

# SENATE REFERENCES COMMITTEE ON RURAL AFFAIRS & TRANSPORT

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Wednesday, 16 November 2011

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**Australian senate  
Rural affairs and transport references committee**

**INQUIRY INTO FOREIGN INVESTMENT REVIEW BOARD (FIRB) NATIONAL  
INTEREST TEST**

**Opening Statement: Mr Frank Di Giorgio**

- Thank you for the opportunity to address this Committee.
- I should indicate at the outset that the Chairman of the Foreign Investment Review Board, Mr John Phillips, sends his apologies to the Committee this morning. Mr Phillips will contact the Committee Secretariat in due course in relation to correspondence received yesterday.
- As the Executive member of Foreign Investment Review Board and the General Manager of the Foreign Investment and Trade Policy Division, my role provides a link between the Treasury and the FIRB.
- Treasury provides Secretariat services to FIRB and is responsible for the initial examination of foreign investment proposals received and for preparing recommendations to the Treasury Ministers.
- FIRB's role, on the other hand, is to advise on the more significant proposals received by the Division. FIRB is a non-statutory advisory body. It is not a decision making body and has no decision making powers under either the *Foreign Acquisitions and Takeovers Act* or the Foreign Investment Policy more broadly.
- Senators, this is an important observation to consider in relation to the Committee's terms of reference, which makes explicit reference to "improving the transparency of decisions made by FIRB".
- Decision making in the area of foreign investment in Australia has always been a matter for the elected Executive - Treasurers of the day. For this reason, Treasury consistently has been forthcoming in explaining the processes by which decisions in this area are approached.
- The regulatory requirements on foreign agricultural related investments have been well canvassed previously. Substantive rural land acquisitions - that is, primary production activities on the land - are regarded under the legislation as business acquisitions and accordingly subject to the general

business notification requirements of the FATA. Direct foreign sovereign investments in rural land businesses (as for other businesses) are screened regardless of value under policy. These may also be subject to the provisions of the FATA.

- Australian Governments have consistently welcomed foreign investments that are not contrary to Australia's national interest. Australia's negative national interest test, in fact, carries this important implication by design.
- Senators, the foreign investment review process is not mechanical, but it is thorough and rigorous and requires judgement.
- The Government looks at a range of factors in assessing the national interest. These include national security; competition; wider government policies such as taxation; an investment's impact on the economy and the community; and the character of the investor involved. Where a proposal involves a foreign government or a related entity, the Government also considers if the investment is commercial in nature or if the investor may be pursuing broader political or strategic objectives that may be contrary to Australia's national interest, and all direct investment proposals from foreign government related entities are reviewed by the Government.
- The relative importance of these factors can vary depending upon the nature of the target enterprise. Investments in enterprises that are large employers or that have significant market share may raise more sensitivities than investments in smaller enterprises. However, investments in smaller businesses with unique assets or in sensitive industries may also raise concerns.

### **Agricultural Sector**

- Processes by which proposals in the agriculture sector are reviewed by FIRB are the same as for those in other sectors. This is not to suggest that the national interest issues are necessarily the same. Indeed, from case to case they rarely align exactly, for a myriad of reasons.
- Clearly, sectoral specific factors can arise depending on the investment. This can include examination of an investor's future business intentions, such as whether farming operations will continue and whether and how those operations can be expected to change. I would mention here that an important component of the national interest examination in these cases is to look at impacts on regional industries and communities.

- Senators, I have noted our processes are thorough and rigorous. Our examinations are also interactive and occasionally interrogative where additional information or explanation is required to help Ministers form judgements. The process is also relatively broad and consultative. However, by intention, such consultation is handled differently to, say, the process by which an ACCC or a Productivity Commission investigation might typically run.
- Australia's foreign investment framework is based in legislation. This framework appoints a single Ministerial decision maker and decisions are made in relatively short periods of time in order to minimise any impact on the commercial viability of investments.
- On some occasions a target may not even be aware of an investor's intentions to acquire an interest in them and on many occasions, takeovers and investments do not eventuate, even where approval is given. This reflects the nature of commercial business activity.
- Accordingly, the commercial information FIRB receives is handled with complete confidentiality. We understand, for example, that information considered during a FIRB examination process would be of considerable commercial value to the investor concerned, as well as to its competitors. And publicity surrounding foreign investment intentions that may be necessary and desirable for Australia would, at the very least, have an impact on the desirability of foreign investors to continue to invest.
- **As you would understand, we would be most reluctant today to discuss investor specific information about agricultural land or business transactions that FIRB has previously considered.**
- In concluding these brief comments, I would respectfully urge Committee members to exercise care in interpreting elements of the recent debate, reflecting that not all policy concerns in agriculture are appropriately linked to, or ideally addressed by, adjustments to foreign investment policy settings. I am referring specifically to the complex issues of conflicting land uses; to the challenge of securing Australia's future food security; and to finding ways to improve our collection and evaluation of foreign investment activity in the sector. I could list others.
- We would be happy to elaborate on these comments or to take questions from members of the Committee.



## Dairy farmers' bush clearing boost

September 12, 2011

**TASMANIA'S booming dairy sector will be able to convert more bush to pasture.**

Primary Industries Minister Bryan Green has signed draft legislation changes to lift the cap limiting clearing of private land to 40ha a year.

There is no new limit to how much forest on private land can be cleared under the changes.

Mr Green told ABC Radio Tasmania needed to ensure the dairy industry was given the best opportunity to expand and **he was confident some tree plantations that had been planted on dairy land would be converted back.**

The changes would give the dairy industry the "pace" to keep up with demand.

Van Diemen's Land Company announced in August that it planned to clear some of the 7000ha of forested land on its Woolnorth property to accommodate a \$180 million expansion, which would triple its milk production over the next three to four years.

The extra land would be needed to feed another 21,000 cows, which would boost the milking herd on the property to 40,000.

The company did not specify how much of its 7000ha parcel of bush would need to be converted to pasture.

**Tasmanian Greens planning spokesman Tim Morris said** the growth in the state's dairy sector was welcomed, but he said there was no need to rush through changes to the current clearing restrictions.

"Mr Green needs to come out and say **why it is necessary to clear native forests when there's already a large area of available land in the North-West under plantation which could be converted back to dairy production.**" he said.

The existing controls had been brought in after much negotiation and should not be abandoned without consultation, Mr Morris added.

Read more on *The Mercury*.









