



# Company announcement

GrainCorp Limited ABN 60 057 186 035

Date: Monday, 15 December 2008  
To: The Manager  
Announcements  
Company announcements office

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## PUBLIC ANNOUNCEMENT

**Contents for immediate release:**

**GRAINCORP LAUNCHES INNOVATIVE HARVEST CASHFLOW PRODUCT**

A handwritten signature in black ink, appearing to read "Betty Ivanoff".

**Betty Ivanoff**  
**Company Secretary**

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# Media Release

**IMMEDIATE RELEASE**

**Monday, 15 December 2008**

## **GRAINCORP LAUNCHES INNOVATIVE HARVEST CASHFLOW PRODUCT**

GrainCorp today announced the launch of an innovative grain marketing product for the 2008/09 harvest, backed by Rabobank, one of the world's leading agribusiness financiers.

GrainCorp Managing Director, Mark Irwin, said the new product, *Warehouse Cashflow*, was developed in conjunction with Rabobank, in direct response to grower feedback.

"Growers have been telling us for several years that they want a way of generating some cash to pay harvest related bills, and that they wanted more grain marketing flexibility. *Warehouse Cashflow* delivers on both counts for growers," Mr Irwin said.

"To qualify, growers have to apply and have grain in warehousing at a GrainCorp site. *Warehouse Cashflow* will allow them to receive up to 60% of the value of their grain as cash, allowing them to make marketing decisions after harvest or later in the year," Mr Irwin said.

"*Warehouse Cashflow* is not like a pool. Growers 'sell' grain through *Warehouse Cashflow* at a prevailing market price. At the same time, growers can choose to enter into an agreement to purchase equivalent grain at the same price (plus fees) within 12 months of the first transaction."

"This means that a grower will receive up to 60% of the prevailing market price in cash at the time of the sale, and the purchase agreement enables a grower to market equivalent grain within the following 12 months at their discretion."

"Growers are responsible for managing the value of their *Warehouse Cashflow* portfolio. If markets rally, growers can capture upward market movements themselves. However, if the market falls, growers will have to 'top up' the value of their portfolio with grain or cash", Mr Irwin said.

"So growers participating in *Warehouse Cashflow* have more flexibility, but they also have to manage their pricing risk."

"The involvement of Rabobank is a huge plus for GrainCorp and for growers. The current uncertainty in global financial markets means there is a closer focus this harvest on financial security than in the past. Having *Warehouse Cashflow* backed by Rabobank, means growers can use this new grain income management tool certain that it is backed by one of the world's leading agribusiness financiers," Mr Irwin said.

*Warehouse Cashflow* will be available for wheat, barley, chick peas and sorghum and features a simple internet based tool that will allow growers to manage transactions associated with *Warehouse Cashflow* online.

More information on *Warehouse Cashflow* is available at [www.graincorp.com.au](http://www.graincorp.com.au)

**Contact: David Ginns - Corporate Affairs (02) 9325 9132 or 0419429943**

*GrainCorp's vision is to be Australasia's leading handler and supplier of agriproducts and bulk products.*

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