

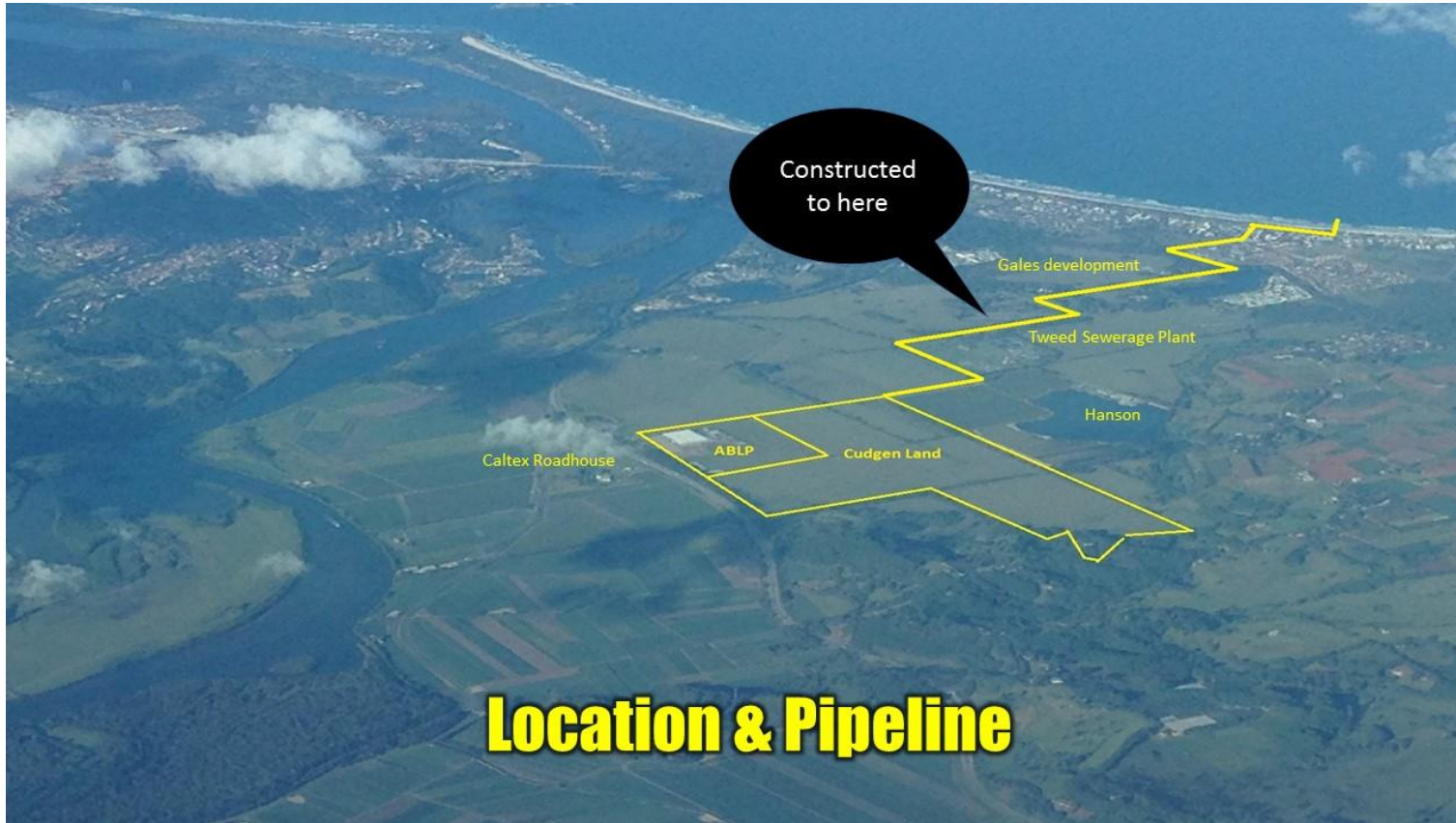
# Australian Bay Lobster Producers Ltd



**How Freight2020  
empowers innovation  
in aquaculture**

***Freight2020***  
**VISION**







# Our 22 year journey of research, development & commercialisation

Dec 1996 – Jan 2017

1994 – 1998  
Research life cycle

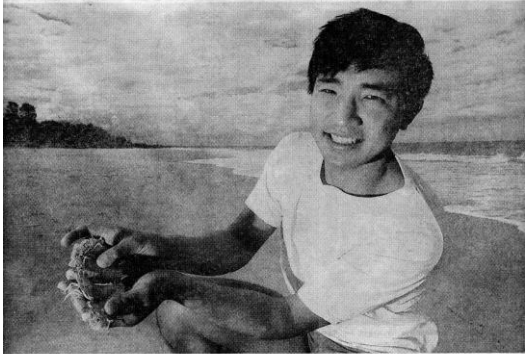
1998 - 2002  
Design concept

2002 – 2006  
DA Approvals

2006 – 2012  
Earthworks 1 million tonne fill

2012 – 2016  
Construction

## Bugs get a hand bedding down in the b



Japanese marine scientist Mr Satoshi Mihami ... putting the bug back into Moreton Bay with new breeding processes — Picture: DAVID SPAHR  
By MATT ROBBINS

A CHANCE and timely meeting between a Japanese scientist and the local bug world has led to a new breeding process for the elusive Moreton Bay bug. The scientist, Mr Satoshi Mihami, has spent the last few years in Queensland, Australia, working on the elusive Moreton Bay bug. He has been successful in breeding the bug in a laboratory, and now he is ready to put the bug back into Moreton Bay. The Moreton Bay bug is a small, dark, textured creature that is found in the coastal waters of Queensland, Australia. It is a highly sought-after species, and its population has been declining in recent years. Mr Mihami's research has shown that the bug can be bred in a laboratory, and he has been successful in breeding the bug in a laboratory. He has been successful in breeding the bug in a laboratory, and now he is ready to put the bug back into Moreton Bay. The Moreton Bay bug is a small, dark, textured creature that is found in the coastal waters of Queensland, Australia. It is a highly sought-after species, and its population has been declining in recent years. Mr Mihami's research has shown that the bug can be bred in a laboratory, and he has been successful in breeding the bug in a laboratory. He has been successful in breeding the bug in a laboratory, and now he is ready to put the bug back into Moreton Bay.

