



COWELL CLARKE'S 2026 NATIONAL AGRIBUSINESS SUMMIT

TUESDAY 15 SEPTEMBER

Opening Address



Sam Richardson
Agribusiness
Team Leader



Peter Slegers
Agribusiness
Team Leader

We are pleased to invite you to Cowell Clarke's seventh annual National Agribusiness Summit.

Cowell Clarke have a long history of acting in the agribusiness sector and are excited about assisting our clients with the opportunities and challenges ahead. We work closely with accountants and other professional advisers as well as large and small scale producers to support business, families, succession and growth.

This half-day webinar focuses on key trends and issues accountants and other advisers in the agribusiness sector need to know.

We'll provide you with insights on specialised tax and revenue law issues including family trust elections: specific issues for agribusiness and post-budget structures for agribusiness.

In addition, Property and Corporate specialists at our firm will be presenting on farming sales to property developers and FIRB in relation to Agribusiness transactions.

We are excited to be joined by guest speaker Michael Bagshaw of Bagshaw Agri Advisory, who will explore the pivotal role of accountants in a modern high-performing Agribusiness.

We look forward to joining you online for our 2026 National Agribusiness Summit.



Agribusiness Summit

Overview



Family Trust Elections: Specific Issues for Agribusiness



Harvesting to Housing: Selling the Farm To Property Developers



Foreign Investment Approval in Agribusiness Transactions



Post-Budget Structures for Agribusiness: Setting the Scene



The pivotal role of accountants in a modern high performing agri business

Program



TIME ZONE: AEST

8:30 - 8:35am



Log into webinar

8:35 - 8:45am



Welcome - Chair

Sam Richardson, Chair & Agribusiness Team Leader

8:45 - 9:30am



Family Trust Elections: Specific Issues for Agribusiness

Presented by Peter Slegers & Jackson Jury, Tax & Revenue Group



- Identifying family trust distribution tax (FTDT) exposures
- ATO's approach to reviews and audits
- Steps available to risk manage FTDT issues
- Impact of new 1 July 2028 taxation of trusts regime

9:30 - 10:00am



The pivotal role of accountants in a modern high performing agribusiness

Presented by Michael Bagshaw, Finance and Business Consultant, Bagshaw Agri Advisory

- Accountants as the go to advisor for farming businesses
- The roles of accountants in advisory boards
- Regional Investment Corporation (RIC) loans

10:00 - 10:45am



Harvesting to Housing: Selling the Farm To Property Developers

Presented by Connor O'Neil, Property Group

- Transaction structures
- Managing the developer's due diligence
- Ongoing farming rights
- Easements / registered interests
- Tax considerations

Program



10:45 - 11:00am



Morning Break

11:00 - 11:30am



Foreign Investment Approval in Agribusiness Transactions

Presented by Thomas Hill, Corporate & Commercial Group

- FIRB basics for agribusiness transactions
- Practical considerations for vendors
- What to know when buying or selling agricultural land
- Approval requirements and timing for purchasers

11:30 - 12:00pm



Post-Budget Structures for Agribusiness: Setting the Scene

Presented by Amy Lancaster, Tax & Revenue Group

- Proposed changes to the taxation of trust income from 1 July 2028
- Primary producer considerations and available carve-outs
- Key implications for agribusiness structures
- Tax planning issues to consider before 1 July 2028

12:00 - 1:00pm



Workshop: Post-Budget Structures for Agribusiness – What Structure Now?

Facilitated by Peter Slegers, Daniel Marateo & Carlie Frantzis, Tax & Revenue Group



- Company vs trust acquisition structures
- Special classes of shares
- Tax strategies in the lead up to 1 July 2028
- Impact of Bendel on agribusiness structures

1:00 - 1:15pm



Open Forum and Q&A

Sam Richardson, Chair & Agribusiness Team Leader

1:15pm



Close & Thank you

Our Speakers



Sam Richardson

Director
Agribusiness Team Leader

Sam has utilised his expertise in property law to assist clients on a wide spectrum of matters relating to agribusiness. Sam has advised clients on sales and acquisitions of agricultural properties across the entire agribusiness sector. Sam has a particular focus on renewable energy and natural capital projects.



Peter Slegers

Director
Agribusiness Team Leader

Peter has advised clients on a range of complex tax issues in a wide variety of agribusiness areas including conventional farming, wine and viticulture to fishing and aquaculture. He has delivered the best possible tax outcomes for agribusiness clients through the restructuring and mergers of farm property groups as well as from the sale of assets and machinery.



