

## Forward Contracts

### How does the Forward Contract work?

Viterra offers cash payment forward contracts for most major grains, allowing you to secure a known base price prior to harvest. We offer multi-grade contracts for wheat and barley and, in addition, offer fixed grade forward contracts.

### Availability

Forward contracts are available for selected commodities in selected port zones. The table below provides a guide as to the availability of forward contracts. The total tonnage of Viterra contracts may be limited and Viterra reserves the right to add or remove the availability of certain forward contracts in any particular zone at its discretion and without notice. For more information please refer to Viterra's daily contract bid sheet.

Commodity	SA	VIC	NSW	QLD	WA
Barley	o	o	o	o	o
Wheat	o	o	o	o	o
Triticale	o	o	o		
Canola	o	o	o		o
Sorghum			o	o	
Peas	o	o			o
Chick Peas		o	o	o	
Faba Beans	o	o	o	o	
Lupins	o	o			o
Lentils	o	o			

### How do I enter into a Forward Contract?

Provided you are a registered signatory of your trading entity and have signed and returned, or submitted online, your acceptance of Viterra's General Terms of Business for Grain Purchases, you can enter into a forward contract by contacting the Viterra Service Centre on 1800 018 205 or your local Customer Relationship Manager. WA growers can call the WA Office on 1800 000 623.

### What about delivery?

Growers in SA, Vic, NSW and Qld need to register with the National Grower Register (NGR) and deliver using their NGR delivery number. Growers in WA can register with NGR but also need to register their business with Viterra and deliver using their CBH delivery number. WA Grower Registration forms are available in the Grain Marketing section on the Viterra website at [www.viterra.com.au](http://www.viterra.com.au) or by ringing the WA Office on 1800 000 623.

**For more information visit [www.viterra.com.au](http://www.viterra.com.au), call the Viterra Service Centre on 1800 018 205 or call the WA Office on 1800 000 623**

Viterra Ltd ABN 59084962130 AFSL No. 247279 Form No. 1864/14  
 Current as at 22 June 2011 and subject to change without notice

## Contract size

There is no minimum contract size on forward contracts, however, unless otherwise agreed, there is a zero quantity tolerance. This means that you are required to deliver the exact tonnage as nominated on your contract.

## How will I be paid for my deliveries?

You will receive 100% cash payment for your contracted grain deliveries, 9 days from the end of the week of delivery or transfer onto the contract. This applies to contracts written for delivery at selected bulk handlers, such as Graincorp, CBH, Grainflow, ABA and Viterra, and at selected independent receival sites. This means payment by or on the 9<sup>th</sup> day after the end of the calendar week the goods are delivered or transferred onto the contract. A calendar week begins on the morning of a Monday and ends at midnight the following Sunday.

Contracts written for delivery outside of the selected bulk handlers and independent receival sites will receive payment 30 days from the end of week of delivery. For more information about the payment terms that Viterra offers for contracts a particular receival site contact the Viterra Service Centre on 1800 018 205. WA growers can call the WA Office on 1800 000 623.

## Quality

**Canola:** For canola deliveries, adjustments will be made as per the Australian Oilseeds Federation standards for oil (using a 42% oil base) and admixture. In WA, the oil premium is capped at 44.5%.

**Lentils:** For off-grade deliveries, deductions and/or cleaning fees will apply for grain with excessive colour, defects and admixture as per the current Viterra receival standards.

## Location Differentials

Your contract price will often be quoted on a port basis. As most grain deliveries are made at up-country delivery sites, i.e. sites other than the port itself, you will incur a location differential adjustment to take account of the freight and associated up-country costs from the actual delivery site to the port. We will deduct the Grain Trade Australia (GTA) location differential of the season, as deemed applicable by Viterra, from your port based contract price.

## Production Risk

Forward contracts are for the physical delivery of grain. There is a risk that at harvest you may not have sufficient grain to fulfil your contract. In the event that you cannot deliver the contracted grain you will be liable to Viterra for a payment of liquidated damages called a "washout amount" calculated under the contract. It is important that you understand that the risk of production failure lies with you and not with Viterra.

---

**For more information visit [www.viterra.com.au](http://www.viterra.com.au), call the Viterra Service Centre on 1800 018 205 or call the WA Office on 1800 000 623**

Viterra Ltd    ABN 59084962130    AFSL No. 247279    Form No. 1864/14  
*Current as at 22 June 2011 and subject to change without notice*



## Grain Marketing Fact Sheet

### **Levies**

As with all deliveries, Viterra will deduct any relevant statutory or research levies from your contract payment. For more information about the levies that apply in your state, contact the Viterra Grain Service Centre on 1800 018 205. WA growers can call the WA Office on 1800 000 623.

**Terms and Conditions:** This contract choice is subject to the terms and conditions set out in the General Terms of Business for Grain Purchases, copies of which are available on request or on our website [www.viterra.com.au](http://www.viterra.com.au). Direct deliveries to nominated ports for selected commodities may incur a fee.

**Disclaimer:** The information in this brochure has been prepared without taking account of a grower's specific objectives, financial situation or needs and does not constitute advice in respect of this product's suitability for you. For specific marketing advice please contact your licensed marketing or financial advisor.

---

**For more information visit [www.viterra.com.au](http://www.viterra.com.au), call the Viterra Service Centre on 1800 018 205 or call the WA Office on 1800 000 623**

Viterra Ltd      ABN 59084962130      AFSL No. 247279      Form No. 1864/14  
*Current as at 22 June 2011 and subject to change without notice*