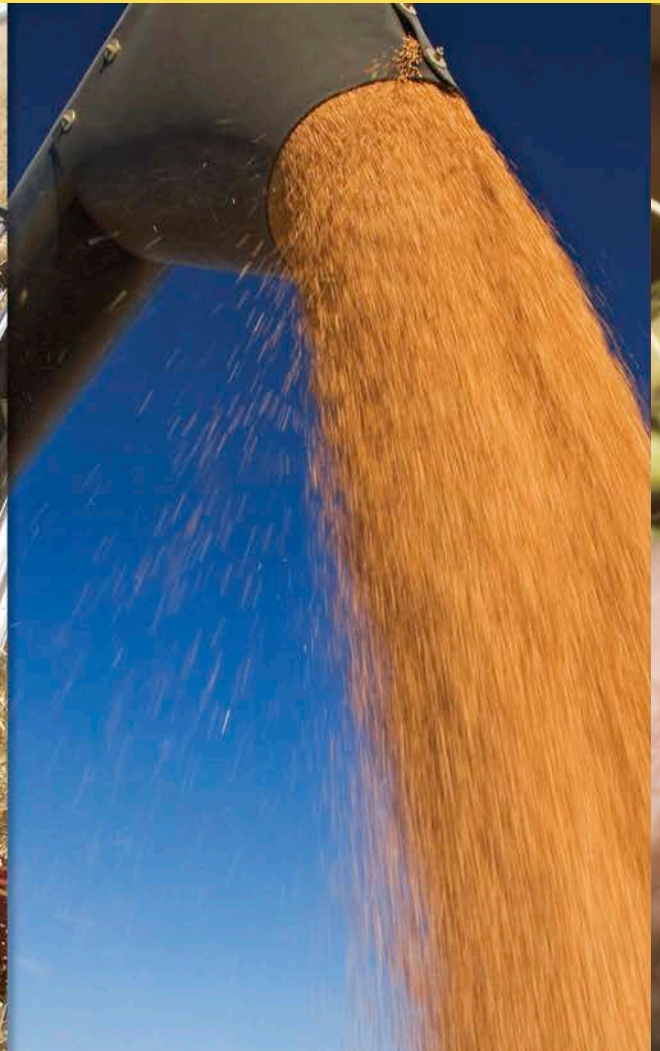
GrainCorp Marketing

Barley, Sorghum & Canola

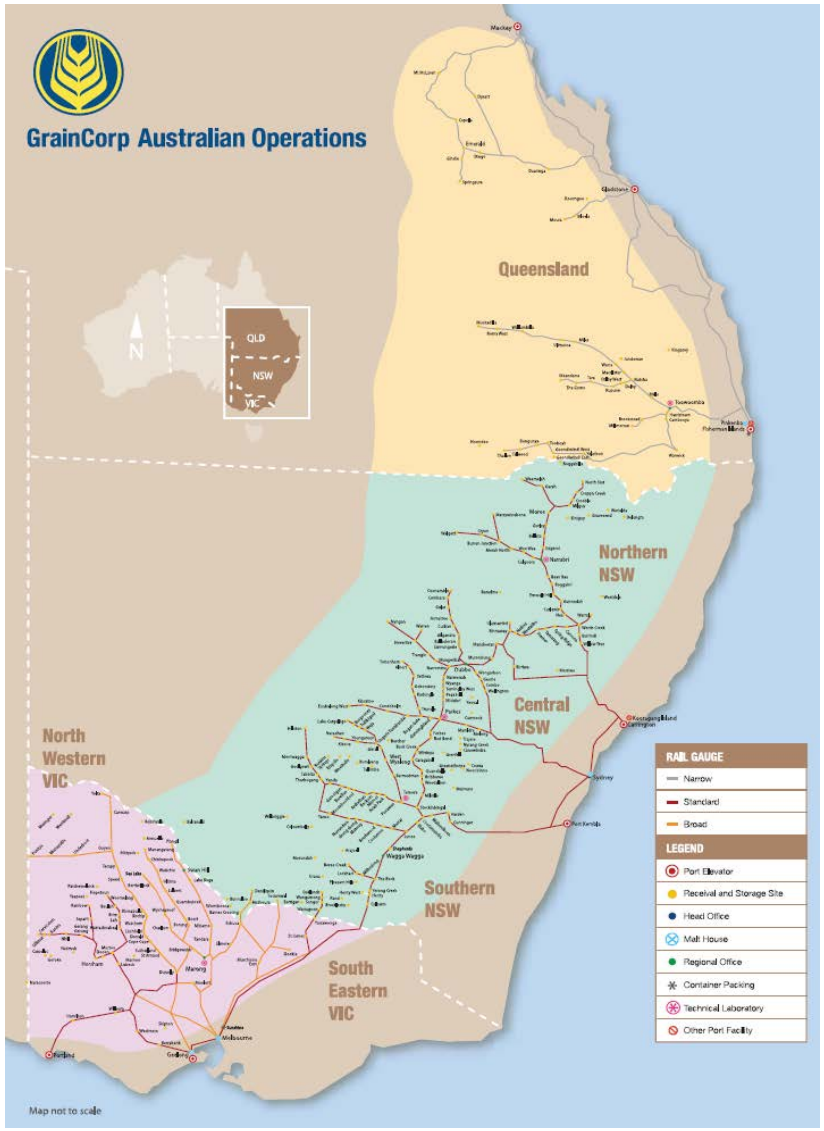
AGIC – Hong Kong 11th March

GrainCorp



Strictly Confidential

GrainCorp Australia



GrainCorp has grain merchants all along the East Coast and in South Australia and Western Australia – The ability to trade barley from all Australian origins.

GrainCorp Storage and Logistics

- GrainCorp has more than 250 storage sites with a total grain capacity of up to 20 million tonnes, spread across a 2,700kmt footprint

GrainCorp Ports

GrainCorp owns 7 bulk ports with ~16mmt annual elevation capacity. GrainCorp handles more than 90% of East Coast Australia's bulk exports

GrainCorp Globally

Our Businesses

GrainCorp Malt

Great Western Malt

Canada Malting

Bairds Malt

Barrett Burston

Country Malt

Allied Mills

Saxon Agriculture

Scotgrain Agriculture

Schill Malz

Global Barley Coverage

Global - **Sean Barker**
Global head of Barley.

China and Australsia - **Harry Notaras**
Senior Trader for GrainCorp Marketing.

Europe, Black Sea and North Africa- **Carsten Højland**
Trading Director for Europe.

America's - **Warren Stow**
Trading Manager – North America.

Global Barley Coverage

China - **Frank Ji**

Country Head, for Australian agri-commodity exports including malting barley to China.

