



**Preston
Rowe
Paterson**

—
Valuation Intelligence

Capability Statement Agribusiness & Rural Valuations



ABOUT PRESTON ROWE PATERSON

Preston Rowe Paterson is one of Australia's most experienced and well regarded property services companies, with expertise across the full spectrum of property classes.

Specialising in valuation and property advisory, we provide value-added and risk-adverse solutions to a wide range of property decision makers and stakeholders. Preston Rowe Paterson is a growing and sustainable, international business that harnesses the energy of local ownership which in turn ensures expert local knowledge in all areas we operate within.

Preston Rowe Paterson have a qualified and experienced team of property professionals dedicated to the agribusiness property sector. We have a working knowledge of legislation and public policy in relation to environmental, land and water management practices across Australia and continuously monitor property sales and trends in the rural property industry.

Our team are located in 34 locations across Australia and service a wide range of stakeholders and property investors including: Federal, State & Local Governments; Most major Australian Banks; Listed and Unlisted Real Estate Investment Trusts (REITS); both Public and Private Companies; Superannuation Funds; Family Owned Businesses; allied professionals such as Accountants and Solicitors.

Our business is both diverse and socially responsible, evidenced by our continued commitment to the United Nations Global Compact, which we have been signatories to since 2015.

We believe that our people are our most important asset and our team prides itself on its professionalism, integrity, honesty and transparency.

For further details, visit our website www.prp.com.au

OUR VISION

To be recognised as an elite property services provider, that exceeds the expectations of our clients, our people and our industry.

OUR MISSION

- We will continually strive to improve our service delivery through enhancement of our internal systems, procedures and processes.
- We will develop innovative professional development programs to ensure our people achieve their personal goals and are at the forefront of our industry.
- We will add value to our industry and our local community.



Preston Rowe Paterson

Valuation Intelligence

PROPERTY TYPES

Broad Acre Agricultural

- Dryland mixed farming property
- Dryland grazing property
- Large scale pastoral
- Intensive irrigation property
- Intensive grazing property
- Forestry plantations
- Broad acre intensive cropping

Horticulture

- Sugar cane
- Viticulture
- Stone fruit orchards
- Pome fruit orchards
- Turf farms
- Market gardens
- Olive groves
- Almond orchards

Intensive Livestock Facilities

- Dairy cattle production
- Feedlots
- Thoroughbred equine facilities
- Broiler/Poultry farms

Agricultural Processing

- Bulk grain storage
- Feed Mills
- Cotton Gin

Environmental Land

- Conservation properties with specific landscape attribute values
- Properties with covenants and other land use restrictions

Water Property Rights and Entitlements

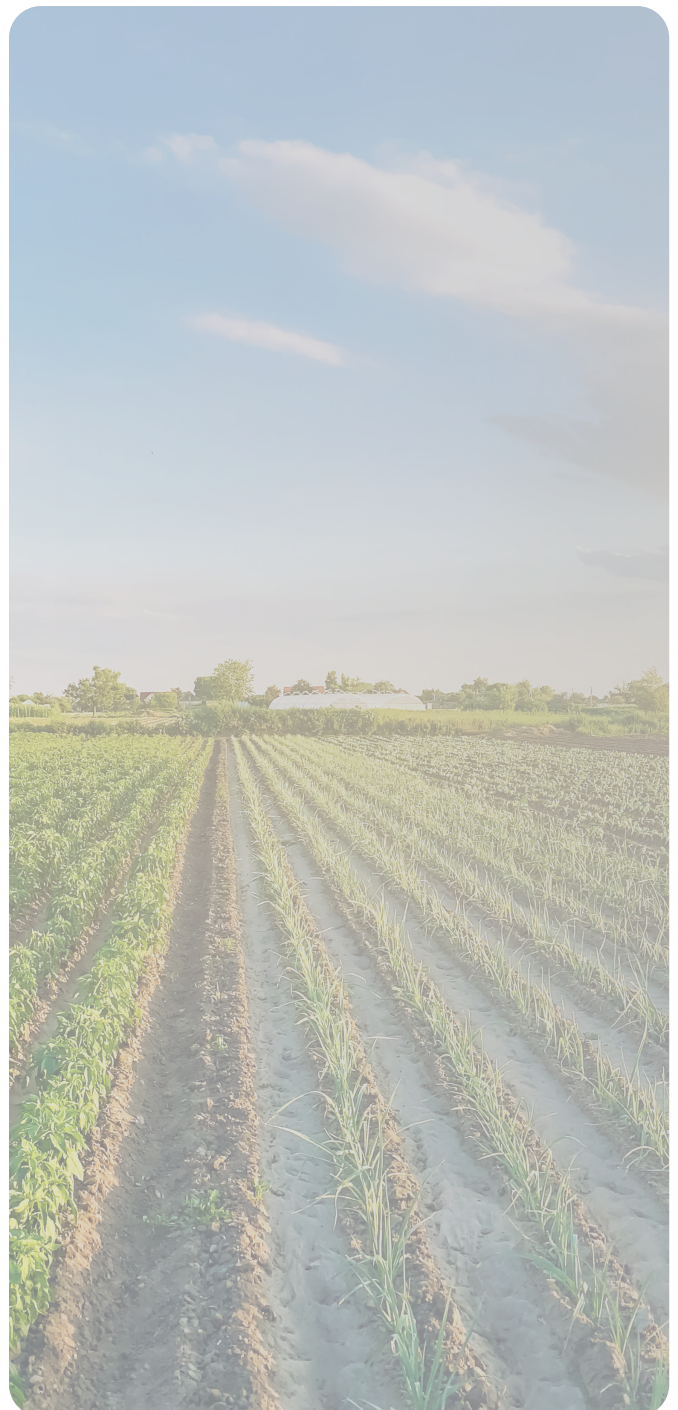
- Surface water irrigation licences
- Ground water irrigation licences
- Scheme water entitlements

