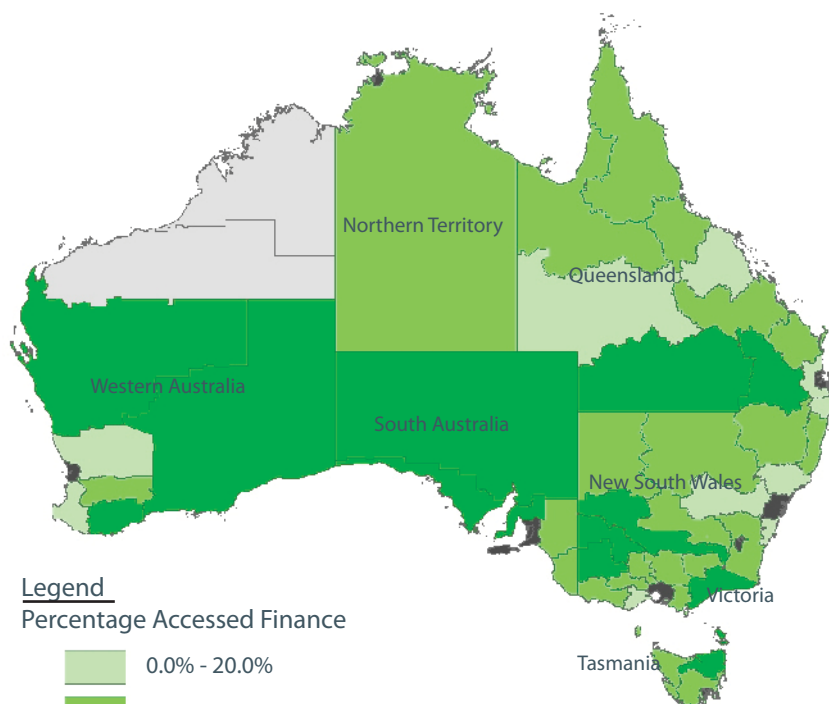
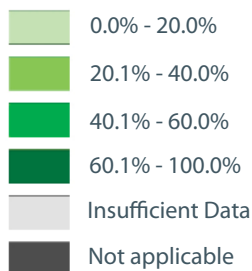


## December Quarter 2007



### Legend

#### Percentage Accessed Finance



As part of the Westpac / Charles Sturt University (CSU) Agribusiness Index, the respondents are asked two questions about finance.

Agribusinesses are firstly asked if they have sought finance in the last 12 months and, if they had, did they experience any difficulty obtaining the finance. This report summarises the results of these two questions nationally and for each state.

Overall in the December Quarter, 30% of agribusinesses reported seeking finance in the last 12 months compared to 35% in the September Quarter.

Five percent of agribusinesses nationally experienced difficulty obtaining finance and 25% of respondents reported no difficulty.

Agribusinesses in South Australia and Tasmania reported the highest percentage of respondents seeking finance, whilst agribusinesses in New South Wales and Western Australia reported the lowest percentage.

The adjacent map shows the distribution of respondents accessing finance across Australia by statistical division. The darker the colour, the higher the concentration of respondents seeking finance.

The statistical divisions with the highest percentage of respondents seeking finance (dark green) were South West in Queensland, York and Lower North in South Australia and Northern in Tasmania.

The statistical divisions with the lowest percentage of respondents seeking finance (light green) were Moreton in Queensland, Hunter in New South Wales and Barwon in Victoria.

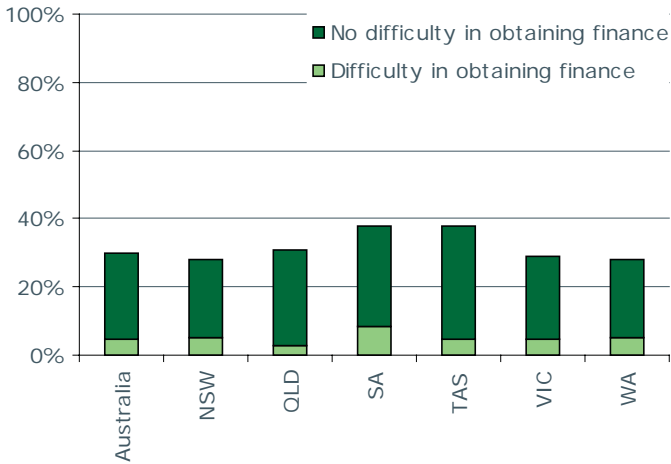
*"The last few years have been hard. We have used our savings to keep going"*

