

SE EARLY GENERAL NEWS
 HD **Foreign investors show Lactanz interest**
 BY RACHAEL ANDREWS
 WC 441 words
 PD 25 September 2014
 SN Farm Weekly
 SC FFARMW
 PG 16
 LA English
 CY Copyright 2014 Fairfax Media Publications Pty Limited. . Not available for re-distribution.
 LP

THE large Lactanz **Dairy** operation in Scott River is again on the market, with foreign investors being courted as potential buyers.

Serious investors from Malaysia, Indonesia, Japan, Singapore, **Hong Kong** and mainland **China** have visited WA to inspect the **dairy** with new selling agent CBRE Agribusiness conducting site tours and presentations.

TD

This latest attempt to sell the 2208 hectare holding of four properties and **dairy** herd of more than 4000 cows comes just 12 months after a failed attempt to sell the operation for \$30 **million**.

CBRE Agribusiness regional director Danny Thomas said the inclusion of the cow herd, which had previously been owned by **dairy** processor Brownes until it **sold** this asset in June, put Lactanz in a much better position to be **sold**.

"This time, somebody can come along and step straight in and have cash flow from day one," Mr Thomas said.

However, an exclusive **milk** supply agreement for Brownes, which is also reported to be attracting interest from foreign investors as owner Archer Capital seeks a co-investor, remains until June 30, 2015.

"The market is in a much better position than it was, the money is back in the industry and there is a fairly decent **milk** price attracting buyers," Mr Thomas said.

"Foreign investors are being attracted to the whole package.

"The big vote of confidence is that management and staff is already in place for the four really productive farms."

Lactanz is being offered for **sale** as a whole entity, or as four separate farms and expressions of interest are being taken until the end of October.

It has been in receivership with Ferrier Hodgson for the past 12 months.

Mr Thomas said in addition to the several groups of foreign investors that had already toured the site, more visits were planned in the next fortnight.

He also said he was planning a trip to Asia before expressions of interest closed at the end of October to initiate further talks with interested parties.

These recent site tours coincided with the Department of Agriculture and Food (DAFWA) hosting an international **dairy company** in a visit to the South West last week.

DAFWA said it regularly assists businesses that are interested in investigating trade or investment opportunities with the WA agrifood sector, by providing information and facilitating meetings with members of industry.

It said it had assisted an international **dairy company** visit and meet with producer and processing businesses in Perth and the South West region, to gain an overview of the industry and **business** opportunities.

IN i010010502 : Dairy Cattle Farming | i0 : Agriculture | i01001 : Farming | i0100105 : Cattle Farming |
ilsfarm : Livestock Farming

NS c21 : Output/Production | ccat : Corporate/Industrial News

RE waustr : Western Australia | apacz : Asia Pacific | ausnz : Australia/Oceania | austr : Australia

PUB Fairfax Media Management Pty Limited

AN Document FFARMW0020140924ea9p0001i