THE EVOLUTION OF QUEENSLAND WATER MARKETS
Executive Summary

Waterfind is Australia’s leading water market intermediary and has witnessed the transformation that maturing water markets have had on improving the economic output of rural and regional communities across Australia. Waterfind has formed a strategic partnership with the Agribusiness Association of Australia (AAA) to collaborate on key issues impacting the productivity, profitability and sustainability of the agricultural industry and is the newest state sponsor of the association’s Queensland (QLD) Branch.

As a proud Australian company, Waterfind has strong ties to national agribusiness communities and through its sponsorship with AAA aims to provide a positive platform to strengthen existing alliances and forge new industry relationships.

Waterfind takes a leading national role in innovating water resource management through community and industry engagement. This report aims to provide information on QLD water markets over the last 5 years and to promote water market maturation through supply and price transparency, and efficient trading processes.

Australian water markets have led the way in bringing water trading in line with other commodities and this has added value to agricultural production, as well as provided farmers with more financial flexibility. The first step in this process occurred with the initial separation of water rights from the land and the development of the cap-and-trade water markets, and now the most recent development in this maturation process has been the implementation of the forward water market.

In QLD, although the mechanisms are in place to leverage water trading as an additional management tool, in comparison to the most active water markets, QLD water markets remain underutilised in their capacity. Waterfind believes that the maturation of QLD water markets will be essential toward meeting the state’s goal of doubling food and fibre production by 2040 (outlined in QLD’s agriculture strategy: A 2040 vision to double the value of production).

Waterfind’s opinion is that the two most essential areas to focus on in order to expedite water market maturation in QLD are:

1. Improving the quality of water market information, and especially transparency of water trading prices.
2. Maturing trading process toward quicker, more efficient, and almost instantaneous transactions.

This report provides a current overview of QLD water markets as well as further details on how these objectives may be achieved.

Alister Walsh
CEO Waterfind
The Evolution of Queensland Water Markets

Background: Opportunities for QLD Agriculture Sector

Amid a global context of staggering population growth from 7bn now to over 9bn by 2050, QLD is well placed to help satisfy unprecedented demand for food and fibre. Proximity to Asia, where the majority of population growth will occur and where emerging economies are already fueling a burgeoning middle class, creates ideal conditions for expanding agribusiness in QLD.

Locally as well, conditions are ideal for expanding QLD irrigated agribusiness in conjunction with water markets. A recent report into “Contemporary trends and drivers of irrigation in the southern Murray-Darling Basin (sMDB)” by the Rural Industries Research and Development Corporation (in conjunction with Aither) shows that there has been a marked shift towards lower flows in the sMDB and that significant increases in water demand by high value industries such as cotton and nuts are likely to drive up prices over the next 5 years. These trends highlight the appeal of investing in areas outside the sMDB, particularly in the northern Murray-Darling Basin (nMDB) and other parts of QLD where water remains a much underutilized resource in comparison to the southern states.

Recognizing these trends, in 2012 the QLD government set an ambitious target to double food and fibre output by 2040 (outlined in QLD’s agriculture strategy: A 2040 vision to double the value of production). At the time QLD’s agriculture, fisheries and forestry industries had an estimated production value of $14.7bn. They employed over 90,000 people and earnt over $5.4bn in exports. Despite the ambitious nature of this target, it is nevertheless seen as achievable as QLD has the largest agricultural land area of any Australian state (as well as the highest proportion of land dedicated to agriculture). Much of this is dryland cropping so is well placed for productivity gains through irrigated agriculture. The table below illustrates some of the potential for expanding agricultural land use for different agricultural purposes (State of QLD agricultural report, June 2014).