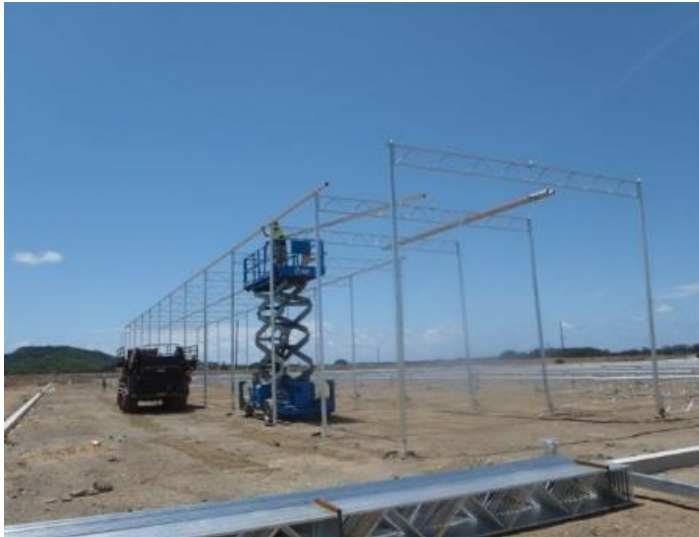




# The Glasshouse – External

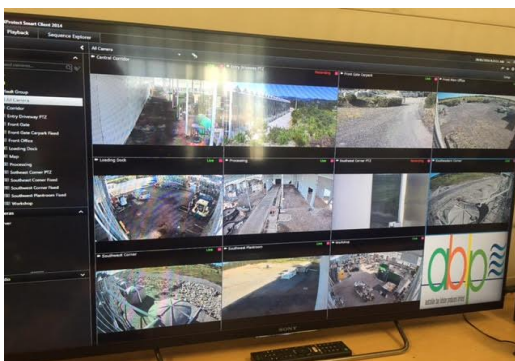
(17,000 sqm, 11,000 panes glass, 25mm rain fills 14 x 20,000L rainwater tanks in 20m

