Focal Point

A Focal Point contract allows you to participate in potential upside market moves, matching each cent of market movement, up or down.

Simplify grain marketing. Build a price and protect against volatility.

Price

Insure

Enhance

Focal Point

Use Focal Point when you would like to:

- Capture potential upside in the market and are willing to take on price risk if the market goes down.
- Deliver grain now and still capture upside market potential.
- Express bullish market bias on an existing grain contract.

Advantages of Focal Point:

- Penny-for-penny price partcipation.
- Opportunity to top-up the value of your existing contract.
- If you've delivered your grain and have a focal point that is not finally priced, you can recieve an advance payment (or partial payment).

How Focal Point Works.

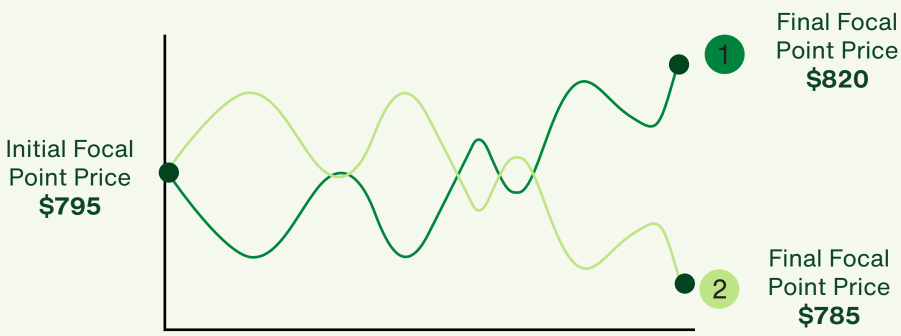
Enter into a new flat price contract or add to an existing grain contract that has the futures price component established.

Select your **Focal Point Futures Reference Month** and establish an **Initial Focal Point Price**. Set your goal for 1) the Final Focal Point Price and 2) for the amount of price risk your willing to take on.

Monitor the market prices and experience cent-for-cent participation, up or down. You can establish your Final Focal Point Price at any time leading up to the Final Pricing Deadline of the Focal Point contract.

For example:

- Focal Point Futures Reference Month = May
- Initial Focal Point Price = **$795/mt**
- Existing Flat Price Contract = **$755/mt**



	Flat Price Contract	Focal Point Adjustment (Final - Initial)	Focal Point Cost	Final Cash Value
1	**$755**	**+ $25**	**- $4**	**$776**
2	**$755**	**- $10**	**- $4**	**$741**