

# AGRIBUSINESS

GLOBAL INSIGHTS WITH LOCAL KNOWLEDGE AND EXPERTISE

---

Since the term was coined in 1957, agribusiness has seen considerable change.

We work with our clients to harness this change, to establish, maintain and grow their agribusiness operations and portfolio interests across the globe.

By understanding the key sensitivities, issues and challenges this sector faces and the opportunities and commercial drivers that inform their decisions we partner with multinational clients in both established markets and higher growth emerging markets to create better business outcomes.

We are focused on ensuring commercial outcomes for our clients and delivering commercially astute, innovative advice and a premium client experience. This investment in our relationships builds the exceptional, lasting working relationships and the deep understanding we are known for.

We can also advise on all aspects of [ESG considerations](#), mergers and acquisitions, dispute resolution and other key areas of commercial legal services across agribusiness sub-sectors including

- Dairy
- Livestock & Aquaculture
- Grains & Sugar
- Timber
- Processing & Supply Chain
- Real Estate

---

## RECENT EXPERIENCE

### **AWB**

Advising on the competing takeover bids for AWB by Graincorp and Agrium of A\$860 million and A\$1.2 billion, respectively

### **THE GOVERNMENT OF GUINEA**

Advising on the drafting of numerous template resettlement and compensation agreements for temporary land access and permanent land acquisition and ancillary legal assistance for community development projects

### **INGHAM GROUP**

Advising on its acquisition as the largest poultry supplier in Australia and New Zealand

### **ASSOCIATED BRITISH FOODS**

Advising ABF and its affiliates (e.g. ABN Overseas, British Sugar) on their various joint ventures in the animal feed and sugar industries in China

---

## GLOBAL FOREST PARTNERS

Advising on the restructure and sale to funds managed of plantations associated with Elders forestry division, including 16 managed funds

---

## A HONG KONG CONSORTIUM

Advising on the acquisition of United Dairy Power Group, Australia's largest privately-owned dairy processor and supplier

---

## OUR PEOPLE



**MATTHEW FITZGERALD**  
MANAGING PARTNER,  
BRISBANE OFFICE,  
BRISBANE  
+61 7 3258 6439  
Matthew.FitzGerald@hsf.com



**HUBERT SEGAIN**  
PARTNER, PARIS  
+33 1 53 57 78 34  
Hubert.Segain@hsf.com



**GAVIN DAVIES**  
HEAD OF GLOBAL  
M&A PRACTICE,  
LONDON  
+44 20 7466 2170  
Gavin.Davies@hsf.com



**PAUL BRANSTON**  
PARTNER, PERTH  
+61 8 9211 7880  
Paul.Branston@hsf.com