

Media statement

17 January 2012

Emerald 2010/11 wheat and barley \$32 million pool payment

The Emerald Group has paid growers over \$32 million in its fourth pool distribution for its 2010/11 season national wheat and barley pools.

Emerald Managing Director Mick Cattanach said the company's pool payments were progressing well and with this latest distribution of approximately 20% of estimated pool returns (EPRs), growers have now received approximately 81 per cent of EPRs for wheat and 83 per cent for barley.

"The 2010/11 season held many challenges for both growers and marketers, with drought in Western Australia, a massive season in all other States that included floods and weather damage during harvest, and then a record world crop subsequently that has pressured prices," Mr Cattanach said.

"Through all this our marketing program to Asia and the Middle East has performed strongly and our 2011/12 season pools are similarly well-placed, with international customers continuing to seek Australian grain in preference to other origins.

"With the recent announcement of our restructured trading and marketing division that combines enormous pool management and marketing experience with the strength of our grower-focused, locally based merchants, our grower customers can feel confident about Emerald's commitment to their needs," Mr Cattanach said.

Growers utilising Emerald's distribution payments will have received payment directly to their bank accounts, while growers utilising Emerald's finance options will have seen funds applied to reducing any loan balances.

For more information contact Emerald on 1300 880 432 or visit www.emerald-group.com.au

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Background information

Emerald Group is one of Australia's leading grain marketing companies, offering its grower customers a range of pool and fixed price products to assist them maximise returns and manage grain market risks.

Emerald's unique business model includes commercial joint venture partnerships with grower organisations that assist these groups to directly influence both grower marketing options and grower incomes. These JVs include *SQP Grain* with Southern Quality Produce Co-operative in Victoria, *EP Grain* with FREE Eyre on Eyre Peninsula in South Australia and *Southern Ag Grain* with Southern Ag Venture in southern New South Wales. Emerald operates in its own name in Western Australia and also has a strong alliance with WAFarmers, while in Queensland it operates as *Philp Brodie Grains* and in eastern South Australia as *Sturt Grain*.

Emerald is an Australian business founded in 2004. Originally fully owned by the directors and staff of the company, it now includes amongst its shareholders Sumitomo Corporation, which has offices in 66 countries. The alliance with Sumitomo has provided Emerald with unrivalled access to a range of grain processors throughout the world, particularly into rapidly growing markets in East and South Asia. During the 2010/11 harvest Emerald received 3.4 million tonnes of grains and oilseeds directly from Australian grain growers, with turnover of A\$1.2 billion.