

MEDIA RELEASE



GrainCorp

15 February 2016

GrainCorp expands PriceGuard Plus to Sorghum

GrainCorp today announced that for the first time it will offer PriceGuard Plus for Sorghum. Previously only available for wheat and barley sales, sorghum will now be offered giving growers more options.

PriceGuard Plus gives growers an alternative to just cash or warehousing, as Queensland-based GrainCorp Grain Merchant Brad Taylor explains; "PriceGuard Plus provides a guaranteed minimum price and strong cashflow at contracting whilst maintaining participation in the international futures market.

"With sorghum harvest well underway across Queensland and northern New South Wales, attention has quickly moved to marketing opportunities. Current market conditions have seen values significantly lower than previous years at harvest, with some growers reluctant to sell at current levels. As a result we are excited to offer this option to sorghum growers to leverage off GrainCorp's international market insight.

"GrainCorp has a global marketing presence in five key hubs around the world which gives us insights into potential production concerns and market volatility on a global scale. PriceGuard Plus positions growers with a capped risk exposure should the market continue to decline. An added benefit to participants is that there is no cost of carrying physical grain, such as warehousing or finance fees," Mr Taylor said.

The product has individual windows of commitment and will be finalised in September 2016 for payment in October 2016. This period has been selected as it provides growers with exposure to the influential northern hemisphere crop production periods including wheat emergence and harvest, corn planting, flowering and harvest.

Sorghum PriceGuard Plus will be open for a limited time only. Growers interested in learning more about PriceGuard Plus should contact their local Grain Merchant or visit www.graincorp.com.au.

FOR FURTHER INFORMATION

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