Freight2020  
VISION



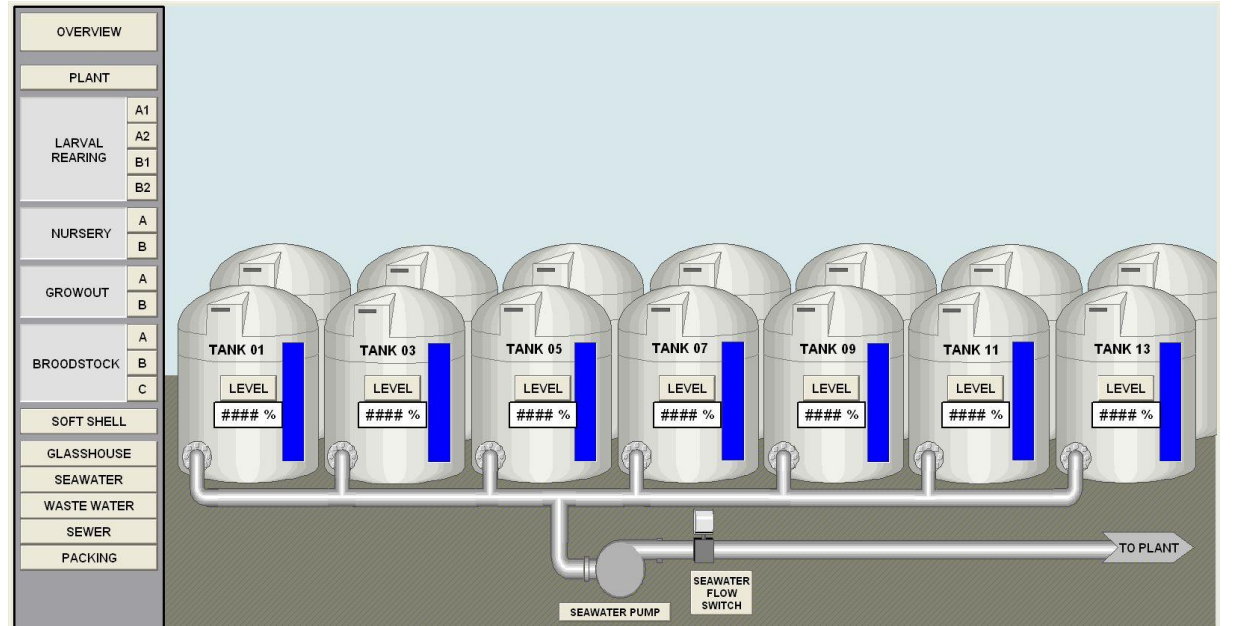
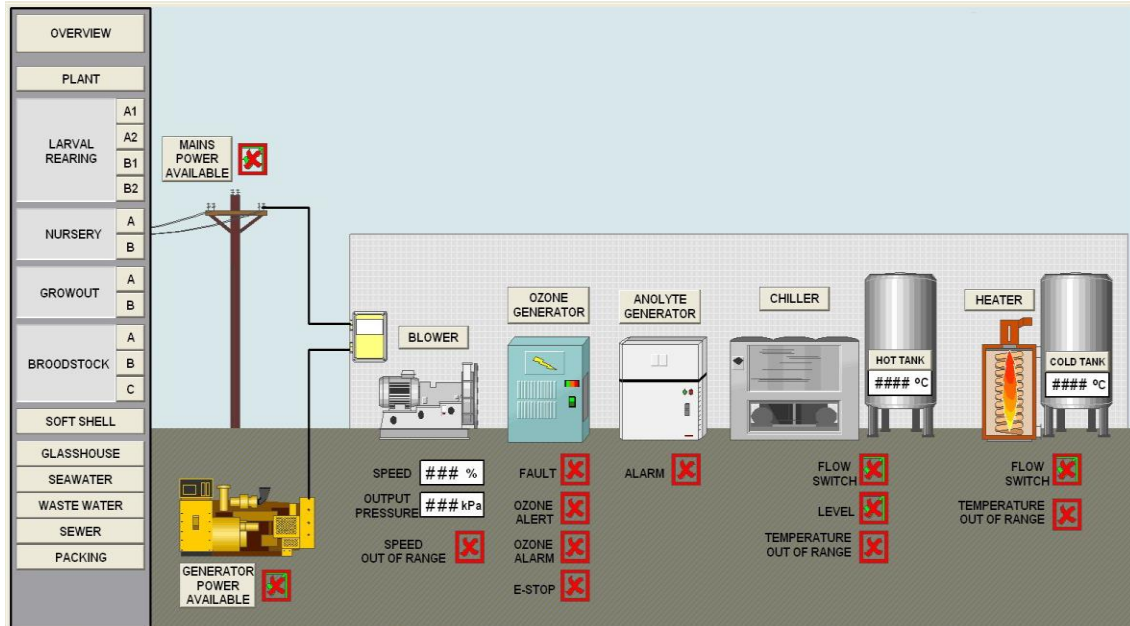
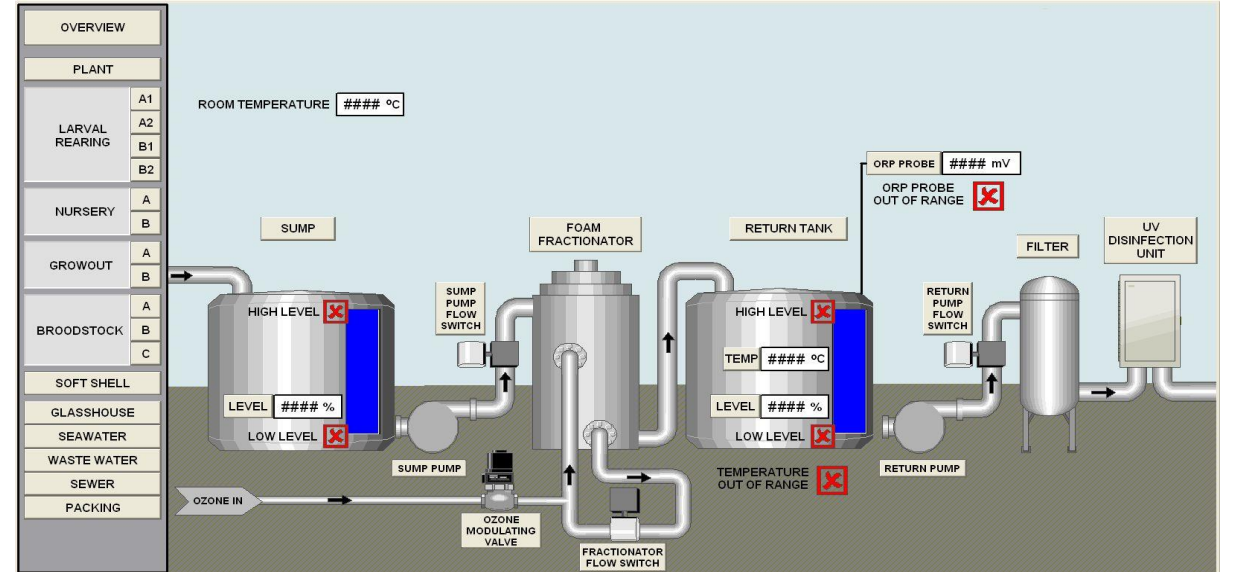
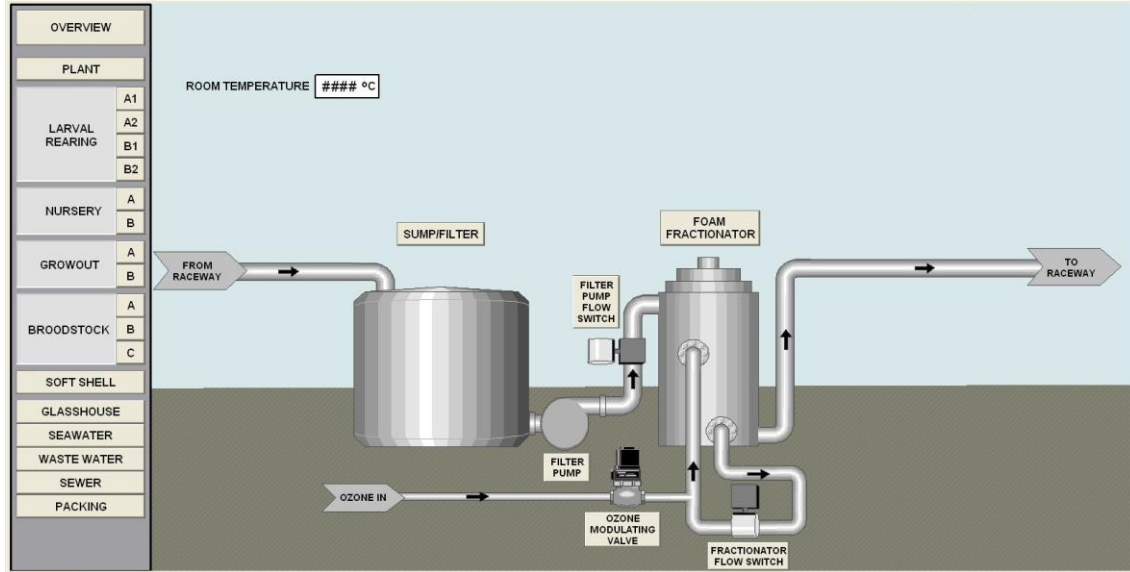


