



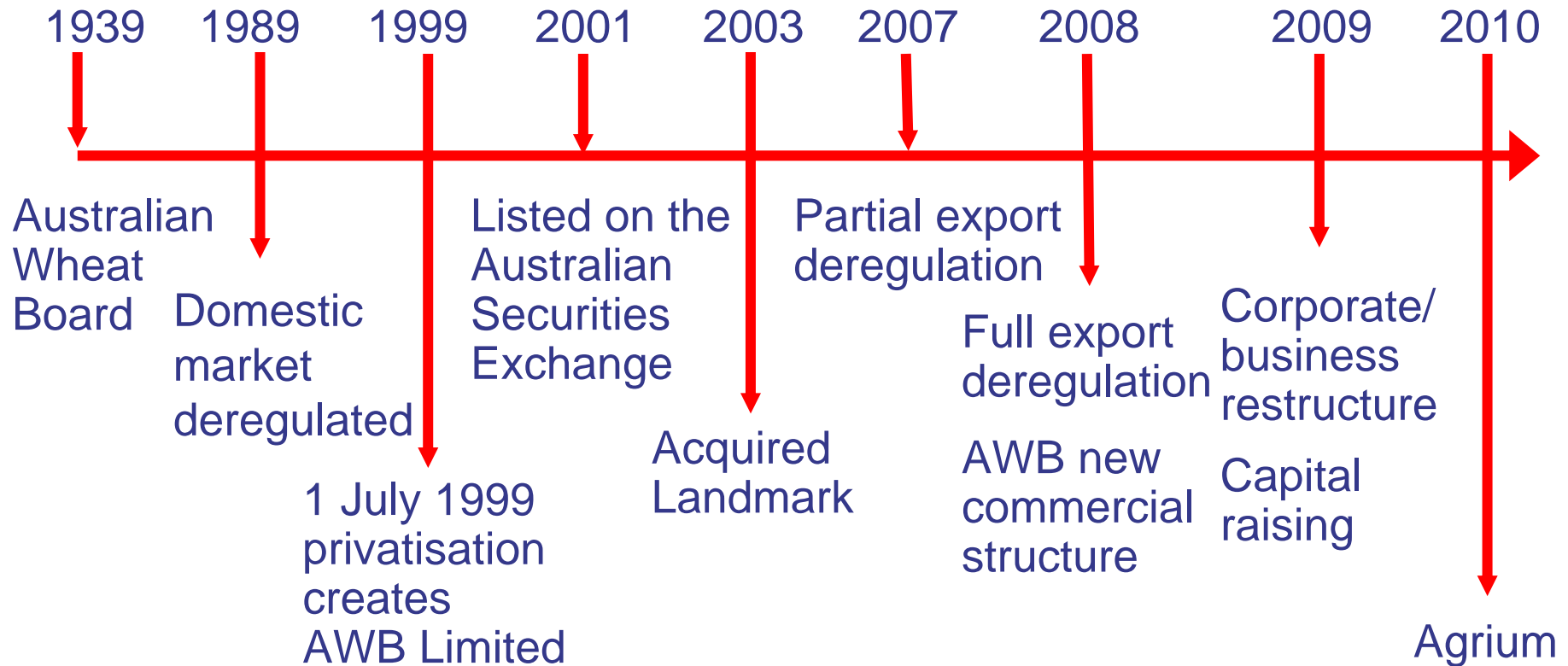
# Presentation to Asociación de Cooperativas Argentinas

Ian Desborough  
AWB Communications Manager  
8 November 2010

[ian.desborough@awb.com.au](mailto:ian.desborough@awb.com.au)  
[www.awb.com.au](http://www.awb.com.au)  
[www.landmark.com.au](http://www.landmark.com.au)



# AWB history



**Under government legislation, AWB had the sole authority to export bulk wheat shipments, the “Single Desk” 1939-2006**

# The AWB Group

- Commodities
- Landmark Rural Services



# Commodities

## Commodity Management

- Commodity Management
  - AWB Australia
  - AWB Geneva
  - AWB India
  - AWB Brazil
- Pool Management Services
- Supply Chain and other investments
  - 22 GrainFlow sites
  - 50% share Melbourne Port Terminal