Agricultural Plant and Machinery

- Tractors
- Harvesters
- Earthmoving equipment
- Planting and tillage equipment
- Irrigation equipment
- Specialised equipment

Specialised Assets

- Wind farms
- Bio-Diesel Plants
- Solar Farms
- Gas Extraction



OUR SPECIALIST RURAL SERVICES

Valuation Services

- Mortgage valuations
- Financial reporting valuations
- Plant and machinery valuations
- Current market valuations
- Retrospective valuations
- Mortgagee in possession valuations
- Land tax valuations
- Rating valuations
- Valuations for resumption purposes
- Pre purchase valuations
- Vendor advice valuations
- Rental valuations
- Insurance valuations
- Purchase price allocations

Rural Consultancy

- Due diligence assessments
- Land use feasibility studies
- Business case modeling
- Statutory Valuation objection review services
- Expert witness advice for litigation, compensation or mediation purposes
- Buyer advocacy
- Vendor advocacy
- Rental advocacy
- Rental determinations
- Audit reviews
- Assumption validation
- Effective life assessments of built assets
- Effective life assessments of plant and equipment
- Life cycle costing of assets

Research

- Market sector studies
- Economic reports
- Market activity reports
- Sales analysis and reporting
- Benchmarking studies



OUR QUALITY ASSURANCE

Preston Rowe Paterson are dedicated to ensuring that all assignments completed by us are of the highest quality and satisfy all client requirements.

We have implemented several quality assurance measures to guarantee the desired outcome.

Director & Senior Personnel Involvement

Any project that is conducted by Preston Rowe Paterson is overseen from start to finish by one of the Directors or senior personnel. This is done to assure maximum level of task experience. Projects are allocated to employees based on their level of experience and suitability for the task.

Best Practice Standards

All Preston Rowe Paterson property professionals are members of the Australian Property Institute (API) and our valuation processes have been developed in line with API standards.

In completing all assignments, Preston Rowe Paterson property professionals follow set guidelines, templates and procedures that ensure that all clients' and legal requirements are met. The guidelines, templates and procedures are part of our Quality Management System.

Dedicated Quality Assurance Department

Preston Rowe Paterson has nationally appointed a dedicated team of experienced senior valuers to oversee our internal Quality Assurance and compliance.

Professional Indemnity Insurance

All Preston Rowe Paterson offices maintain current PI Insurance. Certificates of currency are available on request.

Risk Awareness & Mitigation

All Preston Rowe Paterson property professionals complete the API's Risk Management Module annually, to ensure that they are sufficiently aware of the risks involved in conducting their job and to know how best to reduce the risks.

Independently Audited

Our Quality Assurance programs have been independently audited by a member of external professional bodies including the Royal Institution of Chartered Surveyors and Property Institute of New Zealand.



