

2 June 2014.

The Manager
Company Announcements Office
ASX Limited
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,
GrainCorp Limited (ASX: GNC)
CFO Presentation to UBS Conference.

We **attach** the presentation to be given today by the Group Chief Financial Officer to the UBS Conference in Sydney.

Yours sincerely,



ANDREW HORNE
Company Secretary

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UBS Food & Agribusiness Conference

2 June 2014

Alistair Bell (Group Chief Financial Officer)



GrainCorp



Agenda



GrainCorp's journey from a storage and handling business to a diversified storage, logistics, marketing and grains processing business.

Overview	Journey	Growth	Other Updates
• Corporate objectives • Business model • Values & safety	• GrainCorp journey 2008 onwards • Grain storage, logistics and processing assets	• Earnings growth initiatives • Capex & Balance Sheet	• CEO search • Ports updates • S&L network • Outlook & guidance

GrainCorp is Australia's leading agribusiness



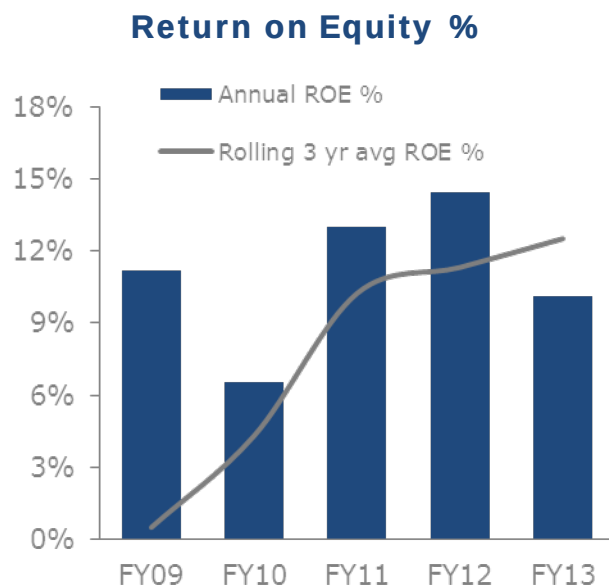
-  **Integrated Business Model with an international “end-to-end” grain supply chain connecting consumers to growers**
-  **Unique portfolio of local storage and logistics assets and local and international downstream processing assets linked by a global Marketing platform**
-  **Global exposure to attractive grain industry fundamentals with strong demand growth for grain and processed grain coupled with origination advantages**
-  **Strategic initiatives aimed at reducing variability and delivering substantial increase in underlying EBITDA by end FY16**
-  **Track record delivering corporate objectives and strategy execution**

Delivering on our corporate objectives



1

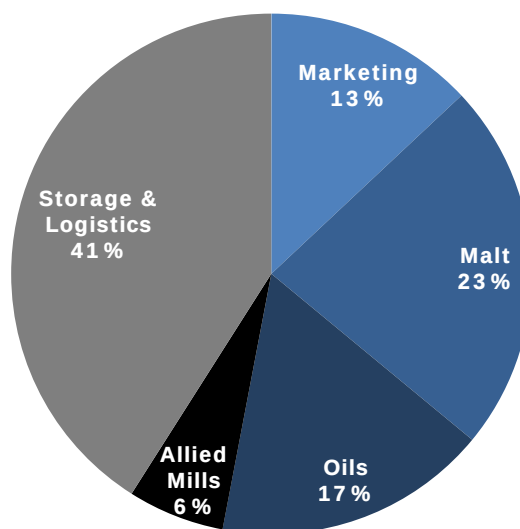
Improving returns



2

Managing variability

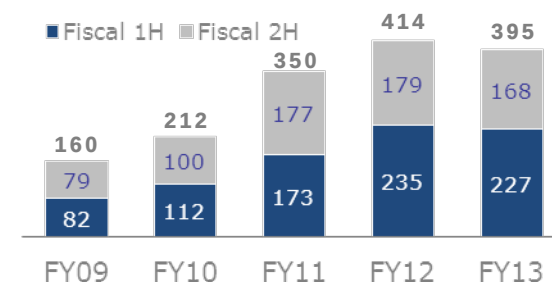
EBITDA by segment⁽¹⁾



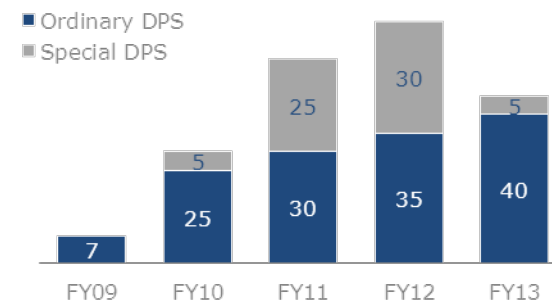
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Delivering growth

EBITDA - \$M



Dividends – cents per share



1. FY13 EBITDA.

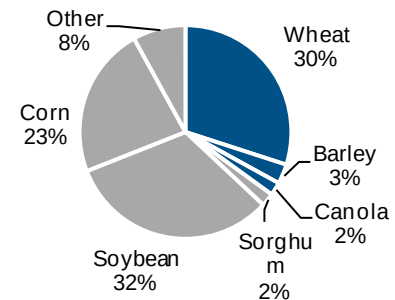
Strength of our integrated business model



Three core grains

- Wheat, barley, canola → representing 35% of global traded grains and oilseeds
- Focus on “drier climate” grains where we have a comparative advantage through origination, freight differentials and technical expertise

