

MURRAY DARLING
water land infrastructure
MANAGEMENT LTD



KEY ATTRIBUTES OF A SUCCESSFUL FARMER

1/ **Academic Operational,
Technical and Business
Competence/s**



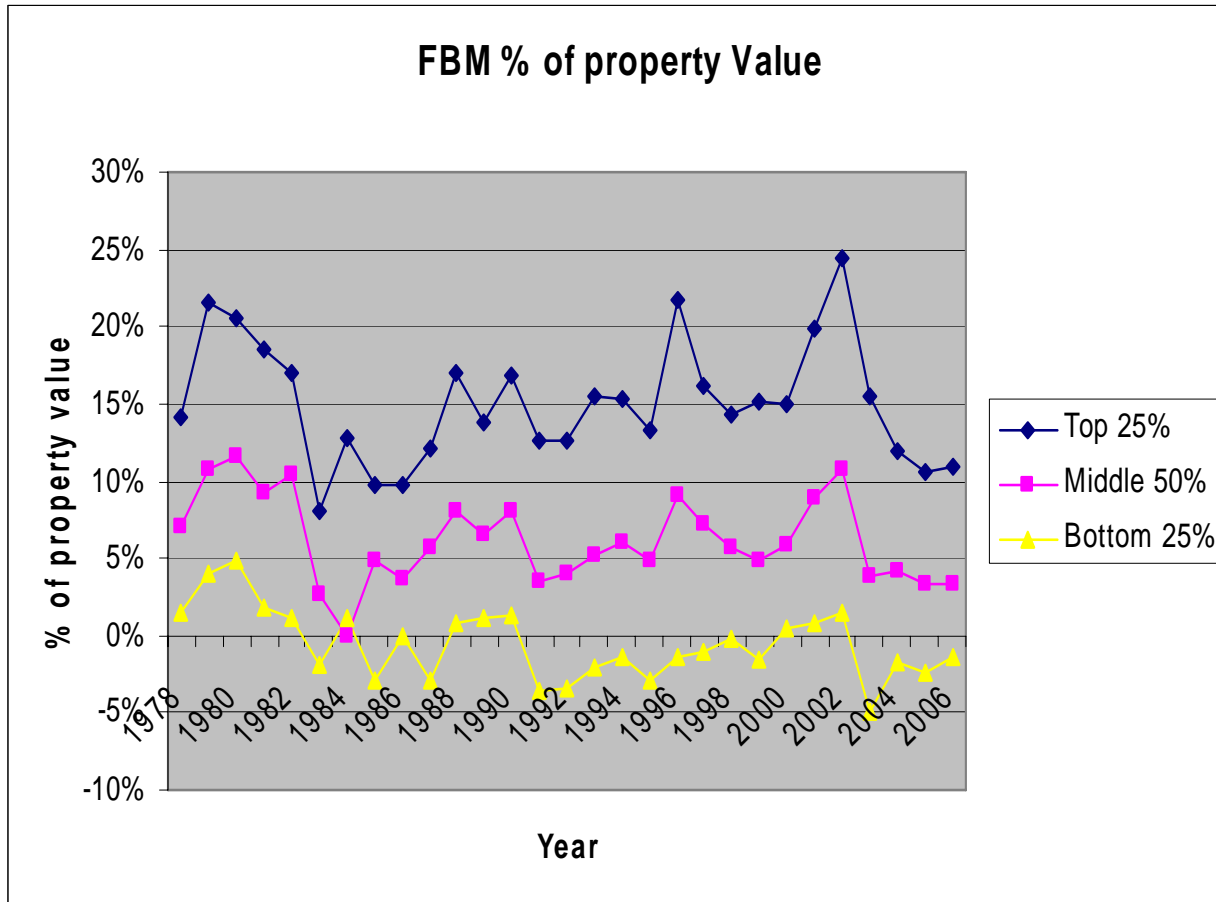
2/ **Appetite for Risk**



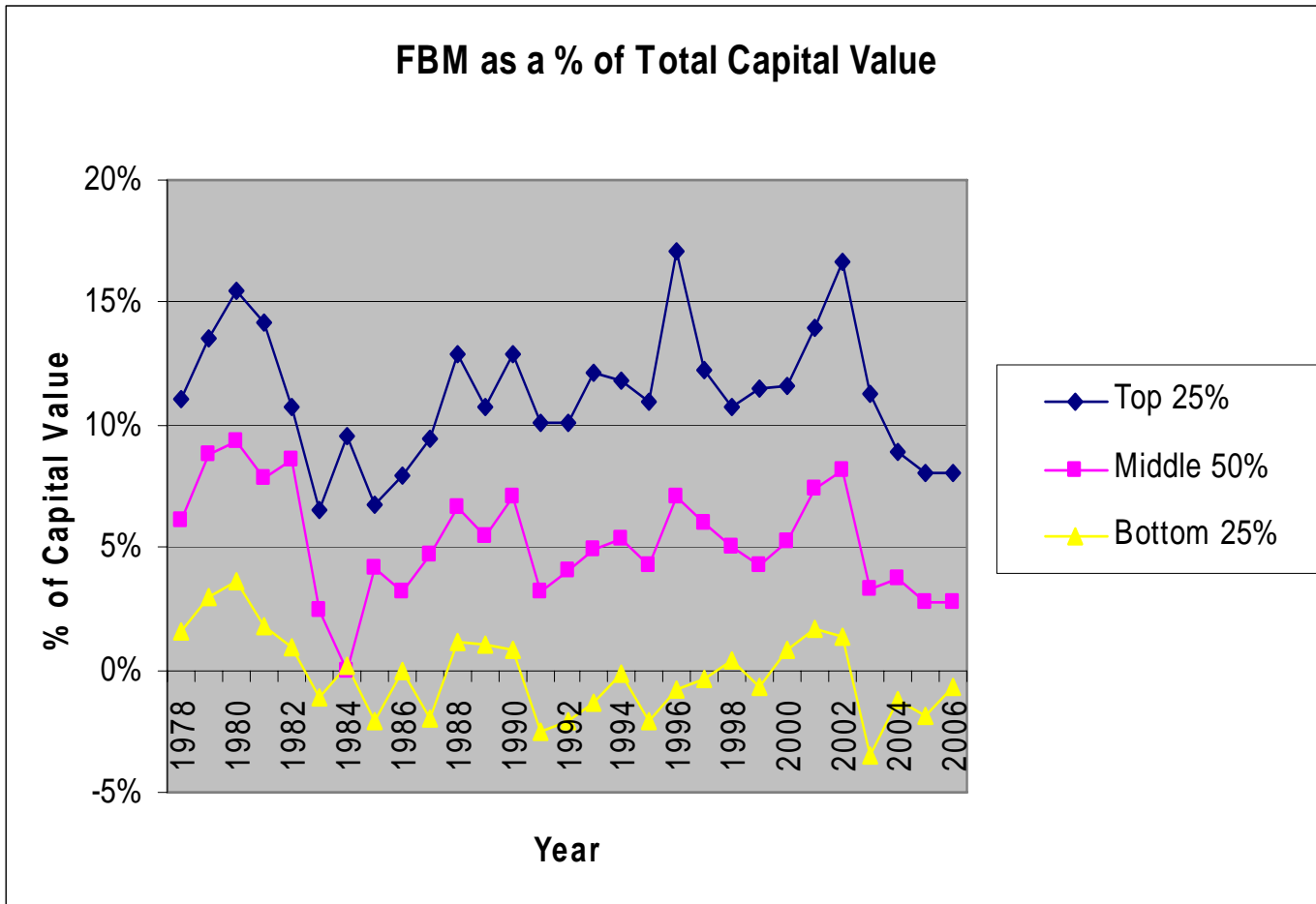
