



Property Values, Lending Practices & Land Condition

Territory Natural Resource Management

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- Co-operative
- Client Councils
- Sponsor Industry groups and events
- One of largest rural lenders in NT and Australia

Growing A Better World Together



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My key points today



1. What are some of the things a bank considers when Lending to a pastoralist/ farmer?
 - Cash flow
 - Character/capability
 - Collateral
 - Sustainability

2. Why land is central to farmers / pastoralist's growth strategy
 - Productive Value of land vs Investment value of land.

3. The importance of maintaining good data;
 - Production Data
 - Financial Data
 - Market & Quality assurance programs

What does a bank consider & why?



- What does a Bank do?

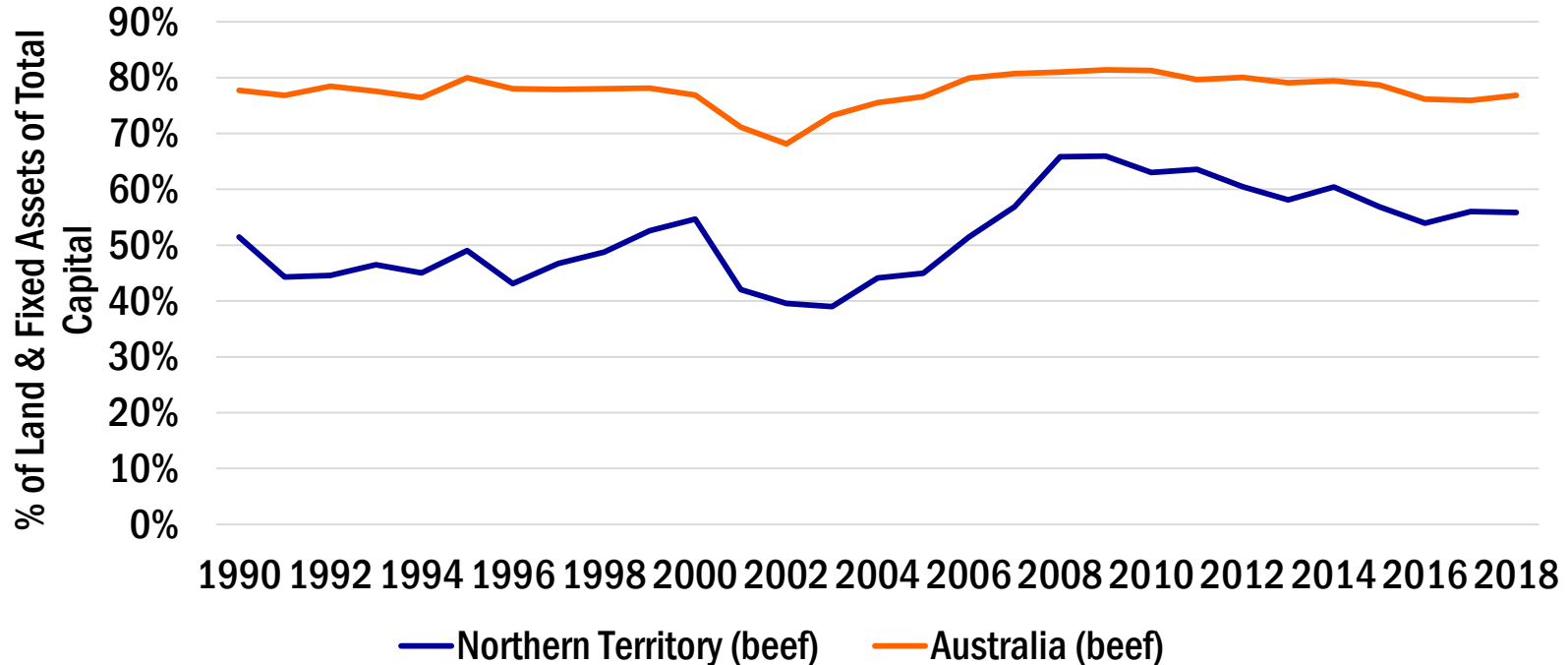
What are some of the key considerations?

- Cash flow
- Character / Capability
- Collateral
- Sustainability

Why Land is Central to growth Strategy of a Pastoralist/ Investor?



Land is a significant part of total capital for Australian Beef Producers

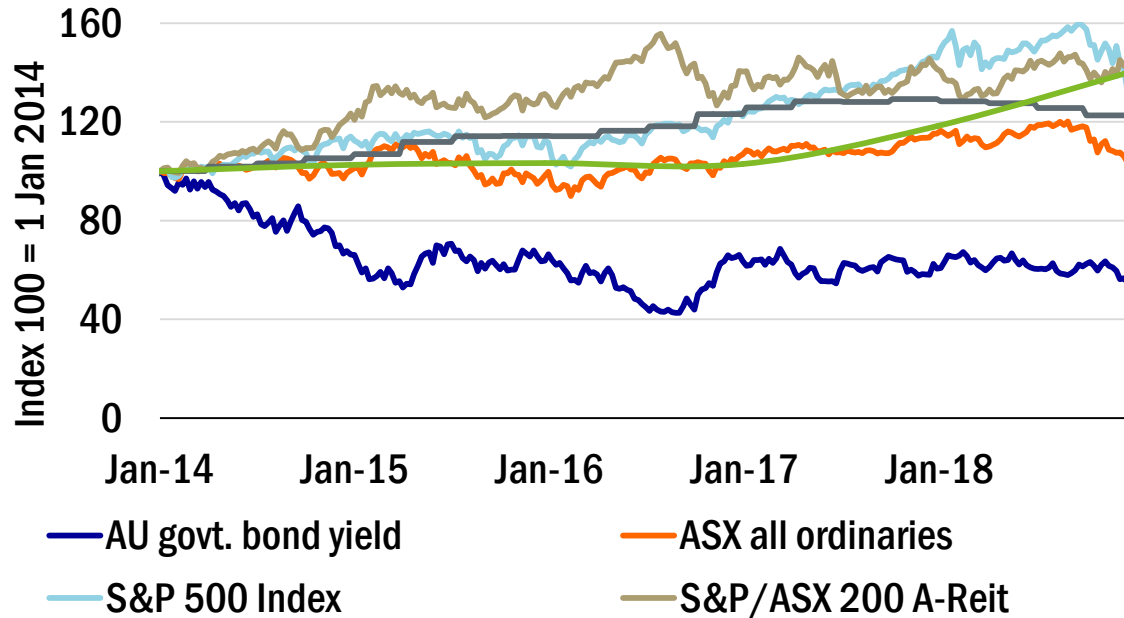


Source: ABARES, Rabobank, 2020

Capital appreciation of ag land has performed well against other assets



Capital return of selected asset classes, 2013-2018



Investment five-year CAGR

Data



- Collecting Good Data.
 - provide evidence to yourselves to enable better decision making
 - Good governance reporting to authorities eg Tax
 - The Bank
 - Valuer
- become “Investor ready”

Summary



1. Considerations of a Bank
2. Why land is central to a growth Strategy
3. Data management
4. Know your own business, treat your business like a business!
5. Seek help & advice
6. Together we can make the world a better place.

Rabobank: Growing a better world together

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