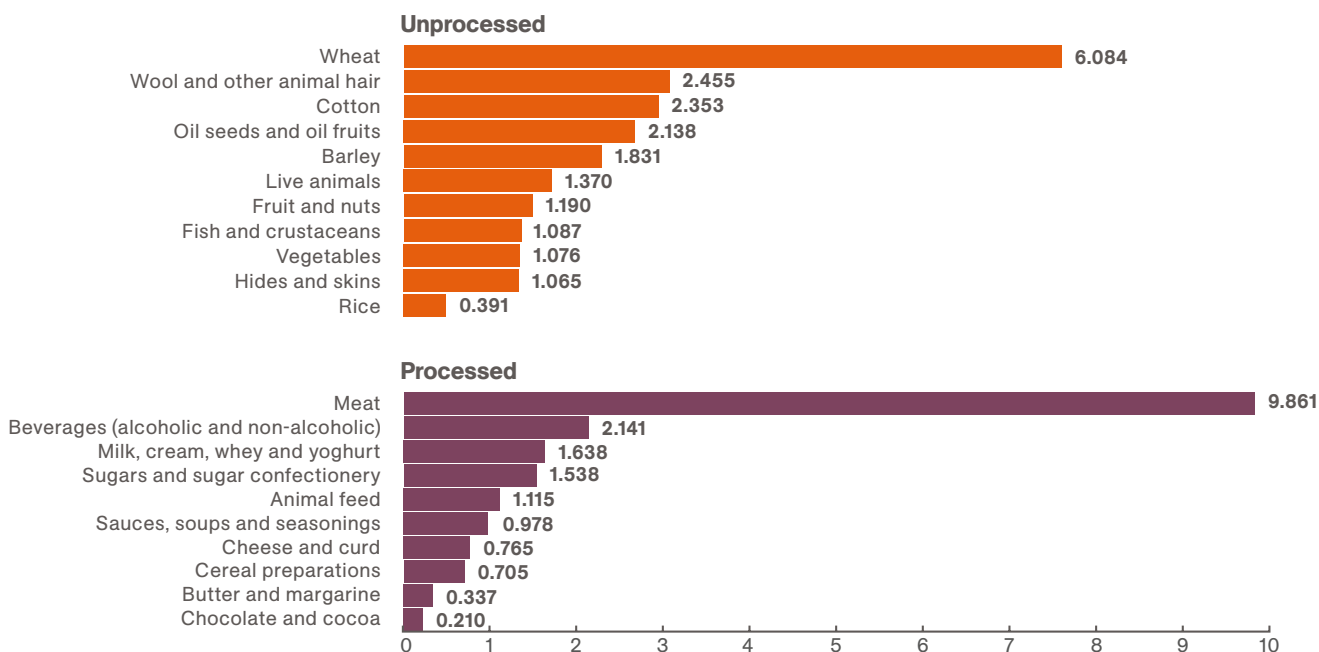
Australia's growing agribusiness and food sector offers unique opportunities for investors looking to expand food and fibre production as well as add value to downstream processing industries. Investors can leverage Australian expertise and experience in finding pathways to market for a diverse range of food and fibre exports, helping to secure new customers in one of the world's most dynamic regions.

FIGURE 1: EMPLOYMENT, EXPENDITURE, EXPORTS AND TURNOVER



Sources: EMPLOYMENT – ABS Catalogue 6291.0.55.003 *Labour Force*, Australia, August 2015. TURNOVER – ABS Catalogue 8155 *Australian Industry 2013-14*, June 2015. R&D EXPENDITURE – ABS Catalogue 8104.0 *Research and Experimental Development, Businesses*, Australia 2013-14. EXPORTS – Based on DFAT, *Composition of Trade, Australia 2013-14*. Note: figures exclude forestry.

FIGURE 2: PROCESSED AND UNPROCESSED EXPORTS (A\$billion)

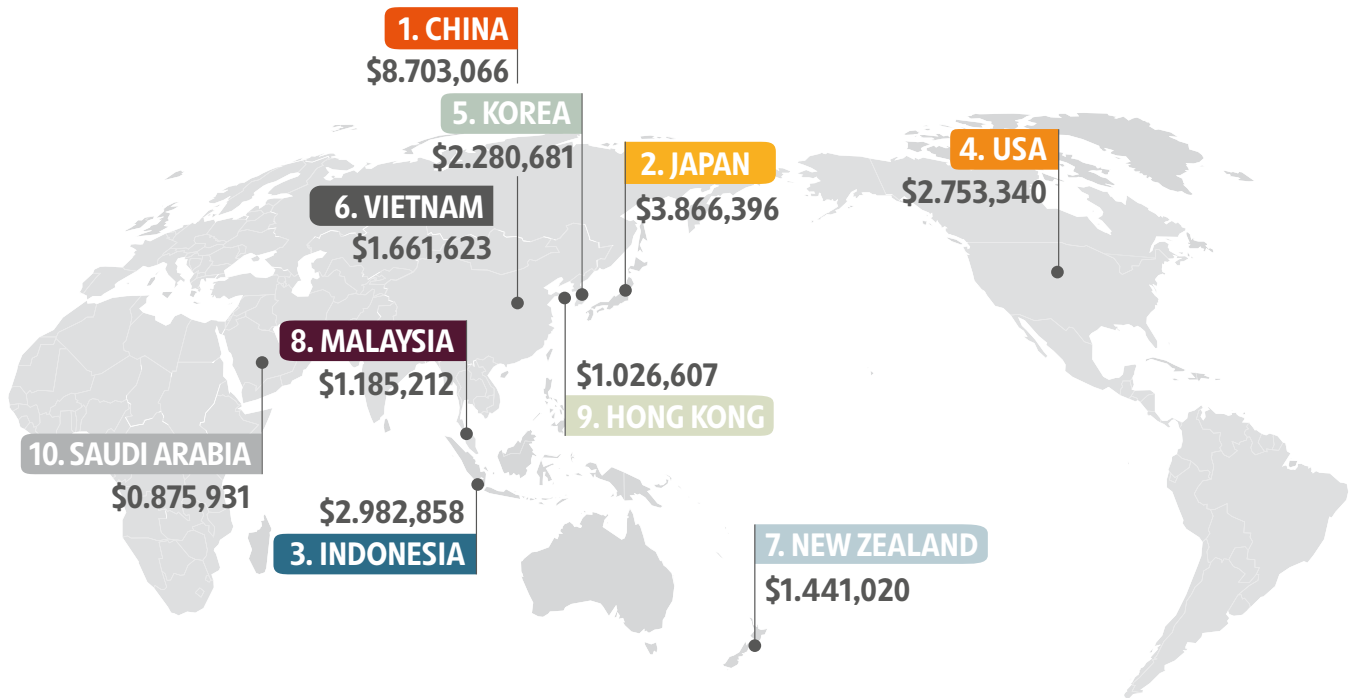


Source: Based on DFAT publication, *Trade in Primary and Manufactured Products*, Australia 2013-14.

Destinations for Australian food and fibre

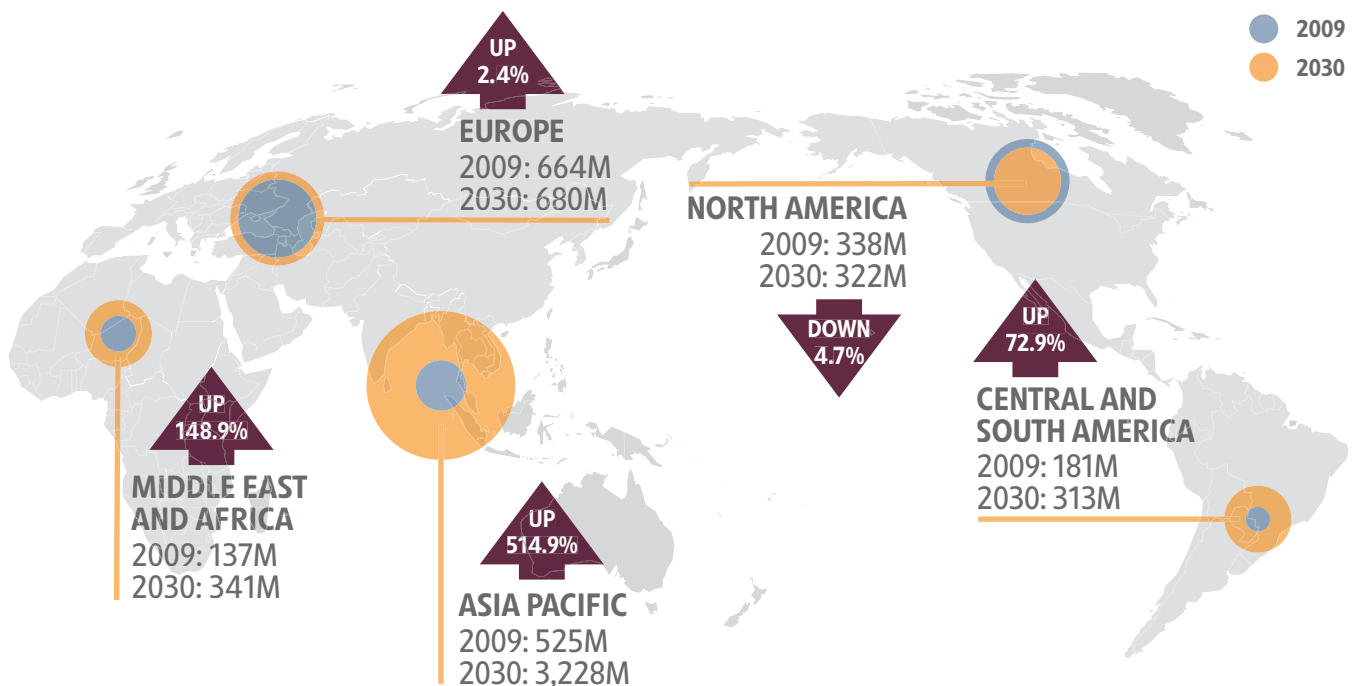
Australia's strategic position and well-established trade relationships benefit investors seeking to access fast-growing markets from a stable base. The growth in the number of middle-class consumers in the Asia-Pacific region is forecast to grow from 525 million in 2009 to approximately 3,228 million by 2030.

