

FACT SHEET WA WHEAT POOL 2010/11



KEY POOL INFORMATION - CURRENT AS AT 17 FEB 2012

OBJECTIVE	MANAGER	BENCHMARK
<p>To be the industry's best performing harvest pool.</p> <p>A discretionary pool that maximises returns to participants over the life of the pool and seeks to outperform agreed benchmarks and alternative pool products through active marketing and hedging strategies, provide flexibility in contracting and competitive cash flow management tools</p>	Chris Kochanski	<p>→ 50% Fixed Price: Spot Contract* price – 1 September 2010 to 31 August 2011</p> <p>→ 25% CBH Harvest Pool #1</p> <p>→ 25% AWB Harvest Pool #1</p>

ESTIMATED POOL RETURN (EPR)			EMERALD QUALITY REWARDS				COSTS APPLICABLE TO YOUR PAYMENT			
Grade	EPR (\$/mt)	APW Spread	Protein	Screenings	Moisture	Test Weight	Harvest Advance Finance Est	FOB Adjustments		
APW2 - WPW2 - WAH3	\$321.00	\$0.00	Yes	Yes	Yes	Yes	\$14.89	PORT ZONE	FOB Cost	
APWN	\$322.00	\$1.00	Yes	Yes	Yes	Yes	\$14.95			
H1 - WAH1	\$349.00	\$28.00	Yes	Yes	Yes	Yes	\$15.56	Geraldton	\$25.24	
H2 - WAH2	\$339.00	\$18.00	Yes	Yes	Yes	Yes	\$15.34	Fremantle	\$22.98	
ANW1 - WNW1	\$396.00	\$75.00	Yes	Yes	Yes	Yes	\$16.01	Albany	\$24.63	
ASW1 - WPW3	\$307.00	-\$14.00	No	Yes	Yes	Yes	\$14.49	Esperance	\$24.98	
AUH2 - WUH1	\$313.00	-\$8.00	No	No	Yes	Yes	\$14.43	Underwriting (for Loans and Advances)		
ANW2 - WUN1	\$380.00	\$59.00	No	No	No	No	\$15.56			
ANW3 - WUN2	\$350.00	\$29.00	No	No	No	No	\$15.10			
AGP1 - WUP1 WUH1	\$289.00	-\$32.00	No	No	No	No	\$14.21			
AUW1 - WUH2 WUP2	\$284.00	-\$37.00	No	No	No	No	\$13.88			
AUW2 -	\$280.00	-\$41.00	No	No	No	No	\$13.88			\$2.50
FEED -	\$269.00	-\$52.00	No	No	No	No	\$13.53			Current Interest Rate
SEC1 -	\$177.00	-\$144.00	No	No	No	No	\$12.55			6.59%

Notes to EPR	EPR is quoted as a FOB Base Price and is an estimate at the time of print. Emerald rewards are paid on top of the EPR	Emerald calculates the deduction/rewards schedule for your payments at the same % as the payment itself, eg, a) harvest advance payment of 70% therefore all costs/rewards are basis 70% or b) if distributions in April were declared at 26% therefore all costs/rewards are calculated at 26%. Finance cost is not applicable in calculating the Harvest Loan payable. 100% of underwriting costs, if applicable, will be deducted from the first advance.
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EMERALD REWARDS