Global grains traded⁽¹⁾



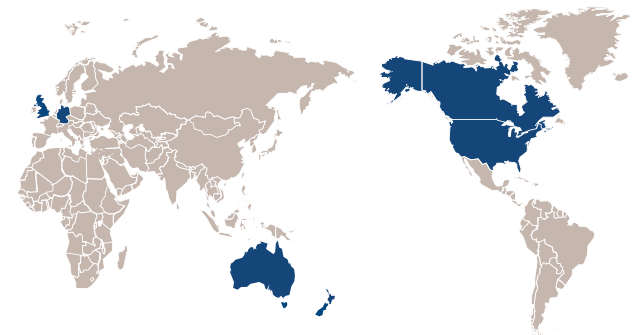
Three integrated grain activities

- “End to end” grain supply chain presence
- Create and capture value in our core grains along the grain chain, with deep insight into consumer requirements in these grains



Three operating geographies

- Australasia, North America and Europe → supply over 50% of global trade in our core grains
- Provide market insight and price risk management with multi-origin capability to our consumers

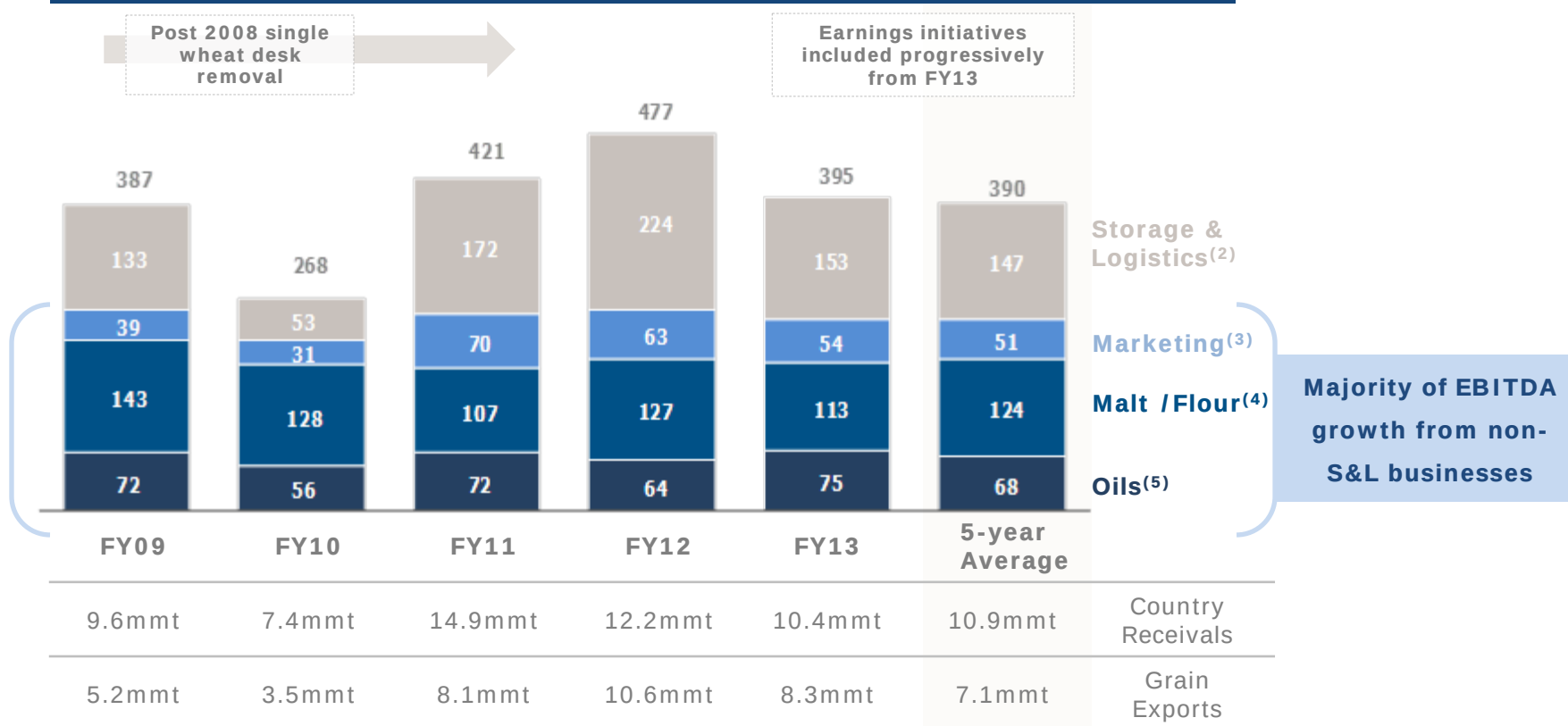


1. Excludes rice.

Diversification strategy and targeted investment to manage variability and deliver growth



Retrospective proforma EBITDA⁽¹⁾ (\$M)



1. EBITDA for all segments except Allied Mills which is 60% share of NPAT.
2. Includes Country & Logistics, Ports and Corporate (excludes discontinued businesses).
3. Marketing Statutory EBITDA.
4. GrainCorp 60% share of Allied Mills NPAT plus Malt EBITDA actual for FY10 to FY12 and prior FY09 EBITDA.
5. Oils EBITDA FY09 to FY12 based on prior Gardner Smith year ended 31 March (pro forma for acquisitions, excluding grain trading) and prior Integro Foods year ended 30 June (pre synergies). FY13 EBITDA year ended 30 September 2013.

