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Adelaide Advertiser, Adelaide

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Adelaide in beefy cattle plan

PAUL STARICK

LIVE export of thousands of cattle a year from Adelaide is being planned by Australia's richest woman as part of a multimillion-dollar deal with Chinese firms.

Mrs Rinehart, the principal owner of Adelaide-based pastoral company S. Kidman & Co, has agreed to ship 150,000 cattle into China a year, mainly from Darwin. But it is understood Mrs Rinehart's Hancock Prospecting, which has struck the deal, is hoping to export from Adelaide for about five months a year when the northern wet season complicates cattle transport.

Hancock Prospecting is understood to be in talks with the State Government and bracing for criticism about the live exports.

More than 18,000 cattle were exported through Outer Harbor last year, figures show.



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The Australian, Australia

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Gina's Chinese live export deal

EXCLUSIVE

SARAH-JANE TASKER
AGRIBUSINESS

Australian billionaire Gina Rinehart has inked a deal with China to export live cattle to the economic powerhouse in a deal that could be valued at more than \$500 million if maximum export capacity is reached.

Hancock Prospecting has revealed that it has signed a strategic co-operation agreement with Zhejiang Aozhou Cattle Industry, a company formed to develop a cattle facility on Jintang Island, China. The new Chinese entity has been formed by Sino-

Australia Modern Industry Park, New Hope Group, Zhejiang Seaport Group and Harvest Fund.

"Australia needs to export currently two-thirds of its cattle, so overseas markets must continue to be developed if we are to grow our cattle industry," Mrs Rinehart, executive chairman of

Hancock, said. "Growing our cattle industry helps the many related industries, not just the stations themselves but also the trough and tank suppliers, the hydraulic crush manufacturers, the contractors and truckers, accountants and other consultants, and more."

The agreement will see Hancock and Aozhou establish a joint venture in Australia to purchase, feed and export suitable cattle to those Chinese facilities. Hancock will control 66.7 per cent of the Australian joint venture, with the new Chinese entity owning the rest.

Aozhou, which Hancock can also invest in under the agree-

Continued on Page 32



Gina Rinehart



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The Australian, Australia

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Gina's live export agreement

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ment, will also develop and operate the facility and sell and distribute the beef products to consumers in the Yangtze Delta region. The Jintang Island facility will have a capacity of 150,000 head per annum, with the potential to expand that capacity to up to 300,000 head per annum.

Yonghao Liu, chairman of New Hope Group, said there had been increasing demand for premium protein in China.

"Under the China-Australia Free Trade Agreement and the approval of live cattle exports to China, relying on the geographical, industrial and market advantage of the Sino Australia modern industrial park (Zhoushan), leading agricultural enterprises from the two countries are forming a strategic co-operation initiative," he said.

Hancock said it would redirect the sale of suitable cattle from its northern cattle stations from other live export channels into this Australian joint venture company, with shortfalls to be purchased from other exporters.

Mrs Rinehart, Australia's third-richest person with an estimated wealth of \$10.41 billion, purchased the country's largest pastoral portfolio, S. Kidman & Co, with Chinese joint venture partner Shanghai CRED late last year. Her company, Hancock Prospecting, is the majority owner with a 67 per cent stake.

The \$386.5m Kidman acquisition added 10 cattle

stations, making up about 1.3 per cent of Australia's total land area, to Rinehart's agricultural portfolio. Following that acquisition Hancock became one of the top three beef producers in the country with a herd of about 300,000 cattle and

it sells about 150,000 head a year.

Hancock said that cattle from northern Australia were typically better situated and suited for live export markets and were therefore typically already live-exported. The company said that under the China proposal, rather than sell its cattle to exporters, which then onsell to importers, Hancock was proposing to retain a direct ownership interest in those cattle through to the end customer.

The ports likely to be used to export the cattle are Broome, Derby and Darwin.

Mrs Rinehart's company said that the agreement did not consider its high-quality cattle, which typically come out of the S. Kidman and Co's southern properties, were typically sold and processed in Australia.

"Hancock intends that its share of those southern cattle from S. Kidman & Co.'s channel country properties will continue to be sold and processed in Australia," the company said "Hancock is also increasing the volumes of its wagyu herd that are being processed locally at John Dee in Queensland for sale under our 2GR wagyu brand."

Completion of the agreement is conditional upon final regulatory approvals, including Australia's FIRB.



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EDITORIAL
NT News

China deal a sign of times

The expansion plans by the Territory's largest land owner, Gina Rinehart, for her cattle empire are shaping up as good news for Darwin and the Northern Territory.

The deal our largest landowner signed with China yesterday to ship 150,000 live cattle out of the Port of Darwin puts Ms Rinehart well on the way to achieving her plan to export 800,000 live cattle a year from Australia's north to China for slaughter. The result would be a massive new live cattle trade to China doubling the size of Australia's current \$1.5 billion live cattle industry.

For Darwin an extra 150,000 head of cattle represents a contribution of about \$225 million. It will also mean important jobs at a time when we need them most.

As we said here earlier in the week, the Northern Territory needs Chinese investment for the future economic prosperity of the region. Gina Rinehart is proving to be a good citizen of the Territory helping us achieve that. She is one of Australia's three largest beef producers with 10 cattle stations covering 1.3 per cent of the nation's land mass. She now owns more than 300,000 cattle.

