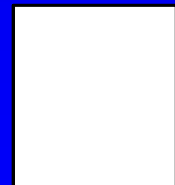


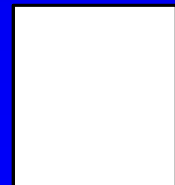
# Managing Agricultural Pricing Risk

**Stuart Hutton**  
**Senior Manager, Agribusiness**

**KPMG Sydney**

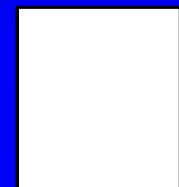


# What is Agricultural Pricing Risk and how do you manage it?

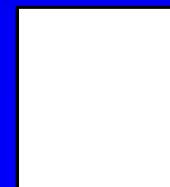
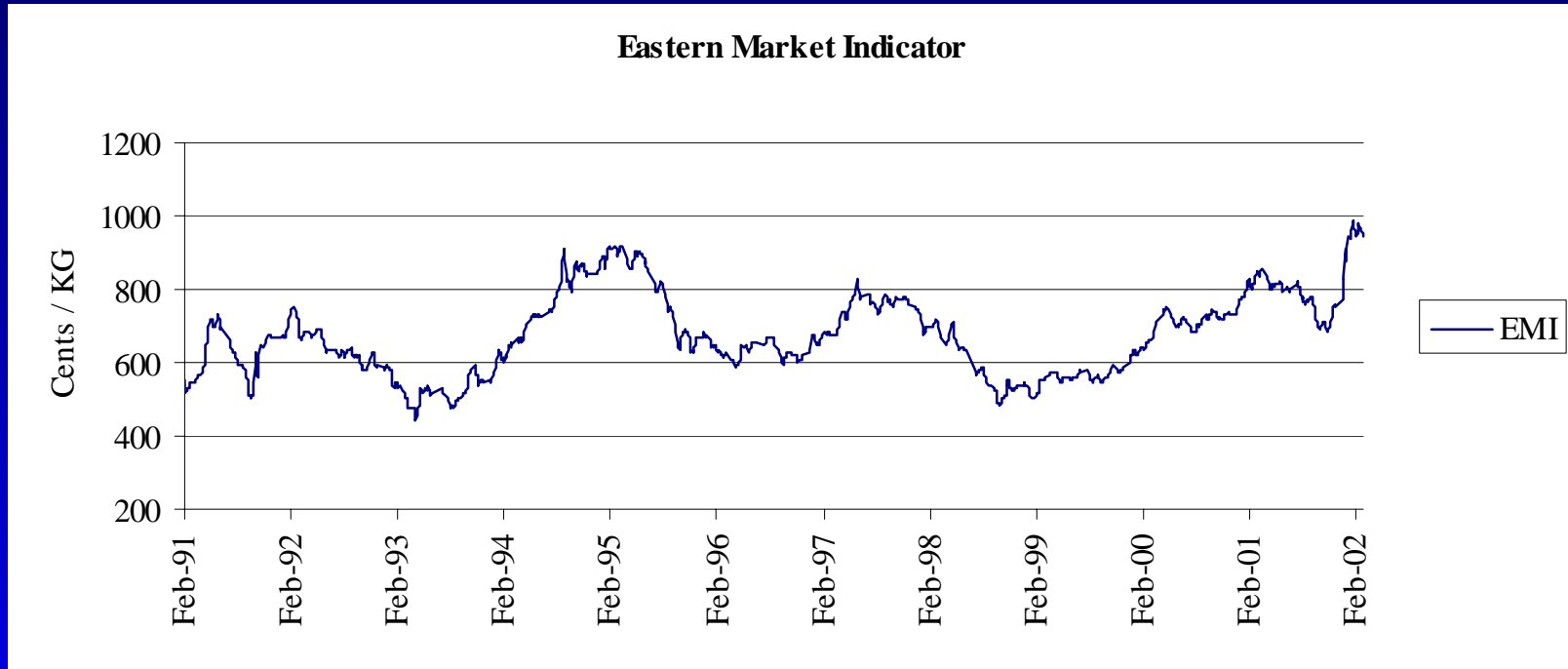