Producer, Ovens-Murray, Victoria

## Finance

# ACCESS FINANCE

## Finance

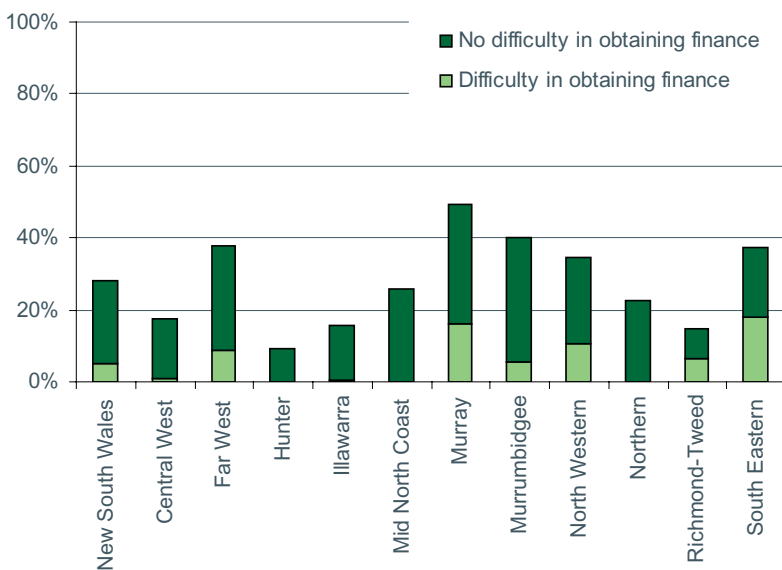


Percent of businesses seeking finance



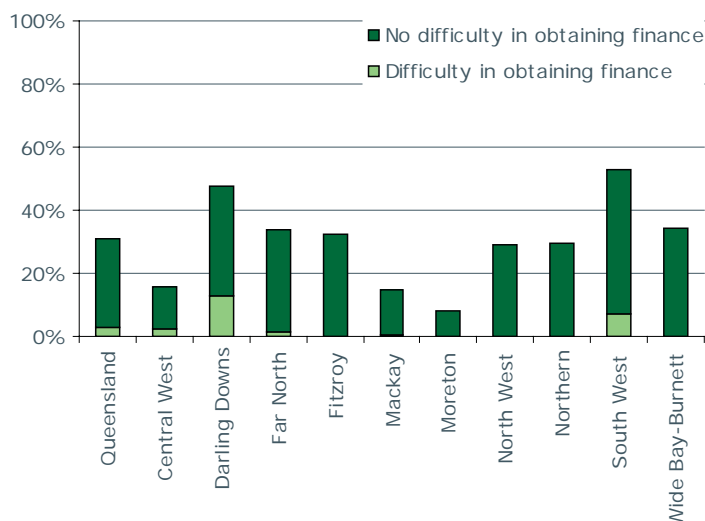
- In the December Quarter, 30% of agribusinesses Australia-wide reported seeking finance in the last 12 months compared to 35% in the September Quarter.
- Five percent of agribusinesses experienced difficulty obtaining finance and 25% reported no difficulty.
- South Australia and Tasmania reported the highest percentage of agribusinesses seeking finance whilst New South Wales and Western Australia reported the lowest percentage.
- Agribusinesses in South Australia reported the most difficulty obtaining finance. Agribusinesses in Queensland reported the least difficulty.
- Producers reported the highest percentage of agribusinesses seeking finance whilst the downstream sector reported the most difficulty obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 32% of agribusinesses Australia-wide sought finance compared to 30% in December Quarter 2007.

