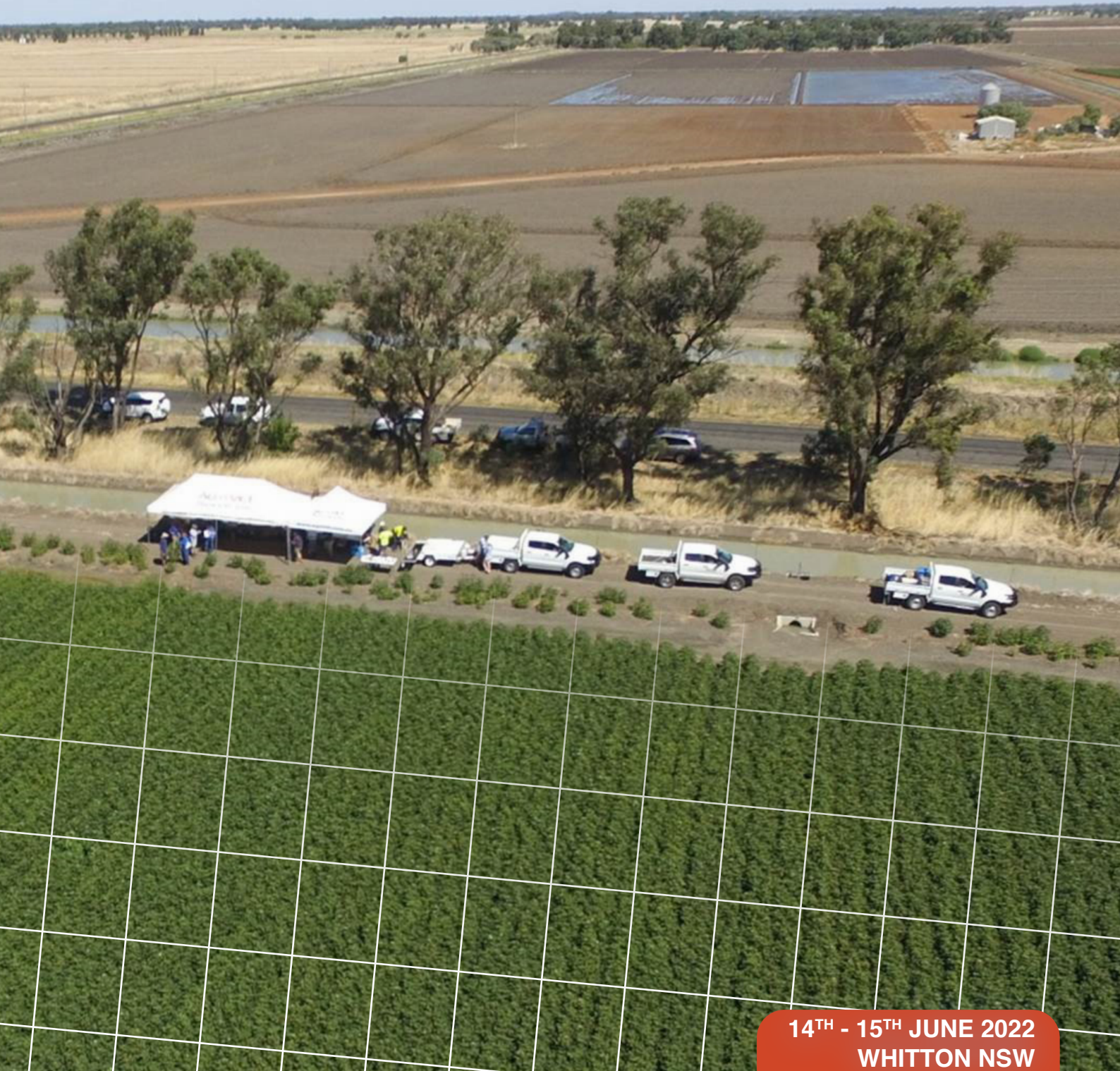


WATER STRATEGY CONFERENCE 2022



14TH - 15TH JUNE 2022
WHITTON NSW



DARLING irrigation
making every drop count
AN AGnVET SERVICES BUSINESS

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Welcome and thanks for joining us at our second AGnVET Services Water Conference. After a few Covid interrupted years it's great to get back into a face to face environment where we look forward to sharing knowledge amongst the group.

