



## **MEDIA STATEMENT**

23 December 2011

### **Southern Ag Grain reduces interest rate in time for Christmas**

Southern Ag Grain (SAG) today announced it had reduced the interest rate for all 2011/12 pools to 6.59%.

General Manager of SAG – Simon Wishart, said the reduction in SAG’s interest rate on new season pools from 7.3% to 6.59% makes it the most competitive in the industry.

“Following this interest rate cut, growers will save an average of \$1105\* on the average delivery of grain delivered to our pool,” said Mr Wishart stated.

“We are excited about this rate reduction because we are determined to provide competitive returns to our grower customers. This interest rate, through the new facility structure allows us to deliver grower improved value.

“Despite challenging global economic conditions in recent years, SAG’s syndicated funding facilities have increased year-on-year in line with the continued growth of the company.

“This funding enables us to more efficiently manage our funding requirements both on a day-to-day basis and into the future, and with Australia harvesting another large grain crop it ensures our growers have access to competitively-priced finance and cash flow options.

“Our grower customers rely on the security of SAG payment options. It is fundamental to our business that we maintain strong finance relationships so our customers feel completely confident when delivering grain to SAG” said Mr Wishart.

*-Ends-*

*\*Calculation based on \$1300 saving for every 1000t delivered. Average delivery to pool being 850 tonnes.*

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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.