From & within Australia:

Wheat

Peas

Sorghum

Chickpeas

Barley

Lentils

Canola

Faba beans

Export in bulk, containers & bags



# A diversified Rural Services company



RD1: 50% JV  
with Fonterra NZ

LGE:  
51% owned

AWH: 50% JV  
with Elders

~ 1,800 employees

>350 'touch-points' with Clients (+ 55 RD1 Stores in NZ)

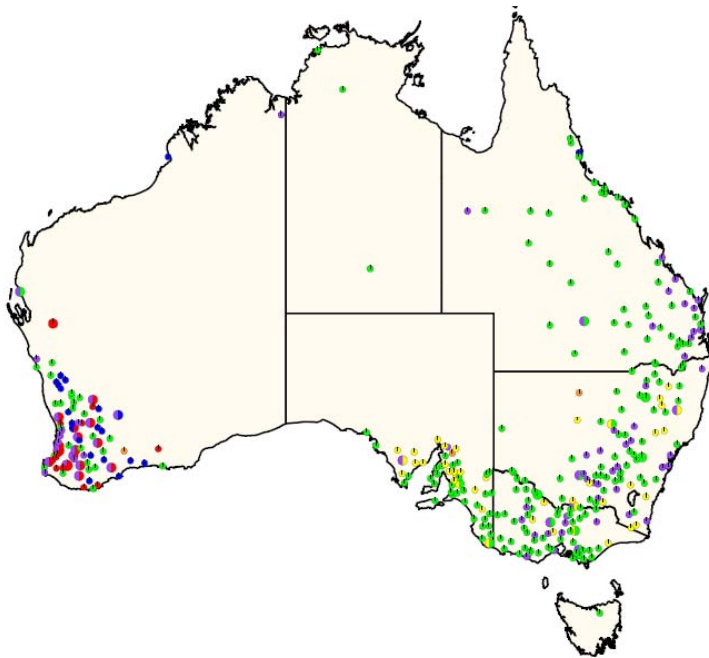
202 Corporate Stores

