



Media statement

Friday 12th August

SAG Express Pool delivers in protecting growers from price volatility

Southern Ag Grain (SAG) today announced the finalisation of its inaugural Express Pool, exceeding its objective of providing a higher return to its grower customers than the prevailing cash market.

SAG's innovative Express Pool was launched in August 2010, in response to grower customer's needs for a pooling product that competed directly with the cash market, but assisted to manage the volatility of daily pricing. The product offered another flexible choice to SAG customers from the existing suite of industry leading pool and cash products.

SAG's General Manager – Simon Wishart - said despite the many challenges both growers and marketers have faced this year, SAG's Express Pool has delivered an outstanding result relative to the prescribed strategy and post-harvest cash markets, creating value for grower participants.

"Despite one of the most difficult harvests for quality and logistics in recent memory, SAG's Express Pool has delivered on its promise of participating in the market over time, and has delivered exceptional outcomes for growers relative to current post harvest cash markets.

We are driven by our promise to maximise growers' farm gate returns. Therefore I am thrilled to advise that the final return of \$246.36 for AGP and \$208.11 for Feed Barley 1, which is an extremely competitive result in today's market.

SAG remains committed to working in partnership with growers in grain marketing. Following the success of our inaugural Express Pool, we look forward to rolling out the next prescriptive pool in coming months," concluded Simon.

For further information on SAG's prices, pool returns or distributions call (02) 6932 4400 or visit www.southernaggrain.com.au

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Background information

Southern Ag Grain Pty Ltd (SAG) is a leading independent grain marketing company and specialist pool manager offering a range of products to assist growers and agribusiness maximise returns and manage grain market risks. SAG broke new ground with the establishment of the pool based contract premiums as well as forced the industry to maintain payments for quality by enhancing the quality payments matrix applicable in the 2008/09 season. SAG also offers a range of fixed price alternatives and other products.