

Overview

PINION ADVISORY

Agribusiness, water and environment

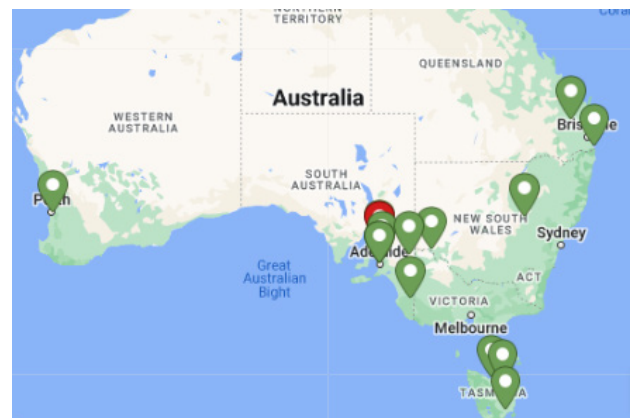
ABOUT US

Pinion Advisory is an Australian owned business that unlocks latent potential in agribusiness, water and the environment to create profitable, sustainable and enterprising clients. The business was formed in July 2020 following the merger of three leading Australian consultancies, Rural Directions, Macquarie Franklin and Sunraysia Environmental. It is also the first step towards creating a global agriculture, water and environmental consulting business, through a strategic partnership with United States food and agriculture advisory firm, Pinion Global. The strong organic growth from synergies has been bolstered recently with leading irrigation and water engineering consultants HydroPlan merging into the Australian business.

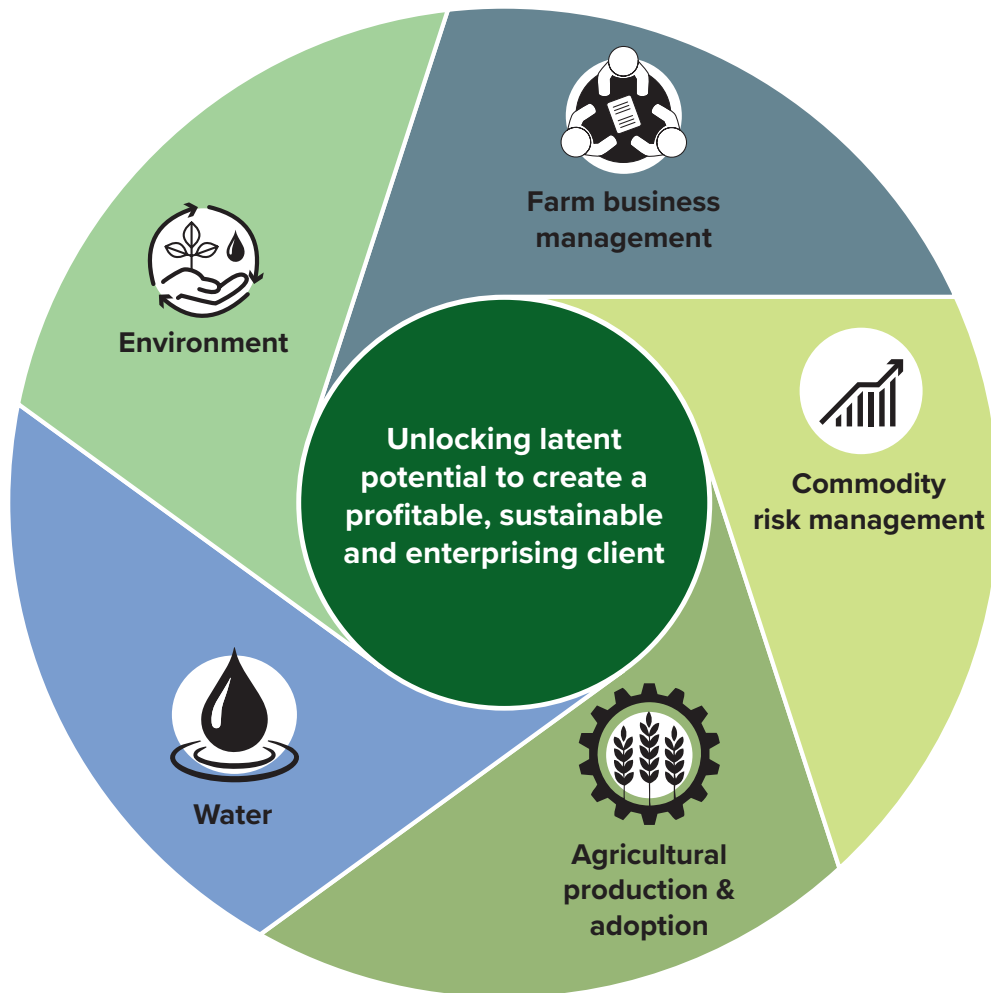
Sustainability underpins everything we do – in our business and in yours. Our large team of independent advisors have wide geographic spread and diverse skills including family agribusiness, commodity risk management, food & ag production, environmental sustainability and all aspects of water – from feasibility, compliance, reuse, pumping, irrigation, audits, operations and water resource management.