Our inaugural water conference focussed on risk and was particularly timely given the depths of the drought at that time. We covered risk generally, and then specific to water before looking at how risk might be managed including by the use of derivatives. Other speakers were Professor Mark Howden on climate change and we finished up with a great night of poetry from Murray Hartin.



For conference 2022 the theme is **Water Strategy** and will focus on the management of temporary water in theory and reality. We have gathered a great line up of speakers to address this as well as some interesting topics such as Blockchain, general ag supply/demand news, updates on Victoria water resources and thoughts on where permanent water values might go.

About Us

AGnVET Water Broking has been around for nearly four years now. We believe it's not about the execution of the trade, rather it's about the thought process and the advice provided. 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 we have Red Younger and myself on the broking side and Natalie Jolly and Janine McKinnon providing business management and administration support. We use H20x to process our trades and have the resources of the broader AGnVET Group for administrative support.

AGnVET Services Group is a leading Australian owned independent agribusiness that provides rural supplies and specialist services across Eastern Australia.

Established in Forbes, NSW in 1915, today we have over 60 branches and 80 specialist advisors in agronomy and animal health, strategically located throughout Queensland, New South Wales, Victoria and Tasmania through various local iconic brands including AGnVET Services, I K Caldwell, The Wheelhouse Group, Polygon 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
Water Broking Manager
AGnVET Services



Start	Finish	Event	Speaker
Day 1 - Evening - Tuesday 14th June			

Buses from accommodation to conference venue will leave from 4:30pm

5:00 pm		Welcome drinks & dinner <i>Dinner speaker - Blockchain 101</i>	Katrina Donaghy <i>Civic Ledger</i>
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Buses to accommodation will leave at 9:30pm & 10:30pm

Buses from accommodation to conference venue will leave at 7:15am

Day 2 - Morning - Wednesday 15th June			
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8:00 am	8:40 am	Global Ag supply/demand commentary over breakfast	Sam Maroulis <i>AGnVET Services</i>
8:40 am	8:45 am	Welcome to our Water Conference	Andrew Martin <i>AGnVET Services</i>
8:45 am	9:30 am	Update on Victorian water resources and Goulburn IVT trade rules	Andrew Shields <i>Goulburn-Murray Water</i>
9:30 am	9:45 am	<i>BREAK - Coffee</i>	
9:45 am	10:30 am	How the value of temporary water affects farm decisions.	Hamish Cullenward <i>Adams Kenneally White</i>
10:30 am	11:00 am	Managing temporary water. What's important?	Andrew Martin <i>AGnVET Services</i>
11:00 am	11:15 am	<i>BREAK - Coffee</i>	
11:15 am	11:45 am	Sourcing water – is there an optimal strategy?	Andrew Martin <i>AGnVET Services</i>
11:45 am	12:30 pm	Panel Session: What happens in the real world? - Suppliers	Kim Morison <i>Argyle Capital Partners</i> Lachlan Beech <i>Duxton Capital Australia</i>

Day 2 - Afternoon - Wednesday 15th June			
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12:30 pm	1:30 pm	Lunch - Cotton gin/malthouse story	Larry Walsh <i>Larry Walsh PL</i>
1:30 pm	2:15 pm	Panel Session: What happens in the real world? - Users	Brendan Barry <i>Akuna Farming</i> Dean Morris <i>Moricom Orchards PL</i> Noel Baxter <i>Murray Irrigation Limited</i> Larry Walsh <i>Larry Walsh PL</i>
2:15 pm	2:30 pm	<i>BREAK - Coffee</i>	
2:30 pm	3:15 pm	Where are permanent water values going?	Erin Smith <i>Aither</i>
3:15 pm	4:00 pm	Brainstorming – interactive session	Andrew Martin <i>AGnVET Services</i>
4:00pm	5:30 pm	<i>Cotton gin tour / Golf chipping / Fishing</i>	
5:30 pm	6:00 pm	<i>Whisky tasting</i>	

Day 2 - Evening - Wednesday 15th June			
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6:00 pm		Dinner Speaker – Boys to the Bush	Adam DeMamiel <i>Boys to the Bush</i>
8:00 pm		Conference wrap up	Red Younger <i>AGnVET Services</i>

Buses to accommodation will leave at 9:30pm & 10:30pm



GUEST SPEAKERS



Katrina Donaghy

Co-Founder, Chief Executive Officer - Civic Ledger

Katrina Donaghy is the Co-Founder and Chief Executive Officer of Civic Ledger. Katrina began her career in the public sector and held senior project coordination and management roles with the Brisbane City Council, Queensland Urban Utilities, and the Queensland Government.

