GrainCorp

Media Release

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2011/12 PRE HARVEST OPTIMISER FINALISED, 2012/13 PRE HARVEST OPTIMISER OPENS THIS WEEK

GrainCorp has announced its finalisation of the 2011/12 season Pre Harvest Optimiser as well as the opening of its Pre Harvest Optimiser product for the 2012/13 season.

The Pre Harvest Optimiser is designed to allow participation in the pre-harvest market, flexibility to capture market upside, and also to reduce the impact of downturns. The product also provides the security of a capped washout fee.

2011/12 Pre Harvest Optimiser FOB returns for key grades were:

- APW1 NSW, Queensland, South Australia: **$285**
- APW1 Victoria: **$282**
- APW2 Western Australia: **$302**

GrainCorp Pools Manager Stuart Clarke said: "We are extremely happy with these results. From our analysis, the returns are a significant premium to the cash market at the last harvest and throughout the 2012 season, prior to finalisation.

"We encourage growers to visit our online calculator to see the results for themselves.

"Grain markets have rallied significantly over recent weeks, responding to severe hot and dry weather throughout the US Corn Belt, as well as concerns over the Black Sea region's crop prospects," Mr Clarke said.

"There are opportunities to capitalise on the current production uncertainty in the northern hemisphere; however a growers' own production certainty must also be taken into account. The benefit of the Pre Harvest Optimiser is that it enables grain marketing during this period, but reduces the production failure risk, which is important while production is still some way from being certain."

"The Pre Harvest Optimiser is about giving growers peace of mind, especially throughout the crucial spring weather period. Our team takes a careful approach to risk management, while also ensuring the Pre Harvest Optimiser is flexible enough to capture the benefit of upward market movements," he said.

As always, growers are encouraged to review the terms and conditions, which are available at www.graincorp.com.au in evaluating whether the product is appropriate to their needs. Further information is also available by contacting your local GrainCorp representative.

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