

Key Business Areas

	Storage, Handling & Logistics	Merchandising & Farm Inputs
Goals	To operate a cost competitive storage, handling and logistics network	To supply a range of value-adding products and services to producers to maintain a year-round business relationship
Strategies	<ul style="list-style-type: none"> □ Provide Growing Solutions through service initiatives □ Optimise silo network through targeted capital investment at key sites □ Maintain low operating cost base □ Seek opportunities for further integration of accumulation, storage and transport □ Host a competitive market at GrainCorp silos 	<ul style="list-style-type: none"> □ Provide a full range of business solutions to producer customers □ Linkage of core business activities of grain accumulation and handling
Achievements	<ul style="list-style-type: none"> □ 12.1 m/t grain received with increased efficiency □ 7.2 m/t exported through GrainCorp Terminals □ 9 m/t permanent storage capacity maintains low cost base □ \$60 million capital works program lifted efficiency and capacity □ 1 million tonnes of grain moved via rail by GrainCorp operated trains 	<ul style="list-style-type: none"> □ Promotion of service culture across the Company □ Expanded network to 19 Service Centres in NSW, VIC, WA, QLD □ Introduction of seasonal finance through GrainStart □ Agricultural chemicals added to products □ Continued growth of core products in seed and fertiliser
Outlook	<ul style="list-style-type: none"> □ Greater efficiencies generated with integration of supply chain activities □ Continued targeted capital investment at key sites □ Increased competition will force further rationalisation of storage network □ Improved customer service through additional segregations, sealing, elevator speed and out-loading efficiency □ Strategic investment in rail services □ Increased handling of non-grain bulk commodities 	<ul style="list-style-type: none"> □ Service Centres will underpin GrainCorp's business relationship with producers □ Build product and service base □ Continued expansion of Service Centre network