# The Glasshouse – Internal





# SCADA Control Systems Schematic - samples

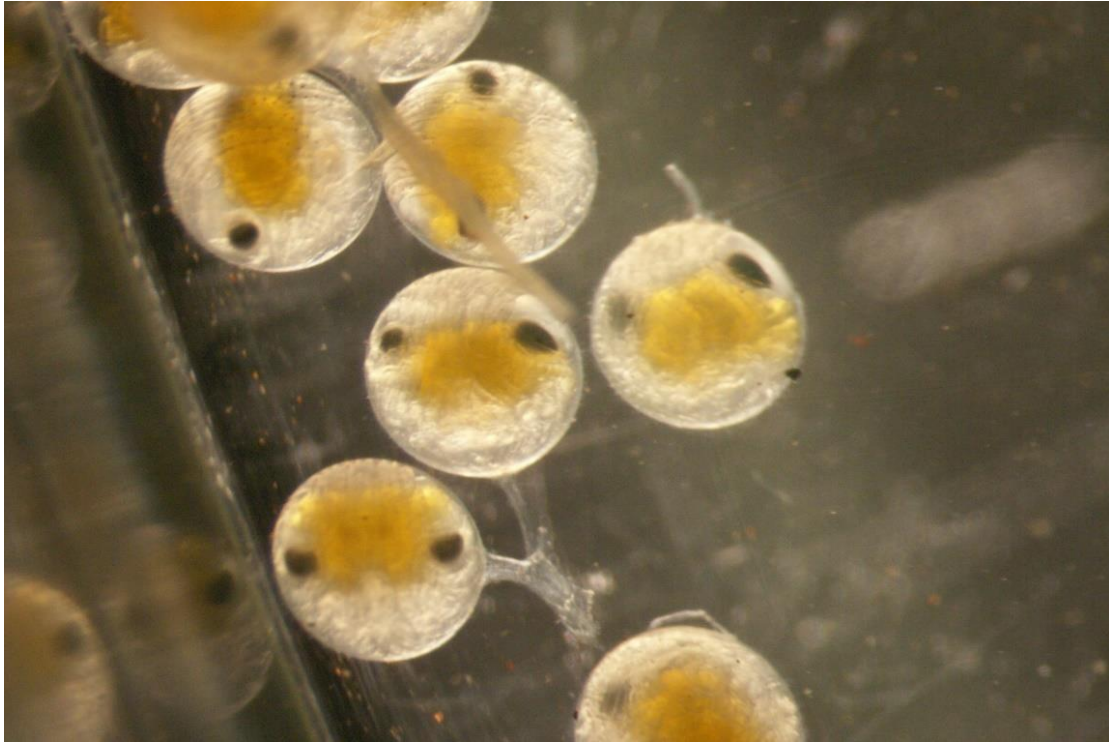








# Our animals – Eggs in Development





Photos Courtesy – Paper Daisy  
Cabarita Beach





# Why and how we use Freight2020

1	Freight 2020 is built around the Progress database
2	Progress was the first relational database in SQL form(4GL) - released in 1981
3	Transport moves pallets, containers, liquids and items on trucks and trailers to warehouses/destinations
4	Manufacturing/aquaculture moves animals in raceway to destinations within a factory (we just move differently)

## What ABLP Ltd wanted from a management system

1	Relational database with the ability to add a BIS System
2	We needed a system that was scalable easily
3	Needed electronic filing, customizable security and a one key system
4	Had worked with the product since 2001 in the transport industry



The background features a series of thin, light gray lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side, where they appear to converge or originate from a point, and become more sparse towards the left.