## New South Wales



- In New South Wales, 28% of agribusinesses sought finance in the last 12 months compared to 30% in the September Quarter.
- Five percent of agribusinesses experienced difficulty obtaining finance and 23% reported no difficulty.
- Murray statistical division reported the highest percentage of agribusinesses seeking finance.
- Although few agribusinesses sought finance in the Hunter statistical division, those that did seek finance reported no difficulty obtaining finance.
- The upstream sector reported the highest percentage of agribusinesses seeking finance whilst the downstream sector experienced the most difficulty obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 32% of agribusinesses in New South Wales sought finance compared to 28% in December Quarter 2007.

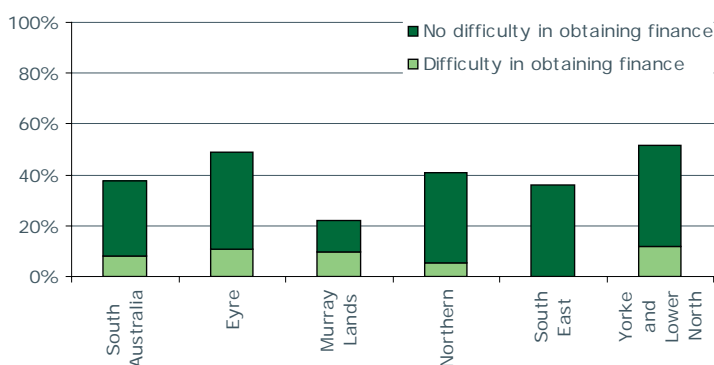
## Queensland



In Queensland, 31% of agribusinesses sought finance in the last 12 months compared to 35% in the September Quarter.

- Three percent of agribusinesses experienced difficulty obtaining finance and 28% reported no difficulty.
- Darling Downs and South West statistical divisions reported the highest percentage of agribusinesses seeking finance, whilst Moreton and Mackay divisions reported the lowest percentage.
- Agribusinesses in Darling Downs and South West statistical divisions reported the most difficulty obtaining finance, while half of the statistical divisions reported no difficulty obtaining finance.
- The upstream sector reported the highest percentage of agribusinesses seeking finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 36% of agribusinesses in Queensland sought finance compared to 31% in December Quarter 2007.

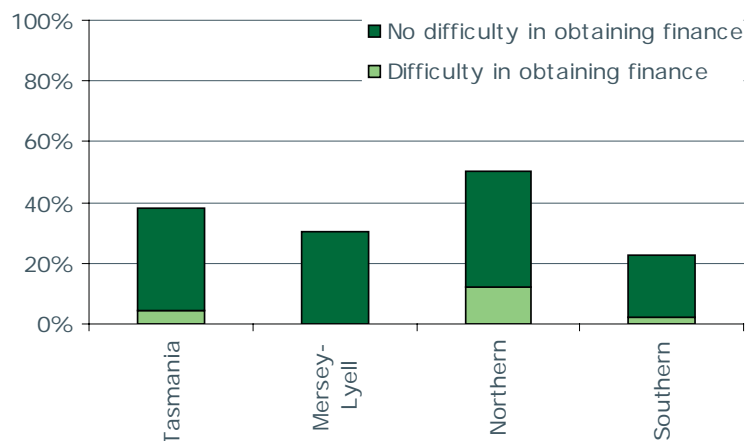
## South Australia



In South Australia, 38% of agribusinesses sought finance in the last 12 months compared to 50% in the September Quarter.

- Eight percent of agribusinesses experienced difficulty obtaining finance and 30% reported no difficulty.
- Yorke and Lower North and Eyre statistical divisions reported the highest percentage of agribusinesses seeking finance whilst Murray Lands division reported the lowest percentage.
- Agribusinesses in Yorke and Lower North, Eyre and Murray Lands statistical divisions reported the most difficulty obtaining finance whilst South East division reported no difficulty.
- Producers reported both the highest percentage of agribusinesses seeking finance and the most difficulty in obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 42% of agribusinesses in South Australia sought finance compared to 38% in December Quarter 2007.