3/ **Passion / Green Thumb**



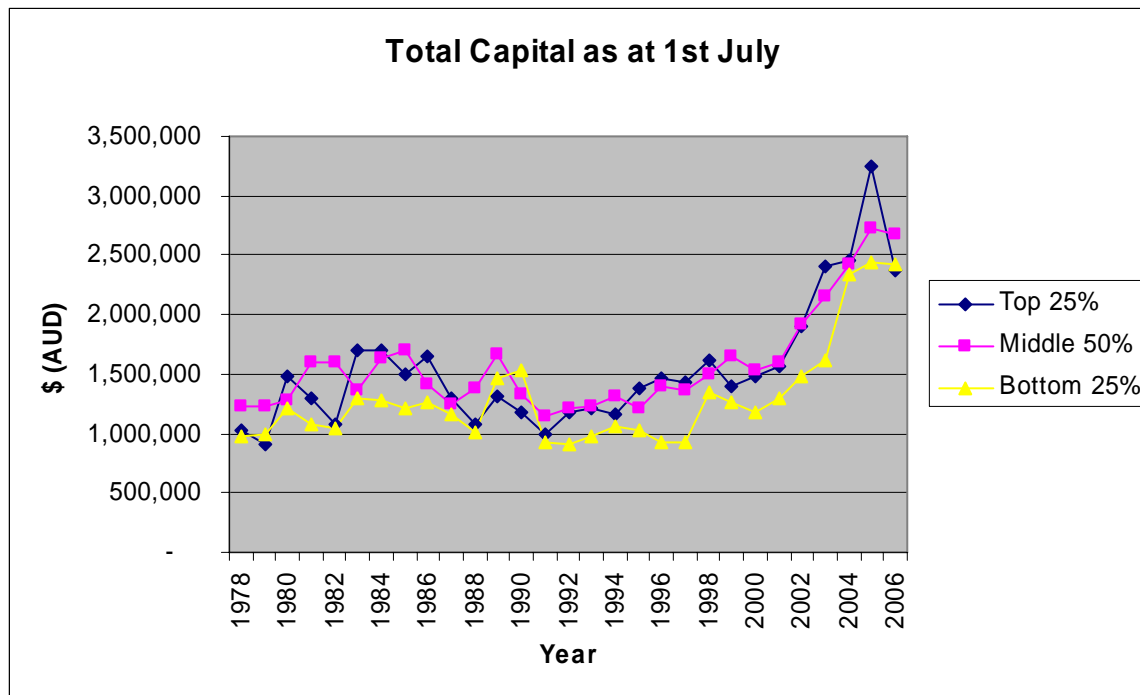
Top Farm Businesses are achieving long term returns around 15% of land value



