



Grainindex

Re-Inventing Farm Trading

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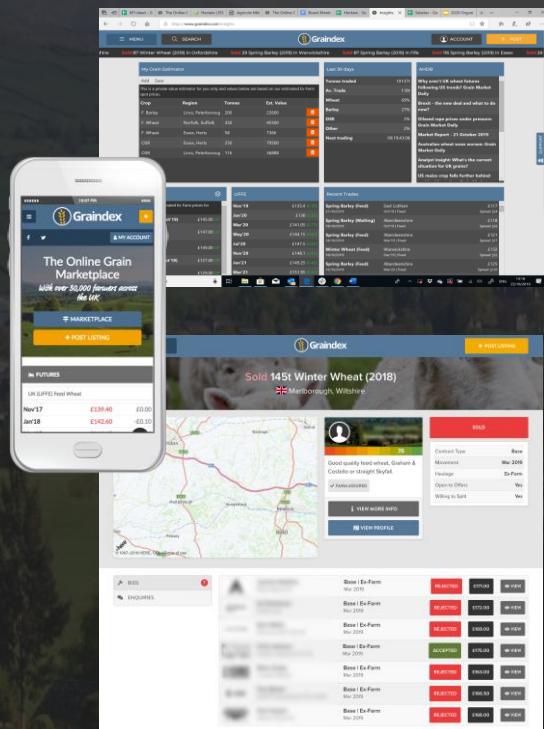
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GRAINDEX



Grainindex is a secure marketplace that facilitates trading, supporting existing market participants, not replacing them.



Offer Crop

Receive Bids

Settle and Protect

- Continuous valuation of crop based on real-time market prices
- Two trading periods per day
- One-time independent sample analysis made available to all buyers
- Independent market advice
- Receive multiple bids from 60 national and regional buyers
- All merchants approved and regularly credit checked
- 60-70% sale rate
- No sale obligation
- Guaranteed Payment service
- Dispute? We'll step in to help
- Managing the risks – providing price hedging if not the right time to sell

GLENCORE

Cefetra
Grain

中粮国际
COFCO INTL

WELLS
AGRICULTURE

Herbex Agricultural Merchants Ltd

Saxon
Agriculture

GLASSON

WELLS
AGRICULTURE

East Coast
Winers
Animal Nutrition

CHARLES
JACKSON

Armstrong
Richardson

SCOTGRAIN
AGRICULTURE

GrainCo

WESTERN
ARABLE

dewing grain

DAVIDSON'S
Animal Products

GLASSON

Dengie



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ON AVERAGE, 5 BIDS PER LISTING

£6.25/PRICE SPREAD PER TONNE

79% SALE RATE



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Key Markets



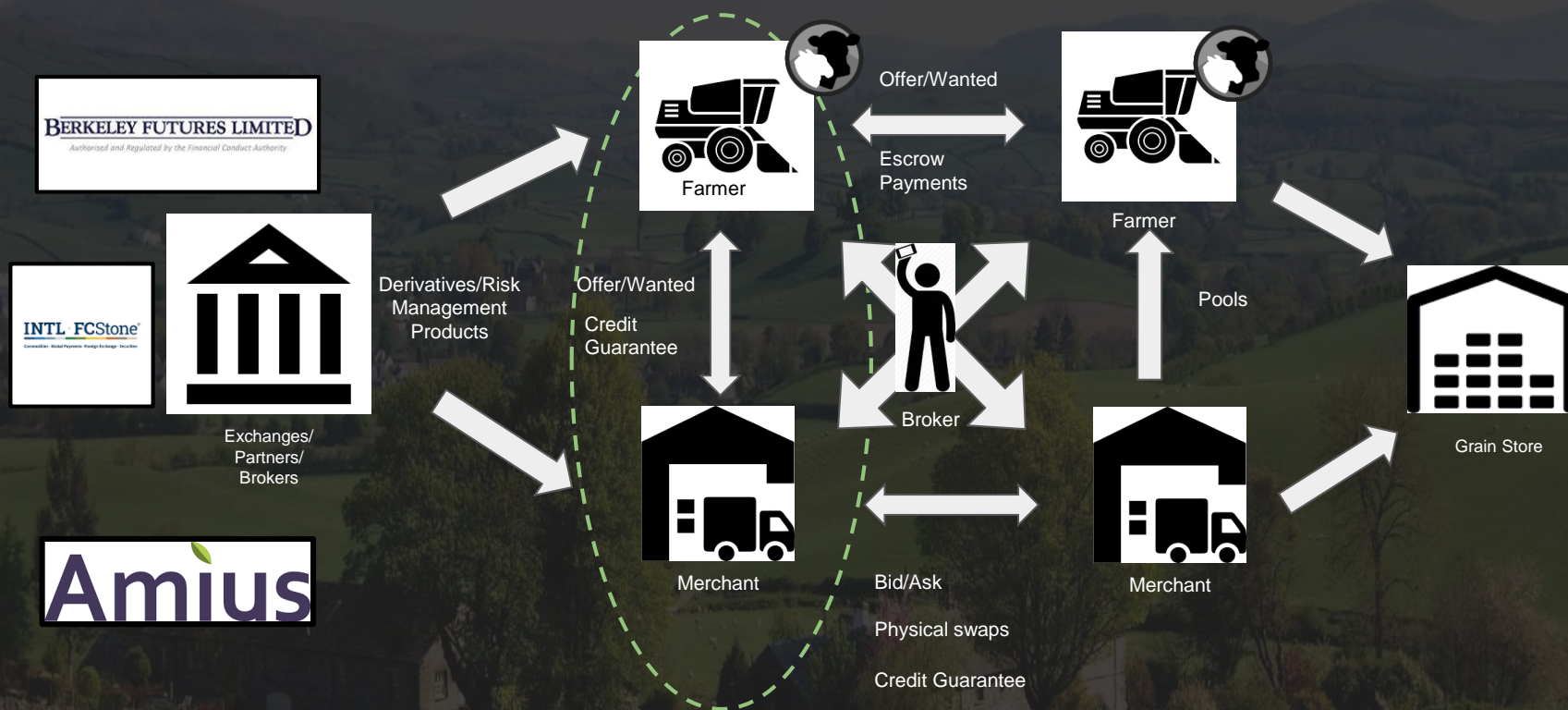
- Distilleries
- Feed Compounders and Blenders
- Major Farms Users (Pig, Poultry, Beef)
- Flour Mills
- Bio-Ethanol Plants
- Export Markets

Grainindex market analysis

- Average number of bids since harvest 2019 is 5 per listing
- Average price spread per listing since harvest 2019 - £6.25/t
- Average tonnage listed 116t
- Example marketing a specific crop to the correct buyer - £12 spread, milling oats Scottish Borders.
- Increased percentage of forward selling: May 2021 £170/t

FUTURE CONSIDERATIONS

We believe that digital will play a significant part in the future of cereals trade



Grainindex 5 Key Points



- Transparency
- Efficiency
- Security
- Independance
- Insight

“It is not the strongest of the species that survives, nor the most intelligent.. It is the one that is most adaptable to change”

Charles Darwin, On The Origin of Species, 1859