



# INTRODUCING **AGRICULTURAL ECOSYSTEM AND FARM MANAGEMENT SERVICES**

*Holistic farm enterprise management  
— any farm, anywhere in Australia*







**Agriculture is an underperforming asset class for one reason. Most people don't understand it.**

**Agricultural EcoSystem and Farm Management Services (AEFMS) does.**

AEFMS is a new end-to-end management consultancy backed by decades of experience in agricultural operations throughout Australia.

Through this experience, AEFMS understands that each farming operation is different.

We will sit down with you to work through the details of each management arrangement to ensure we provide you with the financial outcomes necessary to meet your objectives.

The AEFMS team of industry-specific, locally experienced, professional and practising consultants will help you manage the day-to-day operational decisions and offer you the best available expertise across Australia. We also undertake all other office management requirements, such as marketing, accounting and procurement.

Through our experience, and using the most up-to-date farming practices and technology, we are committed to delivering greater productivity to your business.

**YOUR PARTNER IN PRODUCTIVITY AND PROFITABILITY**

AEFMS is involved exclusively in the primary industry sector.

We are dedicated to ensuring our clients' farming investments are both secure and profitable through a hands-on business approach which is both personal and professional.

The AEFMS team has extensive knowledge of:

- Farm management
- Farm improvement
- Asset identification
- Value adding of agricultural assets
- Global agricultural markets
- Trends
- Risk mitigation

**HOW IT WORKS**

**Head office**

- Client management
- Liaison with consultants
- Marketing
- Accounting
- Human resources
- Industrial relations

**Consultants**

- Oversee day-to-day operations
- Instruct farm supervisors

**Farm supervisors**

- Supervise and take responsibility for the property
- Undertake direction from consultants
- Supervise staff and contractors

**Farm staff/contractors**

- Undertake operations of the property





## OUR SERVICES

AEFMS offers farm management services for institutional investment funds, private investors and family operators who wish to operate their farm interests as absentees.

But, we are not fund managers.

We are asset managers.

We have a personal and professional business approach and handle all operational activities associated with land ownership to realise maximum benefit and value from the investment.

These include:

- Planning the crop/pasture rotation
- Input procurement
- Marketing crops and livestock
- Supervising land improvements, maintenance and repairs

Our services include:

- Professional farm management
  - Whole farm planning
  - Farm maintenance and repair
  - Day-to-day property management
  - Natural resource management
  - Staff management
  - Contractor facilitation and supervision
- Input procurement — negotiating fair prices from suppliers
- Crop and pasture agronomic advice
- Livestock advice
- Risk management
- Marketing advice and strategy
- Financial control and management
  - General administration
  - Budgets and bookkeeping
- Business continuation/succession planning

## POINT OF DIFFERENCE

The AEFMS has a flat management structure which allows us to be responsive, flexible and able to match the right individual from our extensive network of consultants to meet your specific requirements.

This structure means there is no middle management — making us cost effective, while efficiently managing almost any property in Australia.

## THE AEFMS TEAM

The AEFMS team lives and breathes agriculture. All team members have grown up in, and still have active personal interests in the agricultural sector.

### What does this mean?

We implement best management practices, keep abreast of new farming research and technologies with the aim to maximise your asset's productivity and profitability.

It means we are best placed to understand and improve every facet of your farming operation.

Our diverse range of consultants can be called upon to cover most industries across Australia, including:

- Grain
- Cotton
- Beef
- Sheep (wool and prime lambs)
- Dairy
- Live export
- Feedlots



There are more people living inside this circle than outside of it.



# 60%



of Australian agricultural produce is exported

## WHY INVEST IN AUSTRALIAN AGRICULTURE?

**Australia exports more than 60% of our agricultural produce — much of it to Asia, which by 2030 will be home to two-thirds of the world's middle-class.**

This demand is driven by an increasing 'westernisation' of diets (with a focus on protein) and population growth, particularly in urban areas.

Australian agriculture is perfectly placed to meet these growing needs.

- We have a reputation as a **'safe, clean and green'** food producer.
- We have stable government and **well-regulated legal and financial systems**.
- We have **Free Trade Agreements** (FTAs) with most Asian markets, and FTAs pending in the world's largest emerging markets of China, India and Indonesia.



## CONTACT US

To find out more about our services and our professional and personal approach, please contact Stephen Wentworth.



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