# Exhibit 4

| Shire                  | State | Year planted | Total Hect | Plantable Hect | Year harvest due |
|------------------------|-------|--------------|------------|----------------|------------------|
| Albany                 | WA    | 1999         | 967.5      | 206.4          | 2010             |
| Albany                 | WA    | 1999         | 409.8      | 122.4          | 2010             |
| Albany                 | WA    | 1999         | 228.1      | 149.7          | 2010             |
| Albany                 | WA    | 1999         | 971.9      | 423            | 2010             |
| Albany                 | WA    | 2000         | 247.1      | 186.4          | 2011             |
| Albany                 | WA    | 2000         | 840.8      | 548.1          | 2011             |
| Albany                 | WA    | 2000         | 1590.3     | 1312.1         | 2011             |
| Albany                 | WA    | 2000         | 167.6      | 102.3          | 2011             |
| Albany                 | WA    | 2000         | 309        | 240.7          | 2011             |
| Albany                 | WA    | 2000         | 1146.3     | 654.7          | 2011             |
| Albany                 | WA    | 2000         | 1318       | 979.6          | 2011             |
| Albany                 | WA    | 2000         | 162        | 134.3          | 2011             |
| Albany                 | WA    | 2000         | 106        | 75.6           | 2011             |
| Albany                 | WA    | 2001         | 1377.6     | 1078.9         | 2012             |
| Albany                 | WA    | 2002         | 317.2      | 226.9          | 2013             |
| Albany                 | WA    | 2002         | 405.7      | 136            | 2013             |
| Albany                 | WA    | 2002         | 234        | 139.4          | 2013             |
| Albany                 | WA    | 2002         | 913.7      | 559.5          | 2013             |
| Albany                 | WA    | 2002         | 945.3      | 681.7          | 2013             |
| Albany                 | WA    | 2002         | 149.9      | 120            | 2013             |
| Albany                 | WA    | 2003         | 354.3      | 264.1          | 2014             |
| Albany                 | WA    | 2003         | 994        | 773.3          | 2014             |
| Albany                 | WA    | 2003         | 522.7      | 338.8          | 2014             |
| Albany                 | WA    | 2003         | 892.3      | 350.9          | 2014             |
| Albany                 | WA    | 2003         | 154.6      | 71.7           | 2014             |
| Albany                 | WA    | 2004         | 588.4      | 427.7          | 2015             |
| Albany                 | WA    | 2004         | 473.8      | 331.8          | 2015             |
| Albany                 | WA    | 2004         | 1062.2     | 759.5          | 2015             |
| Albany                 | WA    | 2005         | 296        | 20.3           | 2016             |
| Albany                 | WA    | 2005         | 1624       | 1189.2         | 2016             |
| Albany                 | WA    | 2005         | 408.6      | 290.2          | 2016             |
| Albany                 | WA    | 2005         | 2328.6     | 1499.7         | 2016             |
| Albany                 | WA    | 2006         | 1213.4     | 763.1          | 2017             |
| Albany                 | WA    | 2006         | 232.3      | 195.5          | 2017             |
| Albany                 | WA    | 2006         | 269.4      | 180.8          | 2017             |
| Albany                 | WA    | 2006         | 1715.1     | 1139.4         | 2017             |
| Albany                 | WA    | 2007         | 1054.9     | 222.5          | 2018             |
| Albany                 | WA    | 2007         | 1054.9     | 222.5          | 2018             |
| Albany                 | WA    | 2008         | 1035.8     | 90             | 2019             |
| Albany                 | WA    | 2008         | 1035.8     | 90             | 2019             |
| Ararat                 | VIC   | 2005         | 64.8       | 47.3           | 2016             |
| Ararat                 | VIC   | 2005         | 64.7       | 39.7           | 2016             |
| Ararat                 | VIC   | 2005         | 129.5      | 87             | 2016             |
| Augusta-Margaret River | WA    | 2004         | 276.9      | 187.1          | 2015             |
| Augusta-Margaret River | WA    | 2004         | 134.1      | 52.1           | 2015             |
| Augusta-Margaret River | WA    | 2004         | 411        | 239.2          | 2015             |
| Augusta-Margaret River | WA    | 2006         | 270.9      | 186            | 2017             |
| Augusta-Margaret River | WA    | 2006         | 270.9      | 186            | 2017             |
| Baw Baw                | VIC   | 2006         | 43.2       | 29.6           | 2017             |
| Baw Baw                | VIC   | 2006         | 43.2       | 29.6           | 2017             |
| Boyup Brook            | WA    | 2005         | 124.1      | 10.4           | 2016             |
| Boyup Brook            | WA    | 2005         | 801.9      | 116            | 2016             |
| Boyup Brook            | WA    | 2005         | 591        | 352.5          | 2016             |
| Boyup Brook            | WA    | 2005         | 987.7      | 30.7           | 2016             |
| Boyup Brook            | WA    | 2005         | 1390       | 1000.9         | 2016             |
| Boyup Brook            | WA    | 2005         | 406.7      | 42.2           | 2016             |
| Boyup Brook            | WA    | 2005         | 386.2      | 28.6           | 2016             |
| Boyup Brook            | WA    | 2005         | 63.9       | 6.7            | 2016             |
| Boyup Brook            | WA    | 2005         | 196.6      | 9.1            | 2016             |
| Boyup Brook            | WA    | 2005         | 248.5      | 20.6           | 2016             |
| Boyup Brook            | WA    | 2005         | 371.7      | 91.1           | 2016             |
| Boyup Brook            | WA    | 2005         | 482        | 62.9           | 2016             |
| Boyup Brook            | WA    | 2005         | 303.2      | 25.3           | 2016             |
| Boyup Brook            | WA    | 2005         | 170.8      | 148.5          | 2016             |
| Boyup Brook            | WA    | 2005         | 6610.7     | 2004.7         | 2016             |
| Boyup Brook            | WA    | 2007         | 186.3      | 104.3          | 2018             |
| Boyup Brook            | WA    | 2007         | 603.1      | 59.7           | 2018             |
| Boyup Brook            | WA    | 2007         | 789.4      | 164            | 2018             |
| Boyup Brook            | WA    | 2008         | 162        | 125.1          | 2019             |
| Boyup Brook            | WA    | 2008         | 162        | 125.1          | 2019             |
| Boyup Brook/Cranbrook  | WA    | 2005         | 281.8      | 31.2           | 2016             |
| Boyup Brook/Donnybrook | WA    | 2006         | 429        | 280.1          | 2017             |
| Boyup Brook/Donnybrook | WA    | 2006         | 429        | 280.1          | 2017             |
| Boyup Brook/Kojonup    | WA    | 2005         | 1810.8     | 208.5          | 2016             |
| Break O'Day            | TAS   | 2005         | 182.2      | 108            | 2016             |
| Break O'Day            | TAS   | 2005         | 169.5      | 101.9          | 2016             |
| Break O'Day            | TAS   | 2005         | 351.7      | 209.9          | 2016             |
| Break O'Day            | TAS   | 2006         | 2136.7     | 1066.9         | 2017             |
| Break O'Day            | TAS   | 2006         | 2136.7     | 1066.9         | 2017             |
| Break O'Day            | TAS   | 2007         | 105.1      | 72.4           | 2018             |
| Break O'Day            | TAS   | 2007         | 286        | 97.5           | 2018             |
| Break O'Day            | TAS   | 2007         | 1551       | 58.6           | 2018             |
| Break O'Day            | TAS   | 2007         | 1942.1     | 228.5          | 2018             |
| Bridgetown-Greenbush   | WA    | 2004         | 120.6      | 99             | 2015             |
| Bridgetown-Greenbush   | WA    | 2004         | 145.4      | 93.2           | 2015             |
| Bridgetown-Greenbush   | WA    | 2004         | 266        | 192.2          | 2015             |
| Bridgetown-Greenbush   | WA    | 2005         | 243.2      | 8.3            | 2016             |
| Bridgetown-Greenbush   | WA    | 2005         | 123.6      | 36.5           | 2016             |
| Bridgetown-Greenbush   | WA    | 2005         | 366.8      | 44.8           | 2016             |

Yellow = WA land

Green = Vic land

White = Tas land

Orange = Qld land

Blue = SA land

white = NSW land

white = NT land  
(not blue gums  
African Mahogany  
or Teak)

|                         |     |      |        |        |      |
|-------------------------|-----|------|--------|--------|------|
| Bridgetown-Greenbush    | WA  | 2006 | 268.1  | 215.3  | 2017 |
| Bridgetown-Greenbush    | WA  | 2006 | 119.3  | 38.7   | 2017 |
| Bridgetown-Greenbush    | WA  | 2006 | 81     | 8.2    | 2017 |
| Bridgetown-Greenbush    | WA  | 2006 | 468.4  | 262.2  | 2017 |
| Burnett                 | QLD | 2003 | 468.4  | 262.2  | 2014 |
| Burnett - Bundaberg/gla | QLD | 2003 | 631.5  | 407.1  | 2014 |
| Cairns                  | QLD | 2008 | 55.8   | 43     | 2019 |
| Cairns                  | QLD | 2008 | 55.8   | 43     | 2019 |
| Cassowary               | QLD | 2008 | 53.1   | 44.9   | 2019 |
| Cassowary               | QLD | 2008 | 96.4   | 70.9   | 2019 |
| Cassowary               | QLD | 2008 | 66.2   | 48.2   | 2019 |
| Cassowary               | QLD | 2008 | 142.2  | 56.6   | 2019 |
| Cassowary               | QLD | 2008 | 85.7   | 22.4   | 2019 |
| Cassowary               | QLD | 2008 | 499.4  | 286    | 2019 |
| Cassowary - far nth     | QLD | 2008 | 166.1  | 129.9  | 2019 |
| Circular Head           | TAS | 2004 | 451.1  | 319.9  | 2015 |
| Circular Head           | TAS | 2004 | 1400.9 | 730.4  | 2015 |
| Circular Head           | TAS | 2004 | 1852   | 1050.3 | 2015 |
| Circular Head           | TAS | 2005 | 138.7  | 90.3   | 2016 |
| Circular Head           | TAS | 2005 | 240.1  | 134    | 2016 |
| Circular Head           | TAS | 2005 | 378.8  | 224.3  | 2016 |
| Circular Head           | TAS | 2006 | 152.3  | 85.4   | 2017 |
| Circular Head           | TAS | 2006 | 314.1  | 164.5  | 2017 |
| Circular Head           | TAS | 2006 | 466.4  | 249.9  | 2017 |
| Clarence Valley         | NSW | 2004 | 528.7  | 318.7  | 2015 |
| Clarence Valley         | NSW | 2004 | 528.7  | 318.7  | 2015 |
| Clarence Valley         | NSW | 2005 | 345.4  | 270.9  | 2016 |
| Clarence Valley         | NSW | 2005 | 345.4  | 270.9  | 2016 |
| Colac-Otway             | VIC | 2003 | 120.7  | 90.7   | 2014 |
| Colac-Otway             | VIC | 2003 | 120.7  | 90.7   | 2014 |
| Colac-Otway             | VIC | 2004 | 115.6  | 101.5  | 2015 |
| Colac-Otway             | VIC | 2004 | 131    | 102.5  | 2015 |
| Colac-Otway             | VIC | 2004 | 246.6  | 204    | 2015 |
| Colac-Otway             | VIC | 2005 | 83.7   | 34.4   | 2016 |
| Colac-Otway             | VIC | 2005 | 38.7   | 17.5   | 2016 |
| Colac-Otway             | VIC | 2005 | 122.4  | 51.9   | 2016 |
| Colac-Otway             | VIC | 2006 | 30.6   | 25.6   | 2017 |
| Colac-Otway             | VIC | 2006 | 30.6   | 25.6   | 2017 |
| Corangamite             | VIC | 2003 | 61.2   | 50     | 2014 |
| Corangamite             | VIC | 2003 | 239.5  | 177.5  | 2014 |
| Corangamite             | VIC | 2003 | 300.7  | 227.5  | 2014 |
| Corangamite             | VIC | 2004 | 73.4   | 58.3   | 2015 |
| Corangamite             | VIC | 2004 | 42.7   | 30.9   | 2015 |
| Corangamite             | VIC | 2004 | 162.3  | 113.6  | 2015 |
| Corangamite             | VIC | 2004 | 93.1   | 77     | 2015 |
| Corangamite             | VIC | 2004 | 76.9   | 48.1   | 2015 |
| Corangamite             | VIC | 2004 | 97.2   | 69.5   | 2015 |
| Corangamite             | VIC | 2004 | 116.7  | 92.7   | 2015 |
| Corangamite             | VIC | 2004 | 116.2  | 87.5   | 2015 |
| Corangamite             | VIC | 2004 | 81.1   | 63.8   | 2015 |
| Corangamite             | VIC | 2004 | 859.6  | 641.4  | 2015 |
| Corangamite             | VIC | 2005 | 69.4   | 55.1   | 2016 |
| Corangamite             | VIC | 2005 | 91.2   | 53.2   | 2016 |
| Corangamite             | VIC | 2005 | 160.6  | 108.3  | 2016 |
| Corangamite             | VIC | 2006 | 192.4  | 147.4  | 2017 |
| Corangamite             | VIC | 2006 | 154    | 126.5  | 2017 |
| Corangamite             | VIC | 2006 | 196.5  | 119.8  | 2017 |
| Corangamite             | VIC | 2006 | 542.9  | 393.7  | 2017 |
| Cranbrook               | WA  | 1999 | 967.8  | 184    | 2010 |
| Cranbrook               | WA  | 1999 | 542.9  | 393.7  | 2010 |
| Cranbrook               | WA  | 2000 | 634.6  | 377.9  | 2011 |
| Cranbrook               | WA  | 2000 | 469.6  | 296.8  | 2011 |
| Cranbrook               | WA  | 2000 | 494.3  | 336.6  | 2011 |
| Cranbrook               | WA  | 2000 | 564.4  | 410.4  | 2011 |
| Cranbrook               | WA  | 2000 | 2705.8 | 1815.4 | 2011 |
| Cranbrook               | WA  | 2001 | 504.9  | 281.6  | 2012 |
| Cranbrook               | WA  | 2001 | 504.9  | 281.6  | 2012 |
| Cranbrook               | WA  | 2003 | 542.6  | 5.7    | 2014 |
| Cranbrook               | WA  | 2003 | 488.9  | 140.4  | 2014 |
| Cranbrook               | WA  | 2003 | 1031.5 | 146.1  | 2014 |
| Cranbrook               | WA  | 2005 | 202.3  | 11.3   | 2016 |
| Cranbrook               | WA  | 2005 | 3956.3 | 214.9  | 2016 |
| Cranbrook               | WA  | 2005 | 4158.6 | 226.2  | 2016 |
| Cranbrook               | WA  | 2006 | 552.2  | 342.6  | 2017 |
| Cranbrook               | WA  | 2006 | 552.2  | 342.6  | 2017 |
| Cranbrook/Manjimup      | WA  | 2000 | 457.8  | 191.2  | 2011 |
| Denmark                 | WA  | 2000 | 153.5  | 108.7  | 2011 |
| Denmark                 | WA  | 2000 | 118.9  | 76.8   | 2011 |
| Denmark                 | WA  | 2000 | 114.1  | 76.7   | 2011 |
| Denmark                 | WA  | 2000 | 386.5  | 262.2  | 2011 |
| Denmark                 | WA  | 2001 | 82.8   | 43     | 2012 |
| Denmark                 | WA  | 2001 | 82.8   | 43     | 2012 |
| Denmark                 | WA  | 2003 | 180.1  | 111.2  | 2014 |
| Denmark                 | WA  | 2003 | 209.5  | 132.8  | 2014 |
| Denmark                 | WA  | 2003 | 190.6  | 131.1  | 2014 |
| Denmark                 | WA  | 2003 | 102.8  | 43.2   | 2014 |
| Denmark                 | WA  | 2003 | 279.7  | 116.8  | 2014 |
| Denmark                 | WA  | 2003 | 91.5   | 48.3   | 2014 |
| Denmark                 | WA  | 2003 | 1054.2 | 583.4  | 2014 |
| Denmark                 | WA  | 2004 | 402.3  | 286.8  | 2015 |
| Denmark                 | WA  | 2004 | 402.3  | 286.8  | 2015 |
| Denmark                 | WA  | 2005 | 67.4   | 52.4   | 2016 |
| Denmark                 | WA  | 2005 | 67.4   | 52.4   | 2016 |