Japan and Australia -**Luke O'Connor**

Barley trader.

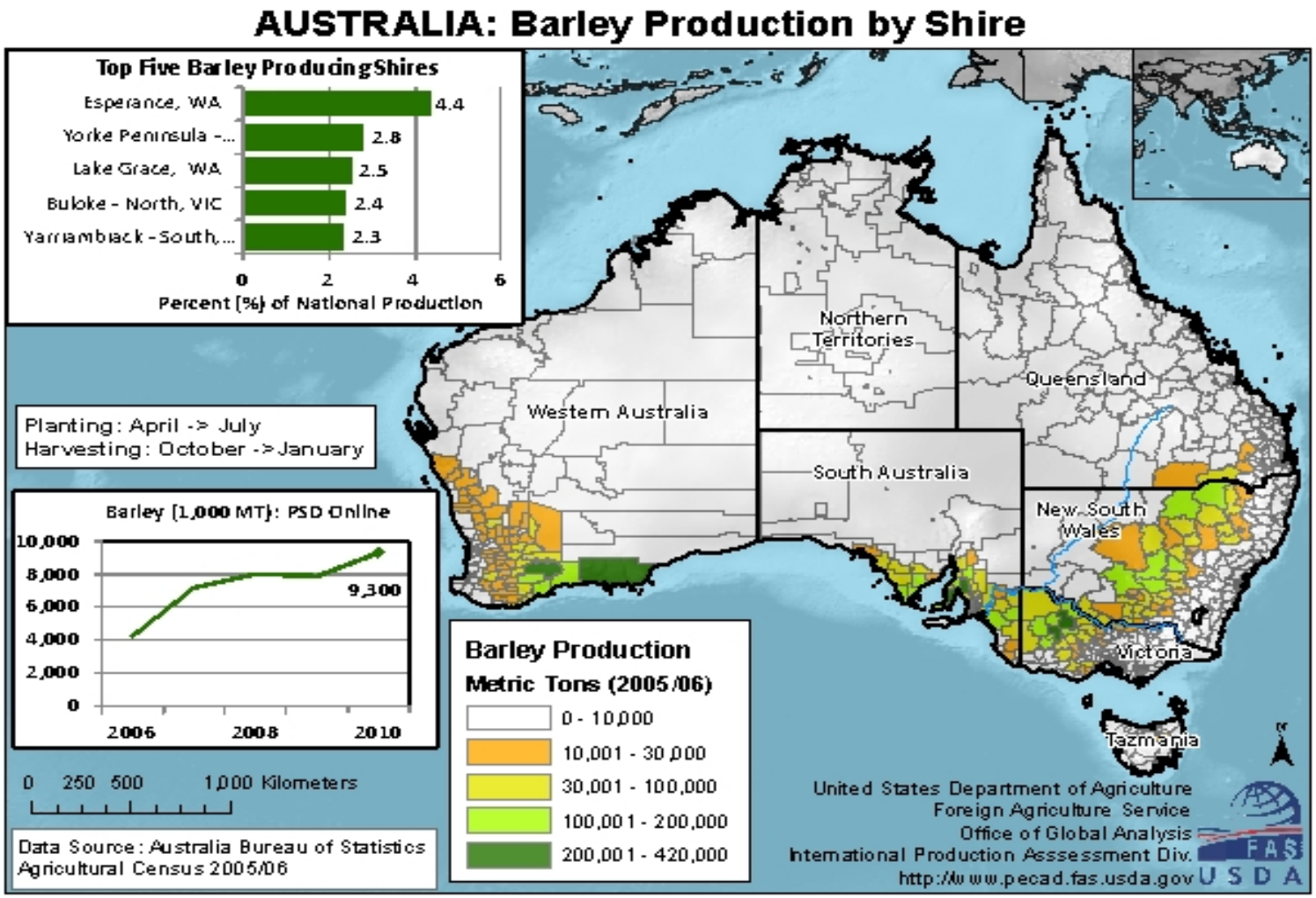
Middle East, Africa and Japan- **Nick Poutney**

Senior Trader.

