

WHEAT | BARLEY | CANOLA

LOCK IN PREMIUMS REDUCE RISK

Early Order Premium



COMMITTING EARLY PAYS DIVIDENDS

Pioneered by SQP, the Early Order Premium (EOP) offers growers a clear head start to grain marketing programs for the harvest ahead.

ABOUT EOP

EOP enables growers to lock in an attractive premium for wheat, barley, or canola. This premium is paid in addition to the final return of SQP's Harvest Pool for that commodity and grade delivered. The maximum cancellation fee attached to this contract also assists in lowering market exposure in the case of production failure.

The underlying pricing product linked to the EOP program is SQP's Harvest Pool.

HARVEST POOL OBJECTIVE

The objectives of SQP's Harvest Pool are:

- Outperform agreed benchmarks
- Provide contracting flexibility
- Provide flexible cash flow and taxation payment alternatives
- Openly communicate pool strategies with growers.

HARVEST POOL BENCHMARK

The agreed benchmark of SQP's Harvest Pool for each grade and commodity is the:

**Average daily spot contract price
1 Sept 2011 - 1 Sept 2012***

* The daily spot price for each grade is determined by taking the average of Cargill's, Viterra's and Graincorp's advertised bids in the zone that SQP's Pool is offered.

BENEFITS TO GROWERS

With the ongoing market volatility experienced in recent years, more than ever before we are seeing growers spread their pricing risk across multiple grain marketing products.

EOP offers growers who include pool deliveries in their overall strategy, a chance to enhance their pooling experience. This is achieved by offering generous premiums above final pool returns, access to a guaranteed minimum pool price, and a fixed contract-cancellation cost to help protect against failure of production.

GUARANTEED ACCESS

Participants in EOP will be the only growers who will have guaranteed access to SQP's full product range, including the 3 Windows contract. This also includes access to a guaranteed minimum pool return in the future, if available.

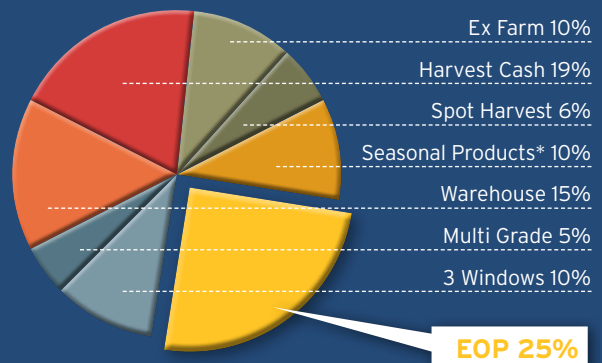
SQP PRODUCTS

To find out more about this and other SQP products, refer to the website or contact your local SQP representative.

EOP FEATURES

- ✦ Lock in generous premiums for wheat, barley, and canola above final pool returns
- ✦ Reduce production risk with a maximum cancellation fee
- ✦ Gain access to a Guaranteed Minimum pool return and 3 Windows contract
- ✦ 14-day payment terms from EOW transfer
- ✦ A full range of payment terms, including Harvest loan, Flexible loan and Distributions
- ✦ Receive industry-leading quality rewards for wheat
- ✦ Linked to the SQP Harvest Pool, which has definite objectives and measurable benchmarks.

SQP GROWER PRODUCT DELIVERIES PROFILE 2008-2011



* includes Express, Short Term Feed Wheat and Strategic Feed Wheat Pools and newgen products.

Contact SQP

03 5070 1000 Sea Lake | 121 Best Street
 03 5381 0512 Horsham | Grains Innovation Park 110 Natimuk Road
 03 5331 4943 Ballarat | 72B Mair Street East
 www.sqpgrain.com.au | admin@sqpgrain.com.au