PROTEIN								SCREENINGS		MOISTURE		TEST WEIGHT			
APW2		H2		H1		ANW1		Growers Average Quality Rewards*		%	\$ per mt	%	\$ per mt	kg/ht	\$ per mt
Protein %	\$ per mt	Protein %	\$ per mt	Protein %	\$ per mt	Protein %	\$ per mt			0.0	\$12.50	6.5	\$12.00	74.0	\$0.00
9.00	-\$5.00	10.50	-\$5.00	12.00	-\$5.00	9.00	-\$2.50	APW2/WPW2/WA	\$ 19.05	0.5	\$11.25	7.0	\$11.00	75.0	\$0.25
9.50	-\$2.50	11.00	-\$2.50	12.50	-\$2.50	9.50	\$0.00	APWN	\$ 17.35	1.0	\$10.00	7.5	\$10.00	76.0	\$0.50
10.00	\$0.00	11.50	\$0.00	13.00	\$0.00	10.00	\$2.50	H1 - WAH1	\$ 14.80	1.5	\$8.75	8.0	\$9.00	76.5	\$0.63
10.50	\$2.50	12.00	\$2.50	13.50	\$2.50	10.50	\$5.00	H2 - WAH2	\$ 14.85	2.0	\$7.50	8.5	\$8.00	77.0	\$0.75
11.00	\$5.00	12.50	\$5.00	14.00	\$5.00	11.00	\$2.50	ANW1 - WNW1	\$ 17.15	2.5	\$6.25	9.0	\$7.00	77.5	\$0.88
11.50	\$7.00	13.00	\$7.00	14.50	\$7.50	11.50	\$0.00	ASW1 - WPW3	\$ 13.55	3.0	\$5.00	9.5	\$6.00	78.0	\$1.00
				15.00	\$10.00	12.00	-\$2.50	AUH2 - WUH1	\$ 9.10	3.5	\$3.75	10.0	\$5.00	78.5	\$1.25
				15.50	\$11.25					4.0	\$2.50	10.5	\$4.00	79.0	\$1.50
				16.00	\$12.50					4.5	\$1.25	11.0	\$3.00	79.5	\$1.75
										5.0	\$0.00	11.5	\$2.00	80.0	\$2.00
										5.5	-\$1.25	12.0	\$1.00	80.5	\$2.25
										6.0	-\$2.50	12.5	\$0.00	81.0	\$2.50
										6.5	-\$3.75	13.0	-\$1.50	81.5	\$2.75
										7.0	-\$5.00	13.5	-\$5.00	82.0	\$3.00

Emerald Rewards Parameters	
Protein:	Paid on BIN GRADES at \$0.50 per 0.1% Pro. H1 Protein Incs reduce to \$0.25 per 0.1% ABOVE 15% Protein
Screenings:	Paid at \$0.25 per 0.1% Screenings BELOW 5% Screenings
Moisture:	Paid at \$0.20 per 0.1% Moisture BELOW 12.5% Moisture
Test Weight:	Paid at \$0.025 per 0.1Kg/HctI from 74 - 78, Paid at \$0.05 per 0.1Kg/HctI ABOVE 78kg/HctI

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PAYMENT METHOD		PAYMENT GUIDE	HARVEST 2011	MARCH	APRIL	JULY	AUGUST	OCTOBER	JAN 2012	MAY	Estimated Cost of Finance	
CURRENT INTEREST RATE	6.59%		Payment		Distribution	Distribution	Top Up	Distribution	Distribution	Final	APW2	
Harvest Advance	A harvest payment with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment % Cumulative	70% of Harvest 2011 EPR	75% of March 2011 EPR			85% of Aug 2011 EPR			100% of Final EPR	\$14-16 finance plus \$2.50 underwriting	
		Payment Period	7 days EOW	March			August			POOL FINALISATION		
Harvest Loan	A calculated loan with no GST. Distributions are made against the loan. EPR, quality and costs all calculated as a percentage per payment.	Payment % Cumulative	75%	5%			10%			10%	Interest calc monthly in arrears at interest rate. Underwriting at \$2.50	
		Harvest Loan (HL)		A loan with no GST. Distributions are made against the loan. EPR, quality and costs calculated as a percentage per payment								
		Payment Period	7 days EOW	March	Distribution against Loan April	Distribution against Loan July	August	Distribution against Loan October	Distribution against Loan January	POOL FINALISATION		
Flexible Loan	A loan which you nominate your drawdown timing. EPR, quality and costs all calculated as per your requested drawdown.	Payment %	Up to 75%	Up to 80%			Up to 90%			100%	Drawdown dependant plus \$2.50 underwriting	
		Payment Period	Within 7 days of request	Within 7 days of request	Distribution against Loan April	Distribution against Loan July	Within 7 days of request	Distribution against Loan October	Distribution against Loan January	POOL FINALISATION		
Distributions	Paid as per percentage of grain marketed with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment % Cumulative			25%	50%		61%	81%	100%	Nil	
		Payment Period			April	July		October	January	POOL FINALISATION		
Deferred Payment	Harvest advance payment deferred until July with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment % Cumulative				75%				100%	\$6-7 finance - no underwriting	
		Payment Period				July				POOL FINALISATION		

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. The base rate refers to the Estimated Pool Return at a defined level of protein, moisture, screenings and test weight.

*Spot contract price for benchmark is the average spot price of Grainpool, Cargill and Elders.

**\$ per mt guidance not an actual value result will vary dependent on grade, quality and any premiums. Example based on APW2 + average quality rewards based on 'State Average' quality received, less Kwinana FOB deduction, underwriting and finance.

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No EOP or GST included in any examples.

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

Contact Emerald
1300 880 432

www.emeraldwa.com.au | enquiry@emerald-group.com.au

