

WA LUPIN POOL

PERSONAL PRICING STRATEGY –
Stable | Traditional | Dynamic

KEY POOL INFORMATION – CURRENT AS AT:

MANAGER:

ESTIMATED POOL RETURN (EPR)				ASSOCIATED DEDUCTIONS			
GRADE	EPR (\$/MT) FOB	CHANGE FROM LAST MONTH	NHEPR ¹	ESTIMATED HA FINANCE COST	FOB ADJUSTMENTS		
LUP1					PORT ZONE	FOB COST	
LUP2							
					UNDERWRITING		
					CURRENT INTEREST RATE		
BENCHMARK						MANAGEMENT & ADMIN FEE [^]	

		PAYMENT METHOD	HARVEST	MARCH	APRIL	JULY	AUGUST	OCTOBER
LUPIN	Harvest Advance (Approx Cumulative)		70% [†]	70-75%			80-90%	100%
	Harvest Loan (Approx Cumulative)		75% [†]	75-80%			85-95%	100%
	Flexible Loan		up to 75%	up to the Harvest Loan % of the current EPR			up to the Harvest Loan % of the current EPR	Up to the full value of the pool
	Distributions (Approx Cumulative)				25%	50%		100%
	Deferred Payment					70-75% of the current EPR		100%

[†] Harvest Advance and Harvest Loan will be paid at Harvest on the NHEPR. All subsequent payments post-harvest including Distributions and Deferred, will be calculated to the indicated percentage of the then current EPR.

All % and timing are a guide only. Pool payment schedule is subject to change. All prices are in Australian dollars (AUD) and are Free On Board (FOB). Premiums and discounts are estimates as at the above date shown and delivery location need to be taken into account.

COSTS AND INFORMATION:

Underwriting: A guarantee provided by Emerald that the consideration to be paid to you, will not be less than the Harvest Payment under the selected payment option.

[^]Management and Admin Fee: EPR is quoted NET of Management and Admin fee.

Finance Cost: Estimate of the finance and interest costs incurred by Emerald as a result of making payment to growers prior to receiving payment for sales made in the pool. The cost is an estimate and can be adjusted in subsequent payments.

¹ Nominated Harvest Estimated Pool Return: (NHEPR) will be the estimated pool return for all Harvest payments until March. Following harvest, payments will be made on the then current EPR.

EXAMPLE HARVEST LOAN

CALCULATION ESTIMATE EXAMPLE BASED ON LUP1³ AND DELIVERED TO KWINANA PORT

NHEPR \$225/mt	= \$225.00
– Estimated FOB deduction est. \$24.15	= (\$24.15)
– Estimated finance charges \$8.62	= (\$8.62)
– Underwriting @ \$2.50/mt	= (\$2.50)
Emerald Loan Amount @ 75%²	= \$142.30

Plus EOP where applicable. EOP will be paid at 75% on first payment.

EXAMPLE HARVEST ADVANCE

CALCULATION ESTIMATE EXAMPLE BASED ON LUP1³ AND DELIVERED TO KWINANA PORT

NHEPR \$225/mt @ 70%	= \$157.50
– Estimated FOB deduction est. \$24.15 @ 70%	= (\$16.91)
– Estimated finance charges \$8.62 @ 70%	= (\$6.03)
– Underwriting @ \$2.50/mt	= (\$2.50)
Emerald Advance Amount²	= \$132.06 excl GST

Plus EOP where applicable. EOP will be paid at 100% on first payment.

Emerald collects end point royalties where applicable. Emerald collect statutory royalties where applicable.

² Either paid to your account or available for drawdown.

³ Result will vary dependant on grade, quality and any premiums.

This is an example only and figures are not actual.

For full terms and conditions refer to Emerald Group Australia website www.emeraldwa.com.au or call 1300 880 432.