

# CANOLA POOL

PERSONAL PRICING STRATEGY –  
Stable | Balanced | Dynamic

KEY POOL INFORMATION – CURRENT AS AT:

MANAGER:

ESTIMATED POOL RETURN (EPR)				ASSOCIATED DEDUCTIONS			
GRADE	EPR (\$/MT) FOB	CHANGE FROM LAST MONTH	NHEPR <sup>1</sup>	ESTIMATED HA FINANCE COST	EST DEFERRED FINANCE	FOB ADJUSTMENTS	
CSO1-a (CAN1)						PORT ZONE	FOB COST
CSO1 (GM)							
CSO1-a (CAN2)							
CSO1 (GM) 2							
						UNDERWRITING	
						CURRENT INTEREST RATE	
BENCHMARK			QUALITY			MANAGEMENT & ADMIN FEE <sup>*</sup>	

	PAYMENT METHOD	HARVEST	MARCH	APRIL	JULY	AUGUST	OCTOBER
CANOLA	<b>Harvest Advance</b> (Approx Cumulative)	70% <sup>†</sup>	70-75%			80-90%	100%
	<b>Harvest Loan</b> (Approx Cumulative)	75% <sup>†</sup>	75-80%			85-95%	100%
	<b>Flexible Loan</b>	up to 75%	up to the Harvest Loan % of the current EPR			up to the Harvest Loan % of the current EPR	Up to the full value of the pool
	<b>Distributions</b> (Approx Cumulative)			25%	50%		100%
	<b>Deferred Payment</b>				70-75% of the current EPR		100%

<sup>†</sup> Harvest Advance and Harvest Loan will be paid at Harvest on the NHEPR. All subsequent payments post-harvest including Distributions and Deferred, will be calculated to the indicated percentage of the then current EPR.

All % and timing are a guide only. Pool payment schedule is subject to change. All prices are in Australian dollars (AUD) and are Free On Board (FOB). Premiums and discounts are estimates as at the above date shown and delivery location need to be taken into account.

**COSTS AND INFORMATION:**

**Underwriting:** A guarantee provided by Philp Brodie that the consideration to be paid to you, will not be less than the Harvest Payment under the selected payment option.

**\*Management and Admin Fee:** EPR is quoted NET of Management and Admin fee.

**Finance Cost:** Estimate of the finance and interest costs incurred by Philp Brodie as a result of making payment to growers prior to receiving payment for sales made in the pool. The cost is an estimate and can be adjusted in subsequent payments.

**<sup>1</sup> Nominated Harvest Estimated Pool Return: (NHEPR)** be the estimated pool return for all Harvest payments until March. Following harvest, payments will be made on the then current EPR.

**EXAMPLE HARVEST LOAN**

**CALCULATION ESTIMATE EXAMPLE BASED ON CAN1 <sup>3</sup> AND DELIVERED TO BRISBANE**

NHEPR \$576/mt	= \$576.00
- Estimated FOB deduction est. \$48.75	= (\$48.75)
+ Oil @ 44% (= 3% bonus) NHEPR – FOB	= \$15.82
- Estimated finance charges \$23.19	= (\$23.19)
- Underwriting @ \$3.75/mt	= (\$3.75)
<b>PBG Loan Amount on clean seed @ 75% <sup>2</sup></b>	<b>= \$387.10</b>

Plus EOP where applicable. EOP will be paid at 75% on first payment.

**EXAMPLE HARVEST ADVANCE**

**CALCULATION ESTIMATE EXAMPLE BASED ON CAN1 <sup>3</sup> AND DELIVERED TO BRISBANE**

NHEPR \$576/mt @ 70%	= \$403.20
- Estimated FOB deduction est. \$48.75 @ 70%	= (\$34.13)
+ Oil @ 44% (= 3% bonus) @ 70% of NHEPR – FOB	= \$11.07
- Estimated finance charges \$23.19 @ 70%	= (\$16.23)
- Underwriting @ \$3.75/mt	= (\$3.75)
<b>PBG Advance Amount on clean seed <sup>2</sup></b>	<b>= \$360.16 excl GST</b>

Plus EOP where applicable. EOP will be paid at 100% on first payment.

**PBG collects end point royalties where applicable. PBG collect statutory royalties where applicable.**

<sup>2</sup> Either paid to your account or available for drawdown.

<sup>3</sup> Result will vary dependent on grade, quality and any premiums.

**This is an example only and figures are not actual.**

For full terms and conditions refer to Philp Brodie website [www.pbgrains.com.au](http://www.pbgrains.com.au) or call (07) 4690 6400.