



Department of
Primary Industries and
Regional Development

INVESTING IN WESTERN AUSTRALIA'S AGRIBUSINESS AND FOOD INDUSTRY





The Western Australian State Government is committed to supporting the growth and development of the State's agriculture, fisheries and food industries.

The Agribusiness & Food Investment Team has been established to promote and facilitate investment into agribusiness and food projects. The team of experienced industry professionals will bring together Western Australian businesses, local and global investors, government and industry.

Operating with a commercial focus the team provides a range of services to support local businesses to become investment ready and to assist with the development and delivery of commercially sustainable projects.

How we can help

Information to support investment decisions

As a central point of contact for information and advice on investing in Western Australia's agriculture, fisheries and food sectors we can provide:

- information on doing business in Western Australia
- data and market intelligence on our industry and sectors
- background on potential regulatory requirements and approval processes.

Investment ready project support

- > Are you looking to raise capital for a project or business?
- > Not sure where to start?
- > Is your project investment ready?

Securing investment to build your business or develop a project can be the first step towards successful expansion. However, with so many types of investment and investment partners understanding the right option for your business can be a challenge.

By understanding your business and requirements, we are in the best position to identify and help develop the potential in your project.



FACILITATING AND PROMOTING
INVESTMENT INTO WESTERN
AUSTRALIA'S AGRIBUSINESS AND
FOOD INDUSTRY.

Investment facilitation

Drawing on in-depth knowledge of the agribusiness and food industry and extensive business networks in Australia and overseas, our team can provide guidance and introductions to help secure the investment or opportunity you are looking for.

We can:

- provide introductions to agribusiness and food companies in Western Australia,
- identify investment and research partnership opportunities,
- assist to plan and conduct a site visit to assess opportunities,
- identify access to available natural resources and infrastructure, and
- identify suitable investor or investment opportunities.

Regulatory approval support

Understanding and securing the required regulatory approvals for your projects can be one roadblock to investment. The agribusiness and food investment facilitation team can provide assistance to streamline this process and simplify your dealings with relevant government departments and agencies, through:

- provision of information and general guidance on Western Australian regulatory environments,
- assistance to obtain required regulatory approvals, and
- coordination with relevant government departments.



Why invest in Western Australia

Western Australia's agriculture and food industry is poised for global expansion – now is the time to invest.

Western Australia has an extensive agriculture base. Our diverse climatic regions and vast natural resources allows for the production of a wide range of high-quality produce.

By 2030 Asia's middle class is forecast to reach three billion and these discerning consumers will demand safe, clean and healthy food. Our location, strong links with Asia and preferential market

access via Australia's free trade agreements, combined with our exceptional environmental credentials and stringent biosecurity systems, place Western Australia in a unique position to capitalise on this growing market.

There is significant scope for investment to further develop Western Australia's food production capacity and provide innovative processing and logistics solutions to deliver safe, premium quality foods for export.