Figure 1. Current and potential land use

<table>
<thead>
<tr>
<th>On 15 February 2016</th>
<th>Current Land Use</th>
<th>Potential Land Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>QLD Land Use and Mapping Program (1999, 2006 and 2009)</td>
<td>Area (ha)</td>
<td>% of state</td>
</tr>
<tr>
<td>Broadacre cropping</td>
<td>3,547,778</td>
<td>2.06</td>
</tr>
<tr>
<td>Sugar Cane</td>
<td>565,126</td>
<td>0.33</td>
</tr>
<tr>
<td>Perennial horticulture</td>
<td>87,829</td>
<td>0.05</td>
</tr>
<tr>
<td>Annual horticulture</td>
<td>47,166</td>
<td>0.03</td>
</tr>
<tr>
<td>Grazing</td>
<td>147,926,860</td>
<td>85.87</td>
</tr>
<tr>
<td>Sown pastures</td>
<td>16,041,166</td>
<td>9.31</td>
</tr>
<tr>
<td>Intensive livestock</td>
<td>37,856</td>
<td>0.02</td>
</tr>
<tr>
<td>Aquaculture</td>
<td>4,548</td>
<td>0.00</td>
</tr>
<tr>
<td>Other land use (non-agricultural land use, may include some forestry)</td>
<td>20,060,748</td>
<td>11.64</td>
</tr>
<tr>
<td>TOTAL</td>
<td>172,277,947</td>
<td>100</td>
</tr>
</tbody>
</table>
Four key pathways have been identified toward achieving this goal:

1. Securing and increasing resource availability (Land & Water)
2. Driving productivity growth across the supply chain (Through Innovation & strong Biosecurity)
3. Securing and increasing market access (Increasing Demand & Access)
4. Minimising production costs (Cutting Red Tape)

Key initiatives toward doubling QLD’s agricultural output include the release of QLD’s most comprehensive Agricultural Land Audit, which identifies important land for current and future agricultural production, and the provision of $10m financial support for the North QLD Irrigated Agriculture Strategy ($7m from Federal Government and $3 m from State Government). In addition, the $500m Water Infrastructure Development Fund – announced in the White Paper on Developing Northern Australia and the Agricultural Competitiveness White Paper – has been established to facilitate greater investment in water infrastructure nationally. The $500m fund has two parts: the feasibility component ($50m) and the capital component ($450m). The Fund includes a dedicated northern capital component of $170m. A number of projects were identified in the White Paper on Developing Northern Australia for immediate support, including:

- Up to $15m for CSIRO to undertake water resource assessments to determine available water and the best locations for water infrastructure in the Mitchell River catchment (QLD), the West Kimberley (WA), and the Darwin region (NT).
- Up to $5m each for detailed examinations of the economic feasibility of Nullinga Dam (QLD) and Ord Stage 3 development (WA/NT), including examination of soil salinity in the Ord.

These initiatives build on the fact that reliable water sources are essential to support the growth and diversification of agricultural production. Expansion of existing water storages and irrigation infrastructure in some catchments, as well as the development of new irrigation schemes are both necessary to achieve these targets. New irrigation initiatives can drive the expansion of irrigated pastures for grazing, broadacre cropping, or horticulture. For instance, at the end of last year SunRice released a statement that about 32 growers were on track to produce 4,300 tonnes in the Burdekin area. Rice crops have effectively doubled in the Burdekin, which is the country’s largest cane growing district, but where poor sugar prices and the impact of cane diseases have led many farmers to turn to rice to secure extra income and improve soil health and yields. Small expansion efforts would have the potential to deliver large outcomes and strengthen ‘niche’ crops like rice in QLD. The Burdekin Falls Dam is already the second largest dam in northern Australia and according to James Cook University’s Tropical Water and Aquatic Ecosystem Research (TropWater), by raising its dam wall by just two metres this would double its storage volume. The surrounding area has ample suitable soils and existing infrastructure to support this expansion.

Developing effective water markets is increasingly important to fully harness opportunities for the QLD agriculture sector. As mentioned in the White Paper on Developing Northern Australia, the ability to trade water entitlements, separate from land, provides flexibility in water use, production and farm management that would be otherwise unavailable. This can help water users manage production and asset risk in response to their business objectives and external factors such as drought, commodity prices and exchange rates...Improved knowledge of water flows, reforms to water markets and improved infrastructure could see the present area of the north under irrigation grow by up to five times — equivalent to a 20% boost to Australia’s total land under irrigation.
Water Markets: Introduction

Over the past decades, the Commonwealth and state governments have implemented a series of water policy reforms which have enhanced the rigour of the Australian water market (Figure 2). The National Water Initiative (NWI) was the key instrument of Australian water reform. It represents a shared commitment by governments to increase the efficiency of Australia’s water use, leading to greater certainty for investment and productivity for rural and urban communities, and for the environment. Reforms under the NWI have improved the quality and transparency of water management in Australia. The development of Water Plans, Water Registers, trading rules and public accountability reporting, and the inclusion of public benefit and environmental outcomes into water planning, have each been key changes implemented under the NWI.