|                     |     |      |        |        |      |
|---------------------|-----|------|--------|--------|------|
| Donnybrook-Balingup | WA  | 2003 | 187.9  | 74.8   | 2014 |
| Donnybrook-Balingup | WA  | 2003 | 187.9  | 74.8   | 2014 |
| Donnybrook-Balingup | WA  | 2004 | 108.4  | 73.9   | 2015 |
| Donnybrook-Balingup | WA  | 2004 | 108.4  | 73.9   | 2015 |
| Dorset              | TAS | 2005 | 399.4  | 271.6  | 2016 |
| Dorset              | TAS | 2005 | 1022   | 524.4  | 2016 |
| Dorset              | TAS | 2005 | 222.1  | 139.2  | 2016 |
| Dorset              | TAS | 2005 | 244    | 95.1   | 2016 |
| Dorset              | TAS | 2005 | 1109   | 531.6  | 2016 |
| Dorset              | TAS | 2005 | 2996.5 | 1561.9 | 2016 |
| Dorset              | TAS | 2006 | 611.9  | 348.7  | 2017 |
| Dorset              | TAS | 2006 | 59.7   | 36     | 2017 |
| Dorset              | TAS | 2006 | 671.6  | 384.7  | 2017 |
| Dorset              | TAS | 2007 | 821.3  | 283.1  | 2018 |
| Dorset              | TAS | 2007 | 795.6  | 483.8  | 2018 |
| Dorset              | TAS | 2007 | 1616.9 | 766.9  | 2018 |
| East Gippsland      | VIC | 2005 | 218.8  | 184.4  | 2016 |
| East Gippsland      | VIC | 2005 | 218.8  | 184.4  | 2016 |
| East Gippsland      | VIC | 2006 | 66.9   | 52.7   | 2017 |
| East Gippsland      | VIC | 2006 | 66.9   | 52.7   | 2017 |
| East Gippsland      | VIC | 2007 | 98.3   | 88.3   | 2018 |
| East Gippsland      | VIC | 2007 | 98.3   | 88.3   | 2018 |
| George Town         | TAS | 2005 | 251.3  | 159.2  | 2016 |
| George Town         | TAS | 2005 | 545.7  | 453.6  | 2016 |
| George Town         | TAS | 2005 | 181.4  | 144    | 2016 |
| George Town         | TAS | 2005 | 978.4  | 756.8  | 2016 |
| George Town         | TAS | 2006 | 53.9   | 33.6   | 2017 |
| George Town         | TAS | 2006 | 53.9   | 33.6   | 2017 |
| George Town         | TAS | 2007 | 242.7  | 166.4  | 2018 |
| George Town         | TAS | 2007 | 242.7  | 166.4  | 2018 |
| Glenelg             | VIC | 1999 | 113.5  | 90.7   | 2010 |
| Glenelg             | VIC | 1999 | 87.5   | 67.1   | 2010 |
| Glenelg             | VIC | 1999 | 126.4  | 89     | 2010 |
| Glenelg             | VIC | 1999 | 239.1  | 194.3  | 2010 |
| Glenelg             | VIC | 1999 | 155.3  | 104.7  | 2010 |
| Glenelg             | VIC | 1999 | 327.6  | 268.1  | 2010 |
| Glenelg             | VIC | 1999 | 258.9  | 213.2  | 2010 |
| Glenelg             | VIC | 1999 | 1308.3 | 1027.1 | 2010 |
| Glenelg             | VIC | 2000 | 240.4  | 153.2  | 2011 |
| Glenelg             | VIC | 2000 | 390.6  | 304.6  | 2011 |
| Glenelg             | VIC | 2000 | 745.7  | 438.9  | 2011 |
| Glenelg             | VIC | 2000 | 145    | 111.7  | 2011 |
| Glenelg             | VIC | 2000 | 491.2  | 424.3  | 2011 |
| Glenelg             | VIC | 2000 | 243    | 175.5  | 2011 |
| Glenelg             | VIC | 2000 | 187.2  | 111.1  | 2011 |
| Glenelg             | VIC | 2000 | 395    | 279.8  | 2011 |
| Glenelg             | VIC | 2000 | 254.6  | 219.1  | 2011 |
| Glenelg             | VIC | 2000 | 203.6  | 133.9  | 2011 |
| Glenelg             | VIC | 2000 | 327.8  | 237.6  | 2011 |
| Glenelg             | VIC | 2000 | 523.2  | 173    | 2011 |
| Glenelg             | VIC | 2000 | 171.6  | 91.7   | 2011 |
| Glenelg             | VIC | 2000 | 189.7  | 135    | 2011 |
| Glenelg             | VIC | 2000 | 631.9  | 175.6  | 2011 |
| Glenelg             | VIC | 2000 | 452.9  | 355.3  | 2011 |
| Glenelg             | VIC | 2000 | 80.9   | 68.2   | 2011 |
| Glenelg             | VIC | 2000 | 143.4  | 80.3   | 2011 |
| Glenelg             | VIC | 2000 | 192.6  | 146.9  | 2011 |
| Glenelg             | VIC | 2000 | 7318.6 | 4842.8 | 2011 |
| Glenelg             | VIC | 2001 | 66.1   | 50.9   | 2012 |
| Glenelg             | VIC | 2001 | 284.3  | 231.4  | 2012 |
| Glenelg             | VIC | 2001 | 161.2  | 147    | 2012 |
| Glenelg             | VIC | 2001 | 261.8  | 126.7  | 2012 |
| Glenelg             | VIC | 2001 | 773.4  | 556    | 2012 |
| Glenelg             | VIC | 2002 | 122.3  | 88.2   | 2013 |
| Glenelg             | VIC | 2002 | 127.7  | 101    | 2013 |
| Glenelg             | VIC | 2002 | 89     | 73.6   | 2013 |
| Glenelg             | VIC | 2002 | 339    | 262.8  | 2013 |
| Glenelg             | VIC | 2003 | 329.9  | 266.7  | 2014 |
| Glenelg             | VIC | 2003 | 148.4  | 115.5  | 2014 |
| Glenelg             | VIC | 2003 | 98.5   | 66.5   | 2014 |
| Glenelg             | VIC | 2003 | 1031.1 | 559    | 2014 |
| Glenelg             | VIC | 2003 | 828.6  | 594.2  | 2014 |
| Glenelg             | VIC | 2003 | 92.8   | 69.7   | 2014 |
| Glenelg             | VIC | 2003 | 88.4   | 66.4   | 2014 |
| Glenelg             | VIC | 2003 | 324.6  | 221.5  | 2014 |
| Glenelg             | VIC | 2003 | 728.9  | 512.9  | 2014 |
| Glenelg             | VIC | 2003 | 167.4  | 131.9  | 2014 |
| Glenelg             | VIC | 2003 | 253.9  | 229.1  | 2014 |
| Glenelg             | VIC | 2003 | 135.6  | 107.4  | 2014 |
| Glenelg             | VIC | 2003 | 288.8  | 233    | 2014 |
| Glenelg             | VIC | 2003 | 1023.6 | 832.8  | 2014 |
| Glenelg             | VIC | 2003 | 257.7  | 216.1  | 2014 |
| Glenelg             | VIC | 2003 | 160.2  | 136.4  | 2014 |
| Glenelg             | VIC | 2003 | 5958.4 | 4359.1 | 2014 |
| Glenelg             | VIC | 2004 | 325.6  | 260.4  | 2015 |
| Glenelg             | VIC | 2004 | 96.1   | 81.5   | 2015 |
| Glenelg             | VIC | 2004 | 136.3  | 76.1   | 2015 |
| Glenelg             | VIC | 2004 | 259    | 217.6  | 2015 |
| Glenelg             | VIC | 2004 | 159.5  | 52.6   | 2015 |