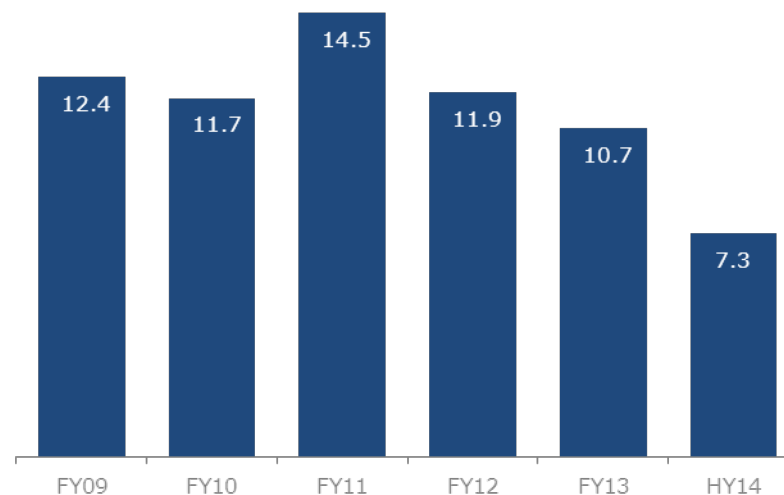
Our values and focus on safety



Values



Safety Performance – LTIFR⁽¹⁾



- Rolling 12 month average LTIFR⁽¹⁾ 43% lower than same time last year (as at end March)
- Lead indicators focusing on near miss reporting, line leadership reviews and significant risk reviews are improving for all business units

1. Measured as Lost Time Injury Frequency Rate ("LTIFR") calculated as the number of Lost Time Injuries per million hours worked. Includes permanent and casual employees and GrainCorp controlled contractors.

GrainCorp journey



KIRIN
Australia Pty Ltd



GrainCorp

- Removal of Grain Grower's Foundation Share
- Removal of Australian bulk wheat export monopoly single desk → GrainCorp receives bulk wheat export accreditation

- Acquisition of United Malt Holdings creating a new business unit GrainCorp Malt - the fourth largest commercial malt producer in the world.
- Company diversified to now include 18 Malt processing plants in USA, Canada, UK, Germany and Australia

- Acquisition of Brewcraft USA adding capacity to GrainCorp Malt's ability to service the craft brewing market in North America

- Acquisition of Schill Malz expands malting presence into Germany
- Acquisition of assets of Kirin Malt Australia expands malting presence into Western Australia
- Acquisition of Norton Organics – UK

- Acquisition of Gardner Smith Group and Goodman Fielder's Integro Foods creating a new business unit GrainCorp Oils, Australia's leading integrated edible oils business with 3 crushing plants, 3 edible oil refining facilities and 13 bulk liquid terminals in Australia and New Zealand

- "Gamechangers" → initiatives across Storage & Logistics, Marketing and Malt
- Asset Optimisation → range of initiatives in Oils (including ~\$195M investment in network optimisation and bulk liquid terminals projects) and additional Storage & Logistics projects
- Port Flexibility → LTAs and anticipated regulation changes

\$51m

EBITDA Growth

\$395M FY13

<\$400m

Market Capitalisation

~\$2B Jun-14

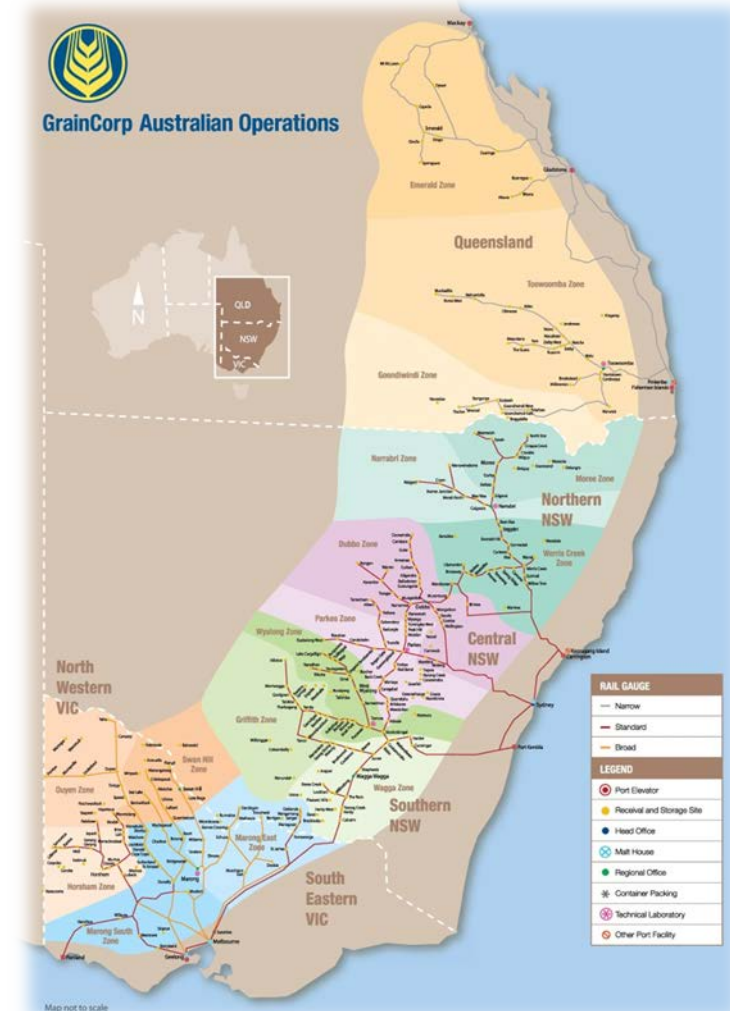
Grain storage and logistics assets and capabilities



Our eastern Australia grain network

- 280 upcountry receival sites with ~20mmt of storage capacity
- 7 of 11 bulk ports with ~15mmt elevation capacity⁽¹⁾
- 2 packing facilities handling containerised grain exports
- Manage 15+ grain trains with more than 5mmt freight capacity, including 4 company owned trains
- Infrastructure network cannot be easily replicated → replacement value substantially greater than book value
- Infrastructure presence supported and linked by domestic and international grain Marketing capability

Supply chain network review: reviewing opportunity to reduce complexity and better serve customers.



