



A I T H E R

Dr Erin Smith

Speaker Profile

Your Speaker – Dr Erin Smith

Serving as Aither's Water Markets Sector Lead, Erin heads up Australia's leading team of independent water markets advisors.

Working alongside large corporate agriculturalists, institutional investors and governments, Erin helps clients quickly understand the risks and opportunities when participating in Australia's water markets. Her knowledge of water markets, combined with an aptitude to rapidly develop key water markets insights and present these ideas in easy-to-understand ways, means she has a unique ability to find opportunities and define strategies that enable clients to focus on what really matters when making water investments.

Erin holds a PhD from The University of Sydney. Her research focused on understanding the strategic importance of land and water assets to Victorian irrigators.

**“Clear, authoritative, open
and transparent ”**

- Anonymous testimonial





Topic

‘Australia’s water markets: Year in review and what’s next?’

Description

Every year, the story of Australia’s water markets is different. Water supply, water use, trade constraints and key policy events all shape what happens in water markets. Understanding how these dynamics are changing over time is critical to making better water decisions in the future.

Erin will present the key findings and insights from Aither’s latest annual Water Markets Report. The Aither Water Markets Report provides Australia’s leading independent analysis and insights on southern Murray–Darling Basin water markets activity and outcomes, as well as an outlook for the year ahead.

Aither provides this free report and presentation as part of our goal to improve the transparency of Australian water markets information for all market participants.

This presentation is best delivered in August / September each year.

This presentation will cover

- An overview of what made the 2020–21 water year unique.
- A look ahead to the key drivers that will influence water markets in 2021–22.

The audience will gain a deeper appreciation of the emerging trends influencing water markets in Australia’s southern Murray–Darling Basin in 2020–21, and what these trends mean for the future.

**“ A really interesting and informative presentation
– I found it really useful. ”**

– Anonymous testimonial

Topic

‘Investing in Australia’s water markets: Where are the emerging opportunities?’



Ideal for boards and investment committees

Description

Australia’s water markets in the southern Murray-Darling Basin are the most advanced in the world. But is it now time to be looking further afield for opportunities?

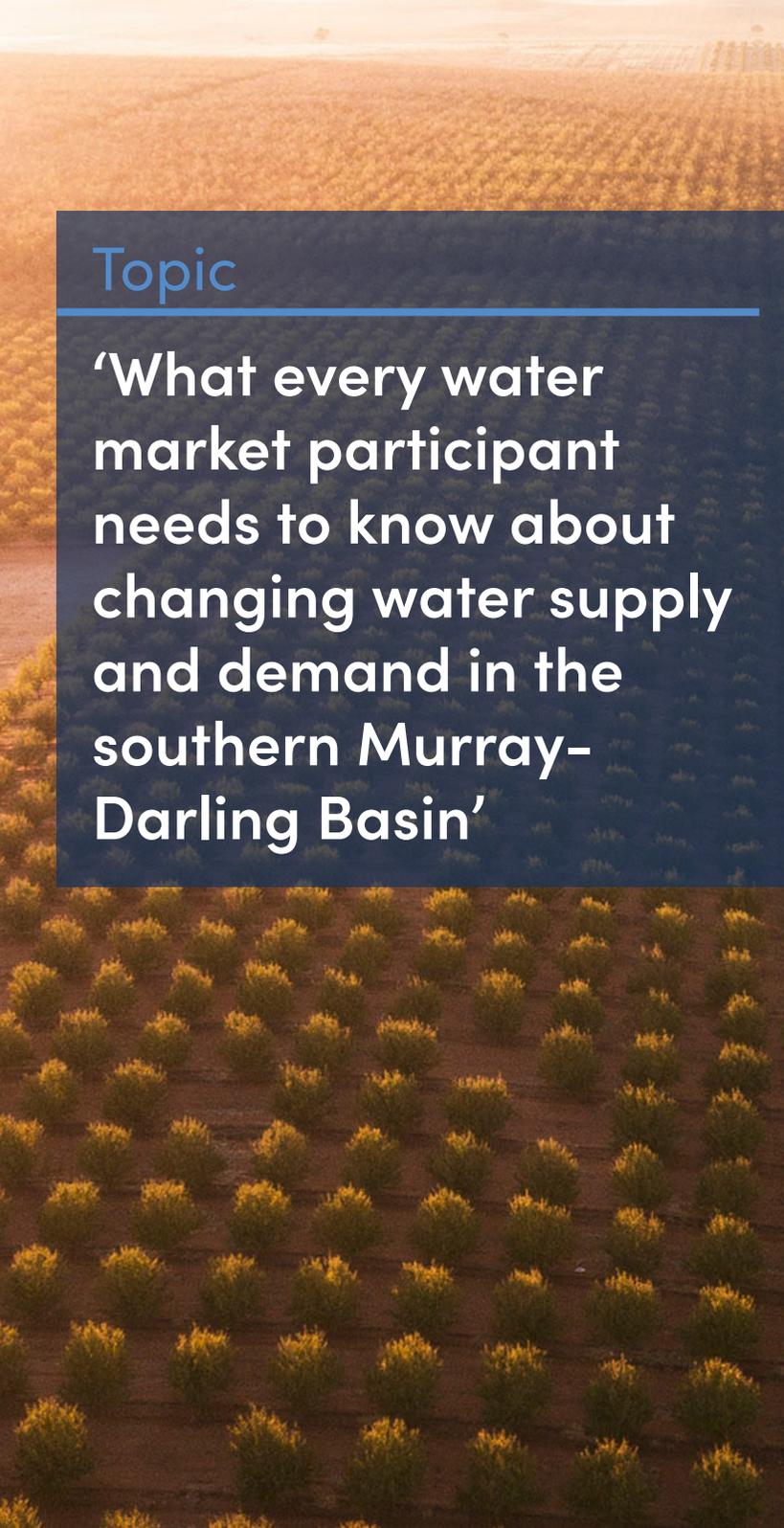
With secure property rights for water, and mature policy and regulatory settings in many systems right across Australia, there are other opportunities where water is potentially undervalued. The challenge for investors is finding these emerging opportunities.

