



FOR IMMEDIATE RELEASE

Securing the future for SA's grain industry

2 June 2017

Viterra has sold nearly 4 million tonnes of shipping capacity for each year until 2021, providing long-term security for the South Australian grain industry.

Viterra released shipping capacity via Long Term Agreements for the 2019/20 and 2020/21 seasons for exporters this month. Nine different exporters have committed to exporting grain out of the state over the next four years.

Jonathan Wilson, General Manager Logistics and Commercial Relations, said the benefits would be felt across the industry, including growers, exporters, end-use customers and service providers.

"The eagerness of exporters to book capacity within Viterra's supply chain is great news, particularly for growers," Jonathan said.

"This adds a level of certainty that we've never seen before in South Australia, as we've now been able to secure exporters through Long Term Agreements for the next four years.

"These bookings should bring confidence to growers, knowing they will continue to have a competitive environment in which to sell their grain, with multiple buyers committed over the long term."

Jonathan said more than 4 million tonnes had been booked for the 2019/20 and 2020/21 seasons, with just under for 2018/19 which was secured last year.

"There has been very strong demand across the state and particularly from Port Lincoln with nine exporters committing to export."

In addition to long-term capacity, Viterra sets aside a further 2 million tonnes of short-term capacity which becomes available each year. This was released last week for the 2017/18 harvest.

"More than 1.5 million tonnes was booked, meaning in total about 5.5 million tonnes of export capacity has already been secured by exporters for 2017/18.

"The fact we have this much committed so early in the season is excellent news for growers, with the amount secured for the harvest months of October, November and December particularly pleasing across all our ports.

"We continue to focus on providing a service that encourages exporters to South Australia and work closely with grower and export customers to understand and meet their needs."



###

More information about Viterra can be found at www.viterra.com.au or by contacting:

Jane McBride
Communications Manager
08 8304 1368
0448 910 886
jane.mcbride@viterra.com