



# Media Release

**FINAL**

**Monday, 27 July 2009**

## **GRAINCORP OPENS SINGAPORE SALES SUPPORT OFFICE**

GrainCorp today confirmed that the Company will open a Representative office in Singapore in time for this year's Australian grain harvest.

The new GrainCorp Singapore office will enable the Company to provide an enhanced level of service and allow GrainCorp to offer better technical and logistical advice to customers in the competitive Asian markets.

GrainCorp Managing Director Mr. Mark Irwin said, "Opening a Representative office in Singapore sends a clear signal to customers in Asia that GrainCorp is serious about building direct relationships with them. Our commitment shows we are serious about supporting those relationships with an 'in market' presence."

"It is important to note that the Singapore office **will not be a trading operation**. Our Sydney based trading team will continue to provide all pricing and contracts; the Singapore office will be a customer support office only."

"GrainCorp is not aiming to become the largest grain exporter from Australia. We are aiming to ensure our international customers receive high quality grain that conforms to their specifications, and we want to ensure the use of that grain is supported by first class customer service and technical expertise," Mr. Irwin said.

The new GrainCorp Singapore Representative office will commence operation with the appointment of Glenn Gibbons as the GrainCorp Market Representative.

"Glenn is a highly experienced and well connected figure in the Asian grains market. He brings over twenty years of experience marketing and managing the movement of Australian grain into Asia. Glenn will work closely with our Sydney based trading team, our logistics and supply chain specialists, and our technical support experts, to ensure that GrainCorp delivers on our commitments to customers," Mr. Irwin said.

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*GrainCorp's vision is to be Australasia's leading handler and supplier of agriproducts and bulk products.*

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