Katrina recognised the potential for governments and industry to apply blockchain technology to create new markets and economies of the future and co-founded Civic Ledger in late September 2016. She is the founding organiser of the Brisbane Women in Blockchain Meetup, former Industry Mentor at RMIT Online, Australia's top provider of university on-line educational courses in blockchain technology, a past Director on the Blockchain Australia Board.

In 2018 and 2019, Katrina was recognised as a Female Fintech Leader Finalist and Female Blockchain Leader Finalist by her Industry peers. In 2019, Katrina was appointed as an Australian Blockchain Fellow in recognition for her contribution to the responsible adoption of blockchain technology both in Australia and globally. In 2020, Katrina was included in the 101 Women in Blockchain. Katrina is a Griffith University Graduate.



Sam Maroulis

Business Manager - Water - AGnVET Services

Sam Maroulis founded Darling Irrigation with his wife Phoebe in 2004. After completing an Engineering Degree from UNSW, Darling Irrigation began its joint venture with AGnVET Services in 2009, eventually merging with AGnVET in 2018.

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, and is a current board member of AGnVET Services.



Andrew Martin

Manager - AGnVET Water Broking

Andrew is responsible for AGnVET's Water Broking function and has worked in water broking for the past eight 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.

Andrew is a member of the executive committee of the Australian Water Brokers Association.

GUEST SPEAKERS



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 15 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.



Hamish Cullenward

Chartered Accountant, Adams Kenneally White

Hamish grew up 100km North of Bourke in Western NSW on a sheep and cattle grazing property. After finishing school in Sydney he moved to Canberra to study a Bachelor of Commerce and Actuarial Studies at ANU. He continued down the Actuarial path with a graduate job at RiceWarner Actuaries in Sydney. After a few years in Sydney, Hamish and his wife Kate moved to Wagga Wagga to begin a new chapter. Hamish started his accounting career with Boyce Chartered Accountants in 2013 and became a Director in 2019. During this time he was active in Cotton benchmarking and worked with a number of irrigation clients in the Murrumbidgee, Lachlan and Murray catchments. Hamish has recently started with Adams Kenneally White, a Riverina based Chartered Accounting firm. Hamish is a qualified chartered accountant, tax agent and graduate of the institute of company directors.

The analytical actuarial background and a keen passion for management accounting has put Hamish in a position to help producers understand their key profit drivers and their cost of production for their various enterprises allowing them to make valuable forward looking business decisions as seasons unfold.



Kim Morison

Managing Director, Argyle Capital Partners

Kim Morison is the principal of Argyle Capital Partners, a specialist investment firm established in 2007 servicing Australia's agricultural sector.

Kim grew up on a mixed farming operation in Western Australia. His agribusiness career spans commodity trading and exports, currency and derivatives trading, and managing investments in water rights and farmland.

He has an inherent understanding of the nature, opportunities and risks of farming and how best to translate those to attract capital and invest for the benefit of agricultural industries and their regional communities.

Argyle's Water Fund is a pioneer of investing in water entitlements to provide a new source of capital for irrigation farming enterprises, and new risk management tools for irrigators including water leases, forward water allocation sales and carryover parking.

Kim previously held senior roles with CSR Sugar, Macquarie Bank, Twynam Agricultural Group and Colly Cotton Limited.