88 Franchise & 4 JVs

56 Wholesale Members

# Australian operations

## Landmark locations – diversified nationally

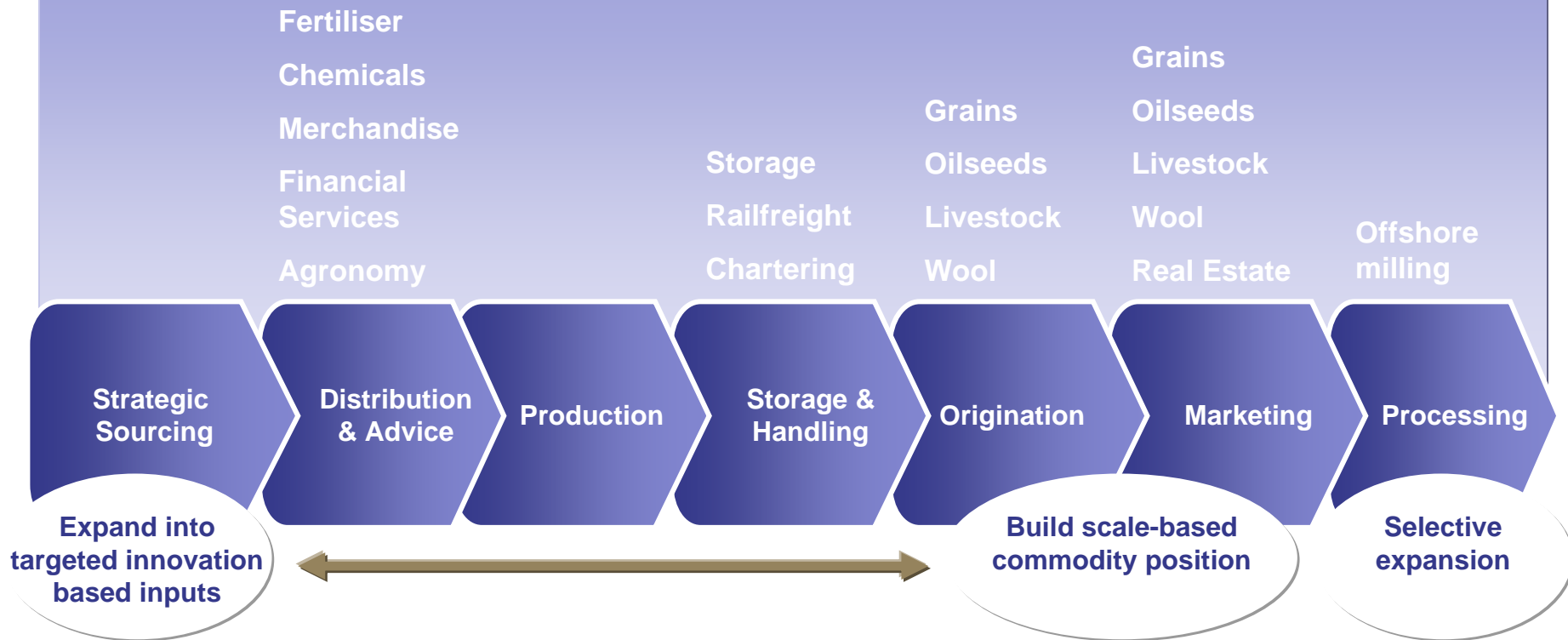


## Grainflow locations – south eastern Australia



# AWB works in many parts of supply chain

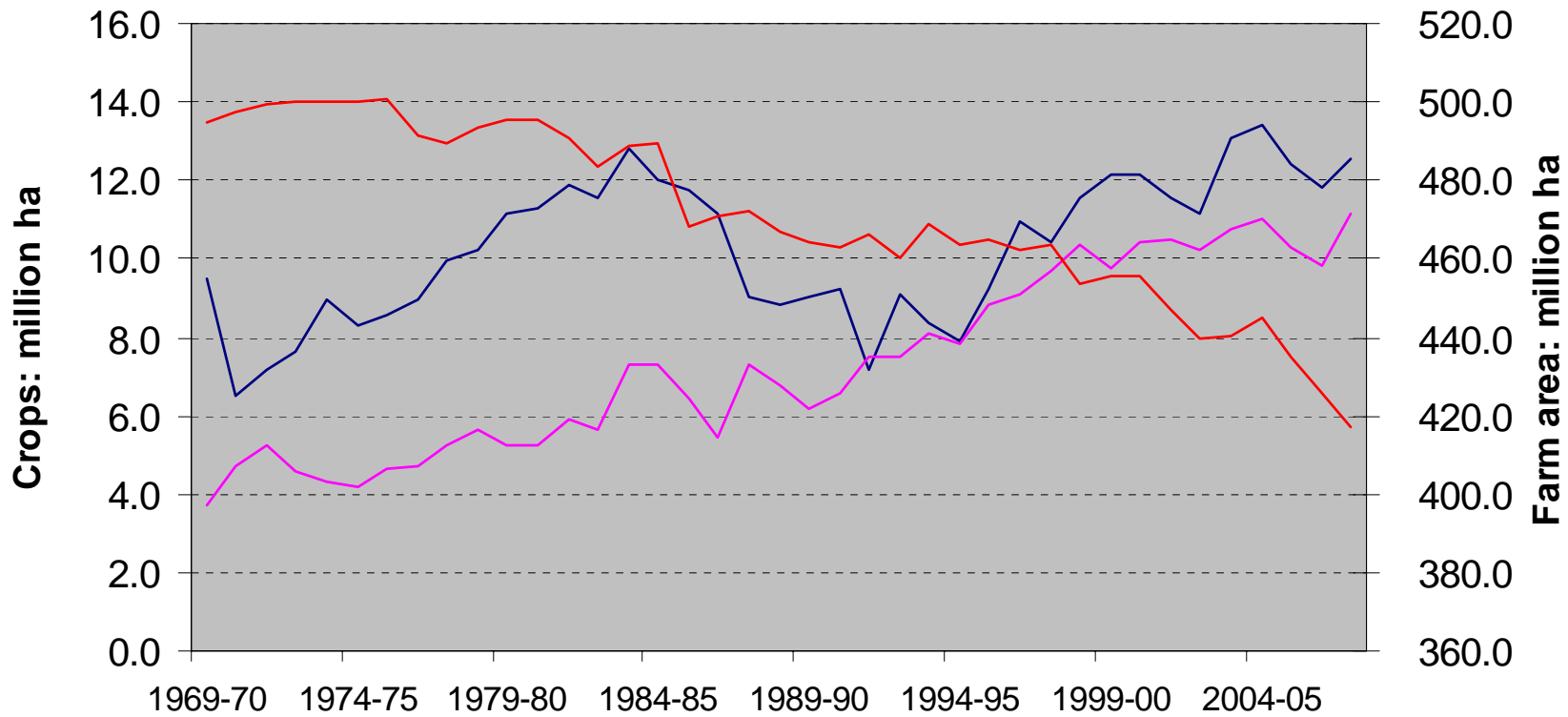
**AWB's current focus is on strong positioning adjacent to production**