Figure 2. Water Policy Reform and its impact on The Water Market

These reforms have also empowered water users, particularly irrigation water users, by improving the security of those holdings and establishing an entitlement system that more accurately fits with the reality of water availability. The NWI bolstered legal reforms that set out secure entitlements and helped to develop the regulatory planning framework to support these property rights. The NWI also encourages trading to provide a strong mechanism for water reform, allowing water to flow to its most productive use and creating policy settings that encourage growth in water trade.

Underpinned by the national level reform, the last 10 years have seen a transformation of water management policy across QLD and much of this policy change is now in the process of being implemented and bedded down.

Key achievements in QLD’s water policy include:

- Legislated reform to improve water management, including the creation of secure water rights and statutory water plans.
- Investment in developing water resource plans and resource operations plans, which now cover all identified priority catchments in QLD.
- Progressively unbundled water rights from land, enabling the establishment of water trading in major irrigation areas. Lately, this work has begun for QLD groundwater sources which is a key step forward.

The impact of droughts and floods across QLD’s key agricultural regions in the past 5 years has highlighted the need to further address water availability and storage to ensure economic growth and expansion for the manufacturing and agricultural sectors.
Key Market Drivers

A number of seasonal and non-seasonal factors influence the price and availability of water in the Australian water market, including:

WEATHER

This is the most significant driver of price on Australian water markets. It is not possible to accurately predict future weather conditions, however forecasting is constantly improving. Recently Australia has been experiencing a strong El Niño event, a weather phenomenon typically associated with lower than average winter/spring rainfall over much of south-eastern Australia. No two El Niño events are the same – some persist for over two years, while others last only months. The 2015–16 El Niño is now at moderate levels, and is likely to end in the second quarter of 2016. Although the 2015–16 El Niño is weakening, it will continue to influence global climate during the southern hemisphere autumn. In Australia, the breakdown of strong El Niño events has historically brought average to above average rainfall to many locations. However, northern Australia typically sees less rainfall than usual.

STRATEGIC BUYBACKS BY COMMONWEALTH

As part of a suite of national water reforms, the Australian Government created the Commonwealth Environmental Water Holder (CEWH) - an agency tasked with protecting and restoring the environmental assets of the Murray Darling Basin. Strategic buybacks of large volumes from the water market, most notably through the Murray-Darling basin Plan (MDBP), have been the primary tool by which the Commonwealth pursues these goals. For QLD the positive and negative impacts of the Basin Plan have been moderate. Focusing just on the southern part of the state which includes the northern part of the Murray-Darling Basin, strategic buybacks have had more of an impact. In previous years, environmental water purchases have driven high prices during years of peak buying but this is in part attributable to a general lack of confidence in agriculture due to drought across the early period of the buy-back. The Commonwealth is permitted by legislation to buy-back approximately 330GL before 2019, of which QLD’s share is not more than 117.9GL.

GOVERNMENT ON-FARM PROGRAMS

Under the buyback cap the Commonwealth has prioritized water infrastructure programmes to deliver water recovery targets, providing $2.3bn to deliver new on-farm infrastructure and water efficiency programs to farmers across the Murray-Darling Basin (e.g. Healthy Headwaters in QLD). This prioritization can drive higher prices if increased efficiency leads to productivity improvements with a corresponding increase in demand for water to support them. However, for QLD the impact of on-farm programs is limited to southern catchments that are part of the nMDB.

INCREASED INVESTMENT IN GREENFIELD AGRICULTURAL PROJECTS

The past few years have seen significant investment in Australian agricultural projects, including a large influx of foreign investment from China and North America. Australian agricultural assets are now considered as genuine alternatives for foreign companies seeking international exposure and diversification, with cost and regulatory certainty cited as driving factors.

MACROECONOMIC FACTORS AFFECTING CONFIDENCE IN THE AGRICULTURAL SECTOR

Depreciation of the Australian dollar has created favourable trading conditions for Australian exported commodities. This can be viewed as a key price driver of the permanent water market, supporting increased entitlement prices and overall confidence in the irrigation industry.
Trading Volumes in Recent Years

Permanent Trading

Permanent trading (i.e. Water Allocation transfer or Water Licence relocation, see Appendix A) in QLD can take a variety of forms depending on the entitlement type and class. Trade volumes in Figure 3 include all entitlement types reported by the Department of Natural Resources and Mines (DNRM) – supplemented and unsupplemented surface and groundwater, and water licence relocations. These volumes are water transfers only, and exclusive of property transfers with water.