Daniel Marateo

Associate Director
Tax & Revenue Group

Daniel specialises in advising on Federal taxation law (including capital gains tax and GST), and State taxes including stamp duty, payroll tax and land tax across all Australian jurisdictions. He also regularly represents clients in dealing with revenue authorities in rulings and disputes, including ATO and state revenue office reviews and audits. In addition, Daniel advises in relation to self-managed superannuation funds and structuring for tax and asset protection.



Jackson Jury

Senior Associate
Tax & Revenue Group

Jackson specialises in advising clients on Federal and State taxation law encompassing all Australian jurisdictions, with expertise spanning income tax, capital gains tax, GST, land tax, stamp duty and payroll tax, as well as trust law. He acts for a broad range of clients across key sectors including agribusiness, property sale and development, private wealth, not-for-profit organisations and emerging technology start-ups.



Amy Lancaster

Associate
Tax & Revenue Group

Amy advises private group clients on a wide range of Federal and State taxation law issues, as well as trust law issues. Her experience includes preparing complex advices, obtaining ATO Private Binding Rulings and implementing private group restructures.

Having assisted in the preparation of the second edition of Cowell Clarke's Australian Agribusiness Advisers' Guide, Amy has developed a keen interest in the agribusiness sector.



Carlie Frantzis

Associate
Tax & Revenue Group

Carlie Frantzis advises on Federal and State taxation law. She has assisted clients in various matters including preparation of advices, effecting private restructures, obtaining ATO private binding rulings and assisting in ATO reviews and audit matters. Carlie has a strong understanding of the key issues facing the tax industry, having completed her Honours dissertation which considered whether the ATO is overstepping its role as an administrative body.

Our Speakers



Thomas Hill

**Senior Associate
Corporate & Commercial Group**

Thomas understands the requirements of businesses and provides efficient, practical advice and solutions. He brings a particular focus to legal matters associated with the Foreign Investment Review Board where he has experience assisting clients with approvals for business and land transactions. He also advises clients on capital raising and compliance matters associated with ASIC and the ASX. Thomas has experience in a broad range of corporate and commercial transactions where he assisted clients from contract review to completion.



Connor O'Neil

**Associate
Property Group**

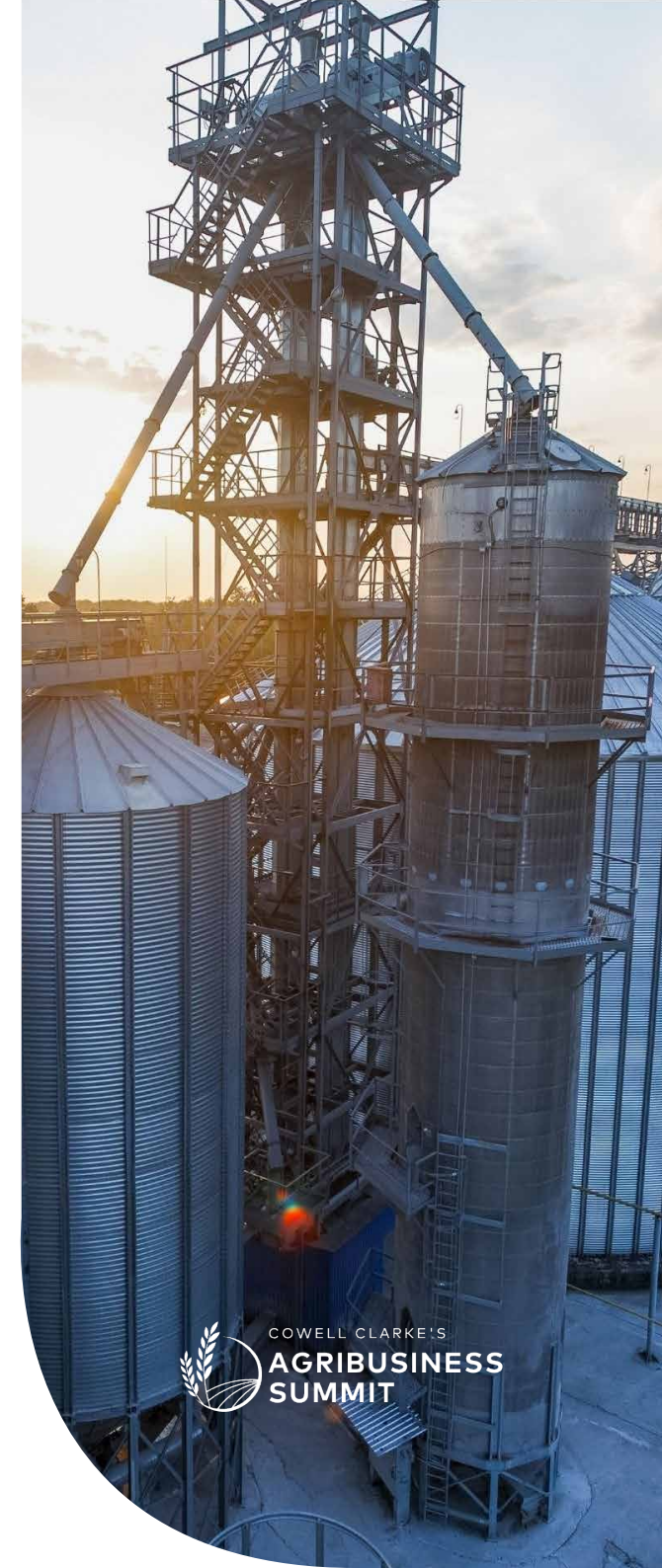
Connor assists clients with a range of property and commercial matters. He has gained experience across commercial, agricultural and residential property transactions including advising clients on, and preparing documentation associated with the acquisitions and disposals of land, commercial leasing, contracts and property-related deeds. Having assisted clients in the fuel distribution, hospitality, pharmaceutical, and service-based industries, Connor is familiar with the property aspects associated with the sale and purchase of business assets and broader commercial transactions.