OUR TEAM

Our diverse team is spread across Australia and consists of over 80 consultants, whom offer a vast array of skills, knowledge, insights and experience. Our team all have formal training in either agriculture, environment, engineering, commerce, agribusiness, people and culture, extension and education. We have a commitment to developing people and have a recognised graduate program. The depth of our team results in the delivery of services that are holistic, best practice and tailored to meet client needs. We have a strong focus on collaboration, both internally and with our clients.



our services



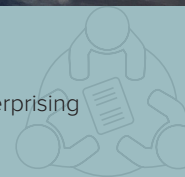


Farm business management

This centre provides a platform for supporting family agribusiness as they strive to become more profitable, sustainable and enterprising businesses. Our services include:

- Facilitation of advisory boards
- Facilitation and management of peer groups
- People and succession consulting
- Farm business consulting
- Training programs
- Research projects that create practical insights for clients

All services are supported by our Snapshot™ benchmarking technology and a resource centre that provides fact sheets and workbooks for clients to enable them to confidently manage strategic business priorities. There is also an opportunity to access Pinion Integrated Office, a new service that streamlines farm bookkeeping.



Commodity risk management

The commodity risk management team supports two types of clients - farmers and end users.

For farmers, the grain marketing service focuses on understanding the business financial needs, then optimising price risk management through continuous monitoring of prices on offer, market analysis, calculated cost of production and forecast crop production. The outcome is informed decision making that removes stress, builds confidence and locks in profit. Other features include personal property securities registration and our Snapshot benchmarking system. Grain market analysis and insights is enhanced by our global network that includes specialist grain marketing analysts in Australia and the Mid-West of the USA.

For end users, services include acquisition planning and strategy development, grain market analysis, analysis of input costs and target pricing.

Both client types are supported by marketing newsletters, market analysis and market briefings.



Agricultural production & adoption

All agricultural production consulting services are independent and focus on improving gross margins through the optimisation of inputs and outputs. Technical advice includes agronomy for broadacre crops, pastures, viticulture, vegetables, berries, poppies and permanent crops like nuts and citrus. Livestock technical advice includes grazing systems for sheep, beef, dairy and goats.

All advice is customised to the specific needs of the client.

Our team have practical experience in the production and business aspects of many different rural industries, and when combined with the skills of our adult learning specialists, extension staff and competent project managers, it creates a recipe for successful industry extension programs.

We work nationally with many industries, as well as at a state or regional level, providing program design, technical delivery, program and project coordination, group facilitation, event management, monitoring and evaluation and communication services.



Water

Our irrigation and water engineering team conceive and develop water resource infrastructure and irrigation systems that are sustainable and efficient. Technical advice typically includes:

- Irrigation project concept and feasibility investigations
- Engineering design of rural water infrastructure
- Irrigation for community sports, leisure & landscapes
- Technical construction services and management
- Water access, compliance and resource management
- Scheme monitoring, operations and asset management

The upshot is practical technical advice in irrigation planning, development and management of water infrastructure, from the plant rootzone to the regional environment.

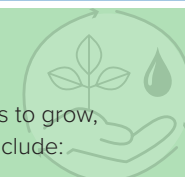


Environment

Our environmental sustainability team combines experience and skills to deliver practical and smart solutions. We help our clients to grow, improve their sustainability, comply with environmental responsibilities, and realise opportunities and efficiencies. Our services include:

- Unlocking potential in recycled water, food processing wastes, biosolids and other organic materials.
- Provision of independent and scientifically sound advice on carbon and climate change
- Soil and land use assessments and management advice
- Environmental consulting, including freshwater ecology, flora and fauna, groundwater monitoring, pest and weed management, assessment and approvals
- Sustainability auditing and reporting

We are independent, base our advice on science and experience and love working with our clients to achieve positive outcomes.



why choose Pinion Advisory?



WHY WORK WITH US

Our skills and experience are complemented by the way we operate. We deliver services on time, within budget, to a high standard and with a professional approach. For your business or industry this means that:

- Solutions work technically and that management implications are explored
- You are at the forefront of available technology and approaches
- You can trust us to be ethical, honest and maintain confidentiality
- You receive value for money products and services

There is a genuine desire to help clients achieve their goals, so businesses and industries can be responsive, competitive and sustainable into the future.



OUR MISSION

To have an impact and make a difference in the lives of our people, clients and the world we live in

CLIENT FOCUS – OUTCOME DRIVEN

Work with clients to fully understand their needs and issues, and identify and achieve the desired outcomes

Aim to create profitable, sustainable and enterprising clients

CLIENT RELATIONSHIPS

Proactive client engagement and positive outcomes that result in long-term relationships

INDEPENDENT

Provide independent advice to our clients that is based on science and technical knowledge

EXTENSIVE NETWORKS

Extensive networks across the industries and communities in which we operate, and embrace a collaborative approach

EFFECTIVE CONSULTATION

Excellent stakeholder management skills and experience, including facilitation and community engagement

INTEGRATED SERVICES

Technical experts from diverse disciplines providing a one stop service and innovative solutions for our clients, with a whole of business perspective

PROJECT MANAGEMENT

Effective and thorough project planning processes to ensure delivery on time and within budget

ENABLING CHANGE

Supporting clients, industries and communities to navigate a path of desired change

For more information about how our services can improve your business, contact us on 1300 746 466 or visit pinionadvisory.com



Current as at 2/8/23