# Australia's major Agricultural products

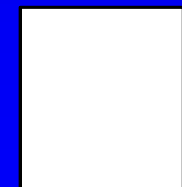
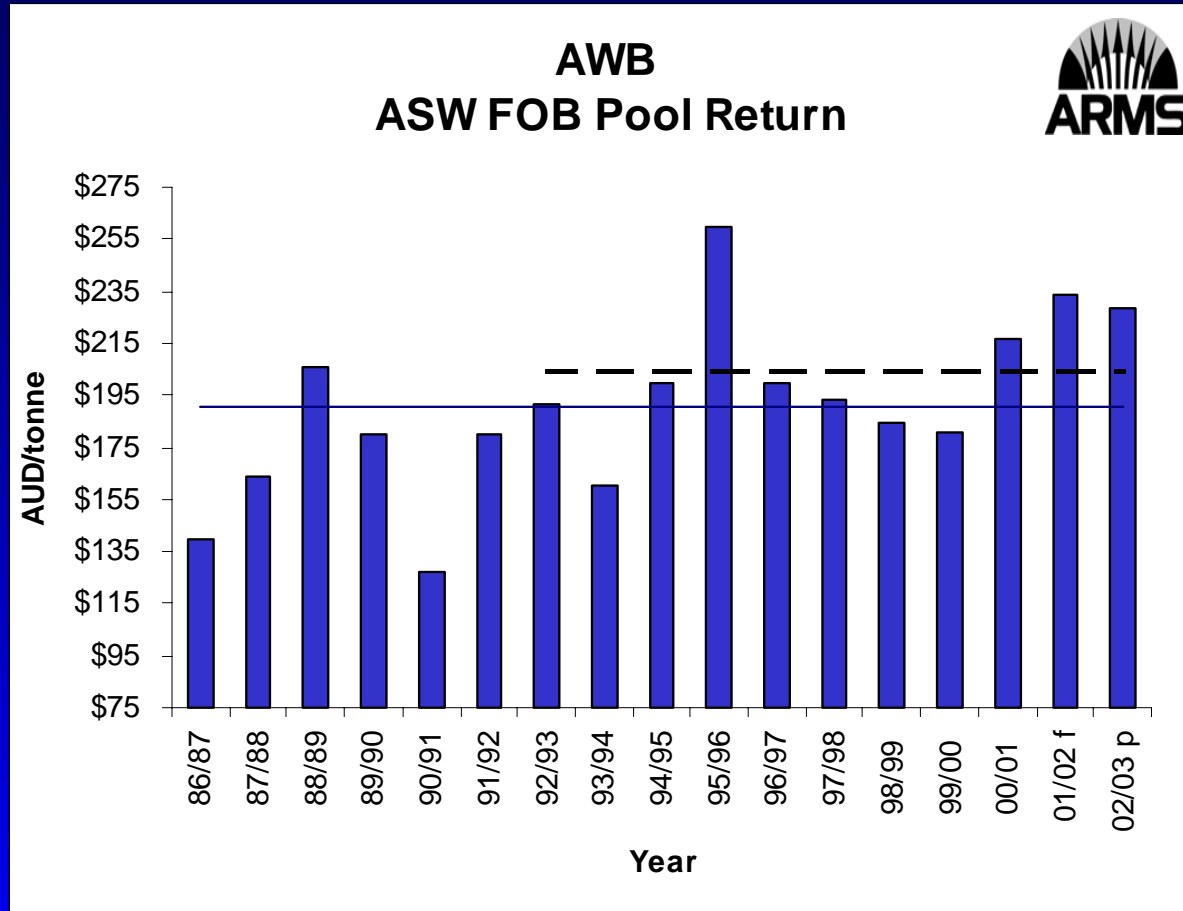
- Wool
- Grain
- Beef
- Cotton
- Wine grapes