**Future growth includes potential expansion upstream and downstream**

# The Australian context: Crops up, farms down

**Fig 1. Land use Australia - crops**  
1969-2008



Source: ABARE-BRS

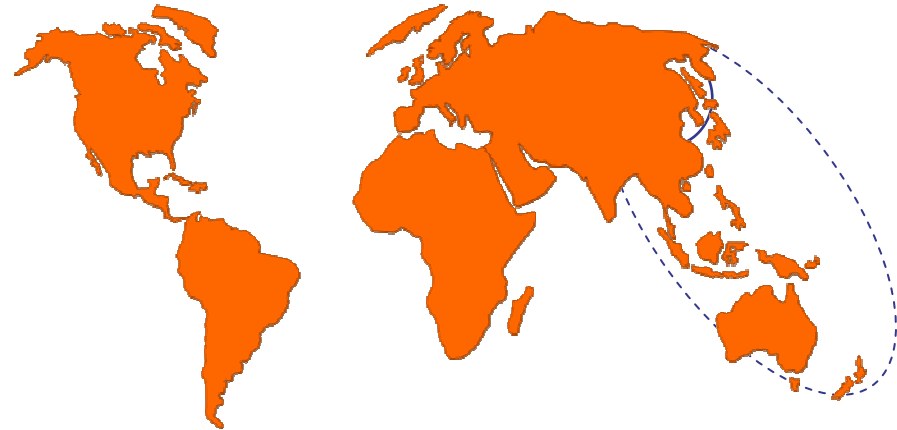
— Wheat area — Other crops — Total area of farms



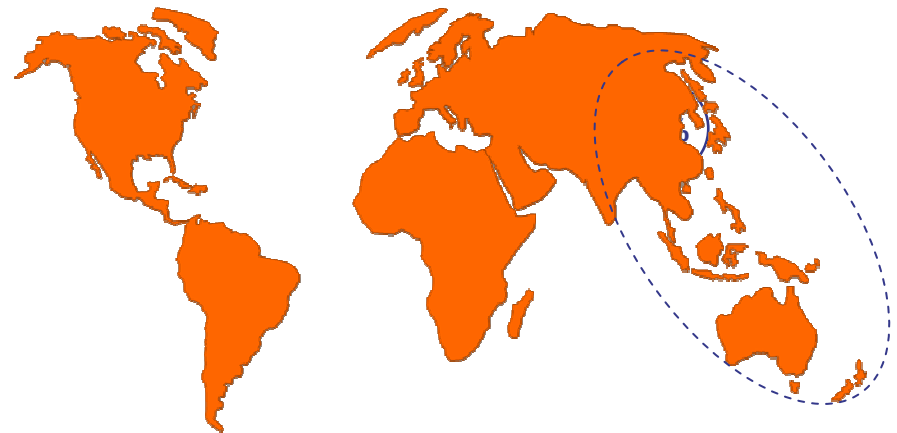
# Why? Look at the Australian opportunity

- **Australia has scale and is globally competitive**
- **Agricultural production surpluses and proximity to Asia's demand & economic growth give Australia a unique advantage**
  - **>50% of the world's population growth is in Asia**
  - **> 40% of the world's economic growth is in Asia**