Michael Bagshaw

**Finance and Business Consultant
Bagshaw Agri Advisory
(GUEST SPEAKER)**

Michael Bagshaw is the founder of Bagshaw Agri Advisory and a highly respected specialist in agricultural finance, with more than 20 years' experience advising primary producers and agribusinesses. He is more than just a broker - he's a dedicated partner to Australian farmers. His specialisation means he's spent a decade and a half navigating the industry's unique challenges right alongside his clients. Drawing on his own farming background, Michael provides strategic expertise in agribusiness finance, complex land transactions and business structures, and currently chairs three farming advisory boards. He is a regular contributor to the Stock Journal, having authored more than 200 opinion pieces, and is committed to supporting regional communities through his long-standing volunteer work with Operation Flinders. Michael holds qualifications in rural business management, accounting, business law and governance.





Registration

Cost: **\$440 (inc GST)**

RSVP: **Click below to secure your place by Tuesday 18 August 2026.**

REGISTER

The fee covers a registration for all team members with your firm, within one location.

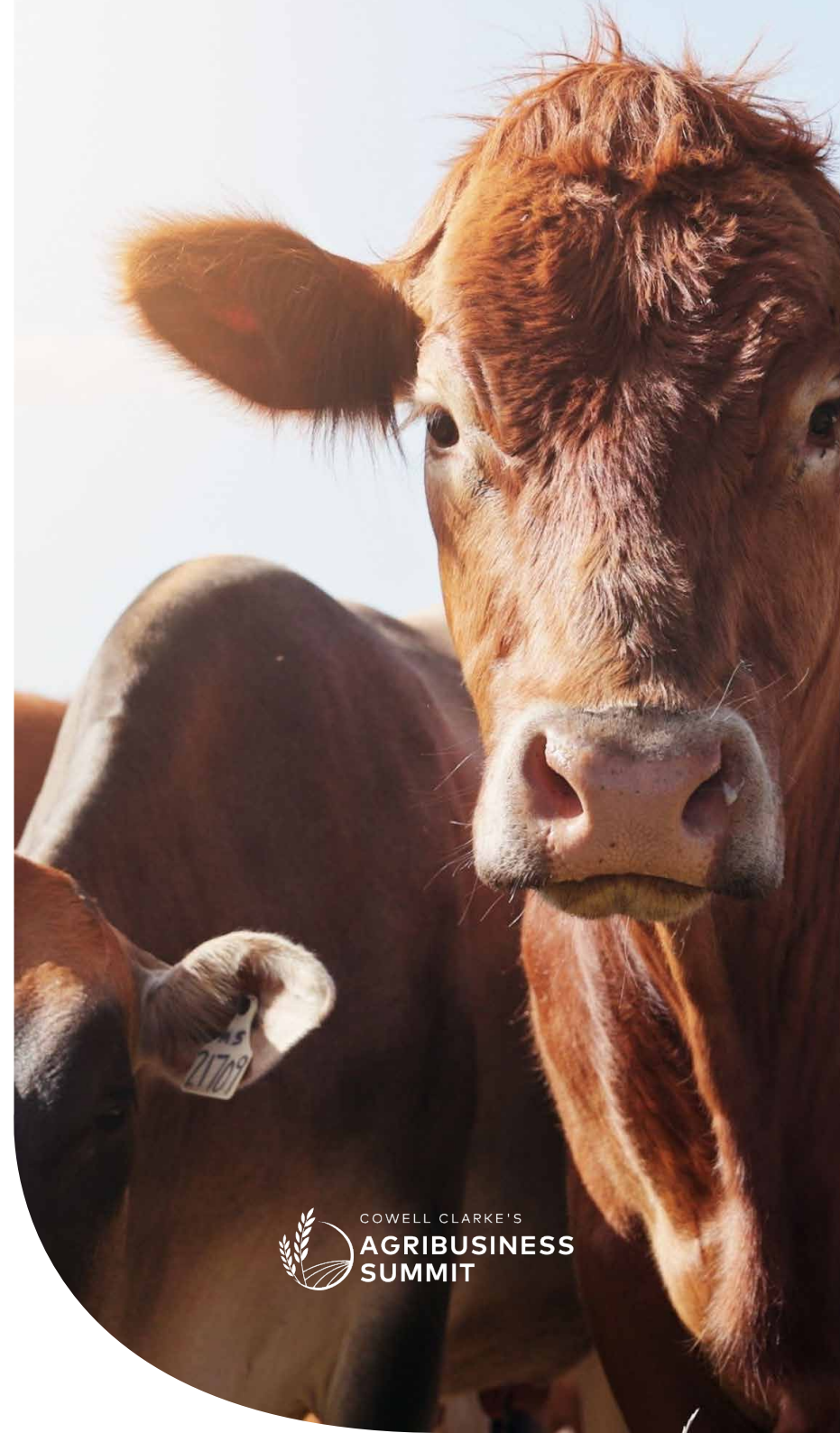
Terms & Conditions:

