

UNDERSTANDING WATER RISKS CONFERENCE 2019

30 Oct - 1 Nov 2019, Cooma NSW



DARLING irrigation
making every drop count

AN AGnVET SERVICES BUSINESS

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Services



Welcome and thanks for joining us at our inaugural AGnVET Services Understanding Water Risk Conference.

We have gathered a great line up of speakers, and I think I can say that we're breaking new ground in the conference content for the water space. Our expectations are that you will leave this conference with a considerably enhanced understanding of not only what risks you face but also how to manage them. I also hope that you will be able to learn from the other delegates in the room as well as from our speakers.

To do this I encourage you to share your thoughts on the areas where you have the expertise. In particular – how do you look at and manage the risk of not having water when you need it? How do you manage price risk?

The more educated everyone is in relation to risk management, the better the outcomes will be.

AGnVET Services Water Broking has been around for just over a year now, although I know a lot of you from previous experience. At AVS Water Broking it is not about the execution of the trade, rather it's about the thought process and the advice. Our strategy is to form a good relationship, provide good advice, and then the business will follow. One of the motivators for this conference is to reinforce our position as a brokerage that adds value to the client relationship.

Currently our business is myself on the broking side and Janine McKinnon on the administration side. it's an exciting time for the business as we build more durability and capability. We use H2Ox to process our trades and have the resources of the broader AGnVET Services group for all the standard back office tasks.

The AGnVET Services group is an Australian owned leading independent agribusiness, providing a range of rural supplies and services throughout Queensland, New South Wales, Victoria and Tasmania.

Established in Forbes, NSW in 1915, today we have over 60 branches and 100 specialist advisors in agronomy and animal health, strategically located through various locally branded businesses providing local and innovative services to our clients.

These localised iconic brands include AGnVET Services, I K Caldwell, The Wheelhouse Group, Polycon Engineering, AGnVET RURAL and specialist water and irrigation business Darling Irrigation.

I thank you for committing the time to attend, and hope that you enjoy the conference and get tremendous value out of the next two days.

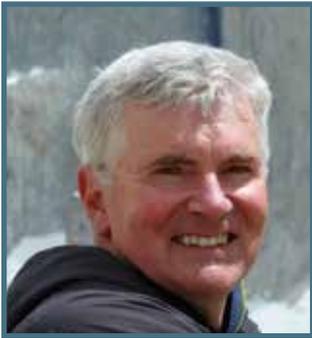
Regards

Andrew Martin
Manager Water Broking
AGnVET Services

Start	Finish	Event	Speaker
Day 1 - Evening - Wednesday 30th October			
5:30 pm	6:30 pm	Arrival & Registration - <i>Cooma Hotel</i>	
6:30 pm		Welcome dinner & Speaker - Climate change and its effect on stream flows	Professor Mark Howden <i>Climate Change Institute, Australian National University</i>
Day 2 - Morning - Thursday 31st October			
7:00 am	8:00 am	Breakfast - <i>Cooma Hotel</i>	
8:15 am	8:30 am	Welcome and Opening - What is Risk?	Andrew Martin <i>AGnVET Services</i>
8:30 am	9:15 am	Where is your Risk?	Peter McGee <i>Victual</i>
9:15 am	9:30 am	<i>BREAK - coffee</i>	
9:30 am	10:15 am	Delivery Risk below choke	Andrew Shields <i>Goulburn Murray Water</i>
10:15 am	11:00 am	Weather Derivatives	Andrew Bomm <i>Progressive Agriculture</i>
11:00 am	11:15 am	<i>BREAK - coffee</i>	
11:15 am	11:45 am	Water Derivatives	Lex Batters <i>H2OX</i>
11:45 am	12:45 pm	Drawing it all together - an interactive discussion	Andrew Martin <i>AGnVET Services</i>
Day 2 - Afternoon - Thursday 31st October			
12:45 pm	1:45 pm	Lunch - <i>Cooma Hotel</i>	
1:45 pm	2:30 pm	Bus to Jindabyne	Snowy Hydro
2:30 pm	3:15 pm	Inspect dam/surge tank	
3:15 pm	4:00 pm	Bus to Cooma	
4:00 pm	5:30 pm	Discovery Centre/Snowy Hydro Presentation	
Day 2 - Evening - Thursday 31st October			
6:30 pm		Dinner, special guest and closing remarks - <i>Cooma Hotel</i>	<i>Special Guest</i> Murray Hartin Sam Maroulis <i>AGnVET Services</i>
Day 3 - Morning - Friday 1st November			
7:00 am	9:00 am	Breakfast - <i>Cooma Hotel</i>	
9:00 am		Depart	



