



Biography

Name: William (Will) Hugh Wilson
Date of Birth: 24th September 1958
Contact Details:
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Academic Qualifications: Bachelor of Agricultural Science, Massey University, 1981
Professional Associations/Role: Chartered Director of the Institute of Directors in New Zealand (Inc);
Chairman of the Bay of Plenty Branch of Institute of Directors: 2010-2014
National Council Board Member - Institute of Directors in NZ Inc: 2010-2014

Career History:

- **September 2008 - Current :** Agricultural and Business Consultant/Company Director, Wilson Consultancy
- **February 2008 - August 2008 :** Managing Director, Spring Chicken Ltd- Poultry production and processing
- **May 2000 - January 2008 :** Managing Director , Wilson&Keeling Ltd- Agricultural Consultants
- **May 1995 - May 2000 :** Managing Director , Wilson & Associates – Agricultural Consultants
- **May 1987 - May 1995 :** Agricultural Consultant , John Read Agricultural Consultancy Ltd
- **January 1981 - May 1987 :** Farm Advisor , Ministry of Agriculture and Fisheries

Career Achievements:

- Establishment and operation of 32,000 head beef finishing contract - 1988 to 1993
 - Development of supply contract between Riverlands Foods Ltd and Farmer suppliers – 1988
 - Implement the contract supply programme from 1988 to contract around 125 Beef farmers throughout the north Island.
 - Established supply management systems to ensure the regular supply of 600 cattle per week to the Riverlands Foods Ltd processing plants.
- Contribution to the New Zealand agricultural extension business – 1981 to Current.
 - Training of 10 Agricultural graduates to become commercial agricultural consultants in the primary industry in New Zealand - 1988 to 2008.
 - Lecturing at Massey University(by invitation) on production/ business management – 1997 to 2008
 - Establishment of the “ Business Focused” extension farms for Lamb and Beef monitor farm programme – 2002 to 2008
- Establishment of Corporate sheep, beef and deer farmer in New Zealand – Ingleby Ltd.(Owner- Rousing Family based in UK)
 - Identify and establish farm businesses to the value of \$50million 1999-2006.
 - Continue as advisor to this business until 2008. Owner- Rousing Family based in UK
- Role as Executive Director in the establishment of a \$A80mill broiler chicken business in Australia , finishing 28million birds per year - 2001 to 2008
 - Business advisor to the establishment of 4 privately owned Broiler Chicken farms developed and supplying Tegel Foods Ltd from 1996 to 2001
 - Aggregation of privately owned businesses into Proten Ltd in 2001.
 - Responsible for the fund raising of around \$15mill of equity Capital – 2002 to 2003.
 - Executive role with Proten during its acquisition of 4 Broiler Chicken farms in Australia and the construction of an additional 3 farms.
 - Governing the migration of the company from New Zealand to Australia, and establishing its business administration from Sydney.

- Member of the Investment Committee for BNZ AgriCapital , New Zealand – 2007 to 2008
 - Review and evaluation of equity capital investments for National Australia Bank’s subsidiary BNZ, in agricultural projects based in New Zealand.
 - Reporting directly to the Board of NAB
- Establishment of 52,000 stock unit sheep and beef Limited Partnership for Oraukura 3 Incorporation and Puketapu 3A Incorporation - 2009 to 2012.
 - Key advisor to the Incorporations in the successful establishment of the Tuatahi Limited Partnership
 - Preparation of business plans; partnership agreements; risk management documents; director appointment documents; company constitution documents.
- Establishment of Bay of Plenty Branch for Institute of Directors in New Zealand Inc.-2009 to Feb 2014
 - Chair of the steering committee for the establishment of the Bay of Plenty Branch of the IoD.
 - Chair of the branch for the initial 3 three years of the branch establishment phase within the business community of the Bay of Plenty.
- Executive Director and Board Chair of SmarTrak Ltd – Deloittes NZ Fast 50 in 2010(Rank36); Deloittes Asian Pacific Fast 500 in 2010(Rank 134); Waikato Business Award winner(Mid size company) in 2010 - 2008 to 2011
 - Strategic and business planning responsibility from September 2008. Business achieved growth to become the 2nd largest supplier of GPS fleet management services behind Uniden in New Zealand.
 - Financial controller of business from September 2008 to March 2011
 - Chairman of Board from March 2009 to May 2011
- Review of the feasibility of the Malaysian Primary Industry initiatives – 2011 to Current
 - Malaysian Dairy Industry initiative in conjunction with the Oil Palm Industry to determine the commercial opportunity for expanding Dairy production. 2011-2012.
 - Malaysian National Feedlot Corporation initiative to supply 60,000 head for local supply.
- Review of the Strategy for Primary Industry Investments for Al-Afandi Group, Saudi Arabia - 2013 to Current
 - Complete the strategic business review for Gang Ranch; a 400,000ha cattle ranch based in Canada producing feeder Angus cattle to the US feedlot industry.
 - Complete the feasibility report for the establishment of a fully integrated poultry business located in Jeddah, Saudi Arabia.
 - Consult to Al-Afandi on the project management for the implementation the poultry business including the introduction and oversight of the strategic partners from New Zealand, Australia and France.

Personal Statement:

- *I have considerable experience in management from operational to executive levels.*
- *I am professionally and socially comfortable with people from all walks of life.*
- *I have a good sense of humour with a friendly and outgoing manner, while being reliable, honest, and accountable and determined to deliver outcomes for the individuals or businesses I am representing.*

Referees

- **Shane O’Brien** – Principal of Colspec Construction Ltd
Phone 0274 850316 (Personal/Business Partner)
- **Sharon Mariu** – Chairperson of Oraukura 3 Incorporation
Phone 021 619072 (Sheep/Beef Farming, Corporate Investment)
- **John Cooper** – Principal of Farming Business and Commercial Property Business
Phone 0274 492088 (Personal/ Business Partner)