**How did we achieve?**

*STRUCTURE DIVISIONS provided the start*

*This table is across the whole system*

**Example**

*General Ledger – Division*

*Accounts Payable – Division*

*Accounts Receivable – Customer Type and Locations*

*Fixed Assets – Category Type and Locations*

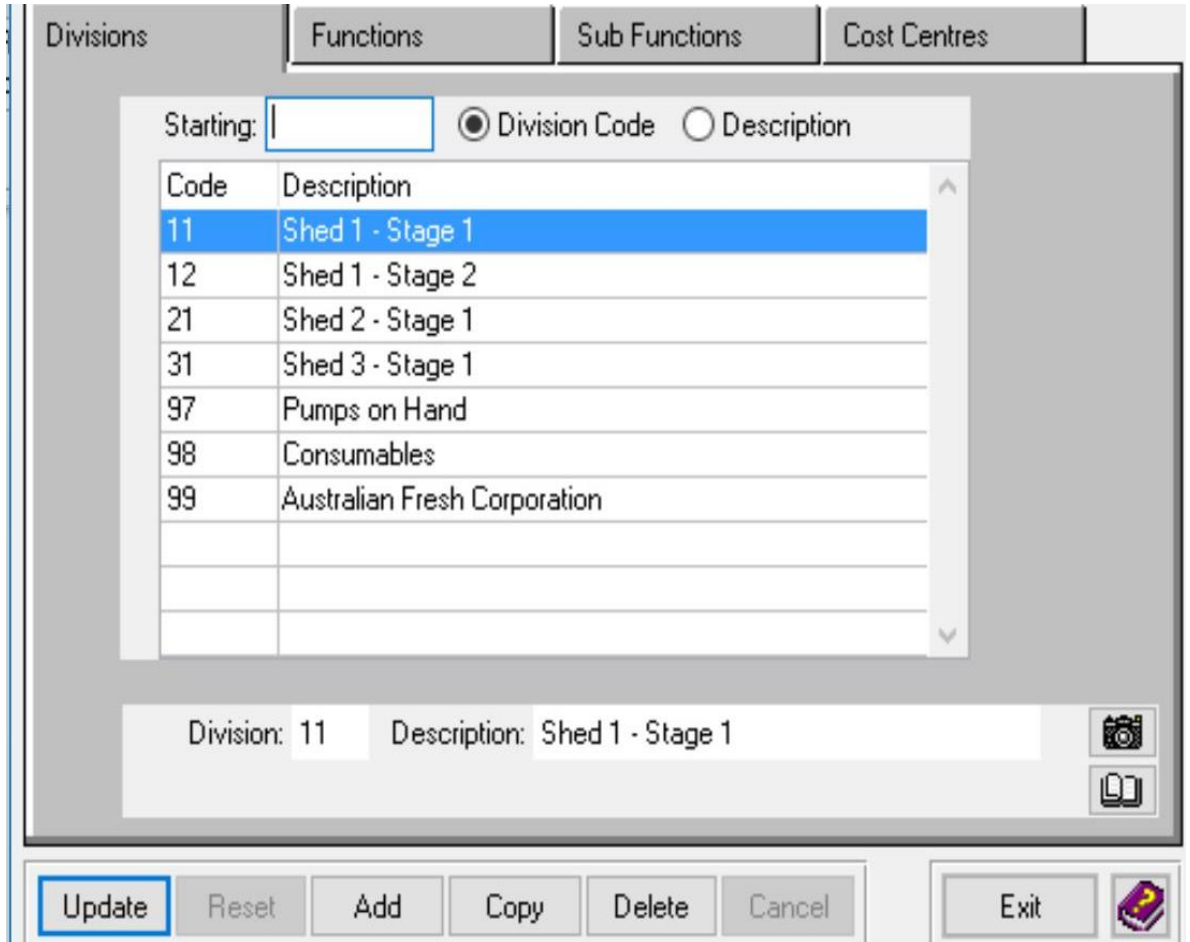
*Payroll – Division, Locations*

*HR & OHS – Divisions*

*Warehouse/Production – Shed or Warehouse*

*Purchase Orders – Divisions*

*and so on...*







**The Chart of Accounts:  
“heart of your system”**

*Used 6 digit numeric codes*

*The first 3 represent the category*

*The next 3 the category*

*Provides easy identification when using*

- *Parameters*
- *Formulas*
- *Frameworks*
- *Report Writer*

ABLP - Chart Of Accounts Maintenance

Starting:   Account No  Description  Category  Alt Account No  Active Only

Account No	Description	Cat .	Alt. Acct No	Status	Sum?	Ctrl
000100	REVENUE	000		H	no	no
000200	Sales Domestic - Softshell	000			no	no
000300	Sales Domestic - Hardshell	000			no	no
000400	Sales Domestic - Meat	000			no	no
001000	FVA on biological assets	010			no	no
001500	FVA on inventories	015			no	no
005100	Sales Overseas - Softshell	005			no	no
005200	Sales Overseas - Hardshell	005			no	no
020100	Interest - NAB Working A/c	020			no	no
020110	Interest - NAB Term Deposits	020			no	no
020120	Interest - NAB (SEQ Water)	020			no	no
020130	Interest - Other	020			no	no
030100	Subsidies - State - Wages	030			no	no
030200	Subsidies - Commonwealth - Wages	030			no	no
030300	Subsidies - Fuel Tax Credit	030			no	no
040100	Dividends received - public companies	040			no	no
040200	Dividends received - private companies	040			no	no
050100	Profit/(Loss) - Sale of Plant	050			no	no
050200	Profit/(Loss) - Sale of Freehold	050			no	no
050300	Profit/(Loss) - Sale of Vehicles	050			no	no

Account No: 000100 Description: REVENUE

Alt. Account No:  Status:  Normal  Header Account

Category: 000  Summary?  Control Account  Active

Update Reset Add Copy Delete Cancel Exit

Enter starting point for browser.





# **Getting simple Capex and monitor R & D Spend**





The background features a series of thin, light grey lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side, where they appear to converge or originate from a point, and become more sparse towards the left.

# **How to deal with people**

# Ease of administration

Employee  Subcontractor  
 Employee Code: **A\_EVE** **EVERYONE POLICIES, MASTER**  
 Commencement Date: 01/07/2012 Permanent Date:  
 Division: 11 Function: 90 Sub Function: 900 Type:  Outstanding  Completed  Both **Display**

Induction Code	Induction Description	Inducted By	Division	Function	SubFunction	Commencement Date	Completion Date
POCC	Policy Code of Conduct		11	90	900	01/10/2014	01/10/2014
PODA	Policy Drug and Alcohol		11	90	900	01/10/2014	01/10/2014
PODIS	Policy Disciplinary		11	90	900	01/10/2014	01/10/2014
POEGDR	Policy Emp Grievances & Dispute Res		11	90	900	01/10/2014	01/10/2014
POFA	Policy First Aid		11	90	900	01/10/2014	01/10/2014
POH&SS	Policy Heat & Sun Smart		11	90	900	01/10/2014	01/10/2014
POLE	Policy Leave		11	90	900	01/10/2014	01/10/2014
POPPE	Policy Personal Protective Equip		11	90	900	01/10/2014	01/10/2014
POSTRG	Policy Staff Training		11	90	900	01/10/2014	01/10/2014
POSPWP	Policy Smoke Free Workplace		11	90	900	01/10/2014	01/10/2014
POWMGT	Policy Waste Management		11	90	900	01/10/2014	01/10/2014
POWW	Policy Work Wear		11	90	900	01/10/2014	01/10/2014
POWA	Policy Working Alone		11	90	900	01/10/2014	01/10/2014
POWPBP	Policy Workplace Bullying Preventn		11	90	900	01/10/2014	01/10/2014

Induction Code: POCC  
 Induction Description: Policy Code of Conduct  
 Inducted By: \_\_\_\_\_  
 Division Code: 11 **Shed 1 - Stage 1**  
 Function Code: 90 **Office & Admin**  
 Sub-Function Code: 900 **Overhead Office and Admin**  
 Commencement Date: 01/10/2014 Completion Date: 01/10/2014 Review Date: 30/09/2017 Alert Date: 30/08/2017  
 Comment: \_\_\_\_\_  Completed

ABLP - Employee Master Maintenance

Starting: \_\_\_\_\_ Employee Code: \_\_\_\_\_  Show Deleted Employees  Show Terminated