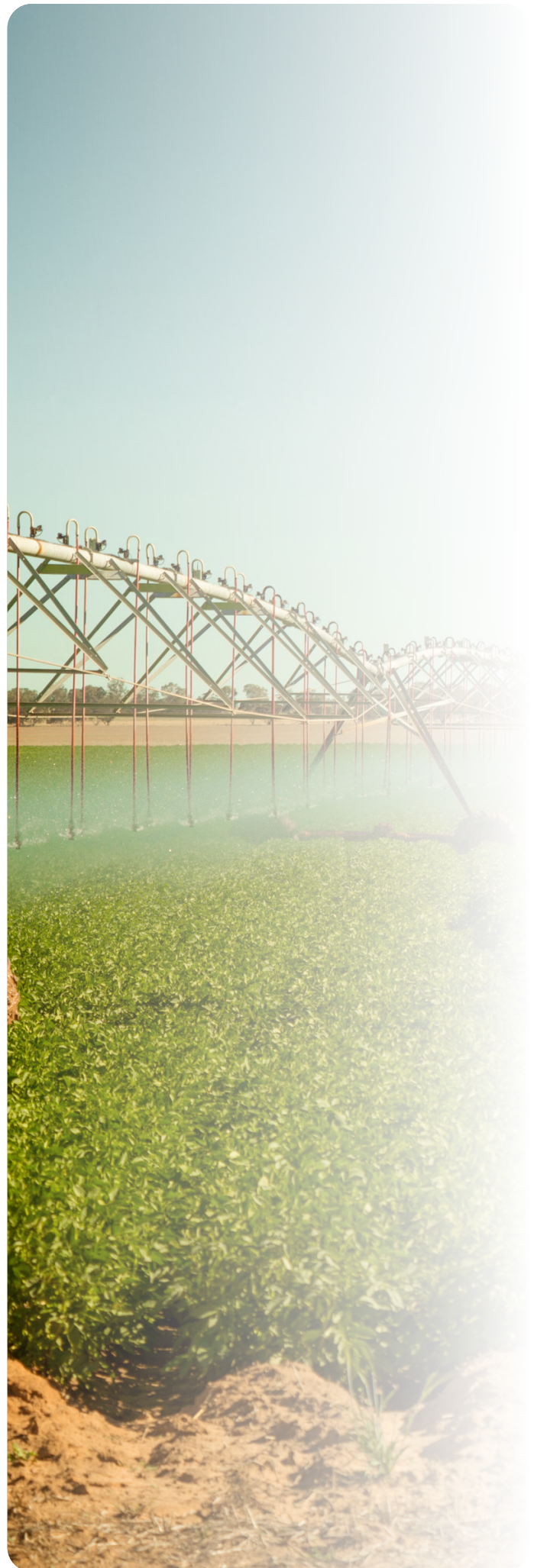
OUR EXPERIENCE

Over our 35 year history we have provided property valuation and consultancy services to a broad range of clients including government entities, listed corporations, major financial institutions, private companies, private investors and lending institutions.

OUR SERVICE AREAS

Preston Rowe Paterson has capital city and regional offices across Australia in:

- Adelaide
- Albury Wodonga
- Ballarat
- Bathurst & Central Tablelands
- Bendigo
- Brisbane
- Broome & North-West
- Canberra
- Central Coast
- Dubbo & Central West
- Geelong
- Geraldton & Midwest
- Gippsland
- Hobart
- Horsham & Wimmera
- Launceston
- Melbourne
- Mildura
- Moreton Sunshine Coast
- Mornington
- Mount Gambier
- Newcastle
- Perth
- Regional North Queensland
- Sale & East Gippsland
- Shepparton
- Southport (Gold Coast)
- Swan Hill
- Sydney
- Tamworth
- Wagga Wagga
- Warrnambool



OUR CLIENTS

For over 35 years we have provided rural property valuation and consultancy services to a broad range of clients including Government entities, private clients and lending institutions.



Commonwealth Bank



Rabobank





James Skuthorp

Director
Agribusiness

Dubbo & Central West
New South Wales

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Bachelor of Business (Property Economics)

Rural Experience & Areas of Expertise

Specialising in:-

- Surface water irrigation licences;
- Ground water irrigation licences;
- Scheme water entitlements;
- Dryland mixed farming property;
- Dryland grazing property;
- Large scale pastoral;
- Intensive irrigation property;
- Forestry plantations;
- Broad acre intensive cropping;
- Bulk grain storage;
- Conservation properties with specific landscape attribute values;
- Properties with covenants and other land use restrictions;
- Wind farms;
- Feedlots;
- Rural Englobo subdivision land;
- Rural lifestyle properties.



