

6th June 2019

Dear Customer



GrainCorp
100 YEARS OF GROWTH

Invitation to Submit Indicative Long Term Nominations for LTA Capacity

I am pleased to advise that GrainCorp is this week opening the Long Term Agreement Port Terminal nominations process for capacities covering the period 1st October 2019 to 30th September 2022.

The submission of Long Term capacity nomination requests will follow the same steps as in previous Long Term Agreement openings and will be in accordance with the guidelines set out in GrainCorp's **Bulk Wheat and Bulk Grain(Non-Wheat) Port Terminal Services Protocols** which can be found on GrainCorp's website via the following link

<http://www.graincorp.com.au/grains/ports-and-shipping/shipping>

This letter is to formally extend an invitation to you to nominate your indicative Long Term capacity volumes for the three year period commencing 1 October 2019.

The Long Term Capacity Nomination period will open Friday 7th June 2019, and will close at 5.00pm Friday 21 June 2019.

An overview of the LTA requirements is provided in the table below.

Requirements	
Term	3 years
LTA Capacity offered	60%
Minimum number of Port Terminals	1
Maximum Annual Volume	2,000,000 tonnes
Category A Port Terminals: Port Kembla, Geelong	
Minimum Annual Volume	300,000 tonnes
Minimum Months	10
Category B Port Terminals: Fisherman Island, Carrington	
Minimum Annual Volume	150,000 tonnes
Minimum Months	5
Category C Port Terminals: Mackay, Gladstone Portland	
Minimum Annual Volume	90,000 tonnes
Minimum Months	3

GrainCorp Australia Pty Ltd

Level 28, 175 Liverpool Street
Sydney NSW 2000 Australia

PO Box A268
Sydney South NSW 1235

T +61 2 9325 9100

F +61 2 9325 9180

graincorp.com.au

ACN 140 208 680

NEXT STEPS

- GrainCorp invites customers to submit their Indicative Long Term Nominations for LTA capacity for the three-year LTA term. This letter serves as notice of opening **6th June 2019**
- GrainCorp closes Long Term Nomination period at **5.00pm 21st June 2019**.
- GrainCorp reviews consolidated nominations, applies non-discriminatory pro-rata reductions if required and negotiates final volumes with customers. This will be undertaken within a **maximum** of 10 days from closure of invitations.

If agreement is reached, customer enters into Long term Agreement with GrainCorp.

If you require further clarification please call myself on (02) 9266 9469 or Prue Turnbull (02) 9266 9283

Yours sincerely,



Andrew Ward
Senior Manager Buyer Services