FIGURE 3: TOP EXPORT DESTINATIONS FOR AUSTRALIAN FOOD AND FIBRE (A\$ BILLION)



Source: DFAT. Country and Commodity pivot table – FY2006 to FY2014.

FIGURE 4: GROWTH OF THE MIDDLE CLASS (2009 VERSUS 2030 FORECAST)



Source: Kharas, H. 2010, Working Paper No 285: The emerging middle class in developing countries, OECD Development Centre.

An aerial photograph of a large container port. In the foreground, a long pier is lined with several red gantry cranes. The pier is filled with stacks of colorful shipping containers in various colors like red, blue, yellow, and green. A large white container ship is docked at the pier, with its deck also covered in stacks of containers. In the background, another large container ship is docked at a different pier, and a smaller tugboat is visible in the water. The sky is clear and blue.

**Australia.
Vibrant.
Competitive.**

Container ships, Port of Melbourne, Victoria.

A gateway to Asia

Australia's connections through geographic proximity and trade, investment and cultural links to the fast growing Asia-Pacific region, offer cost-effective service compared to competitors in Europe and North America.

Connected to strong growth markets

Australia's food exports reached an 11-year high in 2013–14. While the figure is an endorsement of the strength of Australia's food industry, it is just a small taste of trade to come if Australia can achieve its goal of increasing its share of the premium food and beverage market.

In 2012, Australia and New Zealand Banking Group predicted Australia's food producers could achieve up to A\$1.7 trillion in additional revenues from agricultural exports by 2050.

Asia's increasing appetite for safe, healthy and high-quality foods and retail-ready ingredients complements Australia's strengths as a 'clean and green' food producer and its record as a regional supplier.

Setting up in Australia can provide complementary market access to firms from North America and Europe as well as ensure that Asian firms seeking safe, smart and sustainable production can leverage Australia – and our reputation for quality – as a base to export into other markets.

“In future we will see more and more food businesses creating goods – and farmers planting crops – that are intended solely for Asia from the outset. This will require innovation that starts behind the farm gate and continues across every process in the supply chain, to new packaging, marketing, and business processes.”

– Business Monitor International,
Australia Infrastructure Report, February 2012

THEY CHOSE AUSTRALIA:



CHAROEN POKPHAND GROUP (CP GROUP)

CP Group, Thailand's largest private company, is signalling its confidence in Australia's premium food brand in Asia by signing a Memorandum of Understanding (MoU) with Australia's largest family-owned meat processor, Thomas Foods International.

The MoU is the first step ahead of the two companies establishing a joint venture to build an advanced food processing centre that will produce ready-made beef and lamb meals for export.

The new production facility will be based in the northern suburbs of Adelaide. It will match Thomas Foods' supplier relationships and product credentials with CP Group's distribution network to prepare and package foods for distribution across Asia and the world.

Free trade agreements

Australia has one of the most liberal trade and investment markets in the world. Over decades of reform, Australia has unilaterally reduced its trade barriers and embraced multilateral and other FTAs to the extent these now cover the majority of Australia's trade.

These agreements increase Australia's trade and investment competitiveness, with enhanced access for key goods and services, particularly agriculture, food and fibre products. This helps embed Australian companies in global value chains and cement Australia's position as a base for foreign companies to expand within Asia.

Australia's network of FTAs provides greater access to the Asian region than those of any North American or European economy.

Asia and the Pacific: comparison of FTAs in force	Australia	US	Canada	EU	NZ
ASEAN	●				●
Brunei	●				●
China*	●				●
Hong Kong					●
Japan	●				
Korea	●	●	●	●	
Malaysia	●				●
Singapore	●	●			●
Thailand	●				●

*Signed but not ratified

Australia has nine FTAs currently in force, with countries covered by these FTAs accounting for 42 per cent of Australia's total trade. This coverage will increase significantly as the recently concluded FTA with China, accounting for 23 per cent of Australia's trade, comes into force once ratified by the Australian Parliament (forecast to be late 2015).

Negotiations in the Trans-Pacific Partnership (TPP) Agreement of which Australia is a member, concluded in October 2015. The deal now faces ratification by each of the 12 member countries. A further five FTA negotiations are being undertaken – two bilateral FTAs and three plurilateral FTAs. These FTAs will further help exporters from Australia access new markets and expand trade in existing markets. The countries covered by these negotiations account for a further six per cent of Australia's trade.

FTAs in force

- ASEAN-Australia-New Zealand FTA
- Australia-Chile FTA
- Australia-New Zealand Closer Economic Relations
- Australia-United States FTA
- Japan-Australia Economic Partnership Agreement

- Korea-Australia FTA
- Malaysia-Australia FTA
- Singapore-Australia FTA
- Thailand-Australia FTA

FTAs signed (but not ratified)

- China-Australia FTA
- Trans-Pacific Partnership (TPP) Agreement¹

FTAs under negotiation

- Australia-Gulf Cooperation Council (GCC) FTA
- Australia-India Comprehensive Economic Cooperation Agreement
- Indonesia-Australia Comprehensive Economic Partnership Agreement
- Pacific Agreement on Closer Economic Relations (PACER) Plus²
- Regional Comprehensive Economic Partnership (RCEP)³
- Trade in Services Agreement (TiSA)⁴

1. TPP: Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, the United States and Vietnam.

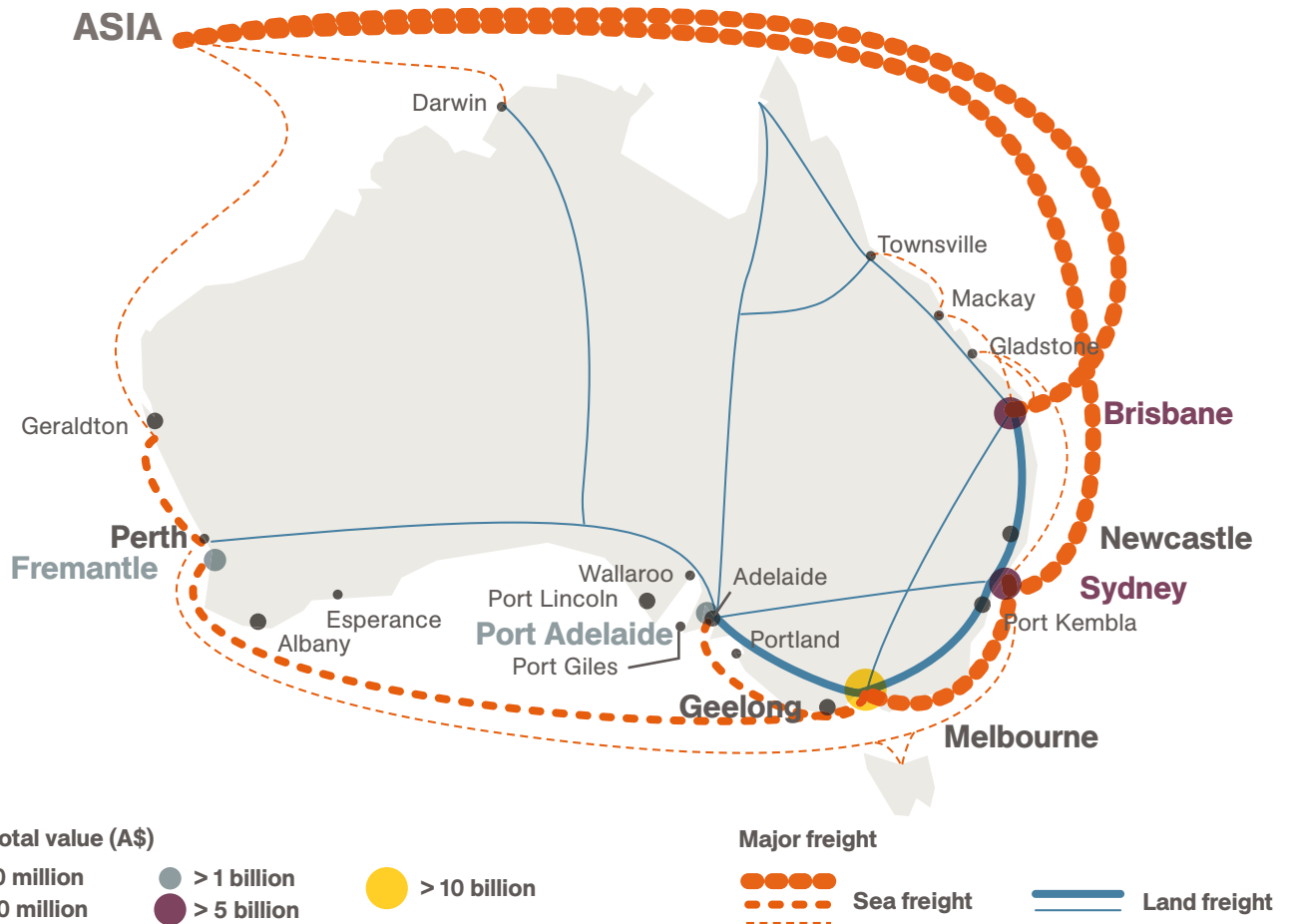
2. PACER Plus: Australia, Cook Islands, Kiribati, Marshall Islands, Micronesia, Nauru, New Zealand, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Tonga, Tuvalu and Vanuatu.

3. RCEP: ASEAN members and Australia, China, India, Japan, Korea and New Zealand.

4. TiSA: Australia, the United States and EU, with a subset of WTO members.

A sophisticated logistics network

FIGURE 5: AUSTRALIA'S AGRIFOOD SEA AND LAND FREIGHT NETWORK



Australia has a sophisticated logistics network that offers extensive, frequent and timely air and sea services to Asia. A strong outbound shipping capacity services Asian markets, with more than 10 companies offering weekly shipping services to China.

Reduced transport times are particularly important for fresh produce. For example, table grapes can be picked, packed and airfreighted to markets in Asia within 48-60 hours or sent by sea within 16 days.

THEY CHOSE AUSTRALIA:



LONGLEY FARM

British dairy company Longley Farm has invested more than A\$100 million in a high-tech milk processing facility in Casino, New South Wales, developing a unique export business based on a patented 'fast-freeze' technology.

Under local subsidiary Richmond Dairies, the company is exporting 10-kilogram blocks of high-quality frozen cream for use by premium ice-cream manufacturers, patisseries and bakeries in the Middle East, South West Asia and Japan. The plant also produces yoghurt concentrate and skim milk powder.