Roger Hill

Director
Agribusiness

Regional North
Queensland
Queensland

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
QLD Licenced Valuer

Qualification

- Bachelor of Business (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Pastoral leases;
- Sugar Cane farms;
- Large Scale pastoral ;
- Extensive grazing;
- Intensive grazing;
- Wind and solar farms;
- ESG projects and agreements;
- Extensive farming;
- Horticulture;
- Water entitlements;
- Corporate and institutional fair value reporting.



Tom Needham

Director
Agribusiness

Dubbo & Central West
New South Wales

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Master of Property Commerce (Property Investment & Development)
- Advanced Diploma of Valuation (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Rural Plant & Machinery;
- Broad acre crops;
- Broad acre grazing;
- Irrigation farms;
- Mixed farming.



Michael Redfern

Director
Agribusiness

Albury Wodonga
New South Wales and
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of the Australian Property Institute
Accredited Specialist Water Valuer

Qualification

- Bachelor of Land Economics
- Graduate Certificate in Irrigation

Rural Experience & Areas of Expertise

Specialising in:-

- Rural land englobo subdivisions;
- Dairies;
- Vineyards;
- Orchards;
- Mushroom farms;
- Intensively developed large scale broad-acre irrigation properties;
- Water property rights;
- Large scale pastoral holdings including Western Lands Lease (WLL) from the Riverina to Far North Western NSW;
- Mixed dryland farming and grazing;
- Land with specific environmental attributes and significance .



Wes Ridd

Director
Agribusiness

Shepparton
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of the Australian Property Institute
Certified Specialist Water Valuer

Qualification

- Bachelor of Business (Land Economy)
- Diploma of Applied Science (Land Agriculture)

Rural Experience & Areas of Expertise

Specialising in:-

- Dry land and irrigated cropping;
- Dry land and irrigated grazing;
- Horticulture including glass houses;
- Intensive irrigation property;
- Packing sheds and cool storage facilities;
- Viticulture;
- Dairy farms;
- Water entitlements / assets;
- Bore licences;
- Rural lifestyle properties;
- Equine properties.



Ben Sawyer

Director
Agribusiness

Horsham, Wimmera &
Mildura
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Bachelor of Business (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Broad acre intensive cropping;
- Dryland grazing property;
- Dryland mixed farming property;
- Large scale pastoral;
- Wool and fat lamb production;
- Viticulture;
- Almond plantations;
- Pistachio plantations;
- Stone fruit orchards ;
- Olive groves;
- Broiler/Poultry farms;
- Bulk grain storage;
- Surface water irrigation licences;
- Scheme water entitlements.



Aaron Armistead

Director
Agribusiness

Mount Gambier, Portland
Warrnambool & Geelong
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
Registered Plant & Equipment Valuer with
ASA Designation
QLD Licenced Valuer

Qualification

- Bachelor of Business Commerce (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Dryland grazing property;
- Out paddocks;
- Bulk grain storage;
- Grain processing facilities;
- Conservation properties with specific landscape attribute values;
- Properties with covenants and other land use restrictions;
- Ground water irrigation licenses;
- Surface water irrigation licenses;
- All non fixed and specialised plant and equipment;
- Rural lifestyle;
- Rural englobo subdivision land.



Ian Boyd-Law

Director
Agribusiness

Swan Hill & Surrounding
Districts,
New South Wales
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Associate Diploma in Valuations (RMIT)

Rural Experience & Areas of Expertise

Specialising in:-

- Dryland mixed farming property;
- Dryland grazing property;
- Large scale pastoral;
- Intensive irrigation property;
- Viticulture (both table grapes and wine grapes);
- Stone fruit orchards;
- Nut plantations;
- Turf farms;
- Olive groves;
- Dairy cattle production;
- Feedlots;
- Bulk grain storage;
- Conservation properties with specific landscape attribute values;
- Properties with covenants and other land use restrictions;
- Surface water irrigation licences;
- Ground water irrigation licences.



