

# CAPABILITY STATEMENT

## Chris Heinjus



**Partner/Team leader  
Grain Marketing**

### CONTACT DETAILS

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### QUALIFICATIONS

- Bachelor of Applied Science in Agriculture Dryland Farming Systems
- Australian Institute of Company Directors
- Professional Management Program
- Registered representative SFE

### PROFESSIONAL ASSOCIATIONS

- GTA Australia
- Grains Industry Ass – SA
- Fellow AICD

### COMMITTEES OR BOARDS

- Pinion Advisory - compliance committee
- Rural Directions Board
- Pareta Farms Board

Chris is a partner of Pinion Advisory.

Since the inception of Rural Directions (now Pinion Advisory) in April 1997 the risk management team, which Chris leads, has developed client focused independent risk management services. These services assist clients to understand individual business risk profile in commodity markets that they operate. Market intelligence, price discovery, credit management and contract execution provide clients with confidence and strategies to manage volatile commodity markets. This ultimately increases client knowledge and business profitability.

The development of extensive industry networks is both a team and personal achievement and adds to the team credibility.

Chris has supported the grain industry as a nominated GTA arbitrator and has adjudicated on many disputes. He has also facilitated training in grain industry trade rules.

### Areas of expertise

- Commodity risk management
- Farm business management
- Agribusiness consulting
- Grain marketing
- AFSL compliance
- Grains industry arbitrator
- Emergency service (CFS) incident management

### Professional experience

- Pinion Advisory (Rural Directions) – Partner/Director, 1997-present
- Pareta Farms Pty Ltd – Director, 1997-present
- SA Country Fire Service – Fire Fighter/Captain, 2005-present
- Farminvest Australia – Director, 2014-2017
- Australian Wheat Board – Area Supervisor /Commodities Merchant, 1990-1997
- Elders Pastoral – Stock Agent, 1987-1990

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## Relevant projects

| PROJECT                             | ROLE  | CLIENT                           | YEAR/S DELIVERED |
|-------------------------------------|---|----------------------------------|------------------|
| Compliance and risk audit committee | Compliance and risk strategy  | Pinion Advisory                  | 2020-ongoing     |
| Grain marketing service             | Provide tailored independent client advice and strategy implementation and brokering  | Farm business clients            | 1997-ongoing     |
| Grain marketing service             | Project management development of external CRM, internal strategy and system development  | Rural Direction/ Pinion Advisory | 1997-ongoing     |
| Grain Marketing Service             | Grain marketing workshops – facilitating many geographically diverse commodity risk management workshops for producer and industry groups | Rural Direction/ Pinion Advisory | 1997-ongoing     |
| Grain marketing service             | Responsible officer and compliance manager for Rural Directions Pty Ltd AFSL 221556   | Rural Directions                 | 1997-ongoing     |
| Rural Directions Pty Ltd Board      | Actively contributed to the growth of Rural Directions Pty Ltd business   | Rural Directions                 | 1997-2020        |
| Pareta Farms                        | Partner in 830Ha cropping agribusiness involved in strategic and operational decisions  | Pareta Farms                     | 1995-ongoing     |
| Pareta Farms                        | Assisting with farming operations at key times of seeding, hay and harvest  | Pareta Farms                     | 1995-ongoing     |