Figure 3. Total QLD Permanent Water Trades 2011-2016

As can be seen from the figure above, trade volumes vary significantly year by year. A significant factor in this regard have been the Commonwealth buybacks; e.g. in 2012/13 the Government bought a lot of unsupplemented water in the Condamine-Balonne catchment, which triggered a lot of private trading in that catchment as well. On a whole of state level the annual permanent market turnover has been around 3% at best. In individual catchments the turnover can get up to 10%, however this is very rare. Compared to Southern Connected Murray-Darling Basin catchments the turnover is not very high.

The reason for relatively low permanent trading activity is most likely a combination of some or all the following factors;
• **Lack of maturity** – low market transparency, lack of water market information
• **Inefficient trading processes** – At present trading is overly complicated, costly and time consuming
• **Perceptions**
  - On the one hand, water is a tightly held asset, reflecting deep-rooted attitudes of land being worthless without the water
  - On the other hand, water entitlements are undervalued in many catchments meaning that they are not seen an attractive investment, or of big enough monetary benefit to sell
• **Incomplete policy reform** – a lot of water licences still remain bundled with land or are area-based (rather than volumetric), and overregulation exists in terms of tradability
Temporary Trading

Temporary trading (i.e. Seasonal Assignments) in QLD provides a clear example of the current lack of water market transparency. At present, no water authority reports temporary trade prices, and the only public source for pricing data is the Waterfind exchange. Also trade volumes are only reported on an aggregate level. Therefore, assessing the total temporary water market size is very difficult. Thus Figure 4 only presents the volume of trade and the market turnover of temporary transfers in SunWater Water Supply Schemes (as reported in SunWater Annual Reports).

**Figure 4. Total Temporary Water Trades in SunWater Water Supply Schemes 2009-2016**

As illustrated in Figure 4, there has been an increasing trend in trading volumes since 2010. This can be mainly attributed to dry conditions persisting since mid-2013, but is also due to improvements in water market awareness and irrigators becoming savvier with their water management tools. Waterfind has been servicing the QLD water markets since 2011, and has had a pivotal role in raising water trading awareness in the state.

Even though temporary market turnover has increased year by year, the obvious barriers of transparency and maturity have kept the QLD temporary market a step or two behind the southern Connected MDB allocation market, where turnover is usually around 15-20% depending on the year. However, these markets are not fully comparable due to some inherent differences (e.g. lack of connectivity between QLD catchments).
Next step for QLD Water Market maturity: Unleashing Groundwater

Rising water demand across sectors in QLD has put pressure on existing water resources and increased reliance on groundwater. To sustain this demand and enable agricultural production to remain strong, a market-based mechanism for groundwater management is required.

Until recently groundwater trading in QLD has been limited. However, the Department of Natural Resources and Mines is gradually converting existing groundwater licences to tradeable Water Allocations, unbundled with land, and establishing rules to enable temporary and permanent trading of groundwater. The first groundwater source converted was the Coastal Burnett Groundwater Management Area, where unbundled water licences have been converted to tradeable allocations.

Other Groundwater trading regions in QLD include:
- Pioneer Groundwater Management Area (the majority of licences converted to Water Allocations)
- Lower Callide groundwater sub-area (licences converted)
- Callide Valley WSS (supplemented groundwater, SunWater supplies water from aquifers)
- Central Condamine Alluvium (still bundled with land, licences can be ‘relocated’)
- Great Artesian Basin (still bundled with land, licences can be ‘relocated’)

While groundwater trading is still small scale and the rules can be overly complicated, the staged unbundling approach is a major step forward in maturing the QLD water market.

Key Development Areas

There is still significant work to be done before QLD water market information and transparency is brought to a level comparable to other Basin states. In many cases there is no easily accessible public source of information in relation to trading limits (e.g. Coastal Burnett Groundwater Management Area). In contrast, water markets in other Australian states have mechanisms to collate price and volume information and allow irrigators to access this data in almost real time.

It has to be remembered that regulation is a journey. At the moment the two key areas where continued market maturity would be encouraged across all water resources where trade is occurring, are firstly to encourage greater transparency around water trade prices, and secondly to increase the efficiency of trade processing requirements.