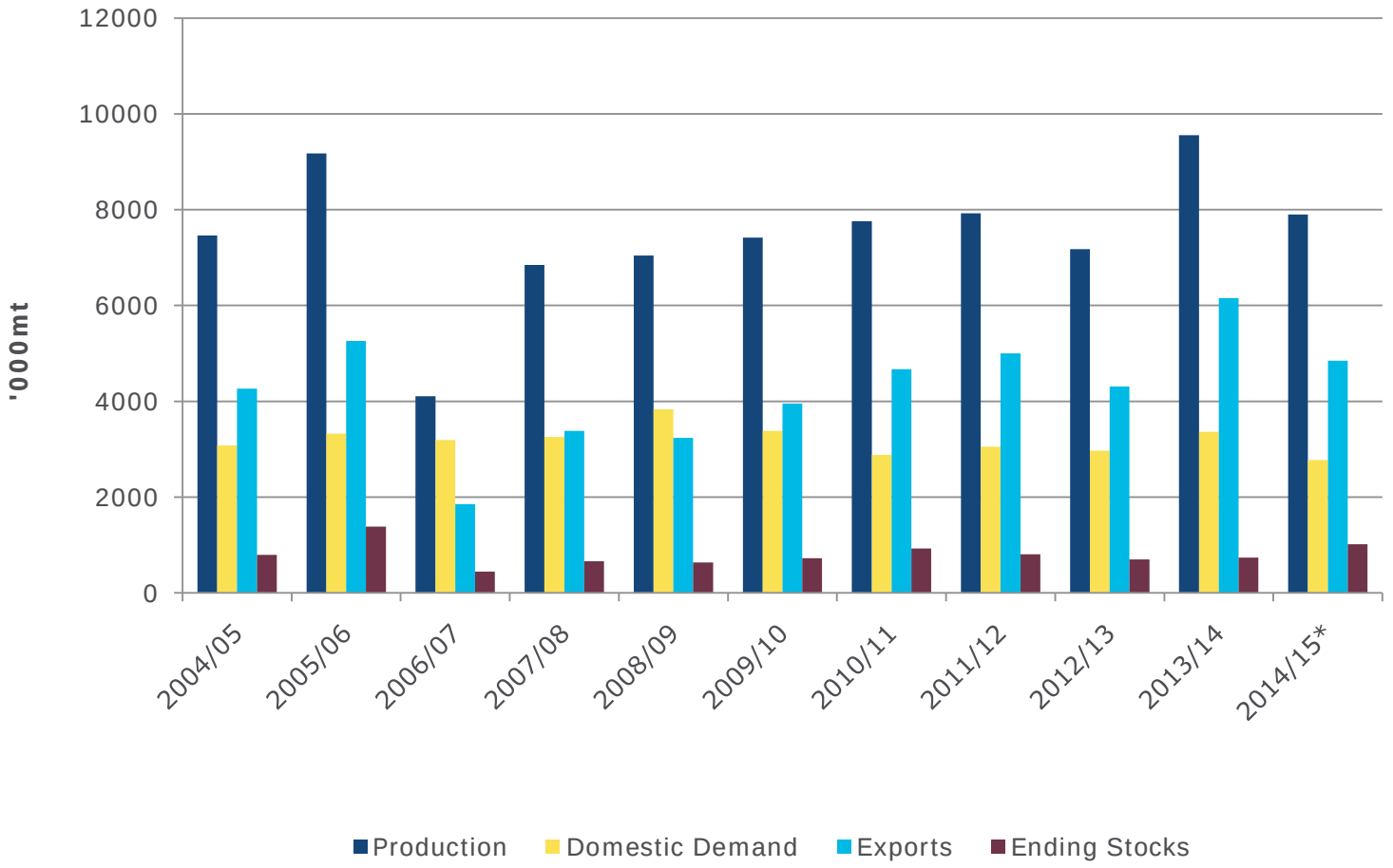
Global – **Tim Dowling**

Barley Analyst

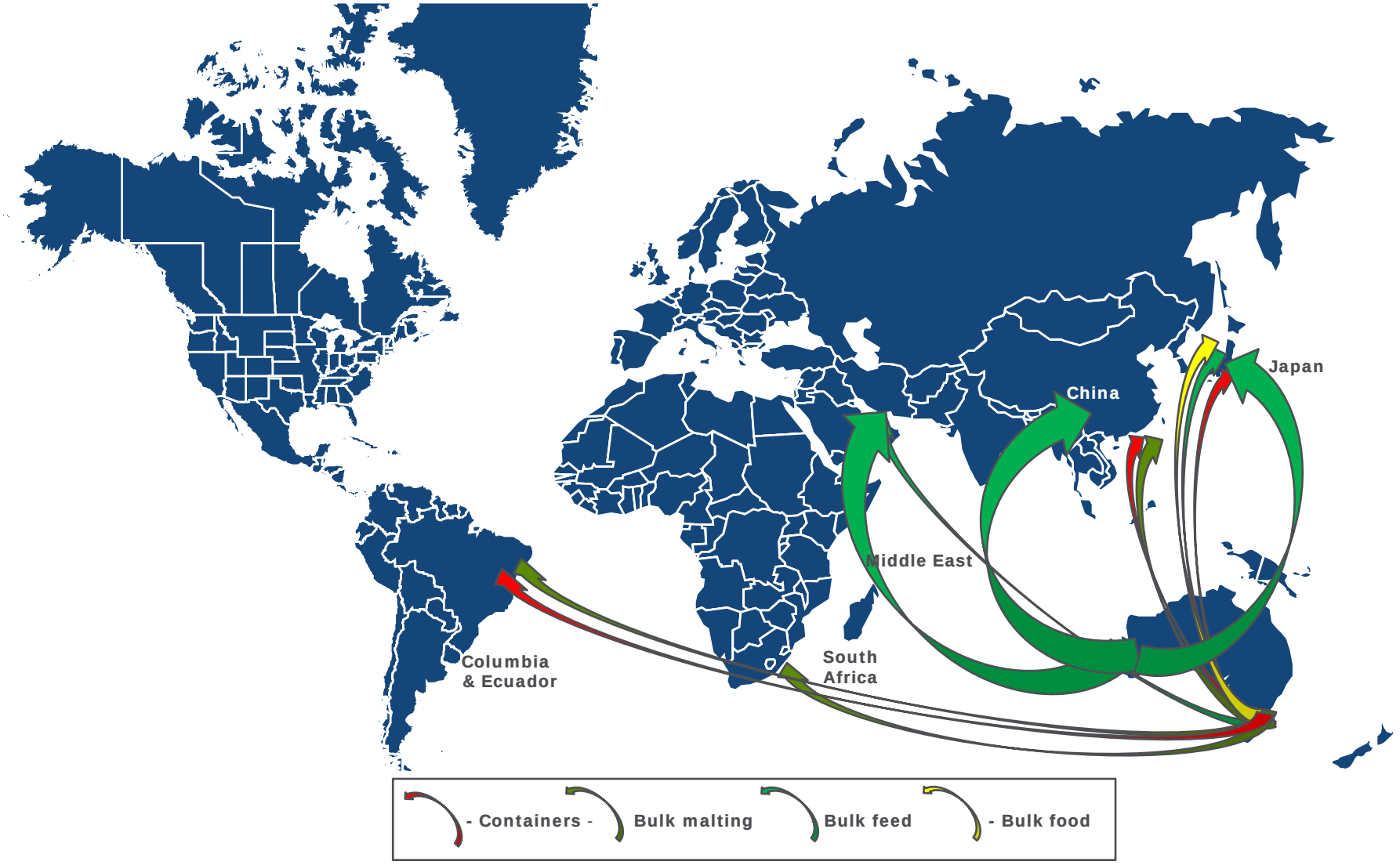
Australian Barley Production



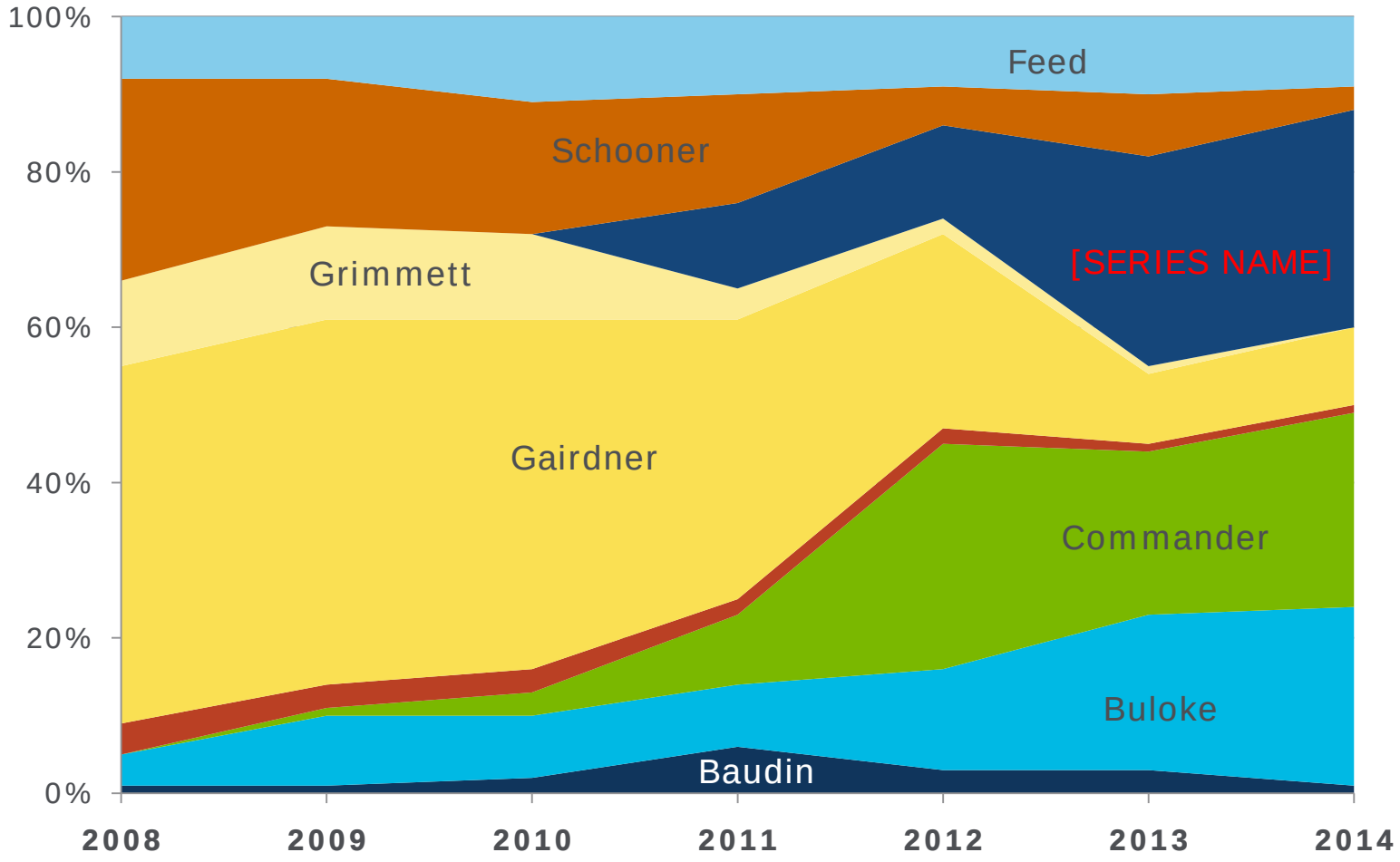
Australian Supply & Demand