.....and over 10% of total farm assets

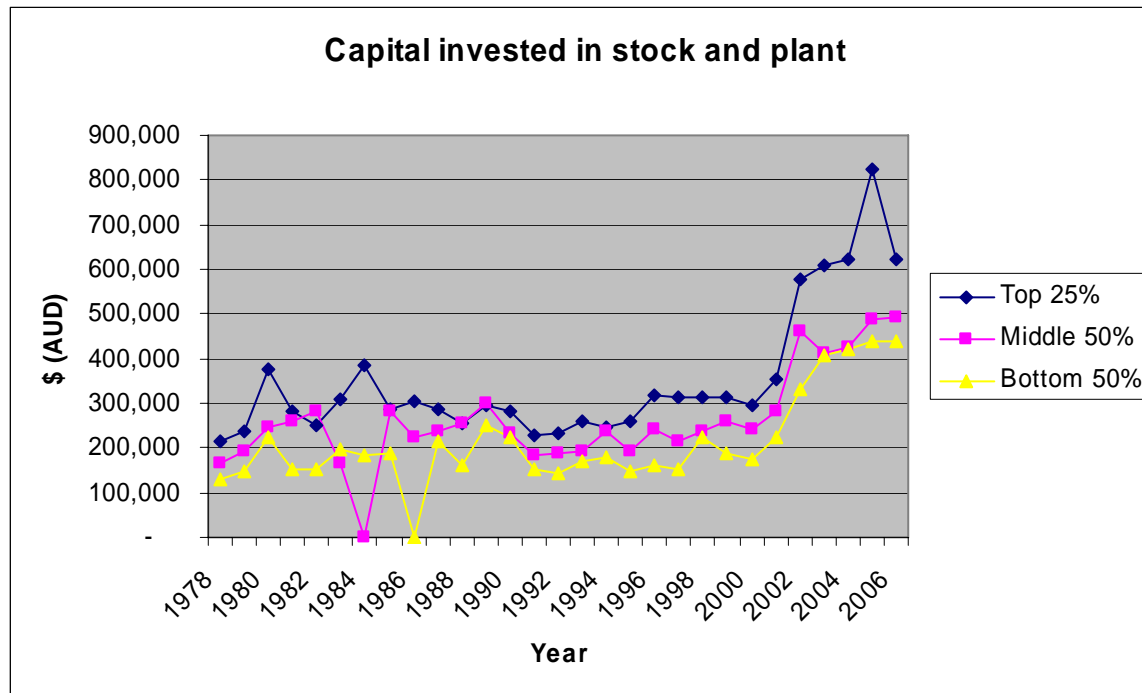


However business size is not the main reason for higher returns



Scale helps, but management is the key

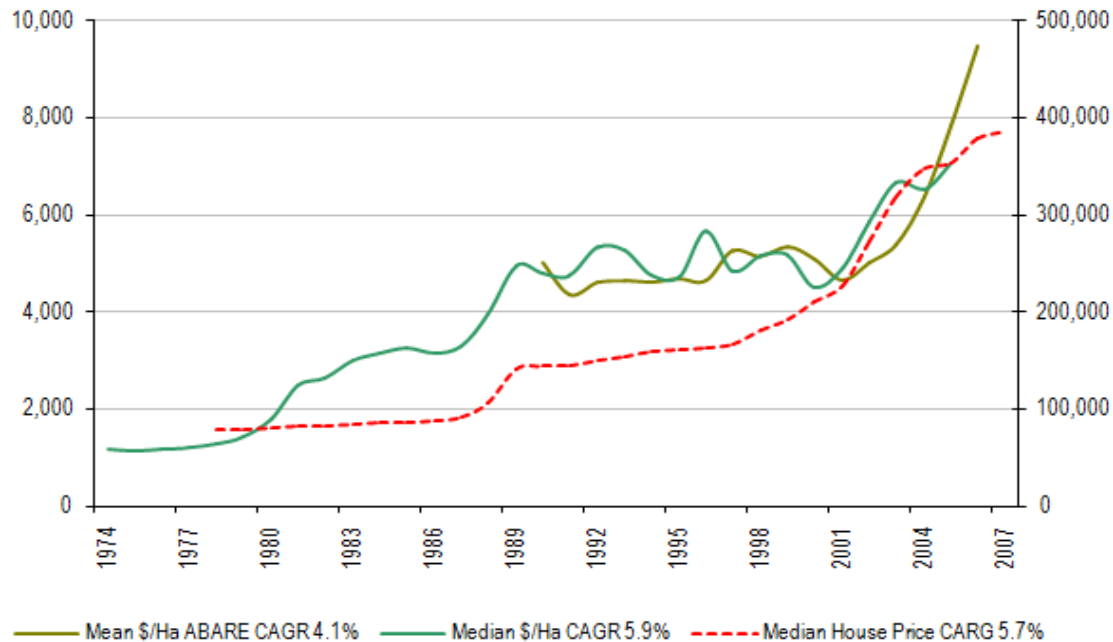
Top performers do "more" with the assets they've got (higher inputs indicating higher intensity) and so get a much much higher margin





Land values in the MDB reflect inherent agricultural production capacity (existing and potential) operator profitability (as reflected by operating surplus), access to irrigation distribution points and soil quality.

Over the past years, land values in the MDB have demonstrated a 3 – 8% CAGR in capital value with appreciation typically determined by land use.





MURRAY DARLING
water land infrastructure
MANAGEMENT LTD