Waterfind is a long-time advocate of improving water market information, and believes that there are simple steps the federal and state governments could take to improve the accuracy and consistency of water trade reporting. Waterfind suggests that water holders in QLD and the water market in this state could benefit from a project that matures registers to an extent that temporary and permanent trading volume and prices are publicly recorded in real time as those transactions are lodged with the relevant water authority. Furthermore, the Murray Darling Basin Plan Water Trading Rules (Section 12.48 of Chapter 12 of the Basin Plan) state that a person selling (disposing of) a water access right must report the agreed price of the trade when seeking approval or registration of the trade. However, at present this rule does not place an obligation on any other person involved in the trade, e.g. an approval authority or a registration authority. Waterfind suggests that the obligation to disclose trade prices should be extended to the authorities, as from a market transparency perspective isn’t sensible to collect water trade data but not publish it.

In addition, although improvements have occurred, QLD should accelerate the process for the conversion of water licences to secure and tradeable water allocations. At the moment e.g. the majority of QLD groundwater is still under the old licensing scheme, making transparent water markets virtually impossible.

From a trade processing point of view there are some very clear areas of development. For example, electronic lodgement of trades is not possible at the moment – should this be possible, it would result in a huge improvement in trade processing. At least partly due to this, end-to-end processing time (due to multiple steps, multiple parties involved in approval/registration process) for permanent trades can take from 3-9 months to complete, the average being ~6 months. This is considerably longer than the national average for permanent water transfers which sits at 4-8 weeks.
**Waterfind’s Pivotal Role in QLD Water Markets**

Waterfind has been servicing the QLD water markets since 2011 and has been the forerunner in improving market transparency and educating participants to manage their water assets. To date Waterfind’s trading platform is the only online exchange for QLD water rights, including a QLD/NSW interstate market for the Border Rivers temporary water.

Since 2011, Waterfind has worked together with irrigators and water management authorities to improve QLD water market transparency, awareness, and maturity. For instance, current temporary water prices cannot be found anywhere other than on the Waterfind website and newsletters.

Waterfind’s market development activities in QLD have evolved as the market has grown since our engagement in 2011. As the market has matured and our engagement has increased, we have conducted a more strategic, multi-channel approach to our marketing, which has included SMS, email, editorials in industry magazines and newspapers, newspaper advertising, attendance of field days and radio advertising. Key to the maturity of this market has been Waterfind’s regional specific weekly newsletter. This free newsletter enables QLD water users to sign up for regionally specific news, policy information, pricing and market information. Along with Waterfind’s free SMS information feed, this ensures that irrigators have easy access to the information when and where they need it in a format they are comfortable with. This approach has been directed by our customers through an engagement program, which is regularly reviewed and adjusted to ensure a consistent key message is reaching our target market at key periods.

Waterfind has a continuous emphasis on research and development and creating innovative water market products. Most recently the introduction of forward contracting has been an important milestone in a maturing market context. In the Forward Market customers can purchase and sell allocations and entitlements at a set price with a set future delivery date (whereas in the spot market customers can buy and sell temporary and permanent water for immediate delivery only) (Figure 5).

The Waterfind Forward Market has many benefits for a water user. For instance, it has proven to be a reliable price indicator for future year allocation prices. More importantly, the Forward Market provides water security and price certainty, and therefore gives both water purchasers and sellers more tools to manage their water assets.

Within QLD, forward market activation has occurred within the Burdekin and Bundaberg irrigation areas and Waterfind remains committed to continue its work in advancing water market maturity in other areas of QLD and well as across Australia by developing innovative water market products and services.

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**Figure 5. Difference between Spot and Forward Markets**
Conclusion

Whilst having matured significantly over the last 5 years, QLD markets are still 3-5 years behind the more developed Australian markets. In this report we have provided an overview of the QLD water markets and highlighted two key areas where market maturation efforts are likely to have a sizeable and immediate positive impact, these are:

1. Improving the quality of water market information, and especially transparency of water trading prices
2. Maturing trading processes toward quicker, more efficient, and almost instantaneous transactions

Waterfind for its part will continue to encourage better water management through clear and transparent price and supply information, but it is also of essential importance that the state government for its part prioritises the development of water market information systems and trading processes that will assist irrigators with their water and production management.

Although each water market in Australia is unique, and in particular QLD is considerably different from each of the other states and territories in the sMDB, QLD should nevertheless seek to take on board aspects of the recognised success of the southern states in managing water resources.