This webinar is a live event as the workshop is an interactive session and therefore will not be recorded. Registration is transferable but non-refundable.

Please [contact us](#) if you wish to transfer your registration.

Major Clients

Cowell Clarke is pleased to work with industry leading agribusiness enterprises across the country. We thank the following businesses for their support of this year's National Agribusiness Summit.



Major Projects

Below is a list of some of the significant agribusiness projects we have recently been involved in:

- Advising and acting on a large scale primary production group restructure of pastoral land with a value of over \$800 million across multiple state jurisdictions to achieve the desired commercial and succession outcomes in a tax and stamp duty effective manner.
- Advising on the listing of Australia's only ASX listed entity that provides investors with direct exposure to the Australian water market.
- Providing specialist tax advice and implementing the restructure of two large private tuna fishing groups to better streamline structures and minimise risk exposures as well as undertaking sophisticated succession planning post-restructure.
- Advising numerous chartered accounting firms on the application of challenging issues under the Small Business CGT Concessions and Small Business Restructure Roll-Over, as well as the relevant state and territory stamp duty laws in relation to the sale and restructure of numerous agribusiness concerns.
- Acting for Australian Independent Rural Retailers Limited, a public company that supplies rural products and related services throughout Australia, on a \$187 million takeover by Elders Limited by way of a scheme of arrangement including obtaining an Australian Taxation Office class ruling on the specific taxation issues relating to the transaction.
- Agricultural sales and acquisition matters, including marquee transactions such as, "Clifton Hills Station" (second-largest cattle station in the world) and "Cygnet Park Farms" Kangaroo Island.
- Advising landowners on energy developments across multiple jurisdictions in Australia, including Australia's largest non-mining micro-grid, wind projects forming part of the \$2.4B Project Energy Connect as well as advising the pastoral landowner on a proposed \$650M solar thermal power plant in Port Augusta.
- Restructuring the business operations of a large primary producer with \$80-\$100M livestock.
- Numerous recent land restructures including migration of \$45M of land from outdated structures into optimal structures to suit the group's commercial and inter-generational succession planning needs with the necessary stamp duty and capital gains tax exemptions.

Publications & Events



Australian Agribusiness Advisers' Guide: Third Edition

The Australian Agribusiness Advisers' Guide ("Agri-Guide") is the definitive text for accountants and other professional advisers acting for clients in the agribusiness sector.

[ORDER YOUR COPY](#)

Cowell Clarke Accountants Regional Seminars (CCARS)



Cowell Clarke's Tax & Revenue Group holds annual seminars for regional accountants throughout Australia, including in Coonawarra, the Eyre Peninsula, New England and Riverina. Click below to register your interest in our 2027 seminars.

[EXPRESSION OF INTEREST: CCARS 2027](#)

Affiliations



Cowell Clarke is a proud supporter of **Farm Angels**, an organisation that supports Australian farmers and rural communities through drought, flood, fire, financial hardship and other challenges faced by life on the land.



Cowell Clarke is a member of **Agribusiness Australia**, which provides us with access to a national network within the Agribusiness sector and the ability to host events for key stakeholders within the industry.

