

24 February 2017

## Chairman transition & FY17 earnings guidance

GrainCorp today announces Chairman transition arrangements in line with its Board renewal process. The company is also providing earnings guidance for FY17.

### Chair transition

Don Taylor has indicated his intention to retire as Chairman and Director of GrainCorp effective from 1 May 2017. Mr Taylor will be succeeded by experienced company director Graham Bradley AM. The company intends to appoint Mr Bradley to the GrainCorp Board on 1 March 2017 and he will assume the Chairmanship following Mr Taylor's retirement.

Mr Bradley has had an extensive business career, including as Managing Director of Perpetual Limited and senior roles at Blake Dawson and McKinsey & Company. Mr Bradley retired from the board of Stockland Corporation in October 2016 after 11 years as Chairman, and he currently holds non-executive chairman roles at a number of non-listed companies including Infrastructure NSW, EnergyAustralia Holdings and HSBC Bank Australia. A detailed biography including current and previous directorships is provided at the conclusion of this statement.

Mr Taylor said: "It has been a great privilege to have such a long association with Australia's leading agribusiness. Over the years we have grown GrainCorp from a series of state based grain handling authorities into a diversified global agribusiness and a major economic generator in regional communities around Australia, New Zealand, North America, the United Kingdom and Europe.

"GrainCorp is in excellent shape, with world-class assets, strong cash flows and a healthy balance sheet – there is cause for great optimism as we look to the future."

GrainCorp Managing Director & CEO Mark Palmquist said: "It has been inspiring to see Don's passion, endless energy and personal dedication to GrainCorp's success. He has played a significant leadership role in our company and the broader agriculture industry and will be greatly missed by all of us. We wish him, Deb and his family health and happiness in the years ahead."

Mr Bradley said he was looking forward to joining GrainCorp's Board in the near future: "GrainCorp is a great Australian success story. As a leader in the listed agribusiness sector, it has strong competitive positions and assets in key markets and has significant future growth opportunities. I want to pay tribute to Don Taylor's formative leadership role in the creation of this strong foundation for future growth. I look forward to working with my new board and executive colleagues to contribute to the future success of the company."

### FY17 guidance

GrainCorp expects to report FY17 underlying EBITDA<sup>1</sup> in the range of \$385 million to \$425 million (FY16: \$256 million) and FY17 underlying NPAT<sup>2</sup> of \$130 million to \$160 million (FY16: \$53 million).

Mr Palmquist said the expected result reflected the record eastern Australian crop and continued solid performance from GrainCorp Malt.

Results for the first half of FY17 will be released on 11 May 2017.

---

<sup>1</sup> Earnings Before Interest, Tax, Depreciation and Amortisation (before significant items)

<sup>2</sup> Net Profit After Tax (before significant items)

FY17 guidance remains subject to a number of variables, including:

- 2H17 volumes, (particularly sorghum receivals), direct to port receivals, port elevations;
- Impact of timing of grain export program and additional freight bookings;
- Global crush margins impact on edible oils margins;
- New season opportunities for GrainCorp Marketing in Q4;
- Foreign exchange movements;
- Barley & oilseed procurement.

## **FURTHER INFORMATION**

### **Media:**

Angus Trigg  
Director, Government & Media Relations  
+61 2 9325 9132  
+61 413 946 708  
[atrigg@graincorp.com.au](mailto:atrigg@graincorp.com.au)

### **Investors:**

Luke Thrum  
Investor Relations Manager  
+61 2 9266 9217  
+61 447 894 834  
[luke.thrum@graincorp.com.au](mailto:luke.thrum@graincorp.com.au)

Luke O'Donnell  
Corporate Communications Manager  
+61 2 9266 9465  
+61 447 660 804  
[luke.odonnell@graincorp.com.au](mailto:luke.odonnell@graincorp.com.au)

**Attachment:** Graham Bradley biography

## **Graham Bradley biography**

Graham Bradley is a professional company director and is currently Non-Executive Chairman of HSBC Bank Australia, EnergyAustralia Holdings and Virgin Australia International Holdings. He is a director of Hongkong and Shanghai Banking Corporation Limited and GI Dynamics. In July 2013 he was appointed Chairman of Infrastructure NSW.

Graham was Managing Director of Perpetual Limited from 1995—2003. Under his leadership, Perpetual grew to become one of Australia's leading listed funds management and financial services groups.

Prior to joining Perpetual, Graham was National Managing Partner of national law firm, Blake Dawson (now Ashurst). Before this, Graham was a partner of McKinsey & Company, a leading international firm of management consultants.

Graham was President of the Business Council of Australia from 2009–2011. He was formerly Deputy President of the Takeovers Panel. He is a member of the Advisory Council of the Australian School of Business at UNSW. Graham also devotes time to a range of non-profit organisations, including the State Library of NSW as a Foundation board member.

Graham was made a member of the Order of Australia in 2009 in recognition of his contribution to business, medical research and the arts. He was acknowledged by the Australian Institute of Company Directors NSW as the Distinguished Fellow for 2012 in recognition of his contribution to good corporate governance in Australia.