

## SQP CANOLA POOL 2010/11



## KEY POOL INFORMATION - CURRENT AS AT 1ST MARCH 2010

OBJECTIVE		MANAGER			BENCHMARK					
<p><b>To be the industry's best performing harvest pool</b></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, providing flexibility in contracting and competitive cash flow management tools</p>		Brant Laidlaw			50% Fixed Price: Spot Contract price – 1 September 2010 to 31 August 2011					
					50% Competing GrainCorp Harvest Pool #1					
OPENING POOL INDICATOR (\$ per mt FOB)		COSTS APPLICABLE TO YOUR PAYMENT			EARLY ORDER PREMIUM (EOP) INFORMATION					
Grade	Per mt FOB	Grade	Harv Adv Finance Est	FOB Adjustments			Program Month	Early Order Premium	MCF	
CSO1-a (Non GM Canola)	\$480.00	CSO1-a	TBA	PORT ZONE	Receival Fee	FOB Cost	March 2010	SQP 2009/10 EOP Customer	\$15.00	\$13.00
CSO1 (GM Canola)	\$475.00	CSO1	TBA	Geelong	TBA	TBA		New EOP customer	\$13.00	\$13.00
Notes to EPR	Opening Pool Indicator is a FOB Base Price and is an estimate at the time of print.			Portland	TBA	TBA	<p>All customers who participated in the 09/10 EOP offer, have access to a March premium of \$22.00mt for the 10/11 Pool.</p> <p>2009/10 season grain may be delivered against EOP contracts subject to confirmation of quality and costs from your local representative.</p> <p>SQP calculates the deduction/rewards schedule for your payments at the same % as the payment itself, eg., harvest advance payment of 70% therefore all costs/rewards are basis 70% or b) distributions in April were declared at 30% therefore all costs/rewards are calculated at 30%. Finance cost is not applicable in calculating the Harvest Loan payable. 100% of underwriting costs, if applicable, will be deducted from the first advance.</p>			
				Melbourne	TBA	TBA				
				Port Adelaide	TBA	TBA				
<p><b>OIL BONIFICATION</b> - Oil bonifications on a 1.5% premium or discount for every 1% or part thereof above and below 42%. ADMIX - Discounts on a 1:1 basis from 0%-3%. Discounts on a 2:1 basis above 3%</p>			TBA							
			TBA							
			Current Interest Rate							
			6.75%							

## PAYMENT INFORMATION - CURRENT AS AT 1ST MARCH 2010

PAYMENT METHOD		PAYMENT GUIDE	Harvest	Mar-11	Apr-11	Jul-11	Aug-11	Oct-11	Estimated Cost of Finance *
CURRENT INTEREST RATE 6.75%					Top Up	Distribution	Distribution	Top Up	
Harvest Advance	A harvest payment with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment %	70%	75%			85%	100%	TBA
		\$ per mt guidance	\$310-330	\$20-40			\$30-50	\$60-80	
		Paid	14 days EOW	Week commencing 14 thru to 25			Week commencing 15 thru to 26	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 %	75%	80%			90%	100%	TBA
		\$ per mt guidance	\$330-350	\$20-40	Distribution against Loan	Distribution against Loan	\$30-50	\$30-50	
		Paid	14 days EOW	Week commencing 14 thru to 25	Week commencing 19	Week commencing 18	Week commencing 15 thru to 26	POOL FINALISATION	
Flexible Loan	A loan which you nominate your drawdown timing. EPR, quality and costs all calculated as per your	Payment %	Up to 75%	Up to 80%			Up to 90%	100%	TBA
		\$ per mt guidance	\$330-350	\$20-40	Distribution against Loan or	Distribution against Loan or	\$30-50	\$30-50	

	requested drawdown.	Paid	Within 7 days of request	Available at request	direct payment week commencing	direct payment week commencing	Available to 85 %	POOL FINALISATION	
<b>Distributions</b>	Paid as per percentage of grain marketed with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment %			25%	25%		50%	Nil
		\$ per mt guidance			\$110-130	\$110-130		\$220-240	
		Paid			Week commencing 19 thru to 29	Week commencing 18 thru to 29		POOL FINALISATION	
<b>Deferred Payment</b>	Harvest advance payment deferred until July with GST included. EPR, quality and costs all calculated as a percentage per payment.	Payment %				80%		100%	TBA
		\$ per mt guidance				\$360-380		\$80-100	
		Paid				Week commencing 4 thru to 8		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 without the addition of oil and admix. Spot contract price for benchmark is the average spot price of GrainCorp, Cargill and AWB.

For full terms and conditions refer to Southern Quality Produce website [www.sqpgain.com.au](http://www.sqpgain.com.au) or call (03) 5331 4943

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