|                          |     |      |        |        |      |
|--------------------------|-----|------|--------|--------|------|
| Glenelg                  | VIC | 2002 | 127.7  | 101    | 2013 |
| Glenelg                  | VIC | 2004 | 80.1   | 63.3   | 2015 |
| Glenelg                  | VIC | 2004 | 75.9   | 48.2   | 2015 |
| Glenelg                  | VIC | 2004 | 45.6   | 35.7   | 2015 |
| Glenelg                  | VIC | 2004 | 305.1  | 189.9  | 2015 |
| Glenelg                  | VIC | 2004 | 23.5   | 15.4   | 2015 |
| Glenelg                  | VIC | 2004 | 1864.5 | 24.4   | 2015 |
| Glenelg                  | VIC | 2004 | 3171.2 | 1065.1 | 2015 |
| Glenelg                  | VIC | 2005 | 186.3  | 138.4  | 2016 |
| Glenelg                  | VIC | 2005 | 24.7   | 19.7   | 2016 |
| Glenelg                  | VIC | 2005 | 725.1  | 580.8  | 2016 |
| Glenelg                  | VIC | 2005 | 201.4  | 171    | 2016 |
| Glenelg                  | VIC | 2005 | 367.2  | 294.9  | 2016 |
| Glenelg                  | VIC | 2005 | 240.1  | 214    | 2016 |
| Glenelg                  | VIC | 2005 | 164.5  | 116.3  | 2016 |
| Glenelg                  | VIC | 2005 | 129.5  | 108.7  | 2016 |
| Glenelg                  | VIC | 2005 | 56.8   | 44.1   | 2016 |
| Glenelg                  | VIC | 2005 | 187.1  | 44.1   | 2016 |
| Glenelg                  | VIC | 2005 | 122.1  | 108.6  | 2016 |
| Glenelg                  | VIC | 2005 | 129.4  | 96.6   | 2016 |
| Glenelg                  | VIC | 2005 | 72.3   | 32.4   | 2016 |
| Glenelg                  | VIC | 2005 | 233.2  | 193.8  | 2016 |
| Glenelg                  | VIC | 2005 | 6010.9 | 3228.5 | 2016 |
| Glenelg                  | VIC | 2006 | 197.7  | 158.4  | 2017 |
| Glenelg                  | VIC | 2006 | 107.8  | 69.3   | 2017 |
| Glenelg                  | VIC | 2006 | 44     | 38     | 2017 |
| Glenelg                  | VIC | 2006 | 217.9  | 191    | 2017 |
| Glenelg                  | VIC | 2006 | 71.1   | 44.9   | 2017 |
| Glenelg                  | VIC | 2006 | 603.5  | 39.5   | 2017 |
| Glenelg                  | VIC | 2006 | 109.5  | 97.7   | 2017 |
| Glenelg                  | VIC | 2006 | 259    | 239.2  | 2017 |
| Glenelg                  | VIC | 2006 | 323.3  | 258.8  | 2017 |
| Glenelg                  | VIC | 2006 | 121.8  | 85.9   | 2017 |
| Glenelg                  | VIC | 2006 | 141.6  | 122.1  | 2017 |
| Glenelg                  | VIC | 2006 | 104.3  | 68.3   | 2017 |
| Glenelg                  | VIC | 2006 | 84.9   | 77.9   | 2017 |
| Glenelg                  | VIC | 2006 | 84     | 43.6   | 2017 |
| Glenelg                  | VIC | 2006 | 526.6  | 346.2  | 2017 |
| Glenelg                  | VIC | 2006 | 402.5  | 368    | 2017 |
| Glenelg                  | VIC | 2006 | 3399.5 | 2248.8 | 2017 |
| Glenelg                  | VIC | 2007 | 285.4  | 128.4  | 2018 |
| Glenelg                  | VIC | 2007 | 237.9  | 93.5   | 2018 |
| Glenelg                  | VIC | 2007 | 112.8  | 91.4   | 2018 |
| Glenelg                  | VIC | 2007 | 377.4  | 316.7  | 2018 |
| Glenelg                  | VIC | 2007 | 1013.5 | 630    | 2018 |
| Glenelg/Moyne            | VIC | 2005 | 316.6  | 246.6  | 2016 |
| Glenelg/West Wimmerer    | VIC | 2000 | 244.6  | 124.5  | 2011 |
| Hinchinbrook             | QLD | 2007 | 84.1   | 54.7   | 2018 |
| Hinchinbrook             | QLD | 2007 | 478.1  | 327.3  | 2018 |
| Hinchinbrook             | QLD | 2007 | 204.5  | 53.8   | 2018 |
| Hinchinbrook             | QLD | 2007 | 220    | 105.8  | 2018 |
| Hinchinbrook             | QLD | 2007 | 1231.3 | 666.1  | 2018 |
| Hinchinbrook             | QLD | 2008 | 47.2   | 30.7   | 2019 |
| Hinchinbrook             | QLD | 2008 | 41.2   | 31.8   | 2019 |
| Hinchinbrook             | QLD | 2008 | 67.4   | 51.8   | 2019 |
| Hinchinbrook             | QLD | 2008 | 398.7  | 19.5   | 2019 |
| Hinchinbrook             | QLD | 2008 | 241.3  | 152.1  | 2019 |
| Hinchinbrook             | QLD | 2008 | 148.1  | 77     | 2019 |
| Hinchinbrook             | QLD | 2008 | 81.8   | 38.7   | 2019 |
| Hinchinbrook             | QLD | 2008 | 123.2  | 64.7   | 2019 |
| Hinchinbrook             | QLD | 2008 | 90.3   | 81.9   | 2019 |
| Hinchinbrook             | QLD | 2008 | 35.6   | 21.5   | 2019 |
| Hinchinbrook             | QLD | 2008 | 94     | 55.1   | 2019 |
| Hinchinbrook             | QLD | 2008 | 77.1   | 67.4   | 2019 |
| Hinchinbrook             | QLD | 2008 | 37.8   | 28.6   | 2019 |
| Hinchinbrook             | QLD | 2008 | 44.8   | 35.2   | 2019 |
| Hinchinbrook             | QLD | 2008 | 28.7   | 22.6   | 2019 |
| Hinchinbrook             | QLD | 2008 | 89.2   | 80.5   | 2019 |
| Hinchinbrook             | QLD | 2008 | 50.4   | 43.7   | 2019 |
| Hinchinbrook             | QLD | 2008 | 1696.8 | 902.8  | 2019 |
| Hinchinbrook - nth of to | QLD | 2007 | 226.8  | 177.1  | 2018 |
| Jerramungup              | WA  | 2003 | 1577.4 | 1238.2 | 2014 |
| Jerramungup              | WA  | 2003 | 1577.4 | 1238.2 | 2014 |
| Johnstone                | QLD | 2008 | 70     | 42.3   | 2019 |
| Johnstone                | QLD | 2008 | 1647.4 | 1280.5 | 2019 |
| Johnstone - far nth      | QLD | 2008 | 148.4  | 39.3   | 2019 |
| Kangaroo Island          | SA  | 2004 | 574.1  | 303.6  | 2015 |
| Kangaroo Island          | SA  | 2004 | 439.9  | 214.9  | 2015 |
| Kangaroo Island          | SA  | 2004 | 601.4  | 376.5  | 2015 |
| Kangaroo Island          | SA  | 2004 | 689.6  | 296    | 2015 |
| Kangaroo Island          | SA  | 2004 | 585.5  | 336.9  | 2015 |
| Kangaroo Island          | SA  | 2004 | 717.2  | 317.6  | 2015 |
| Kangaroo Island          | SA  | 2004 | 583.6  | 315.5  | 2015 |
| Kangaroo Island          | SA  | 2004 | 578.4  | 330    | 2015 |
| Kangaroo Island          | SA  | 2004 | 411.4  | 253.8  | 2015 |
| Kangaroo Island          | SA  | 2004 | 5181.1 | 2744.8 | 2015 |
| Kangaroo Island          | SA  | 2005 | 515.1  | 321.6  | 2016 |
| Kangaroo Island          | SA  | 2005 | 1052.4 | 677.2  | 2016 |
| Kangaroo Island          | SA  | 2005 | 1753.8 | 1231.3 | 2016 |
| Kangaroo Island          | SA  | 2005 | 495.3  | 353    | 2016 |
| Kangaroo Island          | SA  | 2005 | 489.3  | 207.1  | 2016 |
| Kangaroo Island          | SA  | 2005 | 618.6  | 426.8  | 2016 |
| Kangaroo Island          | SA  | 2005 | 154.4  | 113.9  | 2016 |
| Kangaroo Island          | SA  | 2005 | 5078.9 | 3330.9 | 2016 |
| Kangaroo Island          | SA  | 2006 | 621.6  | 311.6  | 2017 |
| Kangaroo Island          | SA  | 2006 | 353.9  | 203.4  | 2017 |

