

WA CANOLA 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	EST DEFERRED FINANCE	FOB ADJUSTMENTS	
CAN1						PORT ZONE	FOB COST
CAG1 - (GM)							
CAN2							
CAG2 - (GM)							
						UNDERWRITING	
						CURRENT INTEREST RATE	
BENCHMARK			QUALITY			MANAGEMENT & ADMIN FEE ²	

	PAYMENT METHOD	HARVEST	MARCH	APRIL	JULY	AUGUST	OCTOBER
CANOLA	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 CAN1³ AND DELIVERED TO KWINANA PORT**

NHEPR \$571/mt	= \$571.00
- Estimated FOB deduction est. \$24.15	= (\$24.15)
+ Oil @ 44% (= 3% bonus) NHEPR – FOB	= \$16.41
- Estimated finance charges \$23.19	= (\$23.19)
- Underwriting @ \$3.75/mt	= (\$3.75)
Emerald Loan Amount on clean seed @ 75%²	= \$402.24

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

EXAMPLE HARVEST ADVANCE**CALCULATION ESTIMATE EXAMPLE BASED ON CAN1³ AND DELIVERED TO KWINANA PORT**

NHEPR \$571/mt @ 70%	= \$399.70
- Estimated FOB deduction est. \$24.15 @ 70%	= (\$16.91)
+ Oil @ 44% (= 3% bonus) @ 70% NHEPR – FOB	= \$11.48
- Estimated finance charges \$23.19 @ 70%	= (\$16.23)
- Underwriting @ \$3.75/mt	= (\$3.75)
Emerald Advance Amount on clean seed²	= \$374.29 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 dependent 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.