The plant is located on the NSW north coast and is supplied with premium milk from Jersey cows, which is high in fat and cream.

**Australia.
Clean.
Green.**



Dairy cows, Warrnambool, Victoria.

State by state

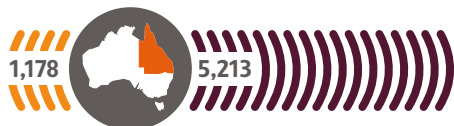
From grains and dairy to meat and seafood, Australia's varied growing environments provide investment opportunities for a broad range of produce and products. Unique industries exist in each Australian state and territory, providing diverse opportunities across the agribusiness and food value chain.



Victoria accounts for more than two-thirds of Australia's total dairy production and hosts companies undertaking over 30 per cent of the country's food processing R&D.⁵ Its strong manufacturing base underpins opportunities in areas such as specialist dairy food as well as high value-add food processing for meat, cereals and horticulture produce.



Western Australia has a varied and efficient agricultural sector reflecting the state's diverse geography, able to accommodate the production of premium seafood, cattle, grains, oilseeds, sheep meat and wool. The state provides the raw materials for a rapidly growing range of processed exports, including wine, ice-cream, barley malt, noodles and fine leather. It is also a major world supplier of lobsters, prawns and pearls.



Queensland's climatic diversity helps it produce a range of agricultural products. Crops include bananas, mangoes, strawberries, avocados, sugar cane and grains, including wheat and sorghum. The state is Australia's largest beef producer and a major meat processor. Queensland has a strong biotechnology sector that supports manufacturing of foods with enhanced nutritional health benefits.



Tasmania's affordable land and abundant water are some of the features that underpin its reputation for world-class agriculture. Key sectors include wine, dairy, red meat, fruit, vegetables, poppies, aquaculture and wild fisheries. Tasmania is also acclaimed for its superfine wool. The state is attracting international interest in its Sense-T project, which integrates various data sources to enable businesses, governments and communities to make better management decisions.



South Australia is renowned for premium food and wine, wheat, barley, beef, lamb, poultry and seafood. South Australian businesses enhance and add value to a broad range of horticultural and grain products, and the state is the home of the Waite Institute, which has the largest cluster of agricultural researchers in Australia.



The Northern Territory is geographically close to growing Asian markets and has large pastoral operations. It has a long history of supplying live cattle for export and domestic markets. Large mango farms are situated in the north along with other tropical horticulture crops such as melons, Asian vegetables and bananas. Table grapes and dates are grown in central Australia. Opportunities exist for investment in aquaculture for prawns, barramundi and sea cucumbers along the northern coastline, as well as in premium meat and skins for international export markets.



New South Wales is the base for a range of agribusiness and food companies, with capability in cereals, pulses, oilseeds, food processing, and fruit and vegetables. The state is at the forefront of research and application in functional foods, nanotechnology, new processing technologies (irradiation, high-pressure processing, low-energy electron beam processing, pulsed electric field processing), 'smart' logistics control and e-commerce.

UNPROCESSED A\$M () PROCESSED A\$M

Source: DFAT, *Australia's Trade by State and Territory*, 2013-14.

5. Australian Bureau of Statistics, *81040 Research and Experimental Development, Businesses*, Australia, 2013-14, September 2015.

Agribusiness in northern Australia

The Australian Government and the governments of the Northern Territory, Queensland and Western Australia are committed to creating a business-friendly environment to facilitate investment in the future of northern Australia. These commitments are detailed in the *Our North, Our Future: White Paper on Developing Northern Australia*, released in June 2015.⁶

Northern Australia presents a rare opportunity for investors of untapped possibility situated firmly within the safety and security of a successful advanced economy. The region is developing as a low-risk supplier of clean, green agricultural commodities and niche high-value food and fibre products.

Over the next 20 years to 2035, northern Australian agriculture (including aquaculture) and food and fibre processing has significant potential to expand. Research and development will lead to greater yields and profitability, and will explore new products, production methods, technologies and broad innovation. Better understanding of soils, water, endemic tropical and sub-tropical pests, diseases and weeds and further development of technical expertise will continue to improve northern Australia's rich asset base.

Opportunities in northern Australia include:

- › beef production and processing
- › horticulture and irrigated cropping
- › aquaculture and commercial fishing
- › crocodile production and processing
- › biofuel production
- › ecosystems services.

CRC FOR DEVELOPING NORTHERN AUSTRALIA

The Australian Government has committed A\$75 million to a new cooperative research centre (CRC) for Northern Australia. The CRC will initially focus on agriculture, food and tropical medicine.

THEY CHOSE AUSTRALIA:



SHANGHAI ZHONGFU

Through Australian subsidiary Kimberley Agricultural Investments (KAI), Chinese firm Shanghai Zhongfu is investing up to A\$700 million over six years on a greenfield agricultural development near Kununurra, Western Australia.

KAI will lease and develop 13,400 hectares of irrigated farmland cleared through the Ord-East Kimberly Expansion Project, which has already expanded the area of agricultural land in the Ord River catchment to at least 28,000 hectares with a further 14,000 under consideration for expansion.

Shanghai Zhongfu's investment will substantially expand the sugar industry in Western Australia and includes a proposal for a A\$425 million sugar mill that will process four million tonnes of cane and produce 500,000 tonnes of export sugar crystal annually.

The company's investment in the Ord catchment opens up the potential of the region for cultivation of other crops including sorghum, sandalwood and horticultural products.

6. Australian Government, *Our North, Our Future: White Paper on Developing Northern Australia*. See: northernaustralia.infrastructure.gov.au.

THEY CHOSE AUSTRALIA:



Ferrero established its manufacturing plant in Lithgow, New South Wales in 1974 and today the company is Australia's fourth-largest confectionary manufacturer. 'We came here when globalisation was not even in the dictionary, on pure entrepreneurial instinct', says Rocco Perna, Ferrero Australia Managing Director.

Ferrero chose Lithgow as its manufacturing centre because of the bracing climate at 1,000 metres above sea level and the company tradition of basing such facilities in smaller communities.

In 2013, the Ferrero Group announced an investment of A\$70 million to set up a hazelnut plantation of one million trees on 2,000 hectares in the Riverina region in New South Wales. This long-term investment will enable the company to source a supply of fresh, high-quality nuts locally.

Sales of Ferrero products in Australia and New Zealand are worth A\$150 million a year, with additional sales of Australian manufactured products in Asia worth up to A\$20 million a year.

THEY CHOSE AUSTRALIA:



The Monsanto Company, headquartered in the United States, began operations in Australia in 1928 with a focus on commodity chemicals before expanding into agricultural products.

Monsanto Australia recently opened a purpose-built research facility in Toowoomba, Queensland to ensure cotton growers continue to benefit from its successful insect-tolerant and herbicide-resistant cotton.

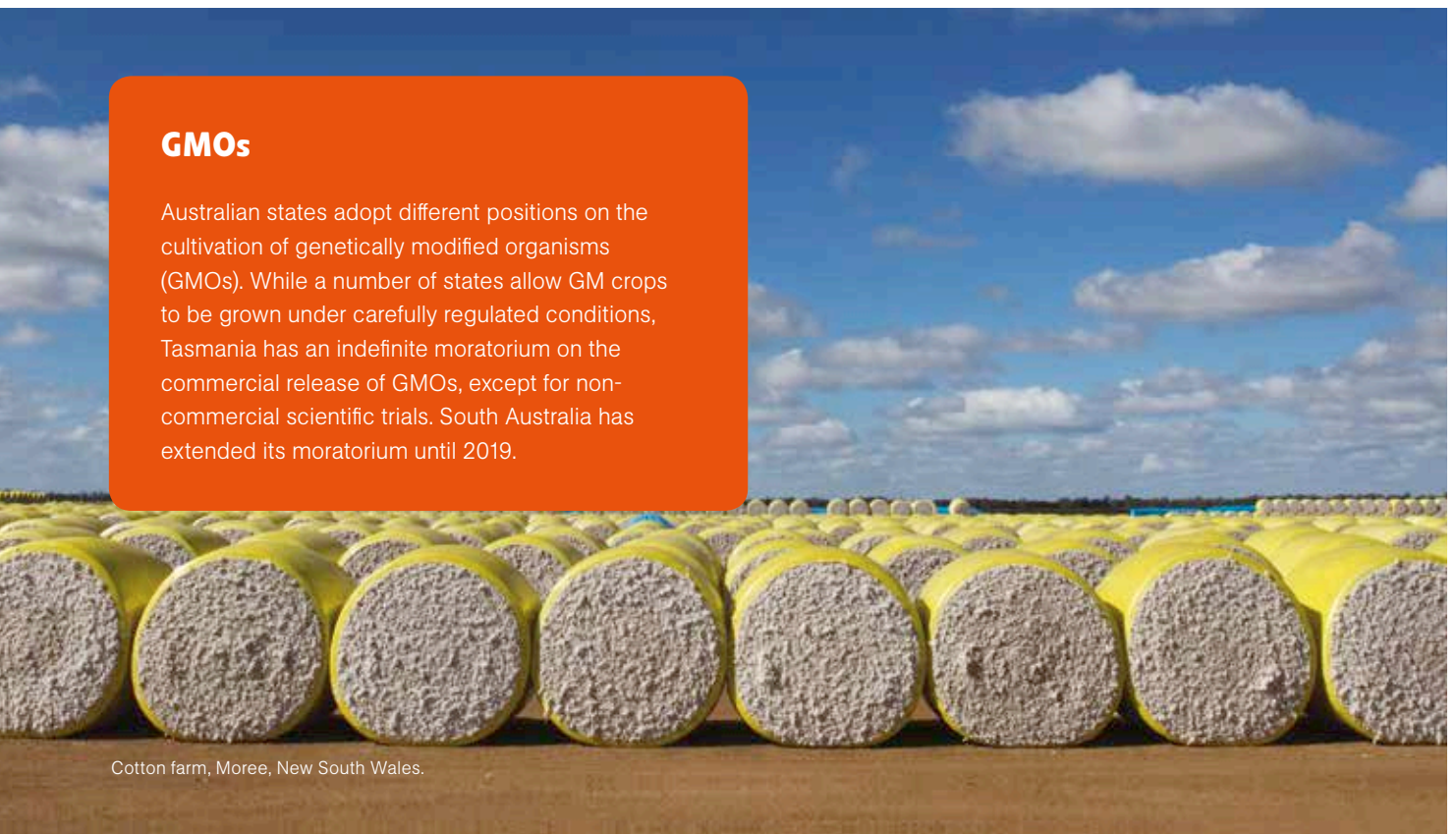
Australia's significant cotton production, its reputation in agricultural research and pool of talented agricultural scientists made Australia the ideal choice for this type of investment.