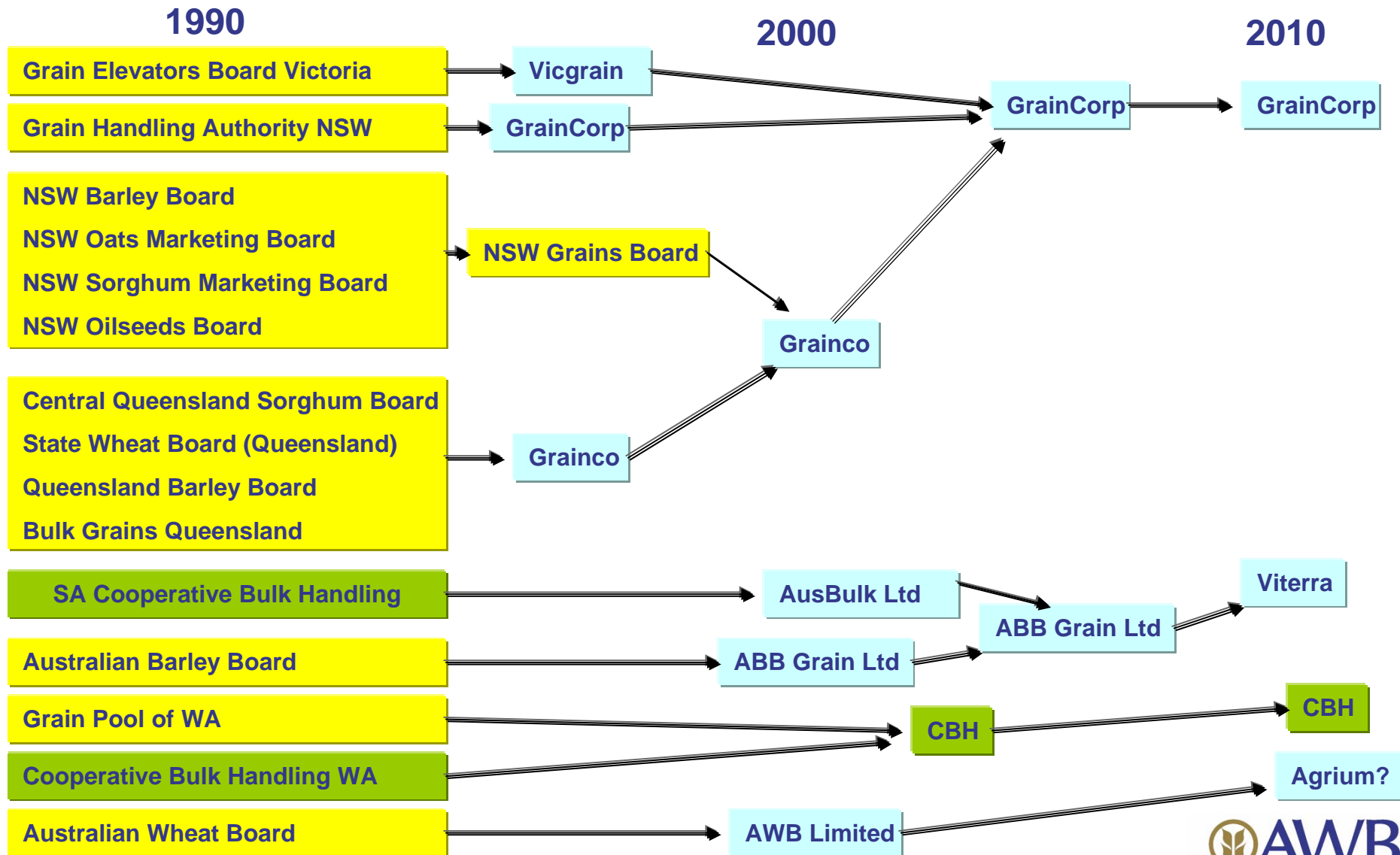
Distribution of Population Growth over next 10 years



Distribution of Economic Growth over next 10 years



# Grain company evolution in Australia



# Quality Grain made to order!