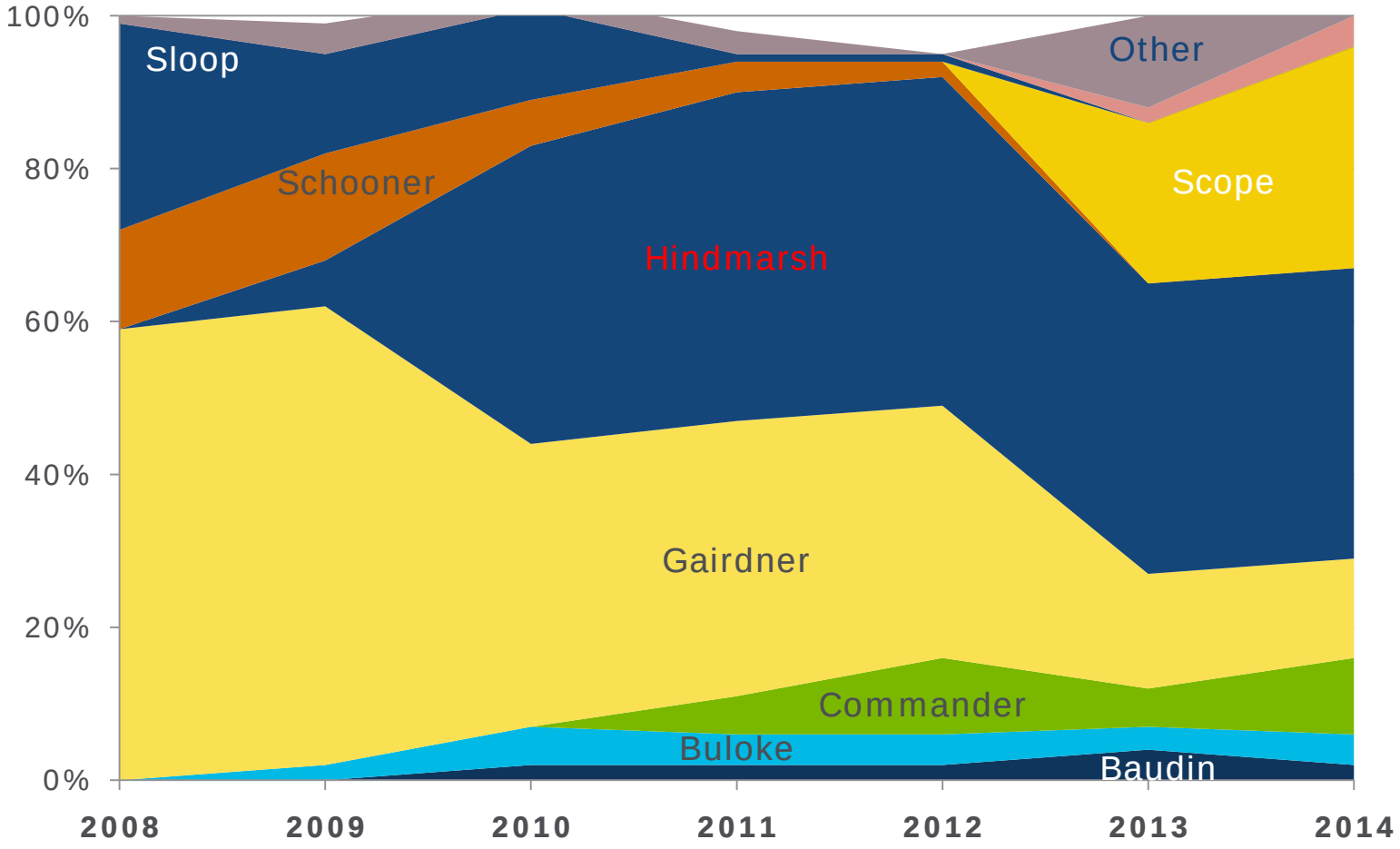
Australian Barley Flows



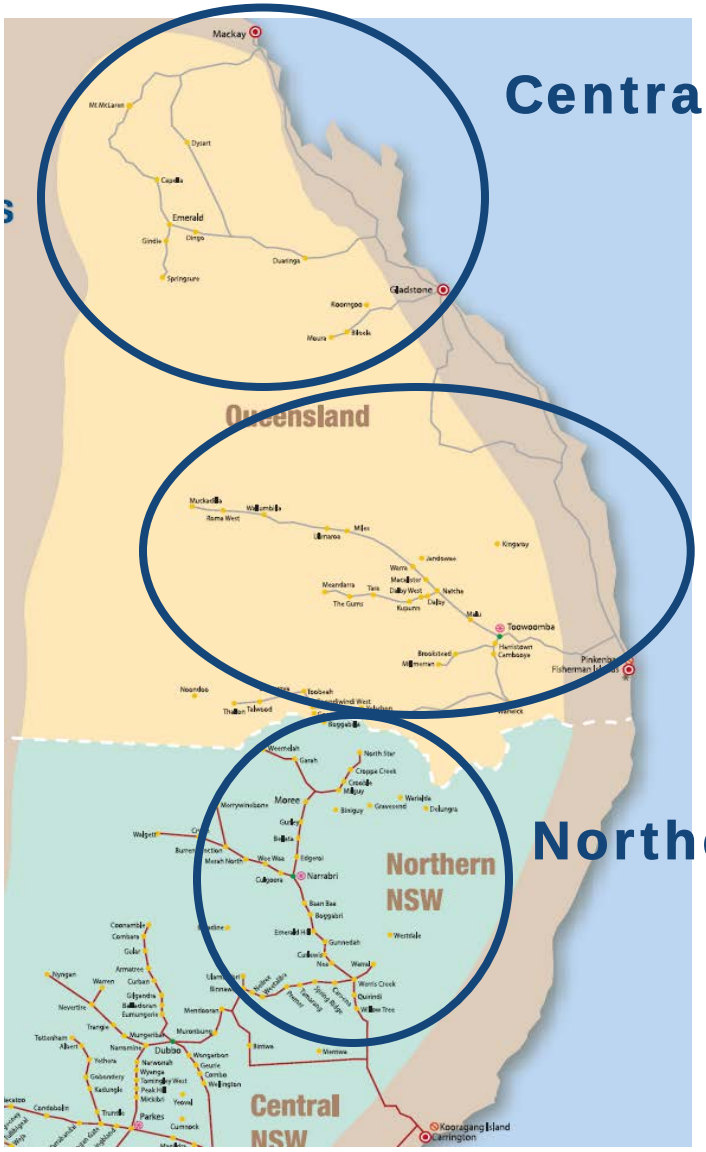
Australian Barley variety trends
New South Wales 2008 – 2014