GUEST SPEAKERS



Professor Mark Howden

Director - Climate Change Institute, Australian National University

Professor Mark Howden is Director of the Climate Change Institute at the Australian National University. His work has focussed on climate impacts and adaptation for systems we value: agriculture and food security, the natural resource base, ecosystems and biodiversity, energy, water and urban systems. He helped develop the national and international greenhouse gas inventories and has assessed sustainable ways to reduce emissions. Mark has partnered with many industry, community and policy groups via both research and science-policy roles and has over 400 publications. He has been a major contributor to the IPCC since 1991 now being a Vice Chair of IPCC Working Group 2.



Peter McGee

Co-Founder - Victual

Peter is the Co-Founder of Victual, a risk and insurance consulting business for the food and beverage industry. An engineer by qualification, brought up on a sheep and wheat farm in the central west of NSW, Peter has a natural passion and interest for risk in the agriculture and food industries. Peter provides his clients with support in the development and ongoing maintenance of enterprise risk management frameworks, which help organisations embed a structured approach to risk across all areas of the business. Peter has a team of safety, food safety, business risk, and also insurance consultants to support the risk management programs he delivers to clients across Australia.



Andrew Shields

Manager - River Operations Planning, Goulburn-Murray Water

Andrew Shields is Manager River Operations Planning at Goulburn-Murray Water. Andrew is an environmental engineer and environmental scientist. Andrew has over 13 years of experience in water resource management and leads the Goulburn-Murray Water team responsible for assessing water availability in all regulated water systems across northern Victoria, flood operations and environmental water delivery.



Andrew Bomm

Managing Director - Progressive Agriculture

Andrew Bomm is Managing Director of Progressive Agriculture, based in Wagga Wagga, NSW. Progressive Agriculture provides management and consulting services in water markets and regulation, ag industry services, government relations and policy, farm business issues and content production.

Andrew's professional experience includes six years as a grower representative within the Australian rice industry, firstly as Policy Manager and then Executive Director of the Ricegrowers' Association of Australia. Prior to that Andrew spent seven years in the Commonwealth Parliament as a policy researcher with various Senate committees.

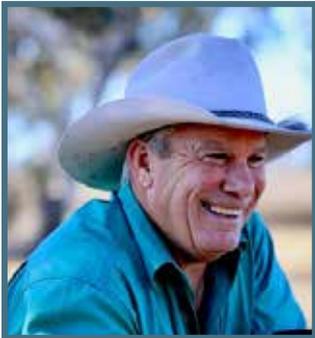
GUEST SPEAKERS



Lex Batters

CEO - H2OX

Lex Batters is the CEO of H2OX, an independent water exchange aimed at improving the level of service in the water market whilst dramatically reducing costs. Lex has a Masters in Water Resource Management from the University of Melbourne and further qualifications in Arts and Applied Finance. Lex started his career as a consultant, providing water market advice to the Commonwealth Government as part of the \$3.1 Billion Restoring the Balance in the Murray Darling Basin program. He has extensive experience in water demand assessments for new infrastructure, in advising water utilities around water asset disposal and water asset valuation.



Murray Hartin

If you haven't heard the yarns '*Turbulence*', '*The Hog Whisperer*' or the haunting '*Rain From Nowhere*' you probably haven't heard of Murray Hartin.

But the bloke from Moree is recognised as one of the best in the business and remains a favourite with audiences across Australia with poems that have justifiably made their way into Australian folklore.

His rapid-fire, rhyming recitals, which can cover anything from the perils of yoga to visiting the dentist to his lovely ANZAC tribute, *The Slouch Hat*, create vivid and often hilarious mental images that will stay with you forever.



Andrew Martin

Manager - AGnVET Water Broking

Andrew is responsible for AGnVET's Water Broking function and has worked in water broking for the past five years. His experience prior to that was with funds management, ag investment and superannuation across both the private and public sector. Andrew was raised on a dryland family farm and has a Bachelor of Economics and Masters of Applied Finance. The combination of farming background and his analytical outlook fits in well in the water broking space.