|                         |     |      |        |        |      |
|-------------------------|-----|------|--------|--------|------|
| Glenelg                 | VIC | 2002 | 127.7  | 101    | 2013 |
| Kangaroo Island         | SA  | 2006 | 499.7  | 345    | 2017 |
| Kangaroo Island         | SA  | 2006 | 317    | 136.5  | 2017 |
| Kangaroo Island         | SA  | 2006 | 608.1  | 390.4  | 2017 |
| Kangaroo Island         | SA  | 2006 | 483.8  | 283.2  | 2017 |
| Kangaroo Island         | SA  | 2006 | 144.4  | 96.8   | 2017 |
| Kangaroo Island         | SA  | 2006 | 613.7  | 89.2   | 2017 |
| Kangaroo Island         | SA  | 2006 | 750.1  | 19     | 2017 |
| Kangaroo Island         | SA  | 2006 | 680.2  | 312.4  | 2017 |
| Kangaroo Island         | SA  | 2006 | 5072.5 | 2187.5 | 2017 |
| Kangaroo Island         | SA  | 2007 | 610.6  | 344.5  | 2018 |
| Kangaroo Island         | SA  | 2007 | 119.4  | 94.3   | 2018 |
| Kangaroo Island         | SA  | 2007 | 894.1  | 424.3  | 2018 |
| Kangaroo Island         | SA  | 2007 | 601    | 356.2  | 2018 |
| Kangaroo Island         | SA  | 2007 | 2225.1 | 1219.3 | 2018 |
| Kentish                 | TAS | 2005 | 82.4   | 53.5   | 2016 |
| Kentish                 | TAS | 2005 | 82.4   | 53.5   | 2016 |
| Kentish                 | TAS | 2006 | 60.7   | 42.9   | 2017 |
| Kentish                 | TAS | 2006 | 80.3   | 61.9   | 2017 |
| Kentish                 | TAS | 2006 | 141    | 104.8  | 2017 |
| Kentish                 | TAS | 2007 | 104.1  | 33     | 2018 |
| Kentish                 | TAS | 2007 | 104.1  | 33     | 2018 |
| Kojonup                 | WA  | 2004 | 533.5  | 146.4  | 2015 |
| Kojonup                 | WA  | 2004 | 533.5  | 146.4  | 2015 |
| Kojonup                 | WA  | 2005 | 2309.2 | 304.7  | 2016 |
| Kojonup                 | WA  | 2005 | 448.4  | 103.2  | 2016 |
| Kojonup                 | WA  | 2005 | 2757.6 | 407.9  | 2016 |
| Kolan                   | QLD | 2004 | 133.5  | 66.8   | 2015 |
| Kolan                   | QLD | 2004 | 1614.6 | 615.3  | 2015 |
| Kolan                   | QLD | 2004 | 1055.6 | 603.3  | 2015 |
| Kolan                   | QLD | 2004 | 481.4  | 248.9  | 2015 |
| Kolan                   | QLD | 2004 | 6042.7 | 1942.2 | 2015 |
| Kolan (Gladstone)       | QLD | 2004 | 258.2  | 113.9  | 2015 |
| Kyogle                  | NSW | 2004 | 602.5  | 296    | 2015 |
| Kyogle                  | NSW | 2004 | 924.3  | 446.8  | 2015 |
| Kyogle                  | NSW | 2004 | 232.4  | 123.1  | 2015 |
| Kyogle                  | NSW | 2004 | 1759.2 | 865.9  | 2015 |
| Kyogle                  | NSW | 2005 | 258.7  | 144.2  | 2016 |
| Kyogle                  | NSW | 2005 | 465.1  | 213.8  | 2016 |
| Kyogle                  | NSW | 2005 | 723.8  | 358    | 2016 |
| Latrobe                 | VIC | 2006 | 131.5  | 31.7   | 2017 |
| Latrobe                 | VIC | 2006 | 131.5  | 31.7   | 2017 |
| Latrobe/South Gippsland | VIC | 2007 | 61.5   | 41     | 2018 |
| Latrobe/South Gippsland | VIC | 2007 | 61.5   | 41     | 2018 |
| Launceston              | TAS | 2005 | 350.1  | 171.7  | 2016 |
| Launceston              | TAS | 2005 | 350.1  | 171.7  | 2016 |
| Manjimup                | WA  | 2000 | 443    | 329.3  | 2011 |
| Manjimup                | WA  | 2000 | 443    | 329.3  | 2011 |
| Manjimup                | WA  | 2003 | 182.6  | 153    | 2014 |
| Manjimup                | WA  | 2003 | 182.6  | 153    | 2014 |
| Manjimup                | WA  | 2004 | 152.6  | 102.1  | 2015 |
| Manjimup                | WA  | 2004 | 63.3   | 45.7   | 2015 |
| Manjimup                | WA  | 2004 | 89.1   | 61.7   | 2015 |
| Manjimup                | WA  | 2004 | 47.1   | 38.5   | 2015 |
| Manjimup                | WA  | 2004 | 352.1  | 248    | 2015 |
| Manjimup                | WA  | 2005 | 169.8  | 113.2  | 2016 |
| Manjimup                | WA  | 2005 | 121.7  | 11.5   | 2016 |
| Manjimup                | WA  | 2005 | 96.1   | 72.4   | 2016 |
| Manjimup                | WA  | 2005 | 206.7  | 63.5   | 2016 |
| Manjimup                | WA  | 2005 | 440    | 303.9  | 2016 |
| Manjimup                | WA  | 2005 | 51.8   | 35.2   | 2016 |
| Manjimup                | WA  | 2005 | 138.9  | 104.1  | 2016 |
| Manjimup                | WA  | 2005 | 1225   | 703.8  | 2016 |
| Meander Valley          | TAS | 2005 | 150.9  | 75     | 2016 |
| Meander Valley          | TAS | 2005 | 239.3  | 180.6  | 2016 |
| Meander Valley          | TAS | 2005 | 114    | 79.4   | 2016 |
| Meander Valley          | TAS | 2005 | 409.2  | 174.8  | 2016 |
| Meander Valley          | TAS | 2005 | 913.4  | 509.8  | 2016 |
| Meander Valley          | TAS | 2006 | 177.2  | 118.3  | 2017 |
| Meander Valley          | TAS | 2006 | 195.7  | 133.3  | 2017 |
| Meander Valley          | TAS | 2006 | 237.4  | 151.1  | 2017 |
| Meander Valley          | TAS | 2006 | 610.3  | 402.7  | 2017 |
| Miriam Vale             | QLD | 2001 | 427.6  | 163.7  | 2012 |
| Miriam Vale             | QLD | 2001 | 948.3  | 453.8  | 2012 |
| Miriam Vale             | QLD | 2001 | 1986.2 | 1020.2 | 2012 |
| Miriam Vale             | QLD | 2002 | 1011.1 | 431.7  | 2013 |
| Miriam Vale             | QLD | 2002 | 1011.1 | 431.7  | 2013 |
| Miriam Vale             | QLD | 2003 | 1761.9 | 303.8  | 2014 |
| Miriam Vale             | QLD | 2003 | 1609.1 | 301.7  | 2014 |
| Miriam Vale             | QLD | 2003 | 1418.6 | 834.6  | 2014 |
| Miriam Vale             | QLD | 2003 | 1040.3 | 583.6  | 2014 |
| Miriam Vale             | QLD | 2003 | 239.2  | 121.7  | 2014 |
| Miriam Vale             | QLD | 2003 | 6069.1 | 2145.4 | 2014 |
| Miriam Vale             | QLD | 2004 | 410.9  | 97.8   | 2015 |
| Miriam Vale             | QLD | 2004 | 2476.1 | 391.2  | 2015 |
| Miriam Vale             | QLD | 2004 | 406.4  | 176.6  | 2015 |
| Miriam Vale             | QLD | 2004 | 234.3  | 108.2  | 2015 |
| Miriam Vale             | QLD | 2004 | 207.1  | 106.4  | 2015 |
| Miriam Vale             | QLD | 2004 | 314.2  | 240.2  | 2015 |
| Miriam Vale             | QLD | 2004 | 1179.3 | 322.6  | 2015 |
| Miriam Vale             | QLD | 2004 | 177    | 104.9  | 2015 |
| Miriam Vale             | QLD | 2004 | 495.9  | 232.5  | 2015 |
| Miriam Vale             | QLD | 2004 | 5901.2 | 1780.4 | 2015 |
| Miriam Vale             | QLD | 2005 | 1258   | 616.4  | 2016 |
| Miriam Vale             | QLD | 2005 | 962.2  | 553.4  | 2016 |
| Miriam Vale             | QLD | 2005 | 2220.2 | 1169.8 | 2016 |