Australian Barley variety trends Victoria 2008 – 2014



Australian Sorghum Production Regions



Central Queensland (CQ)

- 300 – 500kmt Production
- 100kmt domestic demand

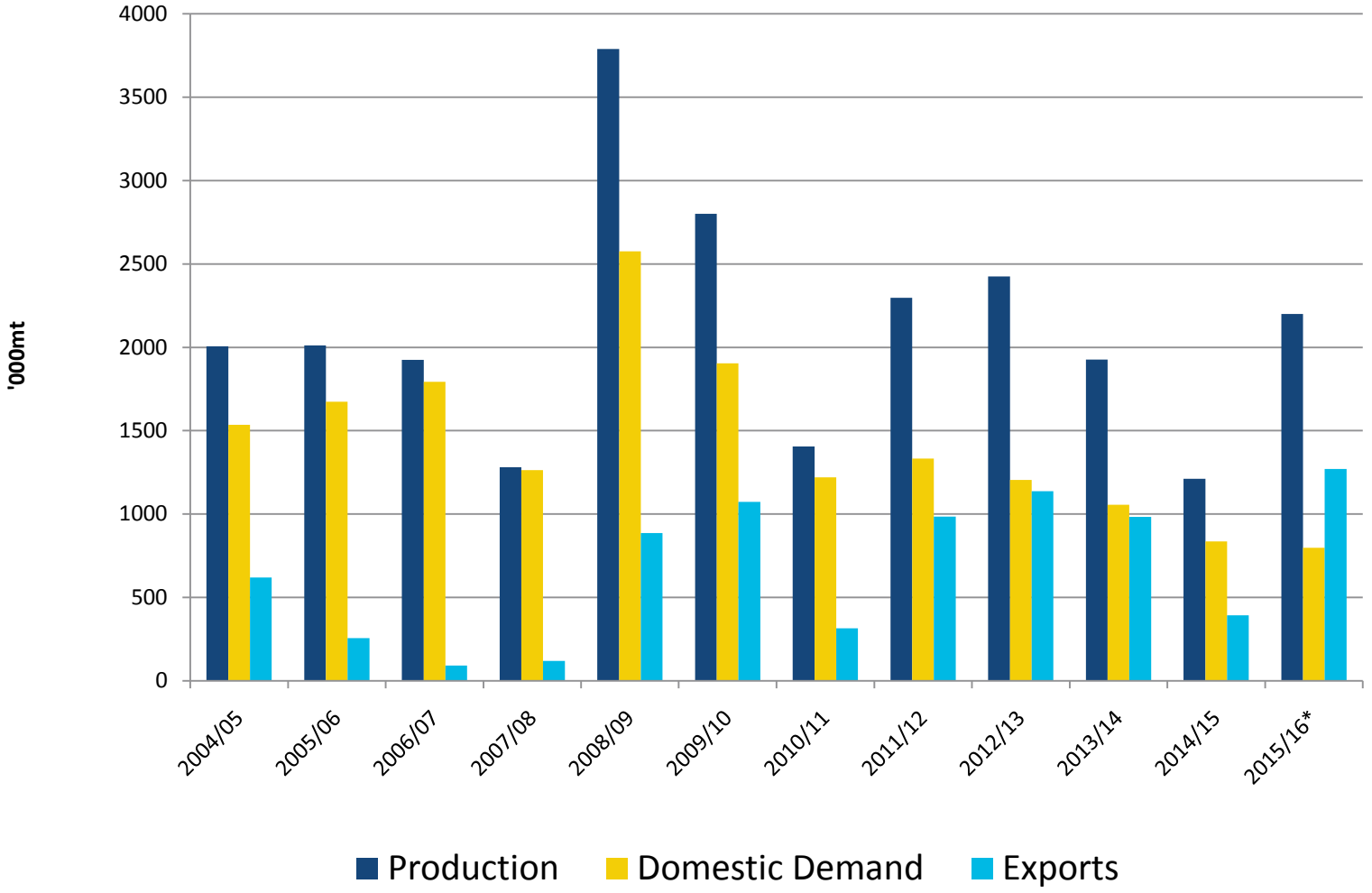
Southern Queensland (SQ)