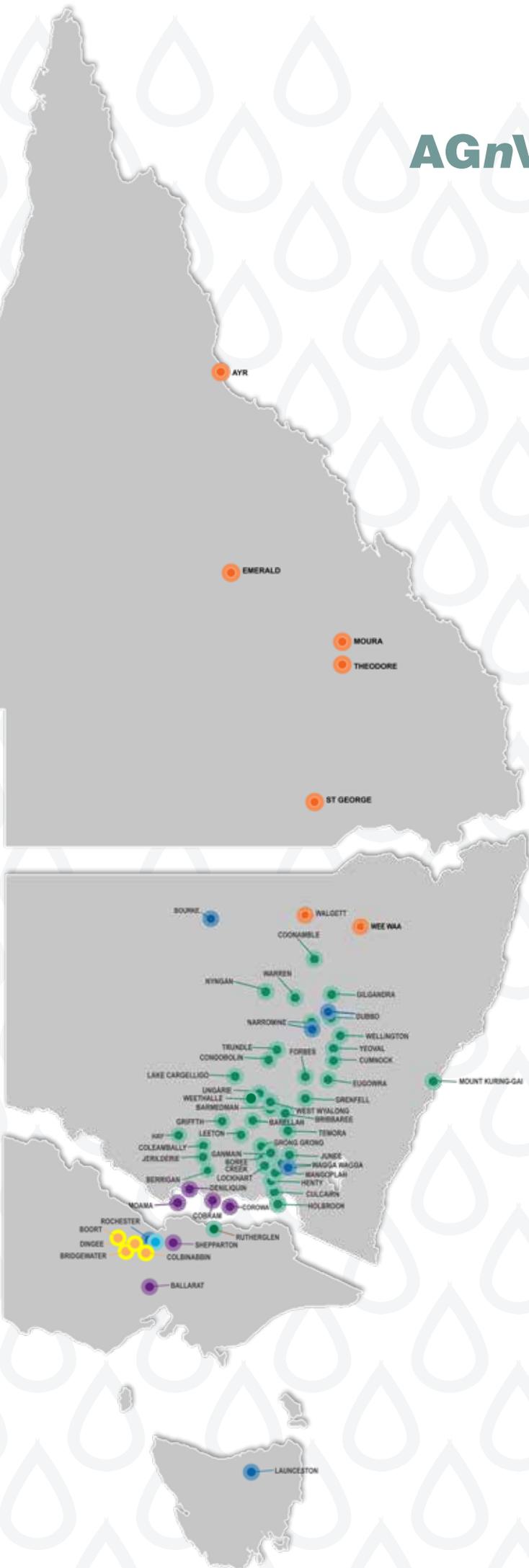
Sam Maroulis

Business Manager - Water - AGnVET Services

Business Manager, Sam Maroulis founded Darling Irrigation with his wife Phoebe in 2004. After completing an Engineering Degree from Sydney University, Sam worked for his father at Darling Fertilisers in Bourke. He took over the business in 2000, and subsequently refocused the business. Darling Irrigation began its joint venture with AGnVET Services in 2009.

Sam enjoys the dynamic and changing nature of the irrigation, water and pumping industry and relishes the opportunity to combine his engineering background with operating business in regional and rural Australia. Sam continues to build solid relationships with leading Australian manufacturers, and maintains a focus on key operational areas of the business.

AGnVET Services GROUP LOCATIONS



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WHEELHOUSE
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AGnVET Services GROUP COMPANIES



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These iconic brands include AGnVET Services, I K Caldwell, The Wheelhouse Group, Polycon Engineering, AGnVET RURAL and specialist water and irrigation business Darling Irrigation.

Our team of specialists provide a complete range of quality farming products and services including Crop Protection, Fertiliser, Seed, Animal Health and Nutrition, Water and Equipment, Machinery, Harvesting, General Merchandise, Insurance and Agronomy and Livestock programs.

- IK Caldwell has branches in Northern Victoria and the Southern Riverina regions.
- AGnVET RURAL outlets are strategically positioned across North West NSW and Central and Far North Queensland.
- Darling Irrigation specialises in water use efficiency and advanced irrigation services in the mining, agricultural, industrial, government and civil industries across Eastern Australia.
- Wheelhouse Group are major suppliers of fertiliser, gypsum, lime and blending facilities in Central Victoria.
- Polycon Engineering located in the heart of the Goulburn – Murray Irrigation district in Victoria specialise in the manufacture and sale of polyethylene (PE) pipe fittings for water and irrigation supply systems.
- AGnVET Insurance Services knows the importance of tailoring insurance needs that provide the right cover for the times when needed for Business, Farm & Agribusiness, Personal or Motor Vehicle Insurance.