Larry Harden

Director
Agribusiness

Geelong, Mount Gambier
& Warrnambool
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
Accredited Specialist Water Valuer

Qualification

- Bachelor of Commerce (Agriculture)
- Graduate Diploma (Valuation)

Rural Experience & Areas of Expertise

Specialising in:-

- Dairy farms;
- Broadacre cropping and grazing;
- Viticulture;
- Broiler chicken farms;
- Intensive irrigation holdings;
- Bulk grain storage facilities;
- Grain processing facilities;
- Market gardens;
- Prestige rural lifestyle;
- Equine breeding/agistment facilities;
- Equine training facilities.



Bruce Sharrock

Senior Valuer
Agribusiness

Tamworth
New South Wales

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Rural Experience & Areas of Expertise

Specialising in:-

- Mixed farming & grazing;
- Broad acre farms;
- Irrigation properties;
- Broiler farms (intensive poultry);
- Egg laying poultry farms;
- Equine - horse studs;
- Rating & Taxing rural valuations;
- Plant & Machinery;
- Asset valuations;
- Orchards.



Darren Evans

Director
Agribusiness

Ballarat & Bendigo
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
Associate Member of the Real Estate Institute
of Victoria

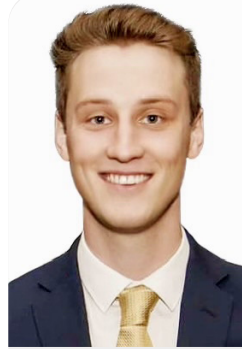
Qualification

- Associate Diploma Valuation
- Graduate Diploma in Applied Finance and Investment, Securities Institute

Rural Experience & Areas of Expertise

Specialising in:-

- Dryland mixed farming property;
- Dryland grazing property;
- Large scale pastoral;
- Intensive irrigation property;
- Broad acre intensive cropping;
- Dairy production & processing;
- Thoroughbred equine facilities;
- Standard rural/residential;
- Specialised rural lifestyle land use;
- Agribusiness tourism;
- Conservation properties with specific landscape attribute values;
- Wind farms.



Ben Green

Associate Director
Agribusiness

Gippsland
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Bachelor of Applied Science (Property and Valuations) (Honours)

Rural Experience & Areas of Expertise

Specialising in:-

- Dryland grazing property;
- Dryland dairy farms;
- Dryland cropping;
- Wind farms;
- Viticulture;
- Irrigation farms;
- Rural lifestyle.



Brennan Leggett

Director
Agribusiness

Regional North
Queensland
Queensland

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
QLD Licenced Valuer

Qualification

- Bachelor of Property

Rural Experience & Areas of Expertise

Specialising in:-

- Ground water irrigation licences;
- Scheme water entitlements;
- Dryland mixed farming property;
- Dryland grazing property;
- Large scale pastoral;
- Intensive irrigation property;
- Forestry plantations;
- Broad acre intensive cropping;
- Bulk grain storage;
- Wind farms;
- Feedlots;
- Rural Englobo subdivision land;
- Rural lifestyle properties;
- Mixed farming;
- Irrigation farms;
- Dairy production & processing;
- Thoroughbred equine facilities;
- Rural Plant & Machinery;
- Stone fruit orchards;
- Olive groves and Orchards.



Tim Barlow

Director
Agribusiness

Gippsland
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of the Australian Property Institute
Member Gippsland Valuers Discussion Group

Qualification

- Bachelor of Business (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Dairy farms;
- Broad acre grazing;
- Compulsory acquisition;
- Lifestyle properties;
- Hobby farms and large scale rural holdings;
- Compensation work for affected farm owners.



Matthew Spencer

Director
Agribusiness

Tamworth
New South Wales

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
Member of the Golden Key International
Honours Society

Qualification

- Bachelor of Business (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Surface water irrigation licences;
- Ground water irrigation licences;
- Dryland mixed farming property;
- Large scale pastoral;
- Intensive irrigation property;
- Broad acre intensive cropping;
- Bulk grain storage;
- Properties with covenants and other land restrictions;
- Rural; Englobo subdivision land;
- Rural lifestyle properties;
- Poultry farms;
- Equine-horse studs;
- Asset valuations;
- Rural Plant & Machinery;
- Broad acre crops;
- Broad acre grazing;
- Irrigation farms;
- Mixed farming.