- 700k-1.5mmt Production
- 400k-1mmt domestic demand

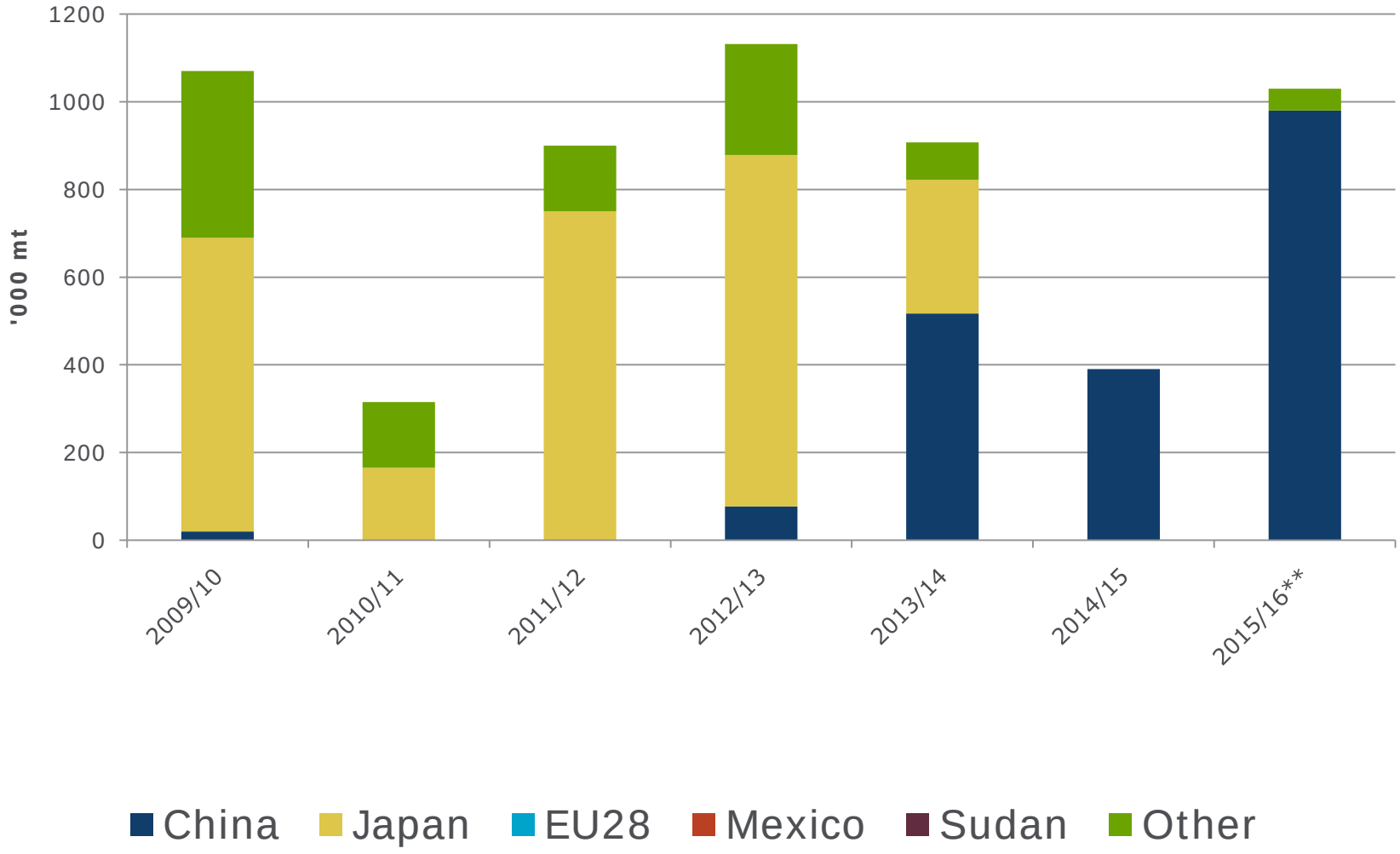
Northern NSW (NNSW)