|                             |     |      |        |        |      |
|-----------------------------|-----|------|--------|--------|------|
| Glenelg                     | VIC | 2002 | 127.7  | 101    | 2013 |
| Miriam Vale (Gladstone QLD) | QLD | 2001 | 259    | 167.7  | 2012 |
| Moyne                       | VIC | 2000 | 231.4  | 198.4  | 2011 |
| Moyne                       | VIC | 2000 | 231.4  | 198.4  | 2011 |
| Moyne                       | VIC | 2003 | 178.3  | 155.2  | 2014 |
| Moyne                       | VIC | 2003 | 536.8  | 380.7  | 2014 |
| Moyne                       | VIC | 2003 | 345.2  | 250.3  | 2014 |
| Moyne                       | VIC | 2003 | 125.7  | 104.5  | 2014 |
| Moyne                       | VIC | 2003 | 229.9  | 187.4  | 2014 |
| Moyne                       | VIC | 2003 | 1415.9 | 1078.1 | 2014 |
| Moyne                       | VIC | 2004 | 336.6  | 290.4  | 2015 |
| Moyne                       | VIC | 2004 | 146    | 110.8  | 2015 |
| Moyne                       | VIC | 2004 | 64.6   | 47.8   | 2015 |
| Moyne                       | VIC | 2004 | 547.2  | 449    | 2015 |
| Moyne                       | VIC | 2005 | 321.6  | 268.7  | 2016 |
| Moyne                       | VIC | 2005 | 871.3  | 405.2  | 2016 |
| Moyne                       | VIC | 2005 | 1192.9 | 673.9  | 2016 |
| Moyne                       | VIC | 2006 | 199.3  | 163    | 2017 |
| Moyne                       | VIC | 2006 | 226    | 180.8  | 2017 |
| Moyne                       | VIC | 2006 | 233.8  | 139.7  | 2017 |
| Moyne                       | VIC | 2006 | 659.1  | 483.5  | 2017 |
| Nannup                      | WA  | 2006 | 124.5  | 87.9   | 2017 |
| Nannup                      | WA  | 2006 | 124.5  | 87.9   | 2017 |
| Naracoorte and Lucindz SA   | SA  | 2004 | 1536.3 | 866.8  | 2015 |
| Naracoorte and Lucindz SA   | SA  | 2004 | 386.7  | 124.4  | 2015 |
| Naracoorte and Lucindz SA   | SA  | 2004 | 1923   | 991.2  | 2015 |
| Naracoorte and Lucindz SA   | SA  | 2006 | 354.7  | 255.1  | 2017 |
| Naracoorte and Lucindz SA   | SA  | 2006 | 354.7  | 255.1  | 2017 |
| Plantagenet                 | WA  | 1998 | 447.7  | 232    | 2009 |
| Plantagenet                 | WA  | 1998 | 438.6  | 160.2  | 2009 |
| Plantagenet                 | WA  | 1998 | 545.9  | 223.3  | 2009 |
| Plantagenet                 | WA  | 1998 | 1432.2 | 615.5  | 2009 |
| Plantagenet                 | WA  | 1999 | 632.4  | 475.3  | 2010 |
| Plantagenet                 | WA  | 1999 | 428    | 330.2  | 2010 |
| Plantagenet                 | WA  | 1999 | 1060.4 | 805.5  | 2010 |
| Plantagenet                 | WA  | 2000 | 407.8  | 245.5  | 2011 |
| Plantagenet                 | WA  | 2000 | 162.5  | 100.6  | 2011 |
| Plantagenet                 | WA  | 2000 | 184.5  | 133.1  | 2011 |
| Plantagenet                 | WA  | 2000 | 88.9   | 46.5   | 2011 |
| Plantagenet                 | WA  | 2000 | 302.9  | 192.2  | 2011 |
| Plantagenet                 | WA  | 2000 | 207.9  | 140.5  | 2011 |
| Plantagenet                 | WA  | 2000 | 104.5  | 68     | 2011 |
| Plantagenet                 | WA  | 2000 | 212.4  | 148.1  | 2011 |
| Plantagenet                 | WA  | 2000 | 817    | 400.2  | 2011 |
| Plantagenet                 | WA  | 2000 | 85.2   | 64.3   | 2011 |
| Plantagenet                 | WA  | 2000 | 244.1  | 187    | 2011 |
| Plantagenet                 | WA  | 2000 | 121.6  | 80.1   | 2011 |
| Plantagenet                 | WA  | 2000 | 309.8  | 222.7  | 2011 |
| Plantagenet                 | WA  | 2000 | 488.9  | 336.5  | 2011 |
| Plantagenet                 | WA  | 2000 | 472.9  | 294.7  | 2011 |
| Plantagenet                 | WA  | 2000 | 483.2  | 249.9  | 2011 |
| Plantagenet                 | WA  | 2000 | 349.7  | 231.3  | 2011 |
| Plantagenet                 | WA  | 2000 | 5043.8 | 3141.2 | 2011 |
| Plantagenet                 | WA  | 2001 | 288.6  | 214.3  | 2012 |
| Plantagenet                 | WA  | 2001 | 108    | 93.1   | 2012 |
| Plantagenet                 | WA  | 2001 | 396.6  | 307.4  | 2012 |
| Plantagenet                 | WA  | 2002 | 155.4  | 107.8  | 2013 |
| Plantagenet                 | WA  | 2002 | 121.4  | 58.5   | 2013 |
| Plantagenet                 | WA  | 2002 | 281.8  | 166.2  | 2013 |
| Plantagenet                 | WA  | 2002 | 214.7  | 154.3  | 2013 |
| Plantagenet                 | WA  | 2002 | 773.3  | 486.8  | 2013 |
| Plantagenet                 | WA  | 2003 | 150.1  | 91     | 2014 |
| Plantagenet                 | WA  | 2003 | 333.7  | 260    | 2014 |
| Plantagenet                 | WA  | 2003 | 115.3  | 97.3   | 2014 |
| Plantagenet                 | WA  | 2003 | 417.7  | 216.9  | 2014 |
| Plantagenet                 | WA  | 2003 | 242.9  | 189.2  | 2014 |
| Plantagenet                 | WA  | 2003 | 183.3  | 138.5  | 2014 |
| Plantagenet                 | WA  | 2003 | 1443   | 992.9  | 2014 |
| Plantagenet                 | WA  | 2004 | 394.5  | 241.2  | 2015 |
| Plantagenet                 | WA  | 2004 | 483.8  | 247.3  | 2015 |
| Plantagenet                 | WA  | 2004 | 548.3  | 88.1   | 2015 |
| Plantagenet                 | WA  | 2004 | 400.7  | 197.7  | 2015 |
| Plantagenet                 | WA  | 2004 | 173    | 73.8   | 2015 |
| Plantagenet                 | WA  | 2004 | 507.8  | 374.2  | 2015 |
| Plantagenet                 | WA  | 2004 | 1309.1 | 907.9  | 2015 |
| Plantagenet                 | WA  | 2004 | 3817.2 | 2130.2 | 2015 |
| Plantagenet                 | WA  | 2005 | 427.8  | 105.9  | 2016 |
| Plantagenet                 | WA  | 2005 | 397    | 42.9   | 2016 |
| Plantagenet                 | WA  | 2005 | 307.5  | 74.1   | 2016 |
| Plantagenet                 | WA  | 2005 | 488.7  | 389.3  | 2016 |
| Plantagenet                 | WA  | 2005 | 345.2  | 119.3  | 2016 |
| Plantagenet                 | WA  | 2005 | 411.7  | 219.5  | 2016 |
| Plantagenet                 | WA  | 2005 | 167.9  | 131.3  | 2016 |
| Plantagenet                 | WA  | 2005 | 1000.7 | 44.3   | 2016 |
| Plantagenet                 | WA  | 2005 | 910.2  | 67.9   | 2016 |
| Plantagenet                 | WA  | 2005 | 452    | 223.4  | 2016 |
| Plantagenet                 | WA  | 2005 | 4908.7 | 1417.9 | 2016 |
| Plantagenet                 | WA  | 2006 | 375.6  | 151.4  | 2017 |
| Plantagenet                 | WA  | 2006 | 263.5  | 205.7  | 2017 |
| Plantagenet                 | WA  | 2006 | 202.3  | 180.1  | 2017 |
| Plantagenet                 | WA  | 2006 | 496.6  | 344.1  | 2017 |
| Plantagenet                 | WA  | 2006 | 359.7  | 237.2  | 2017 |
| Plantagenet                 | WA  | 2006 | 1697.7 | 1118.5 | 2017 |
| Plantagenet                 | WA  | 2007 | 473.7  | 183.9  | 2018 |