Cameron Sharp

Director
Agribusiness

Perth
Western Australia

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
WA Licenced Valuer

Qualification

- Bachelor of Commerce (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Broadacre cropping;
- Broadacre grazing;
- Intensive irrigation properties;
- Water licenses (surface and ground water)
- Wind farms;
- Rural englobo subdivision land;
- Rural lifestyle properties;
- Orchards;
- Mixed rural / tourism activities.



Gareth Kent

Director
Agribusiness

Geelong, Mount Gambier
& Warrnambool
Victoria

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute

Qualification

- Bachelor of Business
- Graduate Diploma in Property (Valuation)

Rural Experience & Areas of Expertise

Specialising in:-

- Broadacre cropping;
- Dryland grazing;
- Dryland mixed farming;
- Dairy farms;
- Out paddocks;
- Broiler/poultry farms;
- Feedlots;
- Piggeries;
- Thoroughbred and equine facilities;
- Bulk grain storage;
- Grain processing facilities;
- Conservation properties with specific landscape attribute values;
- Properties with covenants and other land use restrictions;
- Ground water irrigation licences;
- Scheme water entitlements;
- Surface water irrigation licenses;
- Wind and solar farms;
- Market gardens.



Fraser McPhail

Director
Agribusiness

Broome & North West
Western Australia

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
WA Licenced Valuer

Qualification

- Bachelor of Commerce (Property)

Rural Experience & Areas of Expertise

Specialising in:-

- Pastoral lease valuations;
- Dryland grazing property;
- Dryland mixed farming property.



Glen Cooper

Director
Agribusiness

Geraldton & Midwest
Western Australia

Industry Accreditation

Certified Practising Valuer
Associate of Australian Property Institute
WA Licenced Valuer

Qualification

- Bachelor of Commerce (Property)
- Masters of Property

Rural Experience & Areas of Expertise

Specialising in:-

- Broadacre cropping;
- Broadacre grazing;
- Intensive agriculture including large scale greenhouses;
- Intensive irrigation properties;
- Water licenses (surface and ground water);
- Wind farms;
- Dairy farming;
- Feedlots;
- Rural englobo subdivision land;
- Rural lifestyle properties;
- Orchards;
- Vineyards;
- Mixed rural / tourism activities.





**Preston
Rowe
Paterson**
Valuation Intelligence

AUSTRALIAN OFFICES

Capital Offices

ACT	02 8313 7155
Adelaide	08 8277 0500
Brisbane	07 3012 8752
Hobart	03 6231 6688
Melbourne	03 9602 0555
Perth	08 9287 2121
Sydney	02 9292 7400

Regional Offices

Albury Wodonga	02 6041 1362
Ballarat	03 5334 4441
Bathurst	02 6882 0055
Bendigo	03 5444 0737
Broome	08 9115 1707
Central Coast	02 4324 0355
Dubbo	02 6882 0055
Geelong	03 5221 9511
Geraldton	08 9932 6161
Gippsland	03 5662 0177
Horsham	03 5382 6541
Launceston	03 6231 6688
Mildura	03 5382 6541
Moreton Sunshine Coast	0422 140 764
Mornington	03 5976 0900
Mount Gambier	03 5561 3217
Newcastle	02 4922 0600
Regional North Queensland	0456 195 076
Sale	0458 888 572
Shepparton	03 5831 8766
Southport (Gold Coast)	07 5528 4310
Swan Hill	03 5032 1620
Tamworth	02 6766 1511
Wagga Wagga	02 6041 1362
Warrnambool	03 5561 3217

NEW ZEALAND OFFICES

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www.prp.com.au

Associate Offices

China
Japan
Thailand
Philippines
United Arab Emirates



Limited liability by a scheme approved under Professional Standards Legislation.

The information provided within Information Sheet should be regarded solely as a general guide. We believe that the information herein is accurate however no warranty of accuracy or reliability is given in relation to any advice or information contained in this publication and nor any responsibility for any loss or damage whatsoever arising in any way for any representation, act or omission, whether expressed or implied (including responsibility to any person or entity by reason of negligence) is accepted by Preston Rowe Paterson Australasia Pty Ltd or any of its associated offices or any officer, agent or employee of Preston Rowe Paterson Australasia Pty Ltd.



Preston Rowe Paterson

Valuation Intelligence

We have **property** covered

Investment. Development. Asset. Corporate Estate. Mortgage.
Government. Insurance. Occupancy. Sustainability. Research.

PRP Offices throughout Australia & New Zealand
www.prp.com.au

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