The benefits of undertaking transparency and processing reforms in line with other leading Australian water markets include:

- Water is valued transparently within a market agreed process by multiple buyers and sellers each aware of volumes available and the price the water asset in question has been traded. This stabilises prices and reduces opportunities for fraud, or inadequately informed decisions to be made
- Greater surety around supply, which allows irrigators to manage their water and their production in a timely manner
- The ability to finance water rights, which increases the options irrigators have available to manage their assets
- Price transparency and stability offers more comfort to financiers providing irrigators with better equity and capital management outcomes

In embracing the success of water markets elsewhere, it is important to celebrate QLD's own success in water management. QLD's climate and hydrology is quite different from other states and unsurprisingly the river systems operate differently as do the management authorities. A unique characteristic of QLD water markets is that even during dry years allocations are usually fairly high. This demonstrates that capital expenditure on storage infrastructure has been developed ahead of the expanding irrigation development opportunities. However, the ability to manage high water demand during low availability is something that could be further improved upon in the future, and in light of increasing demands both locally and internationally will only become more important in the coming years.

In summary, water markets in QLD are evolving and maturing but there is still work to be done in order to fully realise their unquestionable benefits. As stated in the White Paper On Developing Northern Australia:

_The allocation of water entitlements in the north is still unfinished. Water markets in which water users and investors can trade entitlements are under-developed or non-existent in the north, partly due to the small number of water users compared with the south._

_Existing water rights can be overly prescriptive or uncertain due to the lack of a transparent water planning process. This imposes unnecessary risks on businesses and communities._

_While northern river systems are less interconnected than in the south, and so will not experience the scale of water trading present in the Murray-Darling Basin, there are still clear benefits to be gained from a secure tradeable water rights system. Long term investments require long term certainty over water supply. While Australia will always be a land of drought and flooding rains, governments should not compound uncertainty through opaque planning processes._
## Appendix A. Water Trade Terminology by State

<table>
<thead>
<tr>
<th>QLD</th>
<th>South Australia</th>
<th>New South Wales</th>
<th>Victoria</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Usable Portion</strong></td>
<td>Announced Allocation/ Announced Entitlement</td>
<td>Allocation (Managed through Water Account)</td>
<td>Allocation</td>
</tr>
<tr>
<td><strong>Temporary Transfer</strong></td>
<td>Seasonal Assignment</td>
<td>Transfer of Water Allocation</td>
<td>Assignment of Water Allocation</td>
</tr>
<tr>
<td><strong>Permanent Transfer</strong></td>
<td>Transfer a Water Allocation/ Relocate a Water Licence</td>
<td>Transfer of Water Access Entitlements</td>
<td>Assign a Share Component</td>
</tr>
<tr>
<td><strong>Regulated Water System</strong></td>
<td>Supplemented</td>
<td>Regulated</td>
<td>Regulated</td>
</tr>
<tr>
<td><strong>Unregulated Water System</strong></td>
<td>Unsupplemented</td>
<td>Unregulated</td>
<td>Unregulated</td>
</tr>
</tbody>
</table>
Appendix B. Simplified Example of Water Trading in QLD Unbundled Entitlement System

Temporary Transfer
The assigning of some or all of the water available under a Water Allocation for all or part of a water year to another person or another place of extraction.

Permanent Transfer
The passing of the legal or beneficial interest in a Water Allocation to another person or legally competent entity.
WHO WE ARE

Waterfind is Australia’s leading water trading Company. We facilitate the buying and selling of permanent and temporary water across all major irrigation regions in Australia.

Since foundation in 2003, Waterfind has played a pivotal role in the development and maturing of the Australian water trading markets. Through the 2007 drought, Waterfind was instrumental in assisting farmers who had limited access to water by providing a clear and transparent marketplace.

WHAT WE DO

A highly experienced and knowledgeable team of brokers, that are supported by Waterfind’s sophisticated online trading platform, manage each step of the trading process; identification of trading opportunities between buyers and sellers, negotiating price and volume, contract documentation, conveyancing and settlement.

OUR FUTURE

Over the past decade, Waterfind has experienced strong growth and is currently embarking on a strategic program to capitalise on this growth. With our clients interest in mind, Waterfind is committed to further innovating and maturing the Australian Water Market. This will include further expansion across regional areas as water resources regulate and develop.

THE WATERFIND DIFFERENCE

Waterfind’s market leading trading platform is characterised by the following distinctive features.

- 24/7 MARKET ACCESS
- LIVE MARKET
- RULES & REGULATIONS
- CUSTOM NOTIFICATIONS
- TRADE TRACKER
- BUILT FOR MOBILE

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