



REAPING WHAT YOU SOW

AGRIBUSINESS SOLUTIONS





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Despite the challenges of farming land, through hard work and effort your business has reached the point where you can now consider different options. To go to the next stage you need the advice of an industry wise professional services team to provide you with specialised investment, funding and management advice.

MGI has an established track record as a business growth advisor for growing agribusinesses. Our people provide sound solutions backed up with practical advice on how to manage the unique challenges of businesses which are on the land.



Advice for all your seasons

From the start up of your agribusiness through to selling or leaving a business legacy for family members, each phase of your business cycle presents its own unique accounting challenges.

As an experienced business growth advisor, MGI is able to provide you with straight forward accounting advice and assistance for each of these phases when it comes to managing tax, compliance, financial modelling and advisory board representation.

But spreadsheets and reports mean little if the people who create them do not appreciate what makes your business tick. Our industry experience ensures we understand and enjoy talking to you about what makes your business unique.

Our affinity with agribusinesses also means we are competent in dealing with the sensitive issues of family and private business communication and succession planning. The implementation of the right strategies can be vital to the successful transfer of family assets from one generation to the next.

What you can measure you can change

Understanding the agricultural metrics behind your business is vital to achieving sustainable growth. As businesses grow, particularly those operating in complex and rapidly changing environments, decisions are sometimes made 'on the run'. From developing reports that link physical production to financial performance, reviewing your current business plans and objectives through to reviewing your current financial model, we ensure you have clear financial information on all aspects of your business.

Without adequate performance management processes in place, businesses are unable to make informed decisions on strategies to increase their return on investment. MGI works with you to design a financial performance framework that is right for your business.



Opportunity is knocking

With our skills and through our agribusiness network we can assist with important investment and funding decisions whether you are looking to grow or sell your business.

If expansion is part of your business strategy it makes commercial sense to leave the complex work of accessing finance to specialists while you get on with what you do best – managing your business. Our knowledge of your business means we can optimise the structure of the funding arrangements and prepare relevant investment documentation and presentations for banks and other lending institutions. And once you have been successful with your funding, we will also ensure you implement any required changes to your governance structure or updates required for reporting to investors.

It is never too early to plan for the sale of your business once it is up and running. Getting 'investor-ready' requires a business growth advisor experienced in all aspects of the sale transaction. We can

provide you with advice on how to manage the sales process, prepare sale documentation, liaise with commercial third-parties, directly undertake land sales and auctions, source and prioritise genuine interest and assess firm offers.

We can also source unique investment opportunities across a range of agribusiness industries and Australian geographic regions. So if you want to expand your agribusiness investment portfolio we have the contacts, knowledge and experience to ensure the best outcome.

MGI – Your Business Growth Advisor

For more information on how MGI provides agribusiness solutions that work for you contact MGI on + 61 3 9521 3000 or visit www.mgimelb.com.au