1. Excluding terminal at Port Kembla announced by Quattro in March 2014.

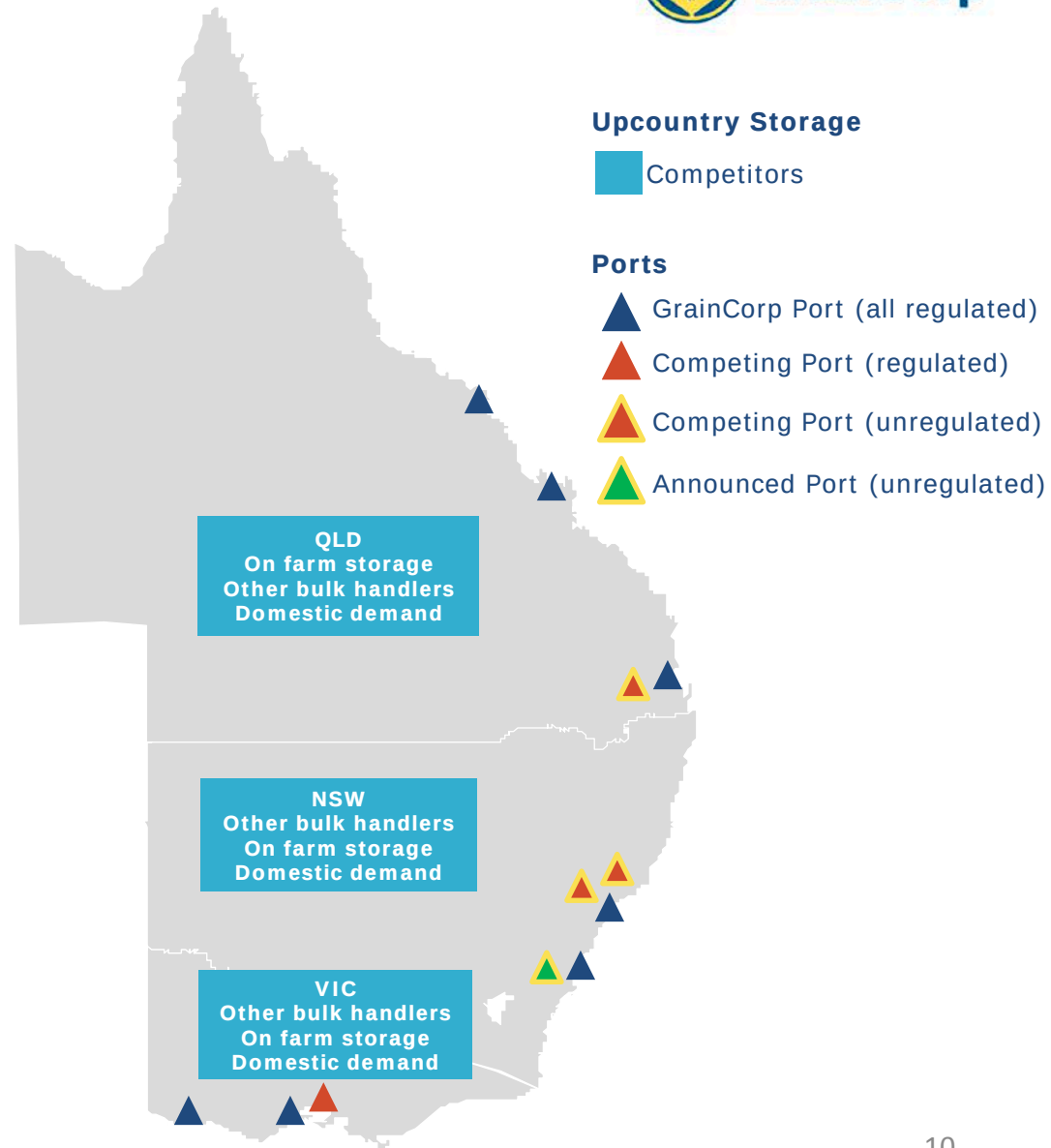
Eastern Australia competitive landscape



Upcountry Storage Capacity	
GrainCorp	~20mmt
Competitors	~10mmt
On-farm	~10mmt
Total	~40mmt

Production / Exports	
Eastern Australia grain production	~18mmt
Domestic demand	~10mmt
Exportable surplus	~8mmt

Grain Export Capacity	
GrainCorp	~15mmt
Competitors ⁽¹⁾	~4.5mmt
+	
Container exports	~2.5mmt
Total	~22mmt



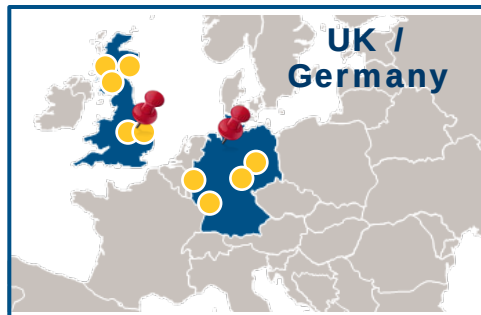
1. Including competing port announced at Port Kembla.