Lachlan Beech

Portfolio Manager, Duxton Capital Australia

Lachlan Beech, Portfolio Manager at Duxton Capital Australia, is responsible for managing the water portfolio and trade functions of Duxton Water Limited (ASX:D2O). His key responsibilities include overseeing all key functions of the business, the management of trade functions and investment decisions. Prior to joining the Portfolio Management team at Duxton, Lachlan worked as an analyst on D2O where he learnt the business from the ground up. Prior to joining Duxton, Lachlan worked at TAFE SA as a Project Officer within their Facilities and Procurement team. Having grown up on a family farm and worked in the agriculture industry firsthand, Lachlan brings a diverse agricultural background to Duxton. Lachlan holds a double bachelor's in a Bachelor of Business (Innovation and Entrepreneurship) and a Bachelor of Business (Marketing) from the University of South Australia.



Larry Walsh

Managing Director, Larry Walsh Pty Ltd

Larry Walsh is the Managing Director of Larry Walsh Pty Ltd, a company he founded in 1982. The company began as a transport business and later diversified into fertilizer sales and distribution - which is now in a partnership with Elders Rural Merchandise.

The Company's farming operation began in 2001 with a rice farm in Coleambally. Today, the business controls 4000ha growing irrigated and dry land crops.

In 2011 Larry with five other shareholders built the Southern Cotton Gin and together have continued to grow and diversify the business. Larry is the chairman of the board of the Southern Cotton group of companies.



Brendan Barry

Akuna Farming

Brendan has over 20 years of professional experience in water markets, water policy and investment in multiple water products across NSW, Vic and SA. His corporate experience has included managing water assets and water supply budgets for large scale annual and permanent crop farms held within ASX listed agribusinesses. Brendan has a degree in Agricultural Science and a Masters in Agriculture and was raised on an irrigation farm near Deniliquin in Southern NSW.



Dean Morris

Moricom Orchards

Dean Morris is growing 125 hectares of citrus and 15 hectares of avocados in the Leeton area focusing on easy peel seedless variety's for the domestic and export market. Dean is trialing different production systems to maximise production and quality in the hope to maximise the returns per mega litre. Dean currently has 50 hectares of mandarins covered with permanent netting and 45 hectares developed to high density trellis systems.

Dean's focus is on production per mega litre and not mega litres used per hectare.

GUEST SPEAKERS



Noel Baxter

Deputy Chair - Murray Irrigation Limited

Noel operates a mixed farming business 10km north of Berrigan growing cotton, corn and winter cereals. He is a director of Baxter Family Farms which operate irrigated properties in the West Corrgan, Coleambally and Murrumbidgee irrigation areas. Noel is also a director of Murray Irrigation Limited and its Deputy Chair.



Erin Smith

Associate Director, Aither

Serving as Associate Director, Erin plays a major role in delivering Aither's water markets advisory services to public and private sector clients. She is well recognised for her ability to rapidly develop key water markets insights and present these ideas in easy-to-understand ways. Erin leads the preparation of the annual Aither Water Markets Report and presents the associated live webinars which are typically attended by 300 water market participants. She also holds a PhD from The University of Sydney. Her research focused on understanding the strategic importance of land and water assets to Victorian irrigators.



Adam DeMamiel

Co-Founder, CEO & Director - Boys to the Bush

Adam was born in Leeton, NSW and grew up in towns including; Cowra, Forbes, Narrandera and Barellan.

Adam completed a Bachelor of Education, Primary (Special Education) and had been teaching Special Education since 2005.

Adam is married to Angela and they have two daughters- Zahli and Emmi and a son- Jed.

In 2017 Adam Co-Founded Boys to The Bush, a community-based Youth Charity, that aims to enhance outcomes for some of our communities most vulnerable.