The **total value** of agriculture, fisheries and food exports in 2015/16 was

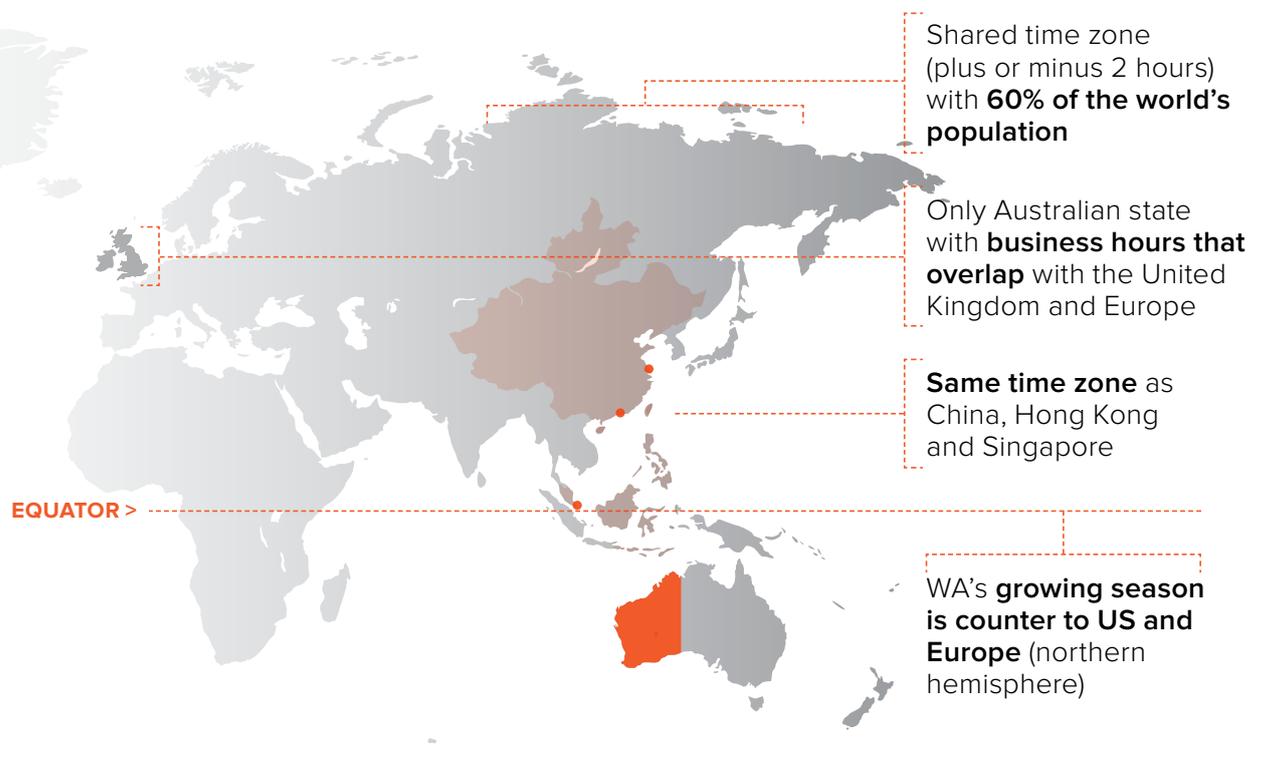
\$7640m



of Western Australia's agrifood production destined for international markets



Location and market access



Clean, safe environment

Our well-managed natural environment, livestock industries and farm land, free of major pests and diseases, ensures Western Australia continues to build on its world-class reputation for clean, green and safe produce. Consumers recognise and value the provenance and the premium quality of our food and beverages.

Clean – pristine growing environment with clean air, fresh water and non-polluted soils. Stringent environmental policies and regulations ensure our natural environment and resources are sustainably managed and preserved.

Green– many producers and processors are committed to using environmentally friendly and sustainable practices across the value chain, to ensure Western Australia is a reliable supplier of premium-quality produce.

Safe – strict environmental and biosecurity measures ensure the highest standards of quality and safety are maintained across the value chain – from our farms to the consumer.

Business environment

Western Australia is the ideal place to do business as we have one of the most transparent and well-regulated business environments with strong finance and banking regulations, stable institutional frameworks and world class professional service providers.

Economic prosperity – Western Australia boasts an open and stable economy, built on robust international trade and investment. Our strong economic relationship with Asia, Middle East, Europe and the US has delivered more than 20 years of sustained growth.

Government support – The Western Australian State Government is innovative, proactive and focused on developing policies and services that deliver economic growth, provide a business-friendly environment and support commercial investment. Agricultural development is a strategic priority for both the State and Federal governments. There are a range of government initiatives empowering, supporting and enabling the growth of Western Australia's agriculture and food industry.

Australia is ranked **13th** in the world's Environmental Performance Index

240 Billion Western Australia's gross state product in 2015/2016



Our agrifood brand is considered **better value, higher quality, safer, more sustainable and healthy** than that of many peer countries
(Austrade)

20 years of consecutive growth

Diversity and capacity

Dynamic landscape – Western Australia is the largest state in Australia, covering more than 2.5 million square kilometres with 12,889 kilometres of coastline. Our dynamic landscape sustains a broad range of agricultural production, from open-range grazing and broadacre farming to intensive agriculture and aquaculture.

The state has five diverse climate zones, from tropical in the far north, characterised by distinct wet and dry seasons, to Mediterranean in the south, with its four distinct temperate seasons.

This diversity across our soils and climates creates ideal growing conditions for a wide variety of produce and supports a range of agricultural activities.

Capacity to grow – Western Australia has the land and water resources available for development and to expand the state agriculture production.



A skilled and productive workforce

With only 11% of the national population, Western Australia's economy punches well above its weight and has a reputation for having a highly-skilled workforce with a 'can-do' attitude.

Western Australia has levels of education and technical skills that rival the best in the world. Our workers are highly skilled, thanks to an excellent education system, five world-class universities, quality scientific research institutions and specialised training services.

Cultural diversity – Western Australia is one of Australia's most culturally diverse states with more than one-third of its residents born overseas.

We have:

- approximately 270 spoken languages and dialects,
- people from more than 190 countries, and
- more than 130 religious faiths.

This diverse mix gives Western Australia a competitive edge with its international linkages – it is easier to do business with our international partners because there is a strong pool of culturally-aware talent.





The Agribusiness & Food Investment Team is here to connect investors and Western Australian agriculture, fisheries and food companies for the purpose of supporting the development and delivery of commercially sustainable investment projects. As a government agency, we focus on the pre-deal stage of the investment process, where our services and support can best assist the establishment of an investment ready project and investment opportunities.

Are you looking for investment or seeking an investment opportunity in Western Australia?

Our team of experienced industry professional are here to help.

Contact us today

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