Global portfolio of grain processing and complementary facilities

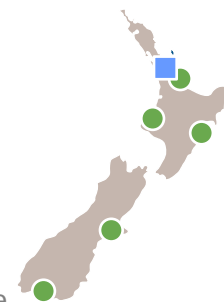
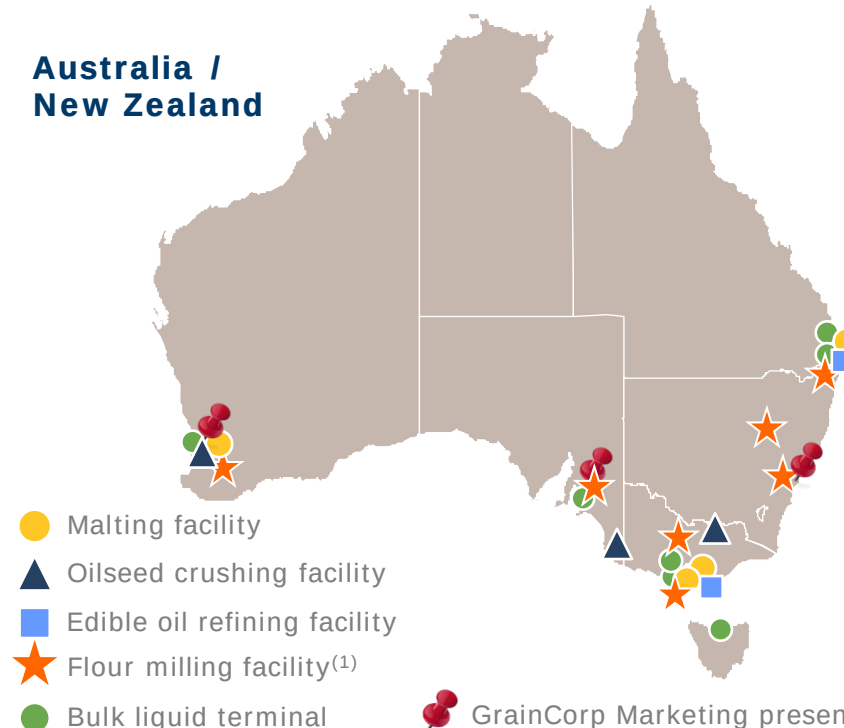


- Produce ~35% of Australia's malt
- Produce ~35% of Australia's flour⁽¹⁾
- Produce ~40% of Australia's canola oil and ~40% of Australasia's refined edible oil
- Import and export ~40% of Australasia's edible oil through 12 bulk liquid terminals
- World's 4th largest commercial maltster with ~1.4mmt capacity across 18 plants → the largest maltster in Canada (~50% share) and a leading malster in UK, USA and Germany

Our international portfolio of processing and complementary assets



Australia / New Zealand



1. Through our 60% JV share of Allied Mills.

Earnings growth initiatives → projects announced and underway

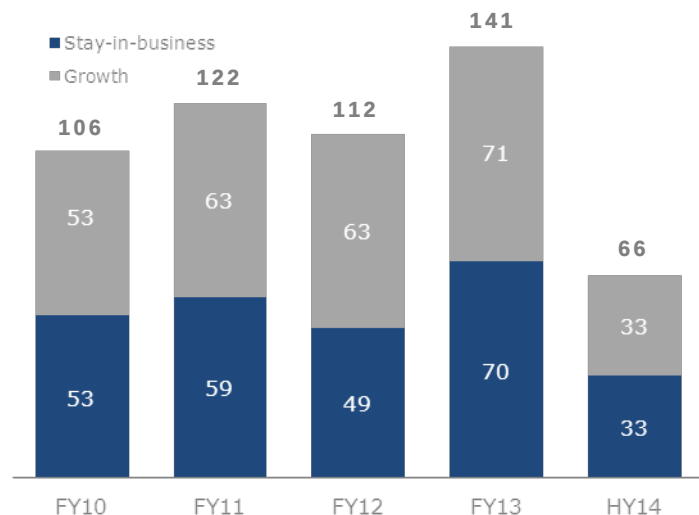


Gamechangers	Asset Optimisation	Port Flexibility
Storage & Logistics	Oils Synergies & Optimisation	3 Year Port Protocol
Marketing	Ports & Terminals Growth & Efficiencies	Ports Code of Conduct
Malt	Continuous Improvement	
Good progress on Gamechangers; Oils synergies on track; Oils network optimisation and bulk liquid terminals projects underway		LTAs introduced; Uncertainty around design of draft ports mandatory code of conduct

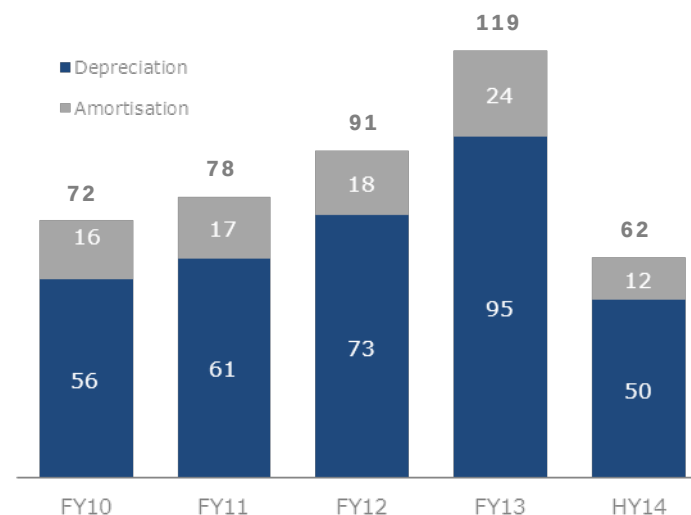
Capex supporting safety, network efficiencies and strategic initiatives



