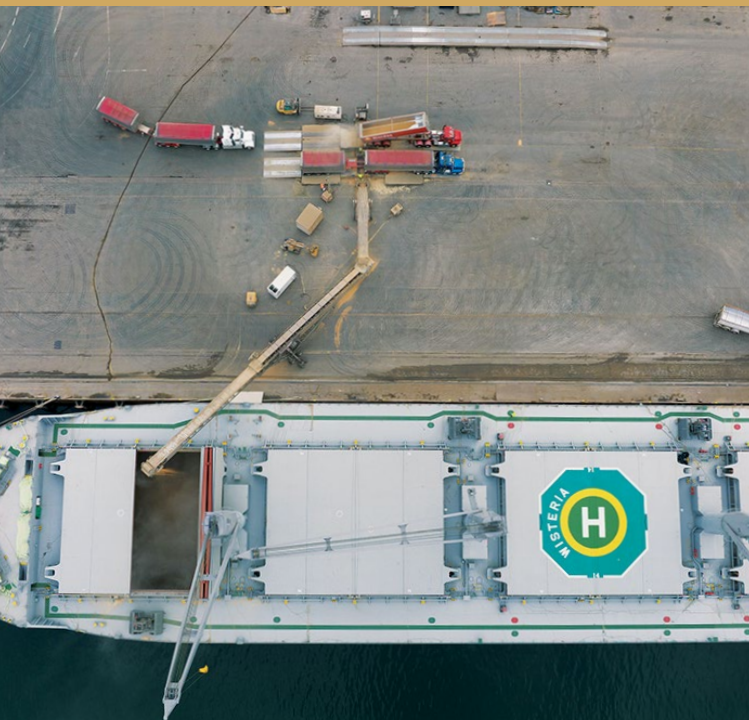


ALL FOR THE GROWER

WHEAT & BARLEY

Flexi Grain's management approach utilises tailored strategies and risk management tools relevant to each market to minimise risk and maximise grower returns.



STRATEGIES AND MANAGEMENT TOOLS

HECTARE AND TONNAGE BASED CONTRACTS

Low risk pre harvest management

- Put Options to manage price risk on wheat and barley
- Call Options to protect against a strengthening Australian dollar
- Option structures to reduce costs and cap protection

Export Grower Grain

- Accumulate and consolidate growers grain
- Secure elevation capacity in desirable shipping slots
- Sell directly into the export market
- Capture the elevation margin to maximise grower returns

Trade domestically

- Accumulate and consolidate growers grain
- Sell into domestic opportunities
- Domestic consumers
- Trade shorts

Stock swaps

- Accumulate and consolidate growers grain
- Sell grain to the trade and simultaneously buy the grain at a deferred date with a predetermined value (Reduce carry cost)

Port zone swaps and reposition stock

- Accumulate and consolidate growers grain
- Sell grain and buy it back in a more attractive port zone to maximise returns (Alternative Ports can provide one or more of the following benefits)
 - Lower carry cost
 - Better purchase price
 - More elevation capacity
 - Cheaper Port to export from
 - Lower FOB costs
 - Lower shipping / freight costs



Post harvest use of derivatives (Options and futures)

- Purchase call Options to provide upside participation whilst selling physical grain
- Selling futures against physical position to provide price protection against a falling market (A strengthening market will create losses with this strategy)

BENEFITS

- ✓ Hectare Contract has no wash out risk, simply deliver the production from the area contracted to a pre-approved grain receival site.
- ✓ Take the stress and time out of your Grain Marketing and Risk Management.
- ✓ Benefit from derivatives without needing your own trading facility.
- ✓ Pre-harvest market participation.
- ✓ Tier two grain sales are insured with a global credit insurance company, Tier three grain sales are pre paid.
- ✓ Access to the export market and global buyers.
- ✓ Receive comprehensive unbiased market updates to assist you identify fair value for your uncontracted grain.
- ✓ Harvest cash flow with post harvest participation.
- ✓ Flexible payment options.
- ✓ Complete transparency.

CASH FLOW

Default

- ✓ 60% of the grains value, based on prevailing cash prices, advanced 5 days end of week of delivery.
- ✓ Distribution of 80% estimated grower equity, paid in June or July.
- ✓ Distribution of 100% final grower equity, paid September 25th.

Deferred

- ✓ Distribution of 80% of estimated grower equity, paid in July.
- ✓ Distribution of 100% of final grower equity, paid September 25th.

FEES

A Management Fee of \$10.00/metric tonne (ex GST) on all grain contributed by the Grower from a Hectare Contracted or \$7.50/metric tonne (ex GST) from Tonnage Contract is applicable.

An additional fee of \$2.50/metric tonne (ex GST) may be applicable for specialty crops such as Durum, Noodle and Biscuit Wheat, as additional marketing and or ISCC accreditation may be required.

HOW TO CONTRACT



Growers wanting to contact Hectares can simply contact the regional manager or submit their interest using the QR code.



flexigrain.com.au