'Developments in biotechnology have underpinned the [Australian] cotton industry's well-documented productivity and sustainability gains,' says Daniel Kruithoff, Managing Director, Monsanto Australia. 'This impressive performance was driven by the industry's commitment to innovation, rapid adoption of new technology and crop management practices.'

GMOs

Australian states adopt different positions on the cultivation of genetically modified organisms (GMOs). While a number of states allow GM crops to be grown under carefully regulated conditions, Tasmania has an indefinite moratorium on the commercial release of GMOs, except for non-commercial scientific trials. South Australia has extended its moratorium until 2019.

Cotton farm, Moree, New South Wales.





**Australia.
Diverse.
Abundant.**

Wheat field at the Plant Breeding Institute, University of Sydney, Cobbitty, New South Wales.

Opportunities by sector

Grains

Valued at A\$17 billion, grains represent Australia's largest agricultural sector, with main crops including wheat; coarse grains such as barley, sorghum and oats; and oilseeds and legumes. Approximately 68 per cent of the country's annual output is exported. Australia is a strategic supply region for multinational grain companies that have invested in grain assets along the value chain.

Australia has an enviable reputation for producing quality grains due to its clean and dry environment, and the country's grain producers are among the world's most efficient. Since the late 1970s, annual output has increased by an average of 2.6 per cent. Innovation in grain production is supported by an extensive research and development structure that continues to drive improvements in sustainable productivity.

Ten of Australia's top 12 grain markets are in the Asia-Pacific region. New and existing bilateral trade agreements offer cost-effective service to these rapidly growing markets. Compared to competitors in North America and Europe, Australia has a shipping advantage into South East Asia (Indonesia, Malaysia, Vietnam and Thailand) that makes its bulk-freight rates a third to half the cost.

AT A GLANCE

Total output	45.1 million tonnes
Volume of exports	30.5 million tonnes
Share of world trade	7%
Output exported	68%
Top three markets	Indonesia, Saudi Arabia, Japan

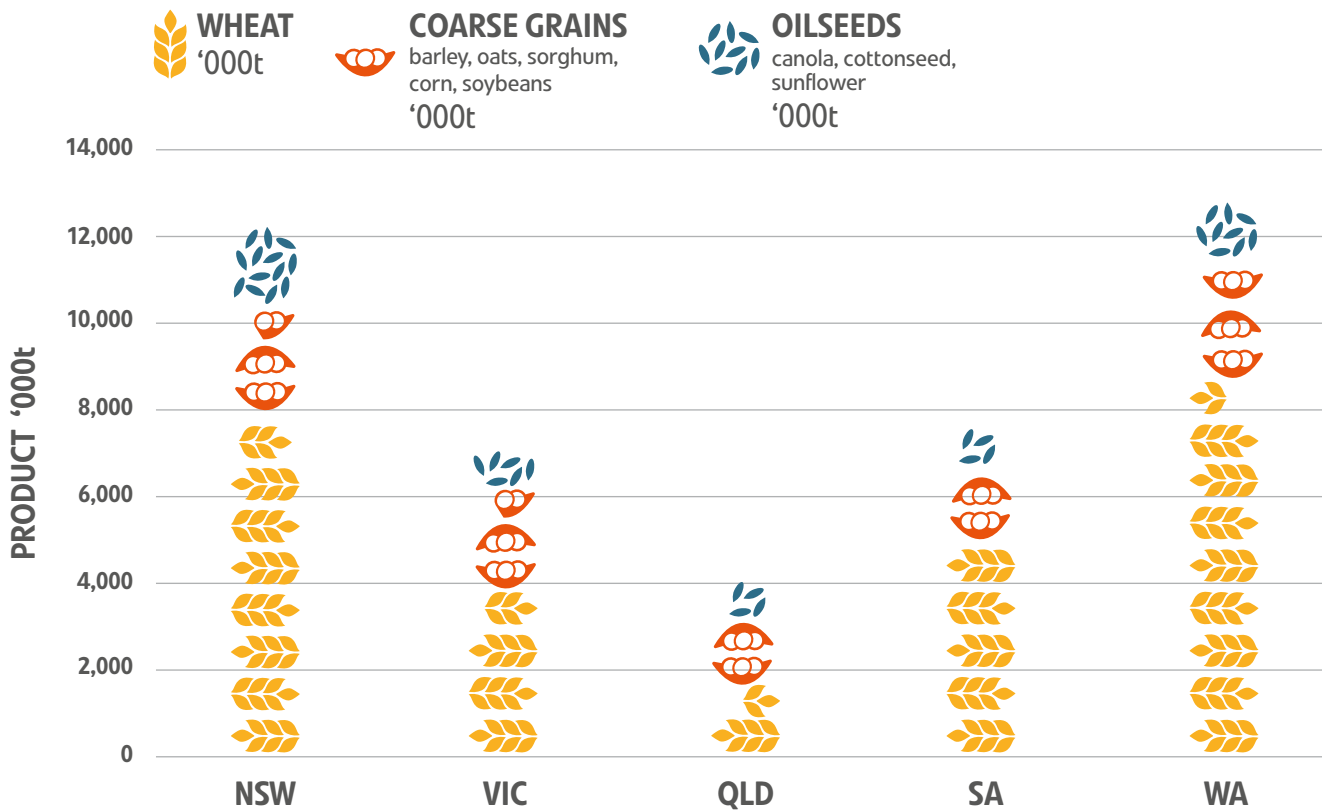
SECTOR ATTRIBUTES

- › Efficient on-farm production, with ongoing productivity improvement
- › Internationally recognised reputation for safe, healthy and high-quality grains
- › Geographic and climatic diversity
- › Well-organised leading-edge R&D infrastructure
- › Accessible supply chain
- › Just-in-time delivery proximity and capability
- › Know-how in production and varietal technologies



Hakubaku noodle factory, Ballarat, Victoria.

FIGURE 6: PRODUCTION BY STATE



Source: ABARES, five-year average to 2013–14.

THEY CHOSE AUSTRALIA:



Hakubaku, Japan’s largest dried noodle manufacturer, invested A\$13 million to build a processing facility in Australia after searching the world for the best wheat for making Japanese noodles. After multiple trials, Australian wheat stood out as the finest and most consistent in quality.

Hakubaku Australia started producing noodles at its plant, the only one of its kind in Australia, in Ballarat, Victoria, in 1998. Producing noodles in Australia helps the company address strict Japanese import quotas on unprocessed grain while still enjoying the advantage of the unique properties of the Australian wheat variety, Rosella.

INVESTMENT OPPORTUNITIES

- Securing strategic supplies of high-quality grains for global sellers
- Alignment of supply chains between farm and end-users to deliver to exact specifications
- Co-investment to commercialise grain technologies such as new varieties
- Improving storage and handling infrastructure through co-investment
- Purchase of farmland assets capable of high-yielding returns
- Development of just-in-time supply chains for niche premium customers

Beef

Spread across a wide geography, Australia's predominantly grass-fed beef industry encompasses a diverse range of farm sizes, cattle breeds and production systems. This diversity in production allows the industry, which exported 75 per cent of its output in 2013–14, to service customers in over 100 countries – making Australia the world's third largest beef exporter.

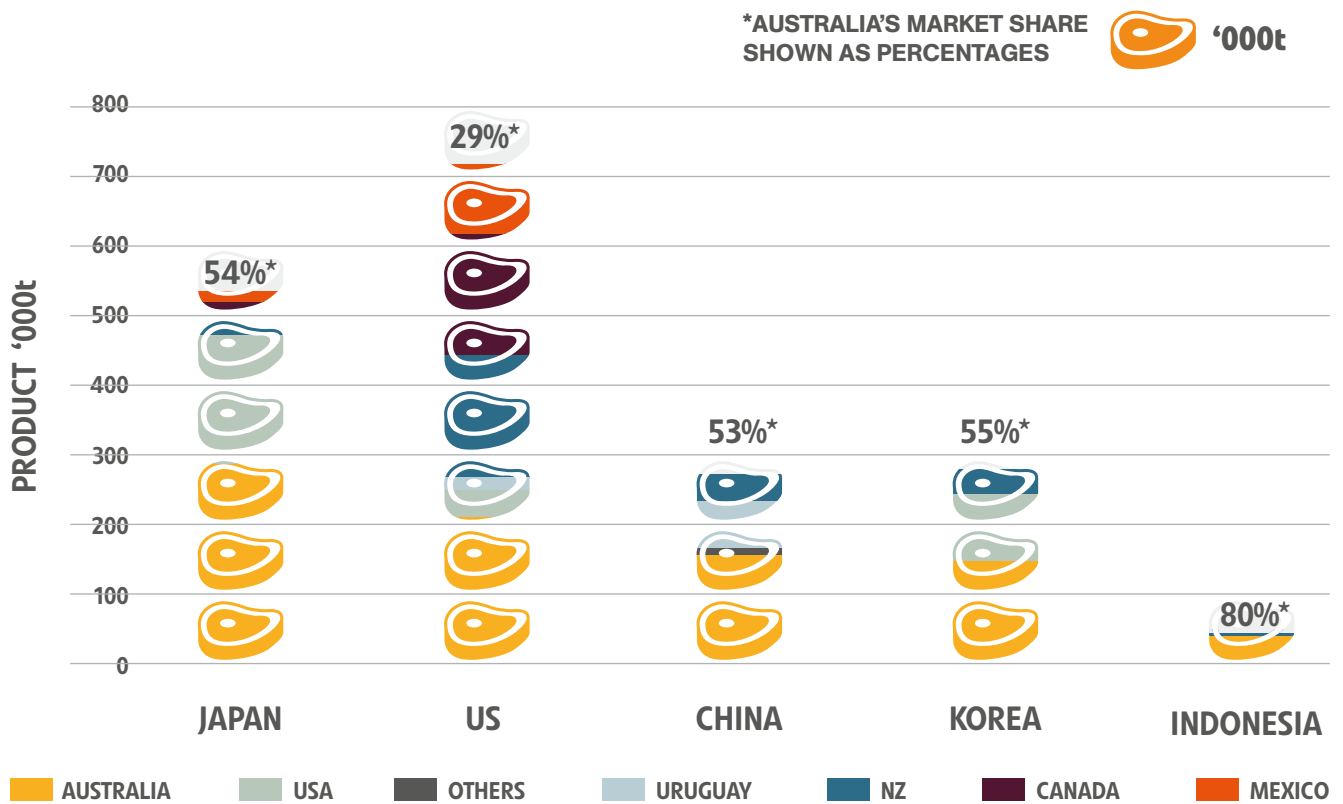
Australia is the world's leading supplier of live cattle to countries around the world, in particular throughout the Middle East and South East Asia. In 2015 Australia signed a live cattle export agreement with China, which could see up to one million head of cattle exported to China each year.