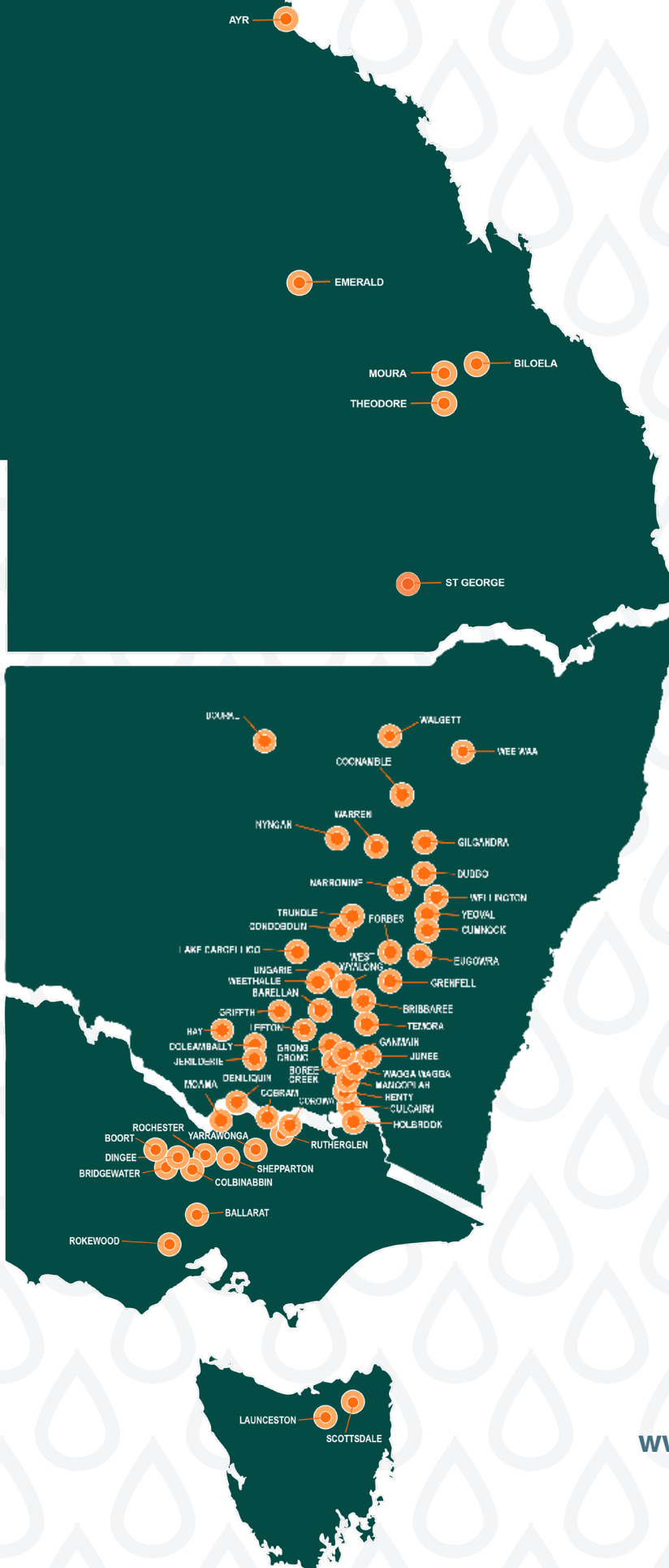


Red Younger

Water Broker, AGnVET Services

Red is a former irrigation and livestock farmer from the Northern and Southern Riverina region of NSW. He is a licenced Real Estate Agent with previous experience in the industry specialising in the rural property market. Red is currently living in Northeast Vitoria and has been with AGnVET Water Broking for two years servicing clients in Southern NSW and Victoria. Red is a member of the Australian Water Brokers Association.

AGnVET Services GROUP LOCATIONS



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IKC **IK CALDWELL**
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 **WHEELHOUSE**
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www.agnvet.com.au

www.ikcaldwell.com.au

www.darlingirrigation.com.au

www.polyconengineering.com.au

agnvetrural.com.au

AGnVET Services GROUP COMPANIES



AGnVET Services Group is a leading Australian owned independent agribusiness that provides rural supplies and specialist services across Eastern Australia.

Established in Forbes, NSW in 1915, today we have over 60 branches and 80 specialist advisors in agronomy and animal health, strategically located throughout Queensland, New South Wales, Victoria and Tasmania through various local iconic brands including AGnVET Services, I K Caldwell, The Wheelhouse Group, Polycon Engineering, AGnVET Rural and specialist water and irrigation business Darling Irrigation.

- The AGnVET Services network is based in the broadacre cropping, irrigation and mixed farming areas across NSW, with specialist advisors in agronomy and animal health strategically located throughout the branch network.
- IK Caldwell has branches in Northern Victoria and the Southern Riverina regions.
- 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 RURAL outlets are strategically positioned across North West NSW and Central and Far North Queensland.

KEY BUSINESS CONTACTS

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Sam Maroulis	Business Manager - Water
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