SUPPORTING PARTNER



H₂O_X

KEY BUSINESS CONTACTS

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Mark Giffin

**Managing Director
AGnVET Services Group**



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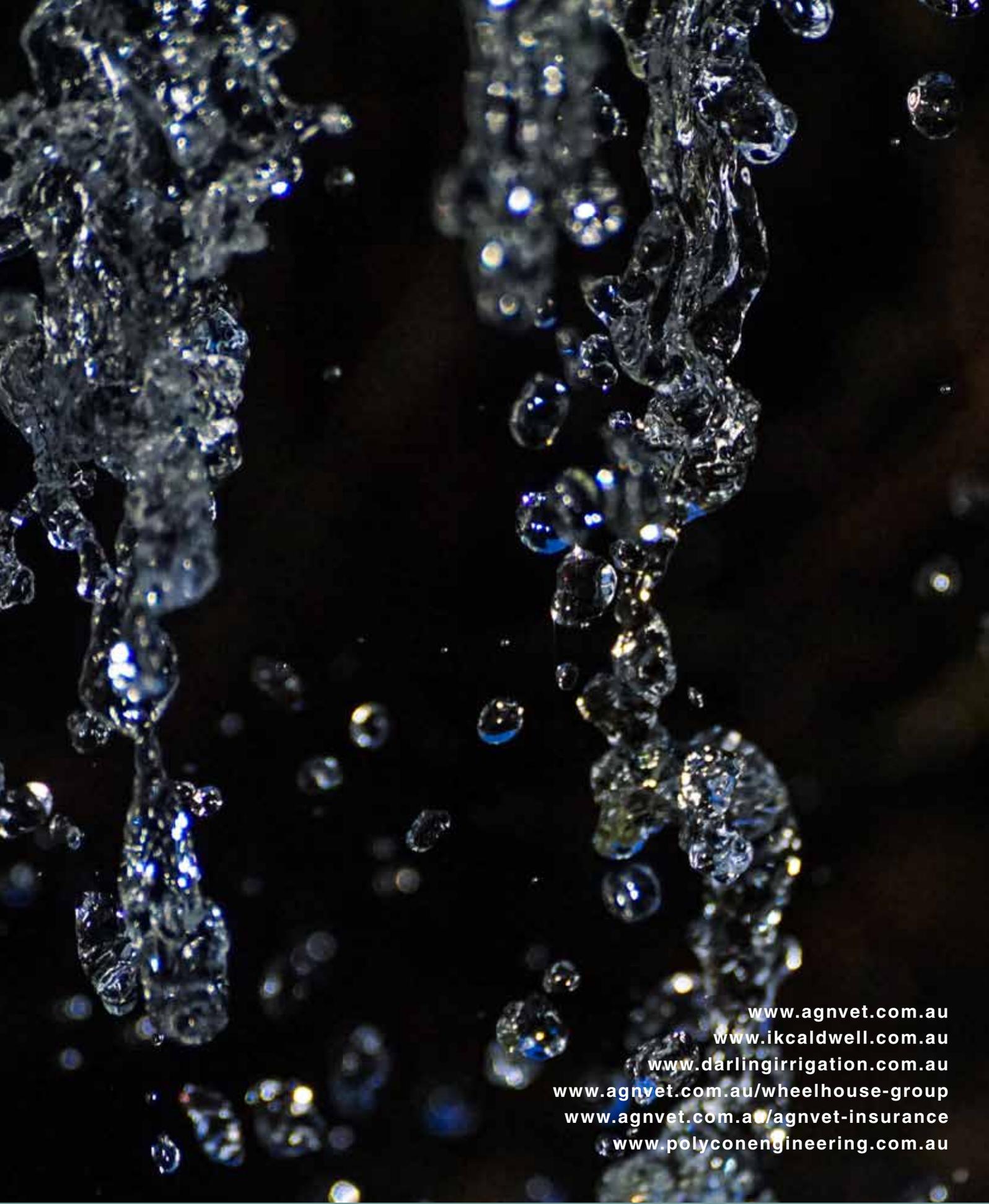


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