The country's beef exports have broken volume records for three consecutive years to 2014 – shipments in that year totalled 1.3 million tonnes swt – 17 per cent higher than 2013. This increase has been driven in part by drier conditions in northern Australia but also strong demand from global markets.

AT A GLANCE

Total output	2,464,700 tonnes
Volume of exports	1,732,100 tonnes
Share of world trade	18%
Output exported	75%
Top three markets	Japan, USA, China

FIGURE 7: AUSTRALIA'S TOP FIVE BEEF MARKETS VERSUS COMPETITORS



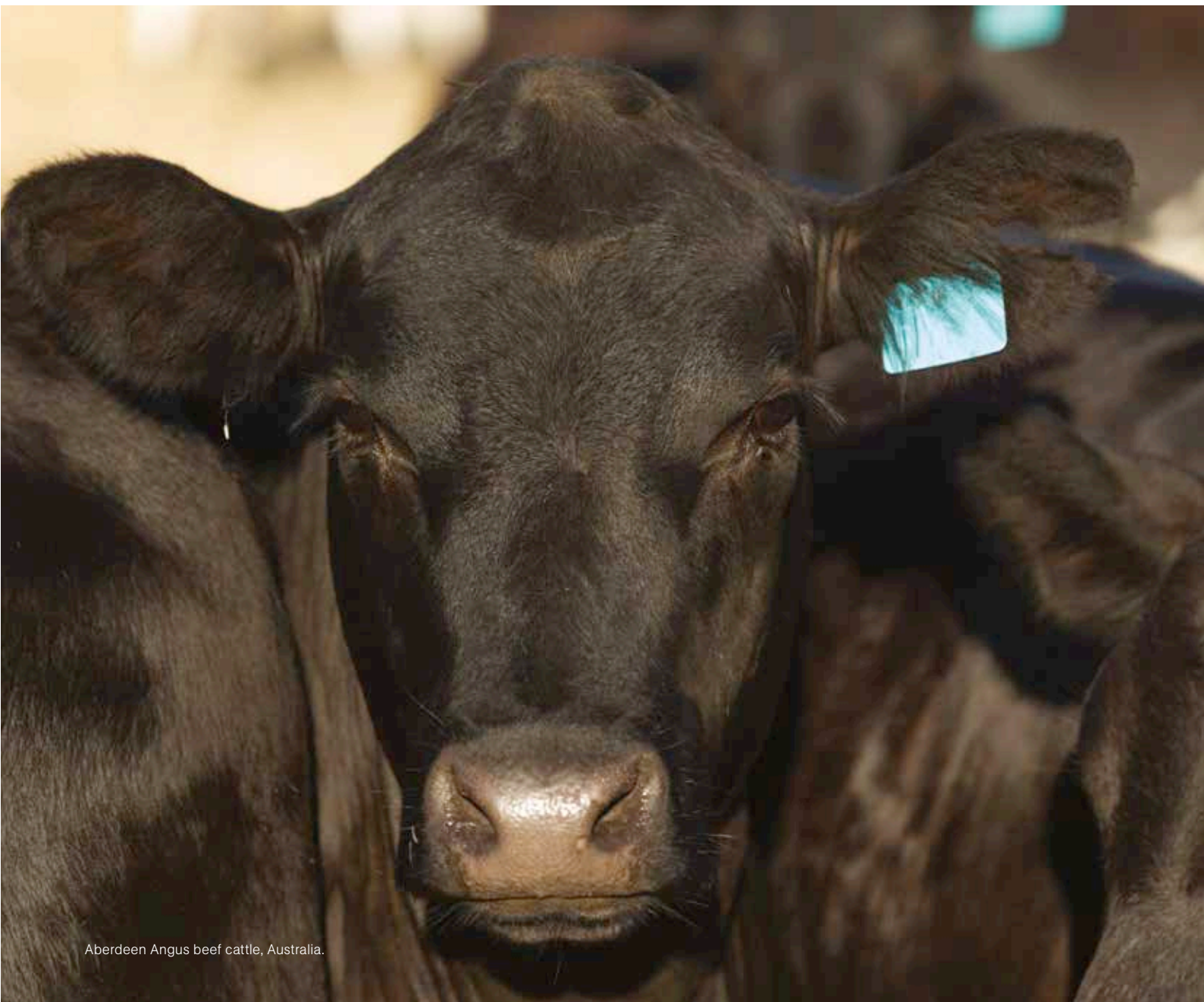
Source: UN Comtrade (United Nations Commodity Trade Statistics Database). Accessed September 2015.

SECTOR ATTRIBUTES

- › Clean and green image, disease-free status
- › Individual, electronic traceability system (NLIS)
- › Comprehensive grading system (MSA)
- › Efficient farm production methods
- › Diversity of production regions and systems
- › Low-cost land supports grass-fed production
- › Innovation well supported by R&D infrastructure
- › Proximity to key Asian markets confers a freight advantage in terms of cost and time to market

INVESTMENT OPPORTUNITIES

- › Investing in northern farm infrastructure to improve stocking rates
- › Developing integrated supply chains through joint ventures to supply growing export markets
- › Commercialising processing and product technologies to improve cost-competitive delivery
- › Developing value-added meat exports based on grass-fed, organic and provenance attributes
- › Commercialising world-leading sensing and objective measurement technologies in processing to improve cost-competitiveness of supply chains



Aberdeen Angus beef cattle, Australia.

Dairy

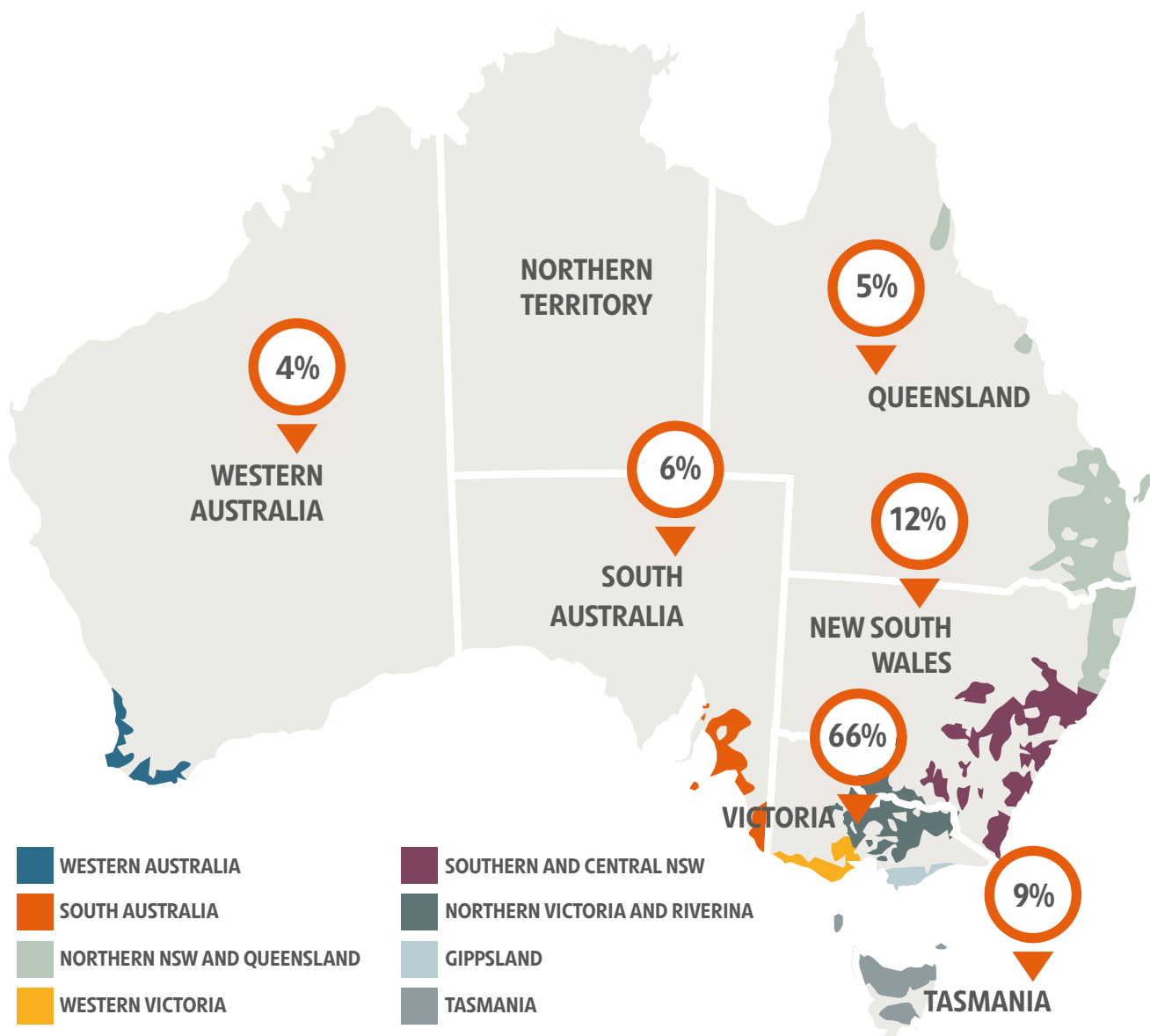
Dairy is Australia's fourth largest agricultural industry at the farmgate and the leader in terms of value-adding. Cheese is the dominant product for the industry, with around 50 per cent sold domestically and 50 per cent exported. Australia also produces a range of increasingly specialised milk powders, mostly for export.

