

CAPABILITY STATEMENT

Simon Vogt



Partner

CONTACT DETAILS

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QUALIFICATIONS

- Bachelor Commerce
- Bachelor Finance
- GAICD

PROFESSIONAL ASSOCIATIONS

- Member of the Australian Institute of Company Directors (AICD)

COMMITTEES OR BOARDS

- Board member – Pinion Advisory

Simon has a strong and practical understanding of the key profit drivers in cropping, beef, lamb, wool and mixed enterprise businesses.

Simon enjoys applying this skill set to the farm business clients that he works with, to enhance profitability, sustainability and long-term wealth creation.

Simon chairs a large number of advisory boards for farming families and family corporates across South Australia, Victoria, Tasmania and New South Wales. He enjoys working on a longitudinal basis with these clients to optimise profitability, from the resources currently available to them, and achieve their business growth aspirations.

Simon relishes the opportunity to work with clients to unlock the internal capacity available to them for greater levels of productivity and profitability.

Areas of expertise

- Advisory boards
- Whole of business benchmarking
- Grazing management (Pasture Principles)
- Robust understanding of the key profit drivers in cropping, beef, lamb, wool and mixed enterprise businesses
- MLA Southern BusinessEDGE
- Financial literacy
- Strategic planning
- Business planning

Professional experience

- Pinion Advisory (Rural Directions) - Consultant – Agribusiness/Partner, 2010–present
- Hester Holdings, Operations Manager – Livestock, 2003–2010
- Deloitte - Corporate Finance Analyst, 2001–2003

CAPABILITY STATEMENT

Relevant projects

| PROJECT | ROLE | CLIENT | YEAR/S DELIVERED |
|--|--|--|------------------|
| Advisory board delivery | Chairing Advisory Boards on behalf of farming families and family corporates. Topics can include governance, strategic planning, debt management, succession, and profit optimisation | Broadacre cropping and livestock businesses | 2015-current |
| MLA Profitable Grazing Systems | Member of the national Leadership Team for MLA's Profitable Grazing Systems extension platform to red meat producers | Meat & Livestock Australia | 2016-current |
| MLA 'Profitable integration of cropping and livestock' project | National project manager for the project which involved collecting and analysing benchmarking data from 100 mixed enterprise business across Southern Australia. A series of extension workshops were then delivered to producers and advisors on the key management profit drivers within mixed enterprise (cropping & livestock) farm businesses | Meat & Livestock Australia | 2016-2018 |
| GRDC RDP00013 'The integration of technical data and profit drivers for more informed decisions' | National project manager for the project which involved the collection and analysis of 300 whole of business benchmarking datasets from cropping focused businesses located across all of the major grain growing regions in Australia | Grains Research & Development Corporation | 2014-2017 |
| MLA Southern BusinessEDGE | MLA Southern BusinessEDGE is a high impact two-day workshop based on improving financial literacy amongst grazing business owners and managers | Meat & Livestock Australia | 2016-current |
| Pasture Principles | Delivery of the Pasture Principles supported learning project to grazing businesses across South Australia and Victoria | Meat & Livestock Australia and red meat & wool producers | 2016-current |