

ABOUT PRIAG MARKETING PTY LIMITED

Priag Marketing was started by Kevin and Mary-Ellen Schwager in July 1991 as an agricultural marketing services company specialising in cotton and grain. Our philosophy is simple – ‘when attempting to meet the marketing needs of our clients we need to leave them with the understanding they have benefited from the experience through professional and competent provision of information which allows them to make informed marketing decisions. Then to execute these marketing decisions in a hassle free environment on behalf of the companies and farmers we represent.’

Priag Marketing, based at Narrabri in northern New South Wales, acts as a distributor for the AWB PRICE+ Risk Management products for AWB in the Upper and Lower Namoi Valleys, Walgett Shire, Gwydir Valley, the Golden Triangle and the soybean regions of northern New South Wales. Services offered include price discovery, marketing strategy, risk management, crop forecasting, marketing and contract execution. Since 1991, Priag Marketing has assisted growers in marketing bread wheat, durum wheat, sorghum, feed barley, malt barley, triticale, faba beans, chick peas, soybeans, sunflowers, canola, lint cotton and cotton seed.

We are a corporate authorised representative (No 281164) of CAFS.

About the authorising AFSL holder

Cargill Australia Financial Services Pty Limited (**CAFS**), a wholly owned subsidiary of Cargill Australia Limited (**Cargill Australia** or **AWB**), holds Australian financial services licence (AFSL) #393967 and facilitates the provision of a range of risk management and other financial products to assist customers to manage, protect, control or enhance their commodity prices. When Cargill Australia provides financial services on behalf of CAFS, CAFS acts as principal. When CAFS acts as an intermediary to arrange for Cargill Australia to enter into derivatives, it acts for Cargill Australia. Cargill Australia, a subsidiary of Cargill Incorporated, established a presence in Australia in 1967 to service the country's large grain exports and has since extended its involvement into grain and oilseed origination, oilseed processing, grain and cotton trading, grain storage and handling as well as a joint ventures in beef processing. In 2011, following Cargill's acquisition of the AWB Limited commodity management business, the commodity management business was integrated into Cargill Australia Limited (**AWB**), which now trades as AWB.

CAFS has approved the distribution of this FSG by the Authorised Representative.

**CONTACT AWB PRICE+
1800 659 944**

CONTACTING PRIAG MARKETING

Priag Marketing Pty Limited ABN 53 100 425 385

Level 1, 69 Maitland Street, Narrabri NSW 2390

✉ Postal Address: 'Nerang' 20578 Kamilaroi Hwy, Narrabri NSW 2390

☎ Telephone: 02 6792 4924

✉ Email: commodities@priag.com.au

☎ Fax: 02 6792 4923.

CONTACTING CAFS

Cargill Australia Financial Services Pty Limited

Level 11, 28 Freshwater Place, Southbank, Victoria 3006

✉ Mail: Cargill Australia Financial Services Pty Ltd,

GPO Box 58, Melbourne VIC 3001

☎ Telephone: 03 9268 7200

✉ Email: cafs@cargill.com or

☎ Fax: 03 9682 2677.



Priag Marketing Pty Limited Financial Services Guide

PRICE  **RISK MANAGEMENT**

31 January 2019

PURPOSE AND CONTENT OF THIS FINANCIAL SERVICES GUIDE

This Financial Services Guide (FSG) is an important document that gives you information about Priag Marketing Pty Limited (Authorised Representative, we, us or our). It is designed to assist you to decide whether to use the financial services we provide.

This FSG contains information about:

- us and our authorising licensee, Cargill Australia Financial Services Pty Limited ACN 103 594 823 (CAFS);
- the financial services we offer;
- how we, CAFS, and other parties involved in providing the financial services are paid in relation to those services;
- compensation arrangements; and
- how you can make a complaint about us or the financial services we provide.

PROVIDING INSTRUCTIONS

Generally you may give us instructions either by telephone, email or in writing using the contact details set out in this FSG in relation to any of our services and transactions for execution. However, we reserve the right to request written instructions from you relating to the subject matter of your instructions where necessary and where required under any applicable agreement with you.

If we provide you with information or documents (including this FSG) by email, you will be taken to have received that email and any attachments at the time we send the email to you.

SERVICES WE ARE AUTHORISED TO PROVIDE

We are authorised to provide the following financial services permitted under CAFS' AFSL:

- financial product advice; and
- dealing

in relation to:

- derivatives and
- foreign exchange contracts, to retail and wholesale clients.

OTHER IMPORTANT DOCUMENTS

You may also receive other important documents from us such as a Statement of Advice (**SoA**) or a Product Disclosure Statement (**PDS**).

SoA

A SoA is a written record of personal financial product advice we give to you. Personal financial product advice is advice that we provide after taking into account your personal objectives, financial situation and needs.