Australia is unique among the world's dairy traders in that production is fairly evenly split between domestic and export markets. As a result, while exports are important for the industry, there is also a significant and stable domestic market for milk and dairy products.

Australia's dairy food safety and quality systems are well known and highly regarded in growing Asian and Middle Eastern markets, making the industry a preferred supplier of functional dairy ingredients.

There is a range of production systems in operation across Australia's geographically diverse dairy industry, and pasture feeding is the norm. The dairy manufacturing sector is diverse, featuring farmer-owned cooperatives, foreign-owned subsidiaries, publicly listed and smaller private companies. Many existing players have undertaken joint ventures over the years which have been effective in assuring supply of key dairy ingredients and gaining market access.

FIGURE 8: AUSTRALIAN DAIRY INDUSTRY LOCATIONS



Source: Dairy Australia, *Australian Dairy Industry in Focus 2014*. Numbers may not add up to 100 due to rounding errors.

AT A GLANCE

Total output	9.2 billion litres
Value of exports	A\$3.2 billion
Share of world trade	7%
Output exported	38%
Top three markets	China, Japan, Singapore

SECTOR ATTRIBUTES

- › High food safety and biosecurity standards, coupled with advanced product traceability systems
- › Globally competitive, high-quality milk production
- › Regional diversity
- › Well-developed and organised R&D sector supporting primary and processing sectors
- › Smaller-scale manufacturing facilities offering agility and flexibility
- › Produces a diverse range of functional, ready-to-consume value-added products and ingredients

INVESTMENT OPPORTUNITIES

- › Farmland investment for capital gain at prices that represent a relatively low barrier to entry
- › Development and consolidation of dairy farms to improve productivity
- › Developing dedicated supply chains offering milk-to-product specification and delivering traceability
- › Co-investment to combine cost-competitive primary production, leading processing technologies and export market access
- › Developing specialty products with existing manufacturers for high-value target markets



Production line, Warrnambool Cheese & Butter Factory, Victoria.



Australian-grown tomatoes.

Horticulture

Horticulture is Australia's second largest agricultural industry, with a gross production value of A\$9 billion in 2013–14. Of this, fruit and nuts comprised A\$3.9 billion and vegetables A\$3.8 billion, while other horticulture accounted for A\$1.5 billion.

Australia's large area covers a variety of geological and climatic zones, ensuring the availability of a broad range of fruit and vegetables for export across the year. The sector comprises mainly small-scale family farms; however, there is a growing trend toward medium- to large-scale operations.

Fresh food wholesalers in central markets play a significant role in the pricing and distribution of product into various retail and foodservice channels. There are also significant direct channels into major supermarkets for product with specified quality and other supply attributes.

The disease-free status, location and diversity of Australia's horticultural industry mean it is well positioned for increasing exports into the future. Fresh produce can be picked, packed and airfreighted to Asia within 48 to 60 hours or shipped within 12 to 20 days.

THEY CHOSE AUSTRALIA:



Kagome Australia, a subsidiary of Japan's Kagome Group, is investing A\$21 million to expand its tomato processing plant in Echuca, Victoria. The investment will help the company to increase supply capability and target export markets in Asia.

Kagome is Australia's largest tomato processing company. Following the upgrade, the company estimates it will replace 7,000 tonnes of imported tomato paste with local product, worth about A\$6.5 million.

'We are excited with the prospect of being paddock-to-plate capable,' says John Brady, CEO of Kagome Australia. 'The Kagome Group chose Victoria because of its capabilities and reputation of being one of the best safe-food suppliers in the world.'

AT A GLANCE

Total output	4.35 million tonnes
Share of world trade	0.3%
Output exported	11%
Top three markets	Japan, New Zealand, Singapore

SECTOR ATTRIBUTES

- › Climatic diversity over a large geographical area allows production of a broad range of fruit and vegetables
- › High standards in food safety and quality assurance systems
- › A world leader in growing technology and strong R&D focus
- › Freight advantage in terms of cost and time-to-market for fresh products
- › Low to no tariff barriers on fresh fruit and vegetables for most key Asian markets

INVESTMENT OPPORTUNITIES

- › Driving consolidation of smaller farms through acquisitions
- › Development of new production regions in northern Australia
- › Development of covered production systems to minimise climate risk and ensure continuity of supply for domestic and export markets
- › Development of convenience products to capture value and minimise wastage
- › Investing in local production to replace imports of high-value products
- › Exporting high-value fresh products to affluent Asian markets
- › Investing in technologies to reduce processing costs and improve export capability



Prawn farm, Spencer Gulf, South Australia.

Aquaculture

Aquaculture is a steadily growing sector of the Australian fishing industry and has developed primarily along Australia's coastal fringes. Australian aquaculture production focuses on high-value species such as pearls, salmonids, tuna and oysters, but there are over 40 species commercially produced.

The gross farmgate value of aquaculture stood at A\$1 billion in 2012–13, accounting for 43 per cent of the gross value of Australian fisheries production. At 80,066 tonnes, the industry made up 35 per cent of the total fisheries production. Australia has about 1,980 aquaculture producers, with the highest number of aquaculture licensees and operators in South Australia. Tasmania is another important aquaculture region, particularly for salmonids.

Much of Australia's seafood is exported as high-value premium product. The increasing demand for Australian native species and world-recognised seafood quality and standards mean Australia's aquaculture sector is competitively positioned in global markets.

INVESTMENT OPPORTUNITY:

PROJECT SEA DRAGON

Based in the Northern Territory, Project Sea Dragon is a large-scale greenfields aquaculture project worth A\$1.45 billion with Phase 1 costs amounting to A\$120–\$150 million. The project is designed by ASX-listed Seafarms Group Ltd. – the largest producer of farmed prawns in Australia. It grows, processes and distributes the premium-branded Crystal Bay™ prawns throughout Australia.

The project will have the capacity to produce around 120,000 tonnes per annum of Black Tiger Prawns and will be developed over five phases. The project's bankable feasibility stage has now commenced and investment opportunities are available around either the entire integrated project or its sub-components. Product off-take and export market development investment opportunities also exist, particularly across the Asia-Pacific region.

AT A GLANCE

Total output	80,066 tonnes
Share of world trade	0.2% (total seafood)
Top three markets	Hong Kong, Vietnam, Japan

SECTOR ATTRIBUTES

- › Diversity of species from various climates within one country
- › Internationally recognised as safe, with high-quality production and standards
- › World-class harvest and post-harvest technologies and innovations
- › Significant capabilities and expertise in aquaculture R&D, equipment and technology, and marketing

INVESTMENT OPPORTUNITIES

- › Development of designated aquaculture zones providing an 'investment ready' platform
- › Consolidation of small producers to improve competitiveness
- › Integration of production, processing and marketing to supply retail-ready products for domestic and overseas markets
- › Development of supply chains to replace imported seafood products with locally farmed seafood products
- › Development of convenience products for growing local market

Innovation capabilities

Australia's strong agricultural R&D networks link universities, government and specialist research centres in fields as diverse as plant and animal health, sustainable agriculture and genetic resources. This opens up collaboration and technology investment opportunities for potential international partners.

Research excellence

The Commonwealth Scientific and Industrial Research Organisation (CSIRO), Australia's national science agency, is among the world's most esteemed scientific institutions.

CSIRO:

- › aims to deliver sustainable productivity growth and value to food and fibre production through excellence in biological and food sciences, creating profound impact across Australia's agricultural value chain
- › outperforms similar organisations in Europe and is a regional and national leader in terms of research impact, as measured by research paper citations
- › manages important national research facilities such as the world-class Australian National Animal Health Laboratory (AAHL) in Geelong, Victoria.



CSIRO ranks in the **top one per cent** of global research institutions in **14** of **22** research fields.



CSIRO ranks in the **top 0.1 per cent** in **four** research fields – agricultural sciences, plant and animal science, environment and ecology, and geosciences.⁷

⁷ CSIRO Science Health and Excellence Report 2013–14. See: publications.csiro.au/rpr/download?pid=csiro:EP15096&dsid=DS1.

THEY CHOSE AUSTRALIA:



Bayer CropScience, a division of Germany's The Bayer Group, has been operating in Australia for over 90 years.

Regular investment in Australian production and research infrastructure underpins Bayer's agricultural business operations, with the company operating two factories near Brisbane and Perth that ensure year-round supply of products exported around the Asia-Pacific region.

Bayer's research partnerships with CSIRO, the Grains Research & Development Corporation and Horticulture Australia Limited form an integrated part of the company's global research efforts.

In 2014, Bayer opened a A\$14 million Wheat and Oilseeds Breeding Centre at Longerenong College, near Horsham, Victoria – the first of its kind in Australia. The centre develops new wheat and oilseeds varieties with higher yields and productivity improvements tailored for the Australian environment.

CASE STUDY:

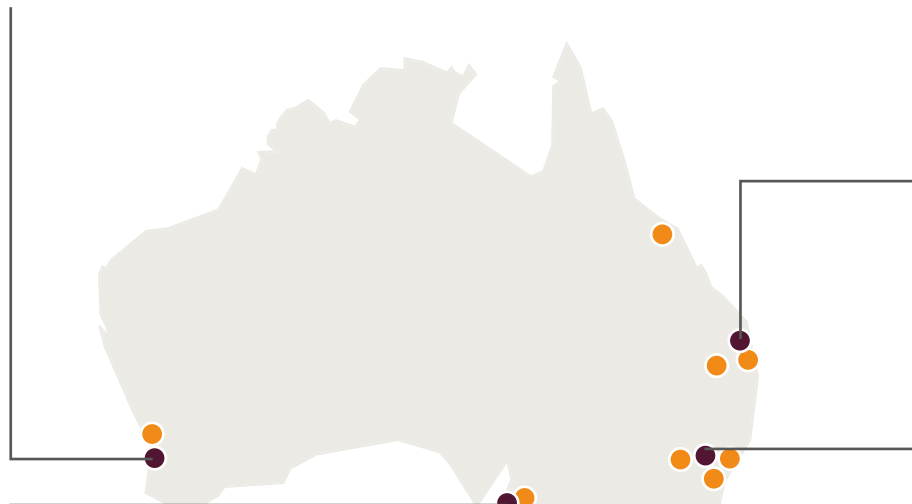
SENSE-T

Sense-T is a partnership program between the University of Tasmania, CSIRO and the Tasmanian Government. Sense-T is a world-first economy-wide intelligent sensor network that integrates different data sources. Through user-friendly applications drawing on real-time data, Sense-T assists producers to improve efficiency and productivity, reduce input costs, improve environmental sustainability and demonstrate food provenance and safety.