## Tasmania

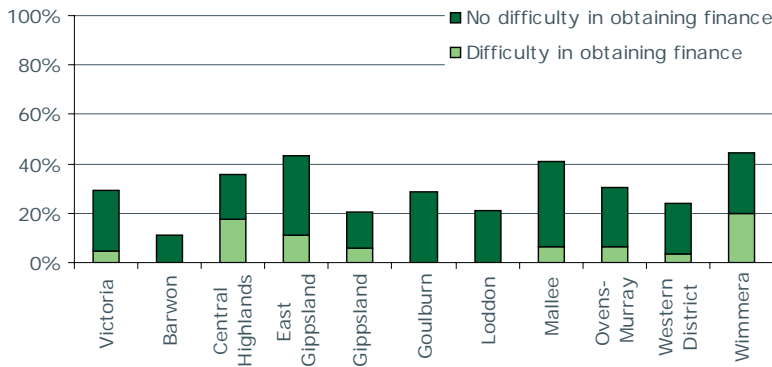


In Tasmania, 38% of agribusinesses sought finance in the last 12 months compared to 30% in the September Quarter.

- Five percent of agribusinesses experienced difficulty obtaining finance and 33% reported no difficulty.
- Northern statistical division reported the highest percentage of agribusinesses seeking finance and the most difficulty obtaining finance.
- Producers reported the highest percentage of agribusinesses seeking finance whilst downstream agribusinesses experienced the most difficulty in obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is higher than the same time last year. In the December Quarter 2006, 28% of agribusinesses in Tasmania accessed finance compared to 38% in the December Quarter 2007.

# ACCESS FINANCE

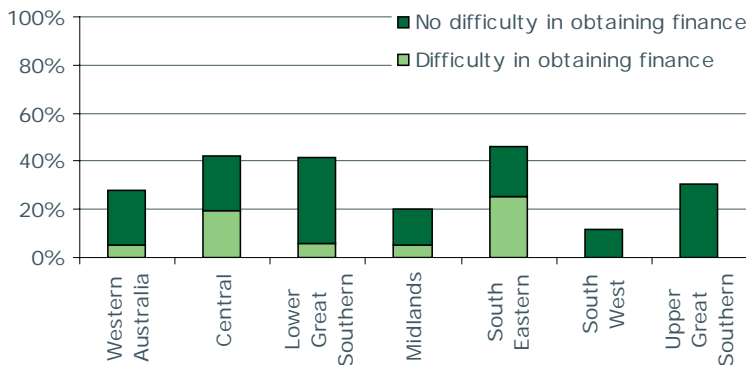
## Victoria



In Victoria, 29% of agribusinesses sought finance in the last 12 months compared to 36% in the September Quarter.

- Five percent of agribusinesses experienced difficulty obtaining finance and 24% reported no difficulty.
- Wimmera statistical division reported the highest percentage of businesses seeking finance whilst Barwon division reported the lowest percentage.
- Agribusinesses in the Wimmera and Central Highlands statistical divisions reported the most difficulty obtaining finance whilst those in Goulburn, Loddon and Barwon divisions reported no difficulty.
- The producer sector reported the highest percentage of agribusinesses seeking finance whilst the downstream sector experienced the most difficulty in obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 34% of agribusinesses in Victoria sought finance compared to 29% in December Quarter 2007.

## Western Australia



In Western Australia, 28% of agribusinesses sought finance in the last 12 months compared to 44% in the September Quarter.

- Five percent of agribusinesses experienced difficulty obtaining finance and 23% reported no difficulty.
- South Eastern statistical division reported the highest percentage of businesses seeking finance whilst South West division reported the lowest percentage.
- Agribusinesses in South Eastern and Central statistical divisions reported the most difficulty obtaining finance whilst South West and Upper Great Southern divisions reported no difficulty.
- Producers reported the highest percentage of agribusinesses seeking finance whilst the upstream sector experienced the most difficulty in obtaining finance.
- Overall, the percentage of agribusinesses seeking finance is lower than the same time last year. In the December Quarter 2006, 35% of agribusinesses in Western Australia sought finance compared to 28% in December Quarter 2007.