

# Harvest 10

Barley

2014/15 Performance Insight

# 10/10

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**5 Day Payment Terms**

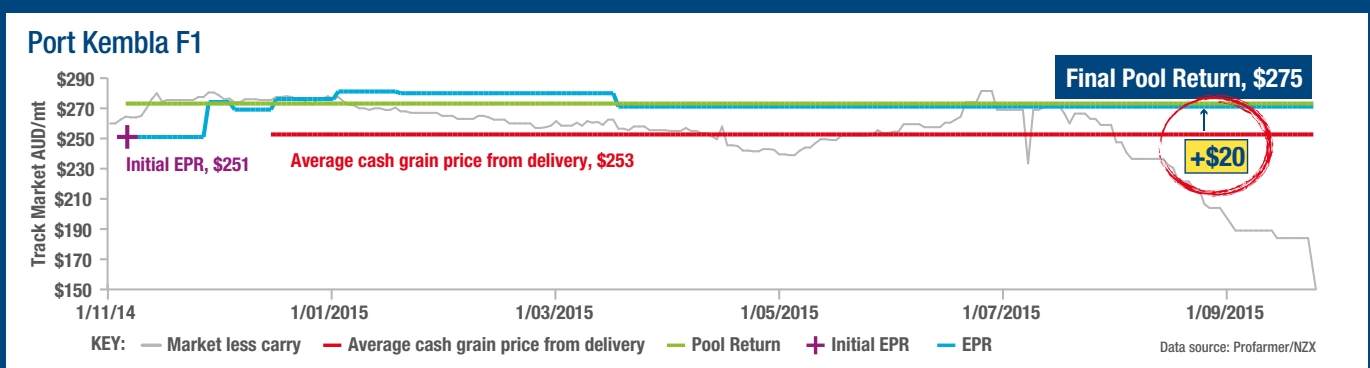
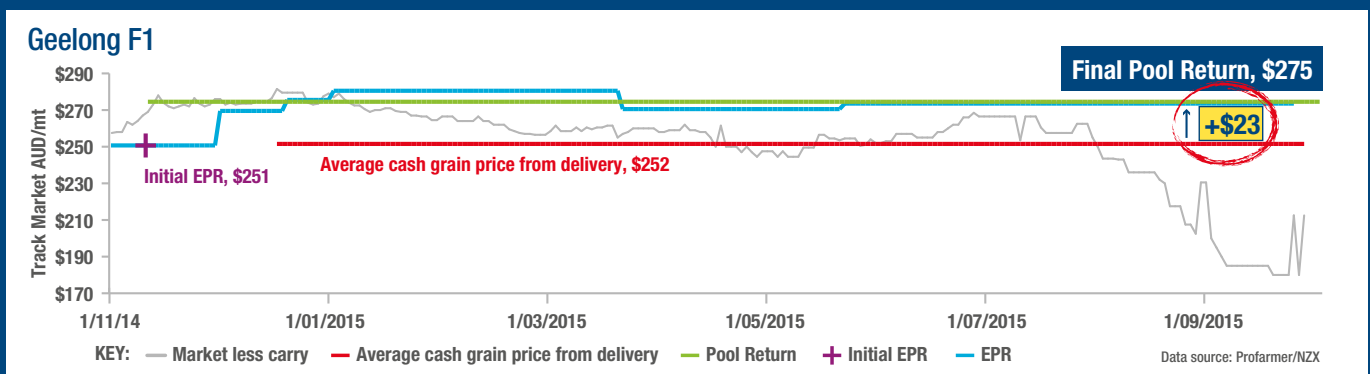
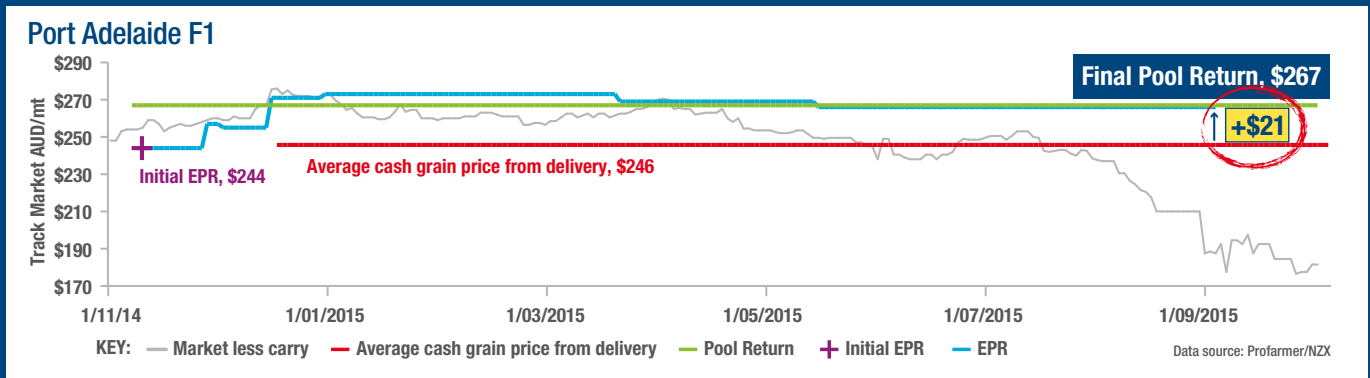
## Key Objectives