Employee	Surname	First Name	Div	Fn	SubFn	State	Pay Cycle	Method	Type	Second Name	Birth Date	Emp
A_CON	CONSTRUCTION POLICIES	MASTER	11	92	900	NSW	Weekly	EFT	Casual		01/07/2014	4 Y
A_EVE	EVERYONE POLICIES	MASTER	11	90	900	NSW		EFT			01/07/2014	4 Y
A_HUS	HUSBANDRY POLICIES	MASTER	11	00	100	NSW		EFT			01/07/2014	4 Y
A_LAB	LABORATORY POLICIES	MASTER	11	80	900	NSW		EFT			01/07/2014	4 Y
A_LAN	LANDSCAPING POLICIES	MASTER	11	78	900	NSW		EFT			01/07/2014	4 Y
A_PRO	PROCESS POLICIES	MASTER	11	52	500	NSW		EFT			01/07/2014	4 Y
A_TBT	TOOL BOX TALK RECORD	MASTER	11	90	900	NSW		EFT			12/06/2011	1 Y
A_TRU	TRUCKING POLICIES	MASTER	11	95	900	NSW		EFT			01/07/2014	4 Y
BAILAI	Bailey	Aidan	11	78	900	NSW	Weekly	EFT	Casual	John	26/12/1945	45 Y
BARTHO	Bartlett	Holly	11	00	100	NSW	Weekly	EFT	Casual	Elizabeth	25/10/1926	26 Y
BIRCCA	Birch	Casey	11	92	900	NSW	Weekly	EFT	Casual	Clothier	22/07/1920	20 Y
BDWEJO	Bower	Joanne	11	00	100	NSW	Weekly	EFT	Casual	Michelle	13/07/1954	54 Y
BRADKE	Bradley	Kenneth	11	95	900	NSW	Weekly	EFT	Casual	Eric	17/07/1967	67 Y
BRADRI	Bradley	Rick	11	95	900	NSW	Weekly	EFT	Casual	Kenneth	28/03/1937	37 Y
BREMLU	Bremner	Lucy	11	00	100	NSW	Weekly	EFT	Casual	Alison	11/03/1924	24 Y
COLEMI	Coleman	Mitchell	11	00	100	NSW	Weekly	EFT	Casual	Alexander F	25/04/1925	25 Y
COLLDA	Collins	David	11	92	900	NSW	Weekly	EFT	Permanent	Sydney	09/12/1944	44 Y
COULJA	Coulton	Jake	11	00	100	NSW	Weekly	EFT	Casual	Rhys	22/07/1927	27 Y
COXHAY	Cox	Hayden	11	92	900	NSW	Weekly	EFT	Casual	Phillip	06/10/1946	46 Y
CRANDA	Cranston	David	11	92	900	NSW	Weekly	EFT	Permanent	Jonathan	15/10/1942	42 Y
DALTJA	Dalton	James	11	00	100	QLD	Weekly	EFT	Casual	Michael	29/12/1924	24 Y
DOBBJE	Dobbyn	Jerome	11	92	900	NSW	Weekly	EFT	Casual	Francis	30/03/1938	38 Y
DUPLEJO	Du Plessis	Jolene	11	90	900	NSW	Weekly	EFT	Permanent		29/06/1933	33 Y
FIT TSA	Fitton	Saul	11	92	900	NSW	Weekly	EFT	Casual		24/05/1940	40 Y
GRIFHU	Griffiths	Huw	11	80	900	NSW	Weekly	EFT	Permanent	Glyn	31/08/1947	47 Y
HODGLE	Hodges	Lee	11	92	900	NSW	Weekly	EFT	Casual	James	05/04/1938	38 Y



The background features a series of thin, light gray lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side and spread out towards the left.

# **Reconcile Assets to Balance Sheet**

*Use MASTER ASSETS Field*

*To link to the GL*

*Reconciliation to Balance Sheet*

*Very easy process*

*Simply run*

*Depreciation Sch*

*By Master Assets*

ABLP - Asset Maintenance

Browser Main Detail Notes Asset Values Master Values Year Balances

Starting:  Asset Code    Show Disposed Assets  Show Inactive Assets  Fleet Assets

Asset	Description	Rego No	Current Location	Oper No
605100	Freehold Land & Dev App Costs (at Cost) - General Ledger		OFFI01	
610100	Buildings (at Cost) - General Ledger		OFFI01	
610101	Buildings Work in Progress (at Cost) - General Ledger		OFFI01	
610200	SCADA, Computer Software (at Cost) - General Ledger		OFFI01	
610300	Office Fixtures & Equipment (at Cost) - General Ledger		OFFI01	
610400	Computer Hardware - (at cost) - General Ledger		OFFI01	
610600	Plant and Equipment (at Cost) - General Ledger		OFFI01	
610650	Plant and Equipment leased (at Cost) - General Ledger		OFFI01	
610900	Motor vehicles (At Cost) - General Ledger		OFFI01	
620100	Intellectual Property (At Cost) - General Ledger		OFFI01	
AFC001	863FGD Holden Commodore Ute	863FGD	AUFRES	
AFC002	513SMG Toyota HiLux SR5 4x4	513SMG	AUFRES	
AFC003	167FQE Ford Falcon Ute	167FQE	AUFRES	
AFC004	768WIE Landrover Discovery	768WIE	AUFRES	
AFC005	720MQU Toyota Landcruiser	720MQU	AUFRES	
AFC006	Test AFC Vehicle		AUFRES	
AFC007	Test AFC Vehicle		AUFRES	
AL0001	Aluminium beams & chanel - larval filtration		OFFI01	
AL0002	Aluminium beams & channels - Larval		OFFI01	
AL0003	Aluminium beams & channels - Nursery		OFFI01	
AL0005	Aluminium beams & channels - Brood/Hallway		OFFI01	

Update Reset Add Copy Delete Cancel

The background features a series of thin, light gray lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side and spread out towards the left.

# **Reconcile Cash to Balance Sheet**



# Use unique parameters

## GENERAL LEDGER

- ABLP Full Disclosing Public Unlisted Company
- Needed Statutory Cashflow
- Developed unique parameters to
- Reconcile to Bank Account

ABLP - Parameter Maintenance

Starting:   Parameter Code  Description

Code	Description	Type
CFBANBAL	Cashflow Bank Balance	S
CFEXPDEP	Cashflow expenses - Depn and Amort	S
CFEXPDIV	Cashflow Expenses - Dividends	S
CFEXPINC	Cashflow Expenses - Income Tax	S
CFEXPINT	Interest and other finance costs paid	S
CFEXPTRA	Payts to suppliers & employees(incl GST)	S
CFFINCOY	Proceeds from loans from other companies	S
CFFINEQUI	Proceeds from issue of shares	S
CFFINLEA	Proceeds from finance leases	S
CFFINOTH	Proceeds from loans from related parties	S
CFINVACT	Payt for Property, Plant & Equipment	S
CFINVDEP	Payt of Security Deposits	S
CFINVINT	Payt for Intangible Assets	S
CFREVINT	Interest Received	S
CFREVTRA	Receipts from Customers (inclusive GST)	S
COP	Cost of Production	S

7 16:01:48 Australian Bay Lobster Producers Ltd Use: Comp:

Cashflow for the period - As At 30/11/2016

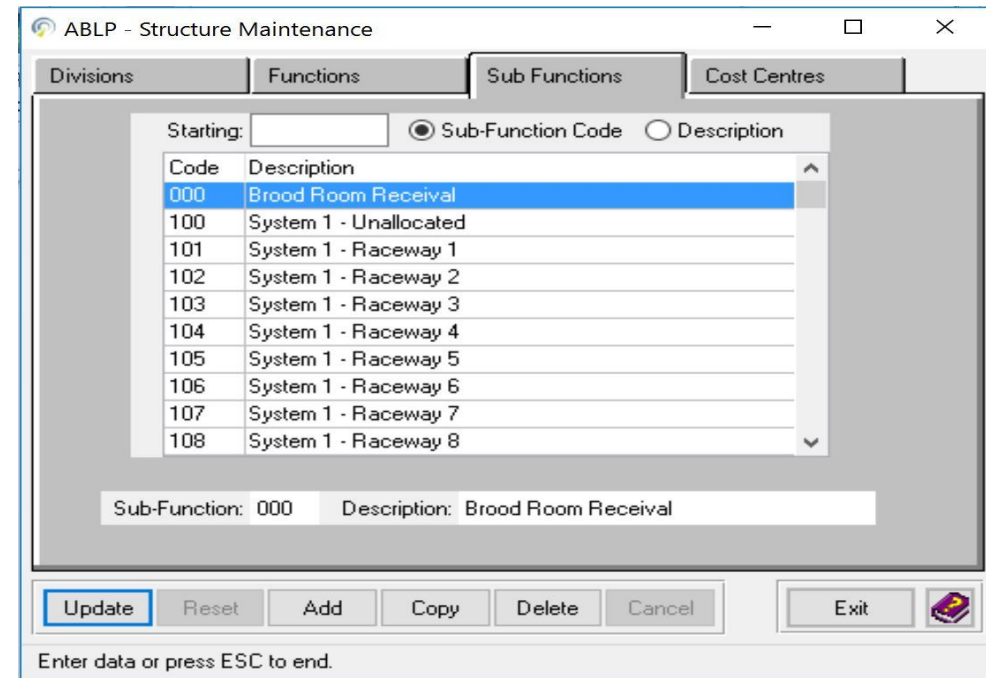
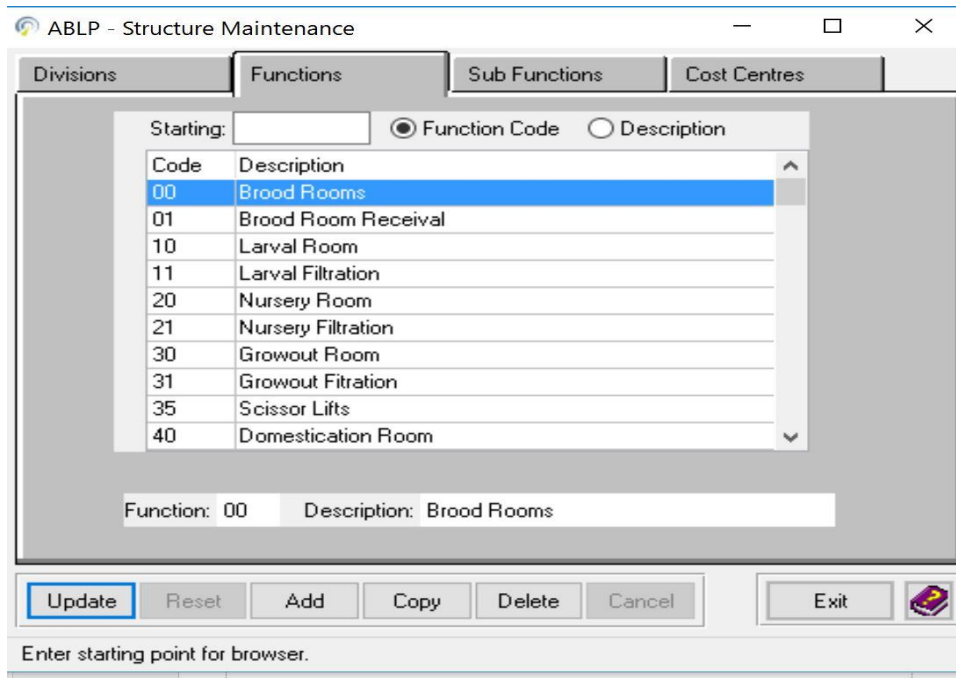
	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	Ca
<b>OWS FROM OPERATING ACTIVITIES</b>													
rom Customers (inclusive GST)	59,328	470	6,571	3,644,463	121,898	0	0	0	0	0	0	0	3.8
ceived	14	0	0	0	0	0	0	0	0	0	0	0	0
pppliers & employees(incl GST)	(238,394)	(232,630)	(443,486)	(1,978,415)	(582,184)	0	0	0	0	0	0	0	(3,4
id other finance costs paid	(89,558)	(91,426)	(92,630)	(94,973)	(87,120)	0	0	0	0	0	0	0	(4)
<b>rovided by/(used in) operating activities</b>	<b>(288,610)</b>	<b>(323,586)</b>	<b>(529,545)</b>	<b>1,571,075</b>	<b>(547,406)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>OWS FROM INVESTMENT ACTIVITIES</b>													
roperty, Plant & Equipment	(62,634)	(65,721)	(2,075)	(14,321)	(74,863)	0	0	0	0	0	0	0	(2
curity Deposits	(14)	0	0	(30)	0	0	0	0	0	0	0	0	0
<b>used in Investment activities</b>	<b>(62,647)</b>	<b>(65,721)</b>	<b>(2,075)</b>	<b>(14,351)</b>	<b>(74,863)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(2)</b>
<b>OWS FROM FINANCING ACTIVITIES</b>													
from issue of shares	50,000	80,000	500,000	205,000	425,000	0	0	0	0	0	0	0	1,2
from loans from related parties	0	245,000	(423)	(211,602)	(321,214)	0	0	0	0	0	0	0	(2)
from loans from other companies	205,000	110,000	22,920	0	(1,075,000)	0	0	0	0	0	0	0	(7)
from finance leases	74,865	(28,549)	69,335	(21,170)	(21,274)	0	0	0	0	0	0	0	0
<b>rovided by financing activities</b>	<b>329,865</b>	<b>406,451</b>	<b>591,831</b>	<b>(27,772)</b>	<b>(992,489)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>
<b>ise/(decrease) in cash and cash equivalents</b>	<b>(1,393)</b>	<b>17,145</b>	<b>60,212</b>	<b>1,528,951</b>	<b>(1,614,757)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>tion to Bank Account</b>													
unt BOQ	4,716	3,349	1,658	348	1,874,423	11,017	11,017	11,017	11,017	11,017	11,017	11,017	11,017
unt NAB - Business	35,259	35,233	54,069	115,590	(229,533)	19,115	19,115	19,115	19,115	19,115	19,115	19,115	19,115
for Period	(1,393)	17,145	60,212	1,528,951	(1,614,757)	0	0	0	0	0	0	0	0
<b>ash Balances</b>	<b>36,562</b>	<b>55,727</b>	<b>115,938</b>	<b>1,644,890</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>2,0</b>
<b>ted by:</b>													
unt BOQ	3,349	1,658	348	1,874,423	11,017	11,017	11,017	11,017	11,017	11,017	11,017	11,017	11,017
unt NAB - Business	35,233	54,069	115,590	(229,533)	19,115	19,115	19,115	19,115	19,115	19,115	19,115	19,115	19,115
<b>ash Balances</b>	<b>38,582</b>	<b>55,727</b>	<b>115,938</b>	<b>1,644,890</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>30,133</b>	<b>2,0</b>