A SoA that we give you will include a statement of our advice, the basis for that advice, and information about the remuneration and other benefits that we may receive in connection with the advice, and interests, relationships or associations that may influence us in giving the advice.

In certain circumstances where a SoA is not provided, for example, where further advice is provided to you after we have given you a SoA, we may prepare a Record of Advice rather than a SoA to record the further advice.

You may request a copy of any SoA or Record of Advice by contacting us by telephone, by email or in writing at any time up to seven years from the date on which the advice was given.

Product Disclosure Statement (PDS)

A PDS is a type of offer document that describes a financial product. The PDS will contain details about the particular product, including the benefits of the product, any significant risk associated with holding the product and the cost of the product. The purpose of a PDS is to ensure you are informed about the financial product and to help you to compare financial products issued by different providers.

We will generally give you a PDS if we make a recommendation to you to acquire a financial product or issue a financial product to you.

REMUNERATION OR BENEFITS WE, CAFS OR OUR ASSOCIATES MAY RECEIVE

When you acquire a financial product from AWB, you may be required to pay fees and charges in connection with that product. These fees and charges will be set out in the PDS relevant to the particular product. For some financial products you may acquire from AWB, there may be no prescribed fees or charges. However, AWB or Cargill Incorporated may make a 'margin' on such a product by entering into a hedge position which is either above or below the price that AWB must pay you under the terms of the financial product. The effect of the margin is included in the price AWB pays under the terms of the product.

The level of margin AWB receives and the amount of certain fees AWB charges you (where applicable) varies depending on a number of factors relevant to the terms of the product and prevailing market conditions. These factors include:

- applicable terms set by you (depending on the product you select, these could include: averaging period, futures reference month and futures floor price);
- the AUD/USD foreign exchange rate; and
- prevailing or expected futures market volatility, liquidity and other intrinsic market factors.

If we provide you with personal financial product advice, at the time of giving the advice or as soon as practicable afterwards we will provide you with the following information about the remuneration and other benefits payable to us and certain related persons:

- if we can calculate the remuneration and other benefits when the advice is given, details of the remuneration and other benefits; or
- if we cannot calculate the remuneration and other benefits when the advice is given, information about the manner in which the remuneration and other benefits are calculated.

We may be entitled to receive a commission when we arrange for you to acquire certain financial products from AWB. The commission is calculated on a dollar per metric tonne basis, and is paid by AWB from the fees it receives from you under the terms of the product. Our commission is not an additional cost to you.

We may receive a fee from AWB if you decide to complete a AWB PRICE+ Application Form and your application is accepted by AWB. Completing the AWB PRICE+ Application Form does not obligate you to enter into any financial product offered by Us or AWB.

We do not charge you any additional fees in respect of any financial product we offer you other than those set out in the PDS, this FSG and, if we provide you with personal advice, any relevant SoA or Record of Advice. We will disclose details of any other additional fees before providing you with the relevant service.

ASSOCIATIONS OR RELATIONSHIPS WITH FINANCIAL PRODUCT PROVIDERS

We and AWB are authorised representatives of CAFS.

We have entered into an agreement with AWB in relation to the distribution of AWB products and services.

AWB may enter into arrangements with Cargill Incorporated to offset the risk of some of the financial products that you may acquire from AWB. AWB has a profit share agreement in place with Cargill Incorporated in relation to margin generated from these arrangements.

COMPENSATION ARRANGEMENTS

Where we are liable to you in relation to a financial service we provide, we may meet that claim from our available resources or we may seek to claim on professional indemnity insurance held by CAFS that covers our conduct in relation to financial services.

CAFS holds professional indemnity insurance which satisfies the requirements of section 912B of the Corporations Act. This professional indemnity insurance covers claims which may arise during your dealing with us or any employee of ours, no matter if they are currently employed with us or not.

HOW WE HANDLE COMPLAINTS

We have a formal complaint handling procedure that is managed by our Complaints Officer. If you wish to make a complaint, please:

- write to: AWB Complaint Officer, Grower Service Centre, GPO Box 58, Melbourne, Vic 3001 or by email at grower_complaints@awb.com.au or
- lodge your complaint in the 'Contact Us' section of the AWB website located at www.awb.com.au which will be directed to the AWB Complaints Officer

The Complaints Officer will try to resolve your complaint within 10 working days of receiving your complaint.

If you are not satisfied with the resolution of the complaint, you can choose to have the complaint resolved by the Australian Financial Complaints Authority (AFCA). This is an independent external complaints body and its services are free to you. CAFS is a member of AFCA (membership #35241). You can contact AFCA by:

✉ **Mail:** Australian Financial Complaints Authority Limited
GPO Box 3, Melbourne, VIC 3001

☎ **Telephone:** 1800 931 678

📠 **Fax:** 03 9613 6399

🌐 **Website:** www.afca.org.au

✉ **Email:** info@afca.org.au