|                    |     |      |               |               |      |
|--------------------|-----|------|---------------|---------------|------|
| Glenelg            | VIC | 2002 | 127.7         | 101           | 2013 |
| Plantagenet        | WA  | 2007 | 390.7         | 171.2         | 2018 |
| Plantagenet        | WA  | 2007 | 397.8         | 228.5         | 2018 |
| Plantagenet        | WA  | 2007 | 392.6         | 204           | 2018 |
| Plantagenet        | WA  | 2007 | 729.3         | 246.2         | 2018 |
| Plantagenet        | WA  | 2007 | 413.8         | 282.2         | 2018 |
| Plantagenet        | WA  | 2007 | 658.3         | 271.7         | 2018 |
| Plantagenet        | WA  | 2007 | 3456.2        | 1587.7        | 2018 |
| Plantagenet        | WA  | 2008 | 320.8         | 252.6         | 2019 |
| Plantagenet        | WA  | 2008 | 819.1         | 409.6         | 2019 |
| Plantagenet        | WA  | 2008 | 1139.9        | 662.2         | 2019 |
| Richmond Valley    | NSW | 2004 | 74.7          | 47.6          | 2015 |
| Richmond Valley    | NSW | 2004 | 1318.2        | 846.1         | 2015 |
| Richmond Valley    | NSW | 2004 | 207.4         | 136.6         | 2015 |
| Richmond Valley    | NSW | 2004 | 549.6         | 342.9         | 2015 |
| Richmond Valley    | NSW | 2004 | 326.7         | 78.9          | 2015 |
| Richmond Valley    | NSW | 2004 | 969.4         | 497.3         | 2015 |
| Richmond Valley    | NSW | 2004 | <b>3446</b>   | <b>1949.4</b> | 2015 |
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| Richmond Valley    | NSW | 2005 | 83.3          | 44.6          | 2016 |
| Richmond Valley    | NSW | 2005 | <b>4329.7</b> | <b>1023.6</b> | 2016 |
| Richmond Valley    | NSW | 2006 | 321.5         | 203.6         | 2017 |
| Richmond Valley    | NSW | 2006 | 510.7         | 147.7         | 2017 |
| Richmond Valley    | NSW | 2006 | <b>832.2</b>  | <b>351.3</b>  | 2017 |
| South Gippsland    | VIC | 2006 | 75.5          | 32.8          | 2017 |
| South Gippsland    | VIC | 2006 | 75.5          | 32.8          | 2017 |
| Southern Grampians | VIC | 2000 | 253.1         | 212.9         | 2011 |
| Southern Grampians | VIC | 2000 | 167.9         | 137           | 2011 |
| Southern Grampians | VIC | 2000 | 287.5         | 237           | 2011 |
| Southern Grampians | VIC | 2000 | 371.3         | 307.1         | 2011 |
| Southern Grampians | VIC | 2000 | 262.8         | 210           | 2011 |
| Southern Grampians | VIC | 2000 | 1342.6        | 1104          | 2011 |
| Southern Grampians | VIC | 2001 | 96.9          | 78.9          | 2012 |
| Southern Grampians | VIC | 2001 | 164.4         | 137.1         | 2012 |
| Southern Grampians | VIC | 2001 | 261.3         | 216           | 2012 |
| Southern Grampians | VIC | 2002 | 402.7         | 200.1         | 2013 |
| Southern Grampians | VIC | 2002 | 497.8         | 379.1         | 2013 |
| Southern Grampians | VIC | 2002 | 150.7         | 115.3         | 2013 |
| Southern Grampians | VIC | 2002 | 402.6         | 281.7         | 2013 |
| Southern Grampians | VIC | 2002 | 779.8         | 645.4         | 2013 |
| Southern Grampians | VIC | 2002 | 617.8         | 515.9         | 2013 |
| Southern Grampians | VIC | 2002 | 2851.4        | 2137.5        | 2013 |
| Southern Grampians | VIC | 2003 | 117.7         | 93.6          | 2014 |
| Southern Grampians | VIC | 2003 | 287.6         | 206           | 2014 |
| Southern Grampians | VIC | 2003 | 525.5         | 375.1         | 2014 |
| Southern Grampians | VIC | 2003 | 321.4         | 192           | 2014 |
| Southern Grampians | VIC | 2003 | 58.1          | 417.3         | 2014 |
| Southern Grampians | VIC | 2003 | 501.4         | 423           | 2014 |
| Southern Grampians | VIC | 2003 | 147           | 120.6         | 2014 |
| Southern Grampians | VIC | 2003 | 110.1         | 47.9          | 2014 |
| Southern Grampians | VIC | 2003 | 472.5         | 371.9         | 2014 |
| Southern Grampians | VIC | 2003 | 3064.2        | 2247.4        | 2014 |
| Southern Grampians | VIC | 2004 | 764           | 564.7         | 2015 |
| Southern Grampians | VIC | 2004 | 764           | 564.7         | 2015 |
| Southern Grampians | VIC | 2005 | 111.4         | 90            | 2016 |
| Southern Grampians | VIC | 2005 | 453.3         | 351.5         | 2016 |
| Southern Grampians | VIC | 2005 | 63.7          | 54.3          | 2016 |
| Southern Grampians | VIC | 2005 | 42            | 33.6          | 2016 |
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| Southern Grampians | VIC | 2005 | 349.9         | 225.3         | 2016 |
| Southern Grampians | VIC | 2005 | 380.4         | 253.6         | 2016 |
| Southern Grampians | VIC | 2005 | 76.7          | 56.4          | 2016 |
| Southern Grampians | VIC | 2005 | 926.1         | 605.6         | 2016 |
| Southern Grampians | VIC | 2005 | 381.9         | 284.8         | 2016 |
| Southern Grampians | VIC | 2005 | 192.3         | 127.4         | 2016 |
| Southern Grampians | VIC | 2005 | 306.9         | 218.9         | 2016 |
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| Southern Grampians | VIC | 2006 | 149.5         | 106.5         | 2017 |
| Southern Grampians | VIC | 2006 | 594.5         | 438.5         | 2017 |
| Southern Grampians | VIC | 2006 | 143.8         | 101.1         | 2017 |
| Southern Grampians | VIC | 2006 | 352.1         | 280.9         | 2017 |
| Southern Grampians | VIC | 2006 | 43            | 25.7          | 2017 |
| Southern Grampians | VIC | 2006 | 224.7         | 185.9         | 2017 |
| Southern Grampians | VIC | 2006 | 161           | 114.5         | 2017 |
| Southern Grampians | VIC | 2006 | 1668.6        | 1253.1        | 2017 |
| Southern Grampians | VIC | 2007 | 291.7         | 188.3         | 2018 |
| Southern Grampians | VIC | 2007 | 298.4         | 214.2         | 2018 |
| Southern Grampians | VIC | 2007 | 590.1         | 402.5         | 2018 |
| Tenterfield        | NSW | 2005 | 211.3         | 72.6          | 2016 |
| Tenterfield        | NSW | 2005 | <b>211.3</b>  | <b>72.6</b>   | 2016 |
| Tenterfield        | NSW | 2006 | 301.3         | 100.8         | 2017 |
| Tenterfield        | NSW | 2006 | <b>301.3</b>  | <b>100.8</b>  | 2017 |
| Unincorporated NT  | NT  | 2007 | 3198.7        | 996.8         | 2018 |
| Unincorporated NT  | NT  | 2007 | <b>3198.7</b> | <b>996.8</b>  | 2018 |
| Wattle Range       | SA  | 2003 | 578.4         | 357.3         | 2014 |
| Wattle Range       | SA  | 2003 | 578.4         | 357.3         | 2014 |
| Wattle Range       | SA  | 2004 | 247.2         | 175           | 2015 |
| Wattle Range       | SA  | 2004 | 640.7         | 187.7         | 2015 |
| Wattle Range       | SA  | 2004 | 1057.1        | 592.1         | 2015 |
| Wattle Range       | SA  | 2004 | 129.1         | 107.8         | 2015 |
| Wattle Range       | SA  | 2004 | 166           | 114.8         | 2015 |
| Wattle Range       | SA  | 2004 | 2240.1        | 1177.4        | 2015 |
| Wattle Range       | SA  | 2005 | 670           | 302           | 2016 |
| Wattle Range       | SA  | 2005 | 186.4         | 114.3         | 2016 |
| Wattle Range       | SA  | 2005 | 329.5         | 244.3         | 2016 |
| Wattle Range       | SA  | 2005 | 1185.9        | 660.6         | 2016 |

|              |     |      |        |        |      |
|--------------|-----|------|--------|--------|------|
| Glenelg      | VIC | 2002 | 127.7  | 101    | 2013 |
| Wattle Range | SA  | 2006 | 884.6  | 656    | 2017 |
| Wattle Range | SA  | 2006 | 442.3  | 143.4  | 2017 |
| Wattle Range | SA  | 2006 | 170.2  | 149.4  | 2017 |
| Wattle Range | SA  | 2006 | 324.9  | 165.2  | 2017 |
| Wattle Range | SA  | 2006 | 445    | 288.9  | 2017 |
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| Wattle Range | SA  | 2007 | 88.3   | 54.3   | 2018 |
| Wattle Range | SA  | 2007 | 102.6  | 88.6   | 2018 |
| Wattle Range | SA  | 2007 | 403.4  | 379.3  | 2018 |
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| Wattle Range | SA  | 2007 | 212.1  | 98.6   | 2018 |
| Wattle Range | SA  | 2007 | 315.2  | 122.4  | 2018 |
| Wattle Range | SA  | 2007 | 3037.9 | 1396.9 | 2018 |
| Wellington   | VIC | 2005 | 114.8  | 62.2   | 2016 |
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| Wellington   | VIC | 2005 | 198.2  | 170.4  | 2016 |
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| Wellington   | VIC | 2005 | 46.4   | 26.8   | 2016 |
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| Wellington   | VIC | 2006 | 108.6  | 59.3   | 2017 |
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| West Wimmera | VIC | 2004 | 228.3  | 186.3  | 2015 |
| West Wimmera | VIC | 2004 | 282.5  | 160    | 2015 |
| West Wimmera | VIC | 2004 | 705.8  | 350.4  | 2015 |
| West Wimmera | VIC | 2004 | 887.1  | 313.9  | 2015 |
| West Wimmera | VIC | 2004 | 273.8  | 217.4  | 2015 |
| West Wimmera | VIC | 2004 | 2377.5 | 1228   | 2015 |
| West Wimmera | VIC | 2005 | 353.8  | 150.6  | 2016 |
| West Wimmera | VIC | 2005 | 130.5  | 80.5   | 2016 |
| West Wimmera | VIC | 2005 | 143.1  | 104.4  | 2016 |
| West Wimmera | VIC | 2005 | 23.3   | 12.9   | 2016 |
| West Wimmera | VIC | 2005 | 650.7  | 328.4  | 2016 |
| West Wimmera | VIC | 2006 | 220    | 139.7  | 2017 |
| West Wimmera | VIC | 2006 | 150.1  | 85.4   | 2017 |
| West Wimmera | VIC | 2006 | 401    | 186.2  | 2017 |
| West Wimmera | VIC | 2006 | 249.9  | 161.7  | 2017 |
| West Wimmera | VIC | 2006 | 1021   | 573    | 2017 |
| West Wimmera | VIC | 2007 | 60.6   | 46.4   | 2018 |
| West Wimmera | VIC | 2007 | 1346.2 | 249.2  | 2018 |
| West Wimmera | VIC | 2007 | 1406.8 | 295.6  | 2018 |
| Williams     | WA  | 2004 | 1151   | 97.7   | 2015 |
| Williams     | WA  | 2004 | 1151   | 97.7   | 2015 |