To have half of them leaving through the Port of Darwin is significant because it plays a small part in China's One Belt and One Road initiative. This is Chinese President Xi Jinping's signature foreign and economic policy espousing billions of dollars of infrastructure investment linking Asia, Europe, Africa and beyond.

Importantly, Darwin has been identified by China as a hub in that initiative.

There is much merit in the Belt and Road Initiative for the Territory. By chipping away at the coal face a lot of opportunities for Territory businesses to be involved in China's new initiatives can be realised. It is critical the Territory Government works proactively with private enterprise to help facilitate this.



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Rinehart inks deal for major NT cattle export

GARY SHIPWAY

DARWIN'S live cattle trade has received a massive boost with Northern Territory cattle queen Gina Rinehart signing a strategic co-operation agreement that will see 150,000 head of cattle shipped to China from Darwin.

The agreement with Zhejiang Aozhou Cattle Industry Co. Ltd (Aozhou) will see Hancock and Aozhou establish a joint venture in Australia to buy, feed and export suitable cattle through Darwin to a new cattle receiving and processing facility on Jintang Island, China. Aozhou will develop and operate the facility and will sell the beef products to consumers in the Yangtze Delta region.

Jintang Island is in the greater Shanghai area, and has a population of more than 200 million people within a 200km radius of the island. The Jintang Island facility will have a capacity of 150,000 head per annum from Darwin, with the potential to expand that capacity to up to 300,000 head per annum in the future, as growth allows.

News of the agreement has been hailed as a "godsend" by the NT



Thousands of Territory cattle will be bound for China under a new deal

Livestock Exporters' Association.

The NT News reported at the end of last month that Mrs Rinehart was putting together major expansion plans for her growing cattle empire, with the Darwin Port to have a key role. When fully realised it could see a massive new live cattle trade to China doubling the size of

Australia's current \$1.5 billion live cattle industry. The 150,000 head from Darwin Port will contribute around \$225 million.

The Livestock Exporters' Association said the ongoing benefits from shipping the cattle out of Darwin would be enormous.

"This will take time to roll out but once it is realised it

will mean more jobs and more money going into the Territory economy," a spokesman said. "An extra 150,000 head of cattle is a godsend. In 2014-15 around 600,000 head of cattle were shipped out of Darwin. This calendar year we are tracking for around 350,000 to 400,000. When in full swing it will keep our yards full."



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Plan to beef up our cattle exports

PAUL STARICK
CHIEF REPORTER

LIVE export of thousands of cattle a year from Adelaide is being planned by Australia's richest woman as part of a multimillion-dollar deal with Chinese firms.

Mrs Rinehart, the principal owner of Adelaide-based pastoral company S. Kidman & Co, has agreed to ship 150,000 cattle worth about \$230 million into China a year, mainly from Darwin.

But it is understood Mrs Rinehart's Hancock Prospecting, which has struck the deal, is hoping to export from Adelaide for about five months a year when the northern wet season complicates cattle transport.

More than 18,000 cattle were exported through Outer Harbor last year, according to figures from Meat and Live-stock Australia.

Hancock Prospecting is understood to be in talks with the State Government, arguing it is a major opportunity but also bracing for criticism about the live exports.

Initial plans revealed last month had not involved Adelaide but the prospect is significant, given plans to expand the annual live export total to 300,000 head of cattle.

The Adelaide option is being pushed in a bid to safeguard the supply routes to China during the wet season by, for example, trucking cattle from south-western Queensland's Durham Downs station to Adelaide via the Strezlecki

Track.

The state Primary Industries Department website says a live export market has developed in recent years in Asia, particularly the Philippines and Indonesia, but the distance from SA's southern ports has made this relatively uneconomical for local cattle.

But more than 110,000 sheep were exported through Adelaide last year, indicating a lucrative industry despite animal cruelty protests.



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GINA'S CHINA CASH COW

BILLIONAIRE Gina Rinehart has signed a deal worth up to \$500 million to export live cattle to China.

“Australia needs to export currently two-thirds of its cattle, so overseas markets must continue to be developed if we are to grow our cattle industry,” Ms Rinehart



(pictured), an iron magnate who has expanded into the beef industry in recent years, said. The joint venture — in which her company Hancock Prospecting will control 66.7 per cent — will involve purchasing, feeding and exporting cattle to a facility on Jintang Island.



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West Australian, Perth

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Gina deal moves forward

Jenne Brammer

Gina Rinehart's plan to live export hundreds of thousands of cattle a year to China has advanced after a deal with the country's biggest agricultural company.

Hancock Prospecting has signed a non-binding agreement with an entity formed by billionaire Yonghao Li's New Hope Group, Sino-Australia Modern Industry

Park and Zhejiang Seaport Group and Harvest Fund.

Zhejiang Aozhou Cattle Industry would develop a cattle receiving and processing facility in China's north-east. Initial capacity is 150,000 head a year, potentially rising to 300,000.

Hancock and Aozhou would also establish a joint venture in northern Australia to buy, feed and export cattle to the facility.