Capex⁽¹⁾ – \$M



Depreciation & Amortisation – \$M



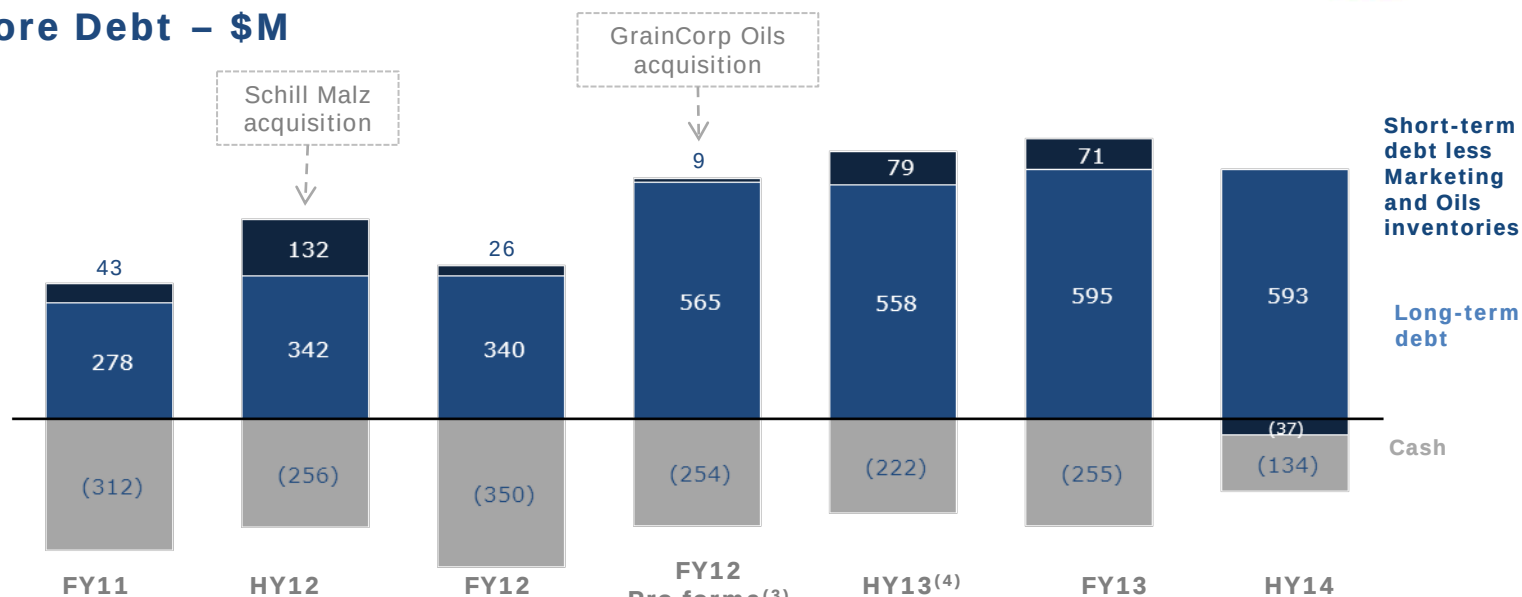
- Stay-in-business capex increased from FY12 due to inclusion of Oils
- Growth capex reflective of investment to progress growth initiatives
- Depreciation & amortisation higher from FY12 due to inclusion of Oils and recent capex program
- FY14 capex will include ~\$90M to \$110M growth capex associated with progressing our earnings growth initiatives (approximately half in Oils network optimisation and bulk liquid terminals projects announced in February 2014)

1. Excluding acquisitions.

Strong and flexible balance sheet



Core Debt – \$M



9	218	16	320	415	411	422	Core Debt⁽¹⁾
1%	13%	1%	16%	20%	19%	19%	Core Gearing⁽²⁾
0.05x	0.53x	0.04x	0.67x	0.99x	1.04x	1.26x	Core Debt / EBITDA

- HY13 Core Debt⁽¹⁾ of \$422M
- Flexible balance sheet → Core Gearing of 19% (in line with strategic target of <25%), debt facilities matching with asset life

1. Core Debt = Total Debt less Cash less Marketing and Oils grain and oilseed inventory.
 2. Core Gearing = Core Debt / (Core Debt plus Equity).
 3. FY12 Pro forma Core Debt / EBITDA includes Oils acquisition debt and FY12 EBITDA as detailed in the ASX Announcement dated 28 August 2012.
 4. HY EBITDA based on last twelve months ("LTM") as at Mar-13. Includes Oils LTM.

Other Updates



CEO Search

- CEO search is progressing well and continue to expect announcement around the middle of the calendar year.

S&L Network Optimisation

- Network improvement plan currently in development; with details provided in good time for next harvest.
- Approximately 90% of GrainCorp's receivals are received into 180 sites.

Ports updates

- Draft ruling regarding GrainCorp's Newcastle grain port released by the ACCC in April. A final ruling is expected to be released shortly.
- New competing bulk grain terminal at Port Kembla announced in March.
- Uncertainty around design of ports mandatory code of conduct.