Unincorporated NT    NT    2008    14410.8    764.2    2019

# **Inquiry into Examination of the Foreign Investment Review Board National Interest Test**

Presentation by Wayne Van Balen, 16 November 2011

## **Academic Background**

Bachelor of Business (Land Economics) (Hawkesbury Agricultural College) (1985)  
*with distinction*

Associate Diploma in Farm Management (University of New England) (1992)

Certificate III in Horticulture (Ryde TAFE) (2005)

## **Professional Representation**

Councillor (NSW) Australian Institute of Horticulture (AIH) 2005- current

National Treasurer AIH 2009-2011

Councillor ACT Division Australian Property Institute 1998-2000

## **Professional Background**

Industry Extension Officer, Nursery Industry of NSW 1984-1987

Rural and Urban Property Valuer 1987-2002

Director, Van Balen Horticultural 2002-current

## **Brief opening Statement**

As part of my Land Economics degree in the early 1980s, we studied FIRB guidelines and we were educated on various restrictions to foreign investment that were in place for the national interest. We were made aware of a significant percentage of foreign investment in the Sydney CBD office market, for example. The general public do not seem to be aware of our guidelines, nor have they been made readily available.

I understand the need for business to attract foreign capital from time to time to expand their activities. This I believe should be as a minority holding in the trading component but I disagree that Australian land or real estate should be sold in the process.

I have at times studied foreign investment policies and have serious concerns that policies in recent years have lacked substance. I recently attended the Grains industry conference in Melbourne where a great deal of useful information on relevant issues were presented.

Wayne Van Balen – 16 November 2011

The section on *Food security: implications for grains* is most relevant. Two links are noted below. In the presentation by Michael J. Dwyer, USDA, he presents graphs and makes the comment as follows:

**“Logarithmic growth in middle class expected through 2020 : up 104% in developing countries by 2020 vs just 9% for developed countries.”**

It is also interesting that biofuels have increased the demand for grain and subsequently the production of grain and farm incomes very significantly in recent years to the point where farmers in the US are currently very wealthy and land and farm machinery is in very scarce supply. Apparently, farmers have been expanding their land interest and productive capacities from their cash flows. This was because the banks had not been lending to farmers prior to the demand for biofuels so farm debt levels were low.

Dwyer made the comment that the thing in common with US farmers at present was that they were wealthy.

2020 is eight years away. We should be significantly tightening our food security.

### **Main Arguments**

- A farmer will almost always be motivated to sell at an inflated price to a foreign purchaser if it is legally possible and within federal guidelines. This is of course motivated by personal greed and opportunity to provide for one's own family. This does not mean that it is within the national interest or that we are being good stewards for the future of our nation.
- Future Australians should have an opportunity to participate in agricultural production, environmental upgrading of land and property ownership without the door being closed by land purchases from overseas interests.
- In relation to various aspects of agricultural production, Australians are already seen as some of the most sophisticated and efficient producers in the world. This is certainly the case in relation to grain and pulses, for example.
- The Australian taxpayer for many decades have, through the CSIRO and various research efforts, made a large investment in Australian agriculture and we should not in any way be poor stewards of this proud achievement.
- We do not need to sell rural land when world demand for our produce is about to exponentially increase.
- Good existing Australian farmers will benefit from increasing world demand and other successful Australian individuals and companies may wish to invest in this sector as prospects improve.
- We have sold many grain marketing facilities and abattoirs to foreign interests which can lead to insecurity in relation to control over rural returns.
- Food security is the issue and these guidelines need to be made in a context of changing world circumstances. For example I understand World population was around 3 billion people in the late 1950s and now 7 billion people.

## Residential Comment

Whilst I do not have major concerns into *regulated* ownership of commercial property ie office and manufacturing plants, I have serious concerns in relation to foreign ownership of residential properties. Recent governments have presided over continual escalation of house prices making home ownership increasingly out of reach for young Australians. There have been many stop gap measures which have very little real effect such as first home buyer grants which just inflate the end selling prices.

Over the longer term house prices have continually increased but shorter term market fluctuations have historically allowed affordable entry points. Foreign investment of residential property allows wealthy foreign individuals to absorb housing supply which could otherwise be available for Australian citizens.

Taxation incentives for builders and developers to increase supply (such as higher depreciation allowances for builders of new housing stock) would prove more beneficial for Australian home purchasers than other schemes which favour the wealthy. I believe a concentration on improving supply of new housing (by the private sector) and allowing free market forces to operate otherwise may be a way forward.

## References/Links

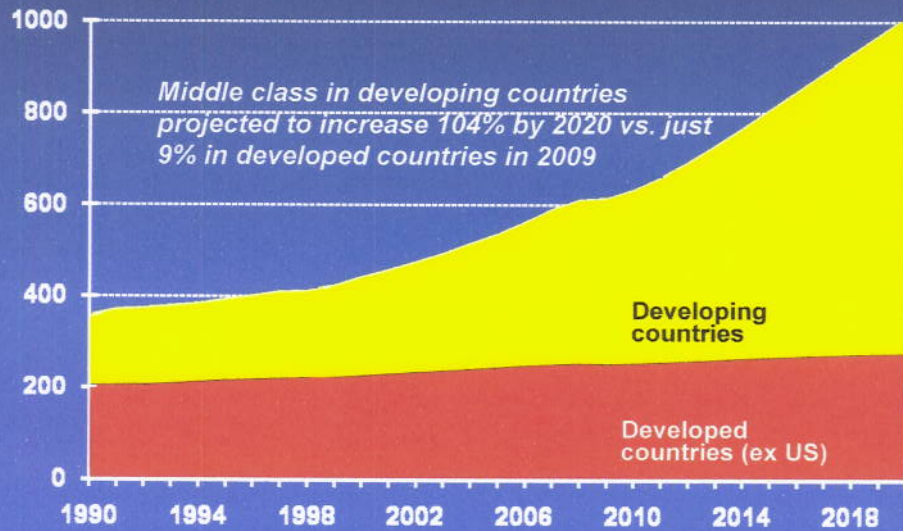
Dwyer, Michael J. (2011) *Factors affecting global agricultural markets over next 10 years : implications for global commodity prices*. Director Global Policy Analysis Division Office of Global Analysis/FAS/USDA. Presented at The Australian Grains Industry Conference, Melbourne 2011.  
<http://www.ausgrainsconf.com/sites/default/files/file/presentations%202011/Dwyer%20%5BCompatibility%20Mode%5D.pdf>

Whitehead, Michael (2011) *Implications for agribusiness from rising food prices*. Director Agribusiness Research ANZ. Presented at The Australian Grains Industry Conference, Melbourne 2011.  
<http://www.ausgrainsconf.com/sites/default/files/file/presentations%202011/Whitehead.pdf>

## “Middle Class” Outside the U.S. Expected to Double By 2020 – To 1 Billion Households

Worldwide food consumption will be impacted

Foreign households w/real PPP incomes greater than \$20,000 a year (in millions of households)



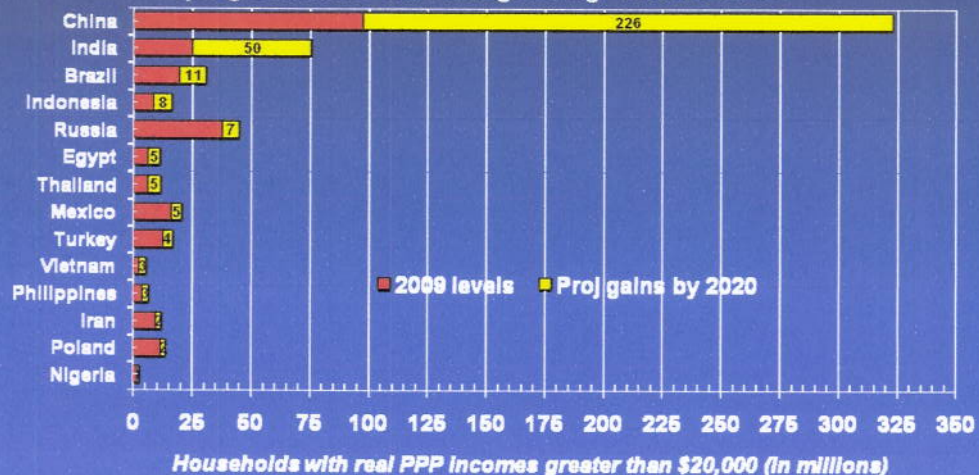
Source: Global Insight's Global Consumer Markets data as analyzed by OGA

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## “Middle Class” in Developing Countries Could Reach 730 Million Households By 2020, Up 104% From 2009 Levels

20% of households in these countries are middle class. By 2020, this could increase to 36% and the impact on food consumption will be large

Selected developing countries with fast growing “middle class”



Source: Global Insight's Global Consumer Markets data as analyzed by OGA

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