

# FACT SHEET

## BARLEY POOL PERSONAL PRICING STRATEGY – Stable | Balanced | Dynamic



KEY POOL INFORMATION – CURRENT AS AT:

MANAGER:

ESTIMATED POOL RETURN (EPR)				ASSOCIATED DEDUCTIONS			
GRADE	EPR (\$/MT) FOB	CHANGE FROM LAST MONTH	NHEPR <sup>1</sup>	ESTIMATED HA FINANCE COST	DEFERRED EST FINANCE	FOB ADJUSTMENTS	
Baudin 1						PORT ZONE	FOB COST
Buloke 1							
Gairdner 1							
Flagship 1							
Commander 1							
Westminster 1						UNDERWRITING	
Schooner 1							
Sloop 1						CURRENT INTEREST RATE	
Hindmarsh 1							
Feed Barley 1							
Feed Barley 2						MANAGEMENT & ADMIN FEE <sup>*</sup>	
Feed Barley 3							
NOTES		BENCHMARK					

	PAYMENT METHOD	HARVEST	MARCH	APRIL	JULY	AUGUST	OCTOBER	JANUARY	APRIL
BARLEY	<b>Harvest Advance</b> (Approx Cumulative)	70% <sup>†</sup>	70-75%			80-90%			100%
	<b>Harvest Loan</b> (Approx Cumulative)	75% <sup>†</sup>	75-80%			85-95%			100%
	<b>Flexible Loan</b>	up to 75%	up to the Harvest Loan % of the current EPR			up to the Harvest Loan % of the current EPR			up to the full value of the pool
	<b>Distributions</b> (Approx Cumulative)			25%	50%		70%	90%	100%
	<b>Deferred Payment</b>				70-75% of the current EPR				100%

<sup>†</sup> Harvest Advance and Harvest Loan will be paid at Harvest on the NHEPR. All subsequent payments post-harvest including Distributions and Deferred, will be calculated to the indicated percentage of the then current EPR.

All % and timing are a guide only. Pool payment schedule is subject to change. 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.

### COSTS AND INFORMATION:

**Underwriting:** A guarantee provided by SQP that the consideration to be paid to you, will not be less than the Harvest Payment under the selected payment option.

**\*Management and Admin Fee:** EPR is quoted NET of Management and Admin fee.

**Finance Cost:** Estimate of the finance and interest costs incurred by SQP as a result of making payment to growers prior to receiving payment for sales made in the pool. The cost is an estimate and can be adjusted in subsequent payments.

**<sup>1</sup> Nominated Harvest Estimated Pool Return:** (NHEPR) will be the estimated pool return for all Harvest payments until March. Following harvest, payments will be made on the then current EPR.

### EXAMPLE HARVEST LOAN

#### CALCULATION ESTIMATE EXAMPLE BASED ON BAUDIN1 <sup>3</sup> AND DELIVERED TO MELBOURNE

NHEPR \$275/mt	= \$275.00
– Estimated FOB deduction est. \$46.75	= (\$46.75)
– Estimated finance charges \$13.27	= (\$13.27)
– Underwriting @ \$2.50/mt	= (\$2.50)
<b>SQP Loan Amount @ 75% <sup>2</sup></b>	<b>= \$159.36</b>

Plus EOP where applicable. EOP will be paid at 75% on first payment.

### EXAMPLE HARVEST ADVANCE

#### CALCULATION ESTIMATE EXAMPLE BASED ON BAUDIN1 <sup>3</sup> AND DELIVERED TO MELBOURNE

NHEPR \$275/mt @ 70%	= \$192.50
– Estimated FOB deduction est. \$46.75 @ 70%	= (\$32.73)
– Estimated finance charges \$13.27 @ 70%	= (\$9.29)
– Underwriting @ \$2.50/mt	= (\$2.50)
<b>SQP Advance Amount <sup>2</sup></b>	<b>= \$147.98 excl GST</b>

Plus EOP where applicable. EOP will be paid at 100% on first payment.

SQP collects end point royalties where applicable. SQP collect statutory royalties where applicable.

<sup>2</sup> Either paid to your account or available for drawdown.

<sup>3</sup> Result will vary dependent on grade, quality and any premiums.

This is an example only and figures are not actual.

For full terms and conditions refer to SQP Grain website [www.sqpgrain.com.au](http://www.sqpgrain.com.au) or call (03) 5331 4943.

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