Outlook, Guidance & Next Winter Crop

- Outlook and guidance consistent with AGM disclosure, including underlying NPAT range of \$80M to \$100M⁽¹⁾.
- Reasonable rain has fallen across eastern Australia in late April / early May with planting occurring during this period and progressing in the southern zones. Follow up rain will be required post planting and again in spring.

1. Net profit after tax and before significant items. Refer to slides 20 to 22 for further details.

Questions



Appendix



Global exposure to attractive grain industry fundamentals



Global grain demand

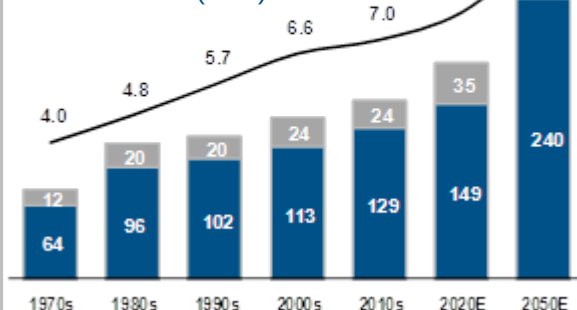
- Global grain trade has doubled in the past 40 years
- Global trade of our core grains expected to double by 2050, driven by Middle East and North Africa ("MENA"), eastern Africa and Asia

Global Grain Trade⁽¹⁾

Population (billion)

Barley & canola trade (mmt)

Wheat trade (mmt)



Global malt demand

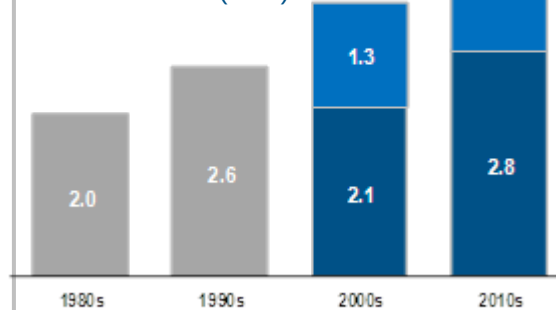
- Global malt export trade has doubled in the past 40 years
- Demand growth to 2020 expected to be driven by developing world
- Supported by strong global demand for scotch whisky

Global Malt Trade⁽²⁾

Global (mmt)

Rest of World (mmt)

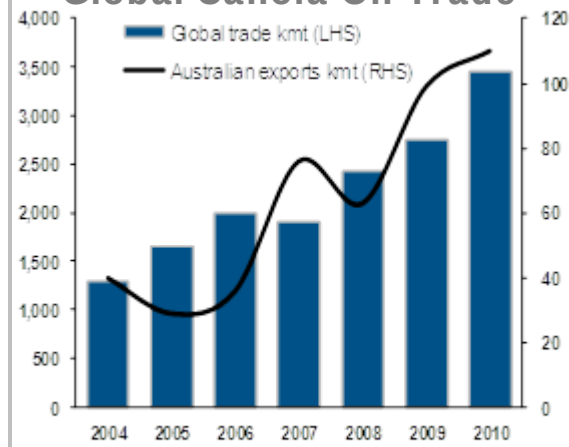
Asia & Africa (mmt)



Global canola oil demand

- Australian canola oil exports have trebled in the past 10 years, in line with global trade growth
- Global demand growth supported by changing consumer preferences
- Strong demand from Asia

Global Canola Oil Trade⁽³⁾



1. Source: GrainCorp estimates based on UN (Population Revisions 2010) and FAO.

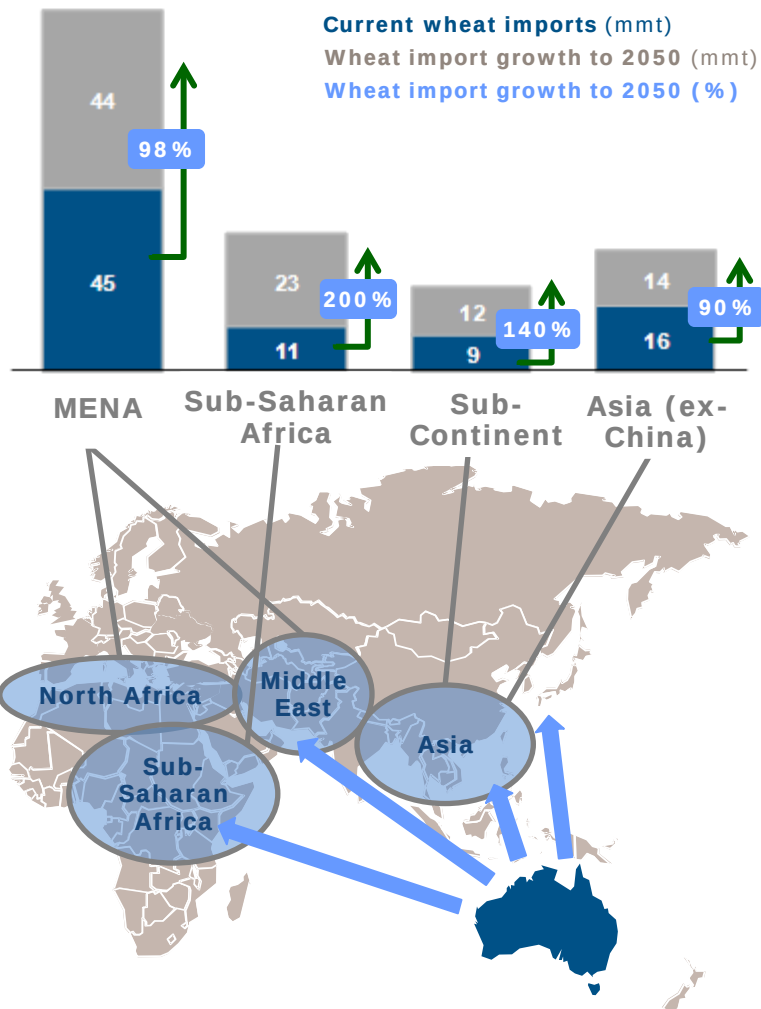
2. Source: USDA and IGC.