In this session, Erin will unpack the fundamentals of water markets, and outline a framework that helps water market participants and investors understand the key questions they need to be asking about water rights before making investments in systems beyond the southern Murray-Darling Basin.

This presentation will cover

- How Australia’s water markets work.
- The key drivers influencing water supply and demand.
- Some of the key questions you need to ask about water rights when considering investment opportunities beyond the southern Murray-Darling Basin.
- Where the next water investment opportunities in Australia might be, and

The audience will learn how Australia’s water markets work, and the key factors to inform water investment decisions in the southern Murray-Darling Basin and beyond.



Topic

‘What every water market participant needs to know about changing water supply and demand in the southern Murray-Darling Basin’

Description

Water allocation prices in the southern Murray-Darling Basin are the outcome of changing water supply and demand. A key driver of the demand-side in the last 15 years has been the intensification and expansion of permanent horticulture plantings, particularly in the lower Murray.

Permanent horticulture plantings have a fixed water demand profile, whereas other agricultural industries, such as annual cropping and dairying, can adjust their water needs in response to changing market conditions. These changing demand dynamics are placing pressure on the water available for irrigation.

In this presentation, Erin will unpack the latest estimates on water demand from permanent horticulture in the southern Murray-Darling Basin and how it could change in the future. This analysis provides crucial insights that will support water markets participants’ decision-making about how best to meet their water supply needs.

This presentation will cover

- The latest estimates on water demand from permanent horticulture in the southern Murray-Darling Basin.
- How the geography of water use in the southern Murray-Darling basin is changing.
- The importance of water trading and risk management tools such as carryover for all irrigation industries.

The audience will learn the extent to which water demand from permanent horticulture might increase in the future, and how they can use this information to shape broader policy decisions and / or how they use water markets to meet their water supply needs.

Topic

'Corporate water risk – why it matters and how businesses can take a strategic approach to improve business outcomes'

Description

As water scarcity becomes an increasingly pressing economic, social and environmental issue, the water use and management practices of private sector businesses are coming under increasing public scrutiny. This trend means businesses need to understand the role of water in their businesses at a strategic level, and address water related risks in the boardroom. Successfully managing water-related risks and realising opportunities is integral to businesses protecting their own value and securing our collective water future.

In this presentation, Erin will make the case that being ahead of the curve on water scarcity can generate long-term competitive advantage. The key to this is adopting a strategic – not just operational – approach to managing water risks.

This presentation will cover

- What is water risk?
- Why water risk needs to be considered core business and integrated into strategy.
- Three steps everyone can take today to better manage water risk.
- The 8 key elements businesses must implement to manage risk and take advantage of opportunities.

The audience will learn practical steps they can take to manage water risks, making their businesses more resilient and creating competitive advantage.

Previous speaking engagements



Irrigation Series 2020-21

'Where is the water market heading in the long term?'



[Watch the webinar](#)



[Profiled in 'Stock & Land'](#)

Free Resources



[Aither Water Markets Report](#)



[Supply and demand in the southern Murray-Darling Basin](#)



[Water market trends and drivers](#)





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