- 300-700kmt production
- 200-500kmt domestic demand

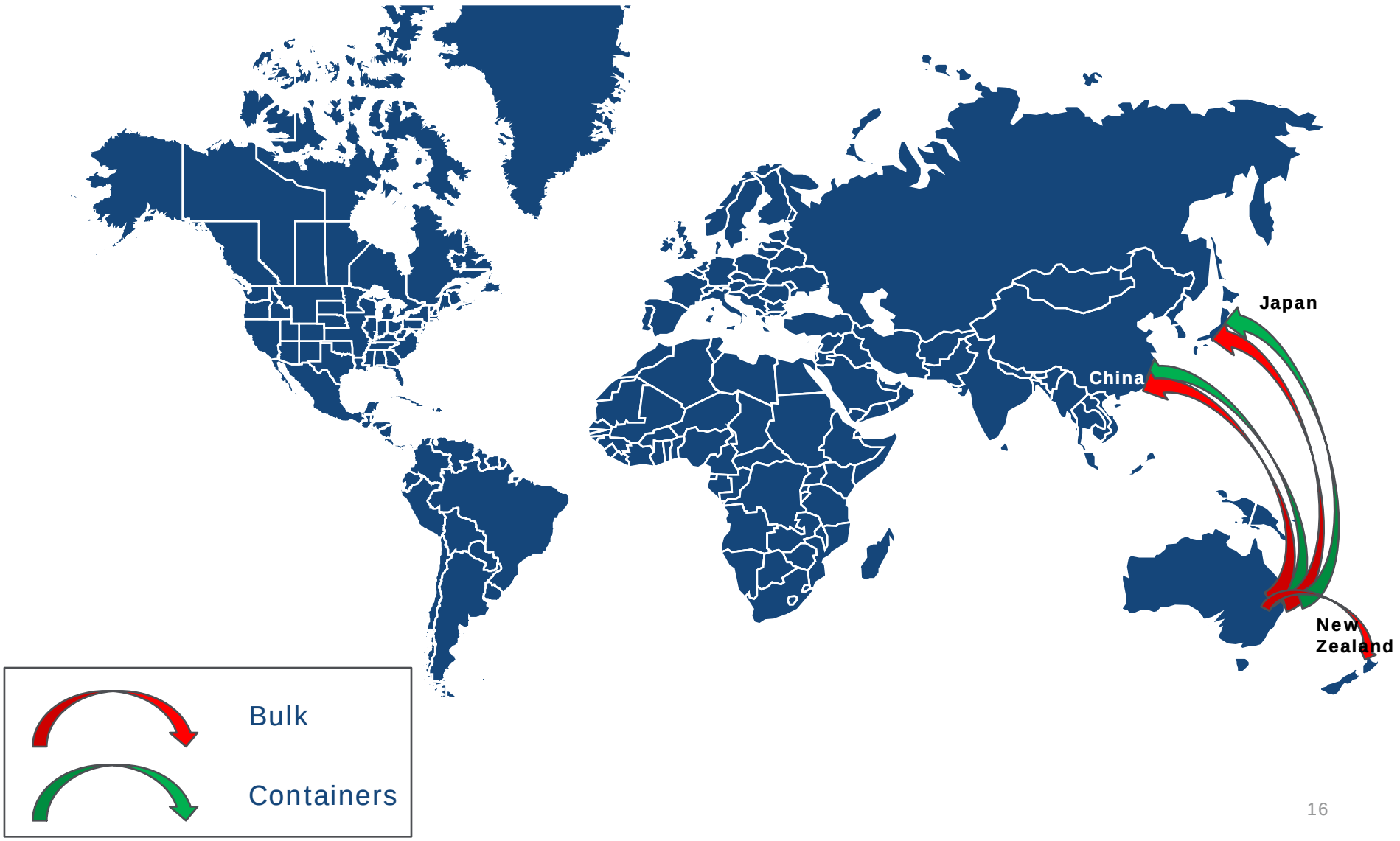
Australian Sorghum Supply & Demand



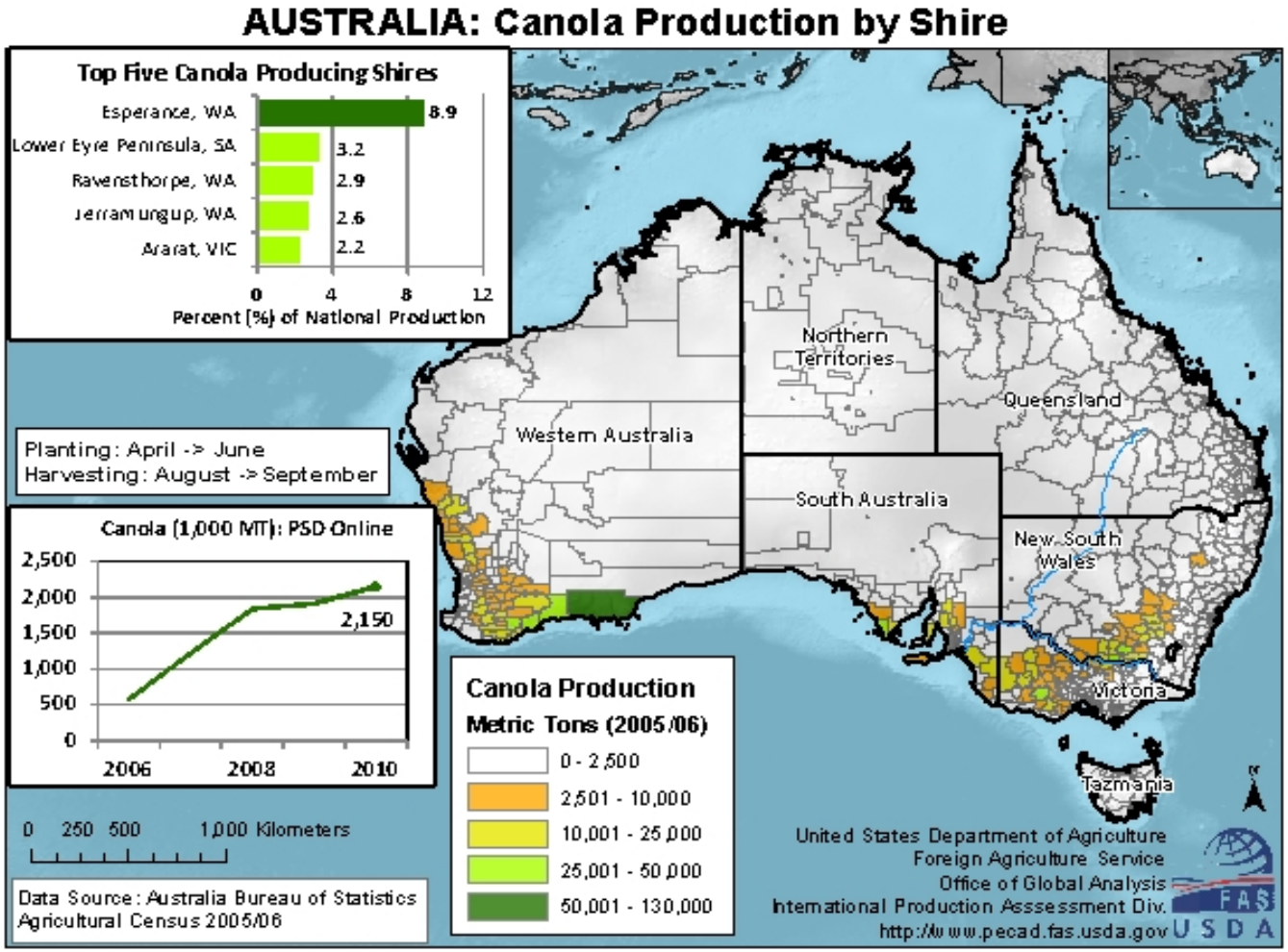
Australian Sorghum Exports



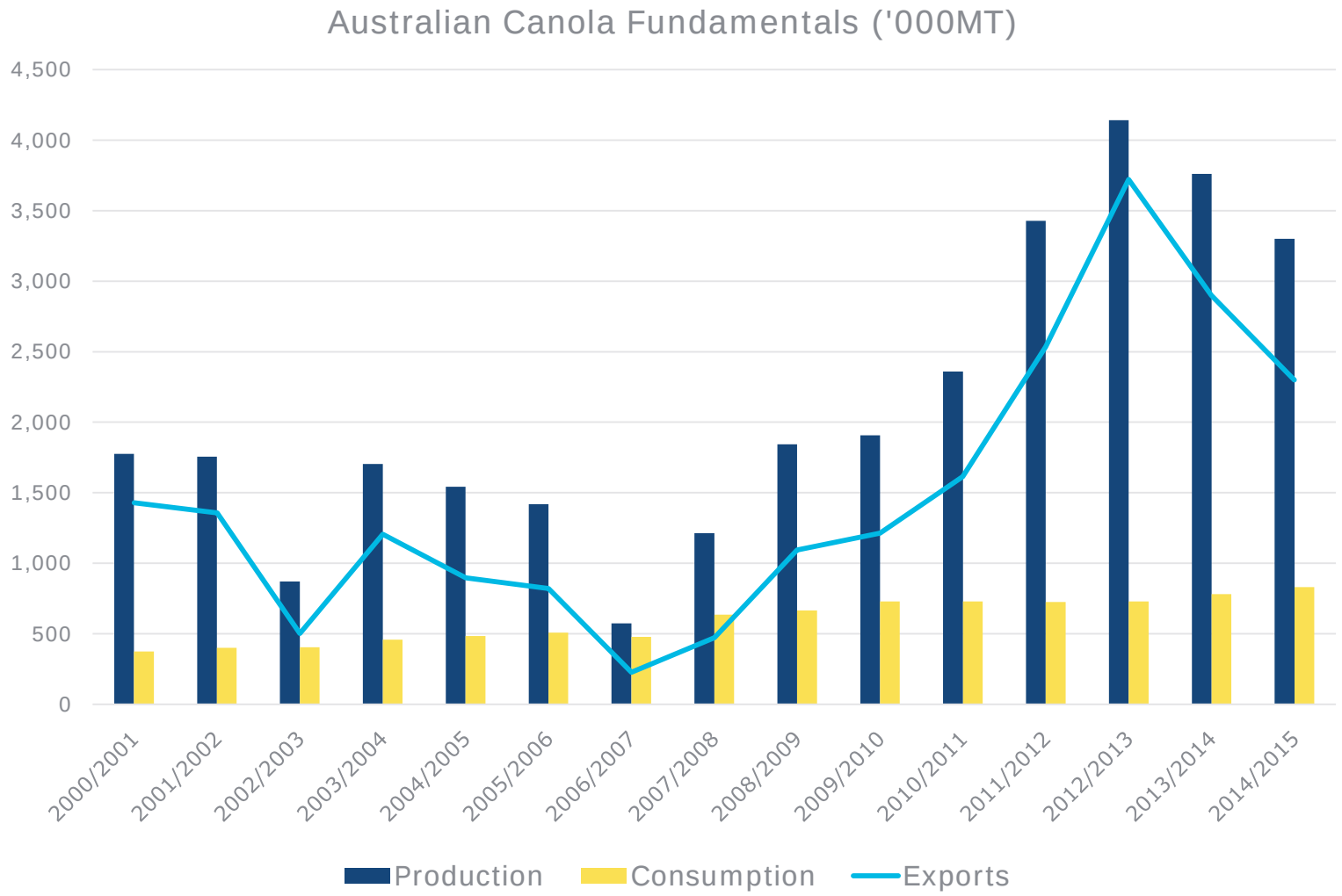
Australian Sorghum Exports



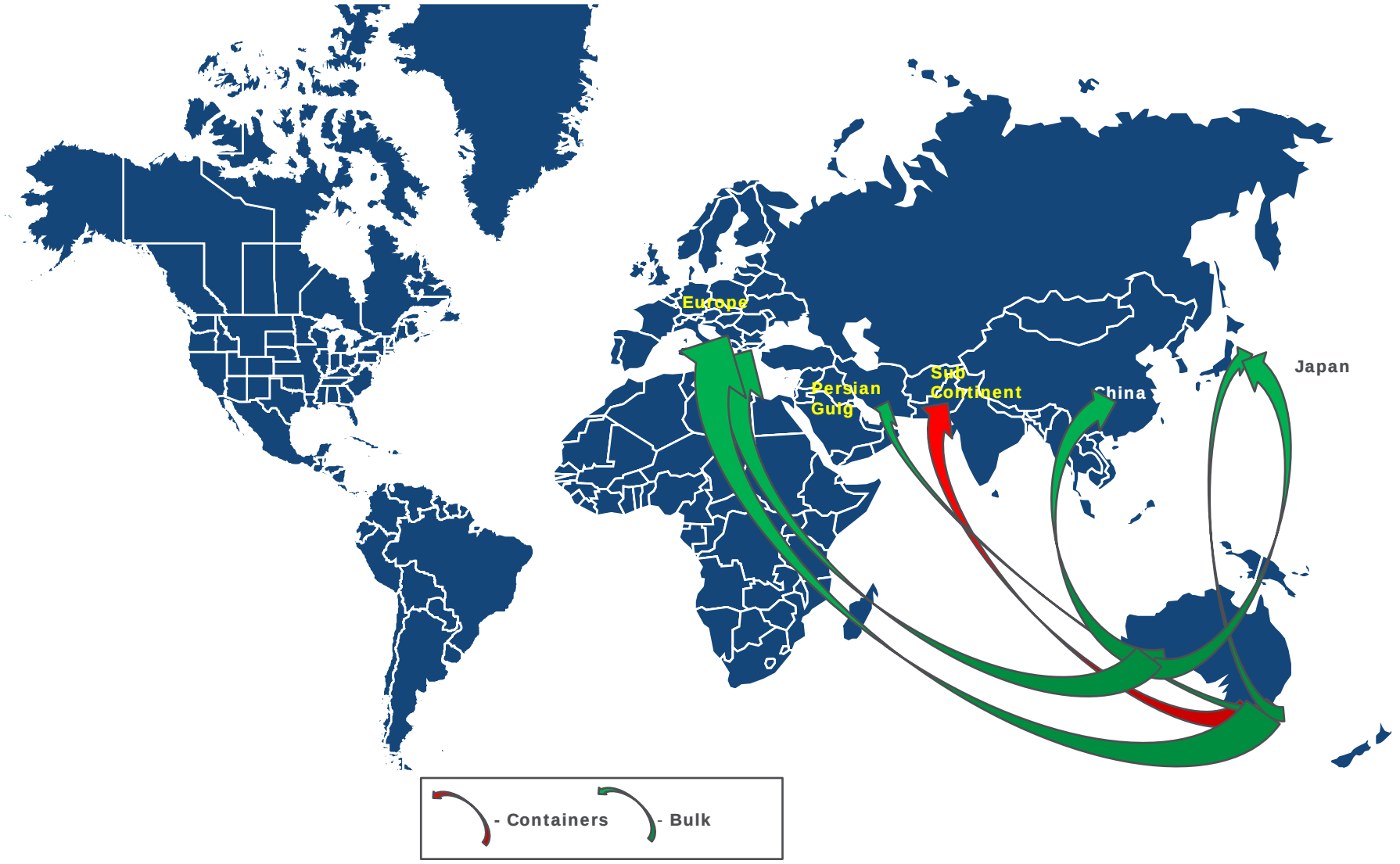
Australian Canola Production



Australian Canola Supply & Demand



Australian Canola Flows



GrainCorp China Office

- We are based in Shanghai and have expanded from a Rep-Office in 1993 to a company from 1996 in the fat & oil and grains. We will continue serving our customers in China in the grain supplies.
- Our email: fji@graincorp.com.au

- My colleague: KC Lim is based in HK, also here today.

- We look forward to meeting with you.

- Thank you