3. Source: USDA. kmt is thousand metric tonnes.

Origination advantages to supply global demand growth markets



Wheat Imports to 2050⁽¹⁾



Demand growth in proximate regions

- Australia has freight advantages to import-dependent and growth markets for grain and processed grains (malt and canola oil)
- For example Middle East, Africa and Asia expected to account for ~85% of the ~110mmt increase in global wheat trade to 2050

Australian grain quality advantages

- Eastern Australia produces high quality grain grades highly sought in global growth regions
- Australian wheat (and barley) has strong quality advantages such as:
- Wheat → dry, clean, mid-high protein, white with high flour extraction. Ideal for Asian noodles and Arabian flat breads
- Barley → dry, clean with desirable characteristics. Ideal for Chinese malt and MENA feed markets

Grains outlook – lower volumes, competitive landscape



	Market fundamentals	GrainCorp FY14 outlook
Storage & Logistics	• Eastern Australian crop production estimate of 17.2mmt⁽¹⁾ (including 1.2mmt summer crop) • Crop profile weighted to southern NSW and Victoria given unfavourable weather conditions during winter and spring in Queensland and northern NSW • Drought conditions in Queensland and northern NSW severely impacted sorghum crop planting and yields • Strong domestic demand with minimal exports in northern regions contrasting to exportable surplus in southern regions • Bulk grain export program in southern NSW and Victoria is skewed to 1H14	• Carry-in: 2.3mmt (FY13: 4.3mmt) • Country receivals: ~7.7mmt (FY13: 10.4mmt); 7.6mmt receivals year-to-date • Grain exports: 4.0mmt – 5.0mmt⁽²⁾ (FY13 8.3mmt); bulk grain exports YTD 3.1mmt and stem bookings year-to-go 2.5mmt (expecting low execution rate) • Non-grain exports: ~2.0mmt (FY13: 1.9mmt) • Carry-out: ~1.4mmt (FY13: 2.3mmt) • Crop skew to southern NSW and Victoria → significant competition for grain impacting volumes, margins and rail utilisation • Earnings skewed to 1H14 due to strong domestic and export outturn and below normal summer crop receivals
Marketing	• Continuing strong international grain demand • Lower eastern Australia production volumes • Strong domestic feed demand driven by drought conditions in Queensland and northern NSW	• Margins impacted by significant competition for grain in eastern Australian • Increased volumes from South Australia and Western Australia • Increased domestic and export sale opportunities targeted in each core international region

1. Eastern Australia's wheat, barley, canola and sorghum production estimates, using the average of Australian Crop Forecasters' May 2014 report and ABARES February 2014 report.
2. Bulk and containers.

Processing outlook – well placed through strong competitive position



	Market fundamentals	GrainCorp FY14 outlook
Malt	- Global barley crop production ~141mmt⁽¹⁾ (compared to 130mmt in 2013) and good quality in northern hemisphere - Slightly lower barley prices - Beer demand in mature markets continues to soften and slower than expected growth in developing markets - Growth in niche segments	- Forward sales of 1.28mmt YTD Malt sales volume: ~1.28mmt EBITDA per tonne⁽²⁾: \$87 – \$92 - Australian dollar strengthening again, unlikely to benefit earnings translation and exports from Australia - Level of AUD and CAD foreign exchange - Barley procurement
Oils	- Australian canola crop production estimate of ~3.6mmt⁽³⁾ (compared to 4.1mmt in 2013) - Growing domestic and international demand for canola oil - Increasing crushing and refining competition - Continued demand for bulk liquid terminals capacity	Oils sales volume⁽⁴⁾: ~0.52mmt consistent with FY13 - Refining volumes facing increased pressure - Consistently high capacity utilisation across bulk liquid terminals - Strong contribution from commodity management

1. World barley production estimates using the United States Department of Agriculture's November 2013 report.

2. Excludes \$4.6M Port of Vancouver compensation receipt.

3. Australia's canola production estimates, using the average of the Australian Crop Forecasters' May 2014 report and ABARES February 2014 report.

4. Sales of crushed and refined oils and meal.

FY14 Earnings Guidance



	EBITDA	NPAT
Guidance	• EBITDA: \$275M – \$315M	• Underlying NPAT (before significant items): \$80M – \$100M • Statutory NPAT (after significant items): \$60M – \$80M
Assumptions / Variables	• Excludes Marketing and Oils interest expense of ~\$18M (ie guidance reflects Statutory EBITDA) • Includes 60% share of Allied Mills NPAT Variables • 2H14 volumes: sorghum receivals; direct to port receivals; port elevations • Drought effect on domestic demand and associated stock movements • New season opportunities for Marketing in Q4 • Level of AUD and CAD FX • Barley and oilseed procurement	• Depreciation & Amortisation: ~\$125M • Tax: ~30% • Significant items (after tax) totalling ~\$20M including Oils network optimisation and costs in relation to ADM's takeover proposal in 2013.