# Wool

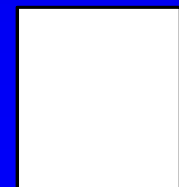


# Grain

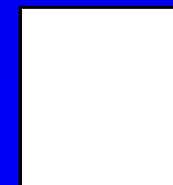
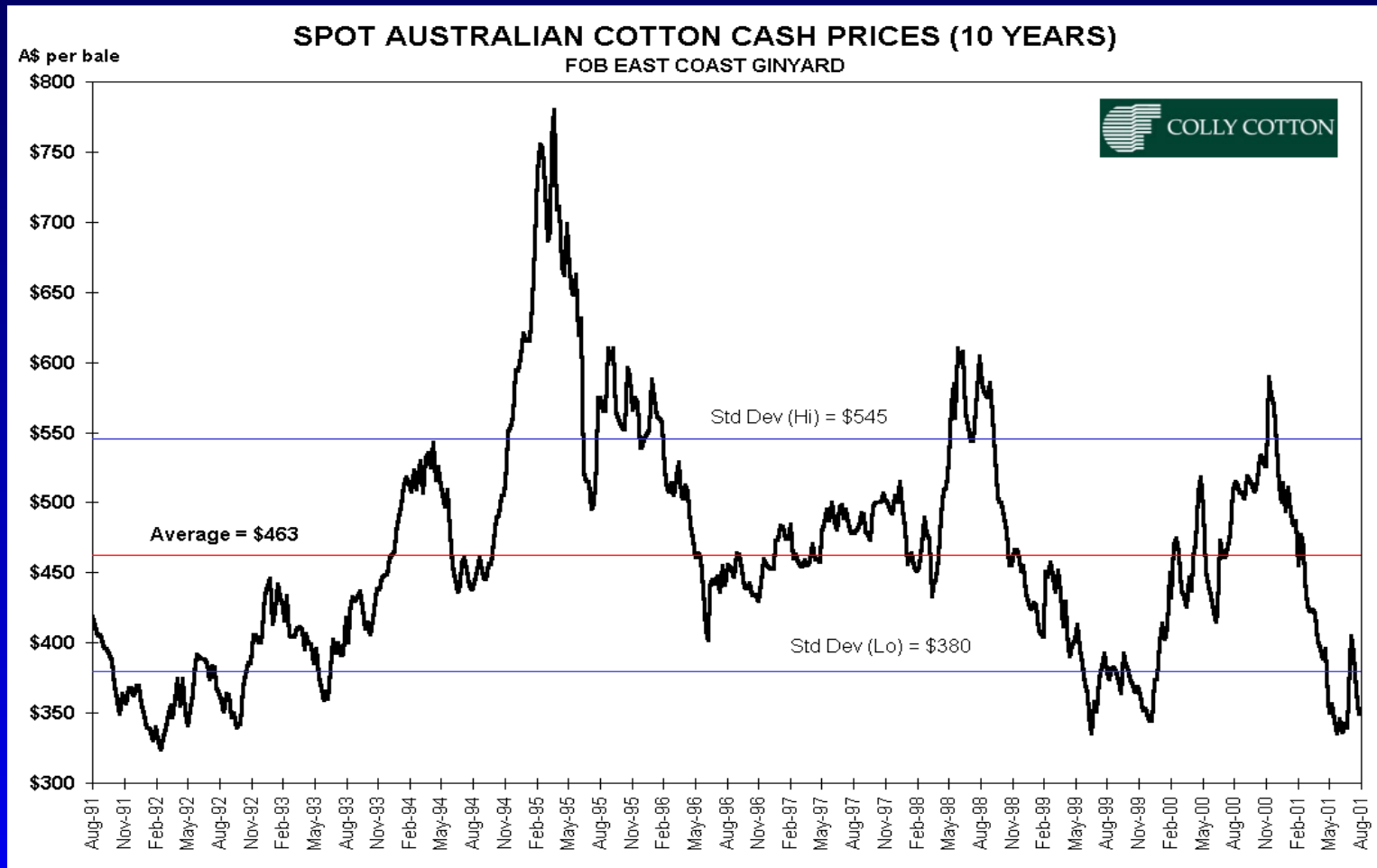


# Beef

- Sold when ready
- Some forward contracting opportunities available

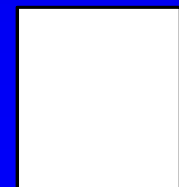


# Cotton



# Wine grapes

- Some existing contracts
- Spot market weak this vintage





**How can we manage to reduce the risk?**