GrainCorp's Harvest 10 (H10) Pool is designed to protect value and reduce price risk exposure, whilst allowing participation in the market over the 10 month marketing window.

## Outcomes

The 2014/15 H10 Barley Pool returned above average prices for the period of the Pools life. The results for the Pool were pleasing given the general decline in values over this period. We also succeeded in maintaining Malt spread premiums throughout the Pool's life, despite many of these being eroded in the market place throughout the year.

## 2014/15 Harvest 10 Performance



# Harvest 10

For performance, better cash flow and simplicity, it's 10/10

Barley

# 10/10

**5** Day  
Payment  
Terms

## Pool Managers Overview.

The 2014/15 harvest period saw an export task heavily weighted to the first half of the year.

The 2014/15 harvest period saw strong values for growers where domestic (basis) levels were high for much of December and January. Shippers had purchased export slots at significant premiums and were therefore forced to compete for grain to ensure their expensive shipping commitments were met, bidding up domestic prices in the process.

As exporters built comfort around global supply and cheaper export origins began harvest, prices began to decline from their prior historical highs.

Chinese feed demand remained supportive to Australian export values throughout the year, with Australia exporting an impressive 4 million tonnes into the Asian giant.

On a domestic front, barley remained uncompetitive into many domestic feed rations through most of the Pool's life, with feed mill customers preferring wheat at these market values. The inelastic demand for barley from Northern NSW and

QLD feeders was the exception to this dynamic, and provided strong premiums throughout the year for these regions.

In the later months of the Pool's life, barley values weakened on the back of increased domestic and global barley supply certainty, weaker global futures markets, slowing Chinese feed demand and uncertainty on future feed grain imports.

Final Pool Malt Premium Captured	Port Kembla	Geelong	Adelaide
Average Malt Spread at Harvest	+\$14	+\$20	+\$36
Average Malt Spread Captured in H10	+\$29	+\$31	+\$38

**Bernie Byrnes**  
Pools Manager

**Theo Saroukos**  
Relationship Manager – Pools

**Contracting  
NOW!**

Enjoy less risk and more rewards with the flexibility of three payments options

### Key Features

- ✓ 5 day payment terms<sup>1</sup>
- ✓ Payment finalised in October
- ✓ Wheat & Barley received
- ✓ Expert Risk Management

### Transparency for an informed decision

All GrainCorp's pool products are managed and operated within the requirements of the Grain Trade Australia pool operating standards.

<sup>1</sup> See terms and conditions for 5 Days End of Week of Delivery as per GTA

Payment Options	Harvest	April	July	October
<b>Option 1</b> Harvest Advance	70%			100%
<b>Option 1</b> Deferred Payment			75%	100%
<b>Option 3</b> Quarterly Distribution	25%	50%	75%	100%

To find out more about Harvest 10 and how you can benefit this harvest, contact your local GrainCorp merchant or visit [graincorp.com.au](http://graincorp.com.au)

**Queensland**  
07 4679 8801

**Northern New South Wales**  
02 6926 5555

**Southern New South Wales**  
02 6926 8437

**Victoria**  
03 5431 1206

**South Australia**  
08 8361 5601

**Western Australia**  
08 9356 4616