Selected research locations

Australian Export Grains Innovation Centre, Western Australia

An independent source of Australian grain quality information, analysis and technical support to agribusiness and customers. The centre supports the trade and use of Australian grains around the world and carries out grain quality, economic and export market research.



Queensland Alliance for Agriculture and Food Innovation, Queensland

Established to significantly improve the productivity, competitiveness and sustainability of tropical and subtropical food, fibre and agribusiness industries. It comprises three centres that undertake research into plant science, animal science, and nutrition and food sciences.

Australian Institute of Food Science and Technology, New South Wales

A national not-for-profit industry body which represents all sectors of the food science and technology industry. Its annual convention is Australia's major national food technology conference, attracting industry, research and government organisations from Australia and overseas.

South Australian Research and Development Institute (SARDI)

The South Australian Government's principal research institute, SARDI is where scientists work to position Australia's agricultural, food, aquatic and bioscience industries as internationally competitive and ecologically sustainable. SARDI addresses these priorities, as well as barriers to growth, through programs assessing challenges such as food security, resource and climate adaptation, biosecurity and enabling technologies.

Centre of Food Innovation, Tasmania

The centre is a partnership between the Defence Science and Technology Organisation (part of the Australian Department of Defence), University of Tasmania and CSIRO. Planned new testing facilities and a technology demonstration site aim to help diversify Tasmania's economic base through increased exports of high-quality, nutritious, value-added food products.

AgriBio, Centre for AgriBioscience, Victoria

AgriBio employs scientists specialising in plant and animal biosciences, biosecurity, bio-protection and soil sciences. It aims to improve productivity, fight disease and reduce negative environmental impacts.

**Australia.
Innovation.
Quality.**



Farm worker using a tablet computer and mobile phone.



Six Australian universities are in the world's Top 100 (overall and for R&D).

Only the USA, UK, Germany and the Netherlands have more.⁸

Industry-specific research infrastructure

Collaborative research groups complement the work undertaken by universities, the CSIRO and major research centres. These entities are headquartered in states and territories but their focus is national.

Rural Research and Development Corporations (RDCs) are partnerships between the Australian Government and industry that aim to provide industry with the innovation and productivity tools to compete in global markets.

Cooperative Research Centres (CRCs) support the adoption and commercialisation of end-user-driven research. Since 1991, the Australian Government has awarded over A\$1 billion to 53 CRCs undertaking food and agribusiness industry research.

FIGURE 9: CURRENT RDCS AND CRCs

Rural Research and Development Corporations	Cooperative Research Centres
New South Wales	
<ul style="list-style-type: none"> › Australian Egg Corporation Ltd › Australian Meat Processor Corporation › Horticulture Innovation Australia Ltd › Australian Wool Innovation › Cotton R&D Corporation › Meat & Livestock Australia › Australian Livestock Exports Corporation (LiveCorp) 	<ul style="list-style-type: none"> › Poultry (est. 2010, A\$27 million over 7 years) › Sheep Industry Innovation (est. 2007, A\$35.5 million over 7 years)
Australian Capital Territory	
<ul style="list-style-type: none"> › Australian Pork Ltd › Fisheries R&D Corporation › Grains R&D Corporation › Rural Industries R&D Corporation 	<ul style="list-style-type: none"> › Invasive Animals – Pests (est. 2012, A\$19.7 million over five years) › Plant Biosecurity (est. 2012, A\$29.7 million over six years)
Victoria	
<ul style="list-style-type: none"> › Forest and Wood Products Australia › Dairy Australia Ltd 	<ul style="list-style-type: none"> › Dairy Futures (est. 2010, A\$27.7 million over six years) › Polymers (est. 2012, A\$14.5 million over five years) › Spatial Information (est. 2009, A\$32.2 million over 8.5 years)
South Australia	
<ul style="list-style-type: none"> › Grape and Wine R&D Corporation 	<ul style="list-style-type: none"> › High Integrity Australian Pork, (est. 2011, A\$19.9 million over eight years)
Queensland	
<ul style="list-style-type: none"> › Sugar Research Australia 	

⁸ University of Melbourne (33), Australian National University (52), University of Sydney (=56), University of Queensland (=60), Monash University (73) and the University of New South Wales (=82). The Times Higher Education World University Rankings 2015–16.

Australian Research Council

The Australian Research Council's Industrial Transformation Research Programme offers funding for cutting-edge research on new technologies and economic and social transformation. Food and agribusiness is one of five priority areas for funding in 2015 and 2016.

Recently funded initiatives include:

- › The Centre of Excellence in Plant Energy Biology is a cutting-edge research centre focused on better understanding the way in which plants produce and use their energy systems in response to environmental change (2014–20).
- › The ARC Research Hub for Legumes for Sustainable Agriculture aims to provide Australian growers and industrial stakeholders with improved plant materials to maximise production, environmental sustainability and profitability. In particular, the Hub aims to improve the nitrogen delivery capacity of legumes and their resilience to abiotic stress, which will be an important consideration as our climate changes (2014–19).
- › The ARC Research Hub for Genetic Diversity and Molecular Breeding for Wheat in a Hot and Dry Climate brings together researchers and wheat breed companies to deliver advanced technologies, breeding material and information to produce new varieties of wheat that are tolerant to stressful environments (2013–18).
- › The Hub for Advanced Prawn Breeding brings together researchers and industry to develop and transfer advanced genomic-informed breeding programs to the farmed black tiger prawn industry (2014–15).

International R&D collaborations

- › **Limagrain** – French multinational Limagrain Céréales Ingrédients, CSIRO and the Grains Research and Development Corporation (GRDC) have formed a A\$12.5 million research partnership, Arista Cereal Technologies. Using technology developed by Limagrain and CSIRO, Arista undertakes research into wheat that is high in starch-resistant dietary fibre, containing high levels of amylose.
- › **Novozymes Biologicals Australia** is a joint venture between Novozymes Biologicals and the GRDC. The company has commercialised phosphate solubilising technology in the form of TagTeam inoculant for legume crops and JumpStart for use in wheat and canola crops. These inoculant technologies were developed with research partners overseas and in Australia. They include the Australian National University, CSIRO, Flinders University and the South Australian Research and Development Institute.

THEY CHOSE AUSTRALIA:

NESTLÉ HEALTH SCIENCE

Nestlé Health Science invested A\$17 million to expand its capabilities in Australia, upgrading its factory in Tongala, Victoria, with a liquid manufacturing unit to produce ready-to-drink medical supplements.

The state-of-the-art factory is part of the company's plans to develop a new industry spanning traditional nutrition and pharmaceutical industries. The aim is to produce science-based personalised nutrition solutions to help prevent disease and manage conditions such as diabetes, renal disorders and malnutrition.

'This significant investment by Nestlé Australia to extend its Tongala factory into a bigger production hub is a huge vote of confidence by the company in the region,' says Paul Bruhn, Regional Business Head, Nestlé Health Science in Asia, Oceania, the Middle East and Africa.

Australia's R&D Tax Incentive

Australia offers a generous R&D tax offset that benefits eligible businesses and eligible R&D and innovation-based activities.

WHO IS ELIGIBLE?

The types of entities eligible for the R&D Tax Incentive are:

- › companies incorporated in Australia (and are not tax-exempt entities)
- › foreign companies that are Australian residents for tax purposes
- › foreign companies carrying on business in Australia through a 'Permanent Establishment' where Australia has a double tax agreement with the foreign company's country of residence.

WHAT QUALIFIES?

Two types of R&D activities are eligible under the R&D Tax Incentive: core and supporting R&D activities.

AGRICULTURE R&D

Examples include:

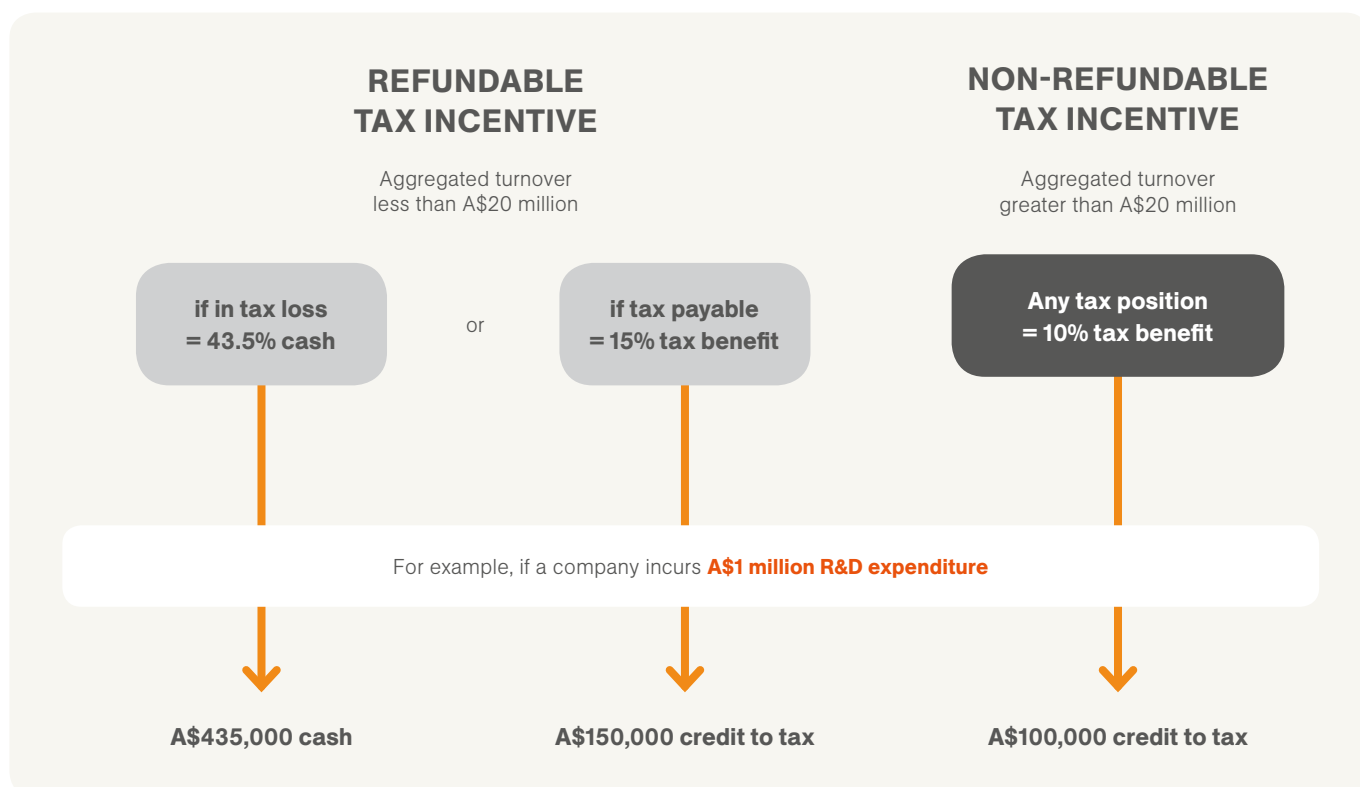
- › new or adapted production processes for crops and livestock in alternative regions and climates
- › novel fertiliser and agricultural chemical developments
- › alternative techniques in animal and plant breeding to achieve improved yields and efficiencies.