The background features a series of thin, light gray lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side and spread out towards the left.

**Bring Production &  
Reporting together**

# Use Warehouse and Cost Centres

- Transport want  
Branches, Departments, Depots, Activities, Cost Centres
- ABLP want  
Scaleability, Stages of Development, Husbandry Divisions, Raceways, Cost Centres







The background features a series of thin, light gray lines that curve and flow across the page, creating a sense of movement and depth. The lines are more densely packed on the right side, where they appear to converge or originate from a point, and become more sparse towards the left.

# **Maintenance & Scheduling**

# Use Fleet Profitability

ABLP - Service Code Maintenance

Service Codes | Details

Starting:   Service  Description   Show Inactive

Service	Description	Interval Days	Days Under	Days Over	Odometer Reading	Odometer Under	Odometer Over	Hour Meter Reading
SERALA	Alarms	30	2	2	0.0	0.0	0.0	0
SERELE	Service Electrical	90	30	30	0.0	0.0	0.0	0
SERFIL	Service Filtration	30	5	5	0.0	0.0	0.0	0
SERFRA	Service Fractionator	120	30	30	0.0	0.0	0.0	0
SERGEN	Service Generator	7	1	1	0.0	0.0	0.0	0
SERMEC	Service Mechanical	90	30	30	0.0	0.0	0.0	0
SERMTC	Service General Maintenance	90	30	30	0.0	0.0	0.0	0
SEROFF	Service Office equipment	90	2	2	0.0	0.0	0.0	0
SERPIP	Service Pipe Cleaning	90	30	30	0.0	0.0	0.0	0
SERPLA	Service Plant Room	7	2	2	0.0	0.0	0.0	0
SERPLU	Service Plumbing	90	30	30	0.0	0.0	0.0	0
SERPRD	Service Process Area	90	30	30	0.0	0.0	0.0	0
SERPUM	Service Pump	90	30	30	0.0	0.0	0.0	0
SERRAC	Service Raceways	30	5	5	0.0	0.0	0.0	0

Service: SERALA  
Description: Alarms

Service Intervals	Under	Over	Alert Under
Days: 30	2	2	5.0
ODO Units: 0.0	0.0	0.0	0.0
Hour Units: 0.0	0.0	0.0	0.0
Fuel Burn Units: 0.0	0.0	0.0	0.0

Include These Services:

Failure Code: FAIALA  Failure Alarms  Fixed Price  Use In Service Projection  Active  Check For Warranty

Update Reset Add Copy Delete Cancel ↑ ↓ Insert

ABLP - Service Code Maintenance

Service Codes | Details

Service: SERULF Description: Service Ultra Filtration

Starting:   Entry  Type  Details  Category

Type	Comments	Print Flag	Product Code	Warehouse	Task Code	Employee	Charge Value	Charge Rate	Charge Estim
Comments	Check Acid Level	yes					0.00	0.00	0.00
Comments	Check Air Compressor	yes					0.00	0.00	0.00
Comments	Check Back Wash Pump	yes					0.00	0.00	0.00
Comments	Check Dosing Pumps	yes					0.00	0.00	0.00
Comments	Check & Flush Eye Wash Station	yes					0.00	0.00	0.00
Comments	Check Feed Pump	yes					0.00	0.00	0.00
Comments	Check Other UF Maintenance	yes					0.00	0.00	0.00
Comments	Check Sodium Hydroxide Level	yes					0.00	0.00	0.00
Comments	Check Valve Pack	yes					0.00	0.00	0.00
Comments	Check Disc Filter	yes					0.00	0.00	0.00
Comments	Calibrate pH Probe	yes					0.00	0.00	0.00
Comments	Clean Disk Filter	yes					0.00	0.00	0.00
Comments	Clean UF Plant	yes					0.00	0.00	0.00
Comments	Drain Compressor Filter	yes					0.00	0.00	0.00
Comments	Drain Compressor Tank	yes					0.00	0.00	0.00

Labour Parts Supplies Tyres  Comments

Check Acid Level

Print Flag

Update Reset Add Copy Delete Cancel ↑ ↓ Insert



## **OUR TIPS:**

**Draw what you want**

**Think flexibility**

**Get code protocols right**

# Thank you to our Board, Shareholders, Advisors, Stakeholders

- **BDO**
  - Audit
  - Compliance
  - Business Services
- **Deloitte**
  - Research & Development
- **McPherson Super Consulting**
  - Superannuation
- **Computershare**
  - Share Registry
- **National Australia Bank**
  - Primary Bankers
- **Technology**
  - CMS Transport Systems Pty Ltd - Melbourne
- **State Government – NSW**
  - Premiers Office
- **Tweed Valley Shire Council**
- **AusIndustry**
  - Australian Commercialisation & Innovation Grant - \$1 million 50/50
- **CSIRO**
  - Research Connections Grant - \$100k 50/50
- **University of NSW – Microbiology**
  - Research
- **University OF CQ**
  - Research Seawater
- **Westpac Bank & BoQ**
  - Plant & Equipment Facilities



**VISION** – successful outcomes