

XCEED Area Canola Contract

How does the XCEED Area Canola Contract work?

The XCEED Area Canola Contract gives you the option to access XCEED by contracting to sell to Viterra Canola from a nominated area, specified in hectares. This allows you to minimise your production risk AND your price risk by not being locked into a fixed tonnage contract. At the time of contracting you will be able to secure the price, which will be the daily published price for CANO less 10% or you can price your contract at any point prior to harvest.

Availability

The XCEED Area Canola Contract is only available in selected port zones, currently Pt Adelaide, Pt Lincoln and Geelong. Delivery points will be nominated prior to harvest.

Viterra may remove the ability to enter into a XCEED Area Canola Contract at its discretion without notice.

Special Conditions

Crops will be subject to a minimum of 3 inspections throughout the year, to be conducted by Viterra representatives to assess the condition and likely yields of the crop. You will not be locked into a minimum yield as a result of these inspections.

You are strictly prohibited from retaining any XCEED seed.

How do I enter into a XCEED Area Canola Contract?

Provided you are a registered signatory of your trading entity and have returned a signed acceptance of Viterra's General Terms of Business for Grain Purchases, you can take out an XCEED Area Canola Contract by contacting the Viterra Service Centre on 1800 018 205 or your local Customer Relationship Manager.

Delivery

The delivery period is November and December 2012 at nominated Viterra delivery points

Growers need to register with the National Grower Register (NGR) and deliver using their NGR delivery number. Delivery will be to specified sites nominated prior to harvest.

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 means payment will occur on or by the 9th 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.

**For more information visit www.viterra.com.au,
call the Viterra Service Centre on 1800 018 205**

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 or transfer onto the contract. For more information about the payment terms that Viterra offers for contracts at a particular receival site contact the Viterra Service Centre on 1800 018 205.

Quality

Quality adjustments will be made in accordance with the Australian Oilseed Federation (AOF) standards for oil (using a 42% base), admixture and other quality specifications of the relevant season. The AOF CSJ1-a standards are available from the AOF website at www.australianoilseeds.com.

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 differentials of the season, as deemed applicable by Viterra, from your port based contract price.

Levies

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 Service Centre on 1800 018 205.

Terms and conditions

This contract choice is subject to the terms and conditions as set out in the Viterra General Terms of Business for Grain Purchases. The terms and conditions are available on request or on our website www.viterra.com.au. Please note 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 availability for you. For specific marketing advice contact your licensed marketing or financial advisor.

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