FOOD PROCESSING R&D

Examples include:

- › development of new or improved product formulations. Specific attributes to be improved could include stability, quality, flavour, texture and form
- › development of new and improved food processing technology. For example, this could include new packaging technology, new robotic technology, and new retorting technology.

FIGURE 10: HOW THE R&D TAX INCENTIVE WORKS



Top 25 agribusiness and food companies in Australia

	Company name	Annual revenue (A\$b)	Ownership	Details
1.	Lion	5.1	Japan	Kirin-owned Lion employs almost 6,750 people in Australia and New Zealand and operates in the beer, spirits, wine, milk, fresh dairy, juice and soy beverages segments.
2.	Coca-Cola Amatil	5	Australia	Coca-Cola Amatil is one of the largest bottlers of soft drinks in the Asia-Pacific region and one of the world's top five Coca-Cola bottlers. It also produces packaged fruit and vegetable snacks and related products.
3.	GrainCorp	4.1	Australia	GrainCorp provides services to the grain industry, including bulk commodity storage and handling, marketing, merchandising and logistics across operations in Australia, New Zealand, Asia, Europe and North America. The company is part owned by US food processing and commodities trader Archer Daniels Midland.
4.	CBH Group	4.1	Australia	CBH Group is a cooperative deriving revenue from grain storage, handling and marketing for its members. The company has also invested in flour processing facilities and bulk shipping operations.
5.	JBS Australia	3.6	Brazil	JBS Australia is a division of JBS, Brazil's largest food multinational, and the world's largest meat company. In Australia, it has 10 meat processing plants and five feedlots. It acquired Primo smallgoods in 2014.
6.	Olam Investments Australia	3.6	Singapore	Olam is the local subsidiary of Singapore-based trader Olam International. The company operates integrated supply chains for five key products in Australia (cotton, almonds, pulses, grains and wool) to deliver these worldwide.
7.	Glencore Grain	3.6	Switzerland	Glencore Grain, a subsidiary of Swiss-based Glencore AG, operates in all Australian states and originates, handles, stores, transports and markets wheat, barley, oilseeds, pulses, meals, and cotton. It owns Viterra Australia's storage and handling services.
8.	Incitec Pivot	3.4	Australia	Incitec Pivot manufactures, distributes and sells fertilisers, explosives and chemicals throughout Australia, Asia and North and South America.
9.	Devondale Murray Goulburn	3	Australia	Devondale Murray Goulburn processes, manufactures and distributes whole milk and dairy products from processing sites in Victoria, New South Wales and Tasmania. It is investing A\$200 million over three years to almost double its dairy processing capacity.
10.	Teys Australia	2.9	Australia	Teys Australia is Australia's second largest meat processor and exporter, operating three feedlots and six beef processing plants across Queensland, New South Wales, Victoria and South Australia. Teys Australia is 50 per cent owned by US-based Cargill Inc, a global producer and marketer of food and farm commodities and services.
11.	Cargill Australia	2.8	United States	Cargill Australia is the local subsidiary of the US-based food and agricultural product supplier, operating in oilseed processing, flour milling and beef processing, and grain and oilseed storage.

Company name	Annual revenue (A\$b)	Ownership	Details
12. Nufarm	2.8	Australia	Nufarm is the largest manufacturer of crop protection products in Australia and supplies domestic and international markets. Nufarm also has a growing seeds platform encompassing canola, sorghum and sunflower seeds.
13. Inghams	2.4	United States	Inghams, owned by investment firm TPG, is the largest poultry processor in Australia. Its operations extend across fully integrated farming, primary and further processing operations.
14. Agrium SP	2.3	Canada	Agrium SP is the local subsidiary of Canada's Agrium, providing rural services and commodity management.
15. Food Investments	2.2	United Kingdom	Food Investments is part of the UK-based Associated British Foods and generates the majority of its Australian revenue through subsidiary George Weston Foods. Its products include bread, baking products, small goods, cakes and ingredients.
16. Nestlé	2.1	Switzerland	Nestlé Australia is a wholly owned subsidiary of the Swiss-based giant Nestlé S.A. It employs more than 6,000 people in 70 offices, with factories and distribution centres located across the region.
17. Goodman Fielder	2.1	Singapore	Goodman Fielder produces packaged food ingredients, consumer branded food, beverages and related products. Its five core divisions are bakery, dairy, flour and cake mix, spreads and dressings, and mayonnaise. Goodman Fielder was acquired by Singapore's Wilmar International and Hong Kong's First Pacific in March 2015.
18. Carlton & United Breweries	2	United Kingdom	Carlton & United Breweries is Australia's second largest brewer and is owned by SABMiller, the world's largest brewer.
19. Treasury Wine Estates	2	Australia	Treasury Wine Estates has over 11,000 hectares of vineyards, sales totalling over 30 million cases of wine annually and over 3,000 employees.
20. Queensland Sugar	1.9	Australia	Queensland Sugar is involved in the marketing, export and supply of bulk raw sugar. The Brisbane-based company is joint-owned by the state's sugar growers and millers.
21. Wilmar Sugar	1.8	Singapore	Wilmar Sugar Australia, owned by Singaporean agribusiness Wilmar International, operates sugar refineries to produce cane products, sweeteners and bioethanol. It is the largest raw sugar producer and refiner in Australia and eighth largest producer globally.
22. Asahi Holdings	1.8	Japan	Asahi, the Australian subsidiary of Japan's largest brewer, encompasses Schweppes Australia and water bottler Mountain H2O.
23. Mondelez Australia	1.7	United States	Mondelez Australia, formerly Kraft Australia, is a subsidiary of the world's second largest food company, Mondelez International. Mondelez opened the first stage of Australia's largest food R&D facility in 2013. It will invest A\$20 million to transform its chocolate factory in Claremont, Tasmania in 2015.
24. Unilever Australia	1.6	England	Unilever Australia's portfolio of brands includes Flora, Continental, Bertolli, Streets, Lipton and Bushells, as well as a number of personal care and homecare brands. It acquired T2, an Australian tea retailer in 2013.
25. Parmalat Australia	1.5	France	Parmalat Australia, a subsidiary of the global Parmalat Group with majority shareholding by French multinational Lactalis, processes and distributes milk, cream, dairy products and fruit juices for the domestic and export markets. Headquartered in south Brisbane, Parmalat Australia employs approximately 1,800 people.

Source: IBISWorld Top 2,000 Companies Database, accessed October 2015.

Key agencies for industry and government

Department of Agriculture and Water Resources	Lead Australian Government agency with responsibility for the agricultural sector, including the management of Australia's biosecurity system through quarantine and export certification.	agriculture.gov.au agriculture.gov.au/biosecurity
Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES)	The Department of Agriculture and Water's research bureau providing independent research, analysis and advice for government and the private sector.	agriculture.gov.au/abares
Department of Industry, Innovation and Science	Lead Australian Government agency with responsibility for helping industry become more efficient, competitive and innovative. The Department provides support to the food processing industry through a number of programs.	industry.gov.au/industry industry.gov.au/industry/industrysectors/ foodmanufacturingindustry
Foreign Investment Review Board	Advisory board to the Australian Treasurer that examines proposed foreign investments above a certain threshold to ensure the investments are not contrary to the national interest. As of November 2015, for most investors ⁹ these thresholds are: <ul style="list-style-type: none"> › Agricultural land: A\$15 million (cumulative) › Agribusinesses: A\$55 million. 	firb.gov.au
AusBiotech	Australia's largest biotech industry organisation: a network of companies involved in the life sciences, medical technology (devices and diagnostics), food technology, and agricultural, environmental and industrial sectors.	ausbiotech.org
National Farmers Federation	The peak sector body representing farmers and agriculture across Australia.	nff.org.au
Australian Food and Grocery Council	A national organisation representing Australia's packaged food, drink and grocery product manufacturers.	afgc.org.au

9. Note: State-owned enterprises must apply for FIRB approval for all investments.
Non-government investors from Chile, New Zealand, Singapore, Thailand and the USA, with whom Australia has an FTA, enjoy a higher threshold.

How Austrade can help

The Australian Trade and Investment Commission – Austrade – contributes to Australia's economic prosperity by helping Australian businesses, education institutions, tourism operators, governments and citizens as they:

- › develop international markets
- › win productive foreign direct investment
- › promote international education
- › strengthen Australia's tourism industry
- › seek consular and passport services.

What we provide

Working in partnership with Australian state and territory governments, Austrade provides international investors with the information needed to establish or expand a business in Australia. Services for international investors include:

- › initial coordination of investment enquiries and assistance
- › information on the Australian business and regulatory environment, including FIRB requirements
- › market intelligence and investment opportunities
- › identifying suitable investment locations and partners in Australia
- › advice on Australian government programs and approval processes.

Accessing Austrade's investment services

Austrade's investment services are free of charge and are focused on productive foreign direct investment outcomes of strategic importance to the Australian economy, to build capability and enhance productivity.

austrade.gov.au/invest

info@austrade.gov.au



Australian Government
Australian Trade and Investment Commission

