



Secure
Family

Landea®
Secure
Comfort
Opti

Feel Secure

Volatility on worldwide agricultural commodity markets is a given fact we all have to deal with. The products of the Secure Family, developed by Landea® are marketing tools, which will help farmers to manage price risk in a volatile market environment.

TO WHOM IS THIS DEDICATED?

The Landea® Secure Comfort Opti price mechanism is developed for the farmer who does not want to follow the market every day, but wants to participate in market movements. Secure Comfort Opti provides security by pricing a partial quantity every day.

WHAT ARE THE ADVANTAGES?

- You determine your Pricing Period.
- The required discount is low.
- It limits stress from taking multiple market decisions.

- It is unlikely that You will sell at the lowest price.
- The remaining quantity can be re-priced any time at Futures Level at the time of re-pricing

WHAT TO CONSIDER?

- You have to determine the Pricing Period.
- You don't have a Minimum Price.
- The discount for this pricing mechanism means a price reduction to your physical contract.

HOW DOES PRICING OF THE CONTRACT WORK?

- On February 15th you discuss a wheat forward contract with your Collector for a delivery ex crop.
- You expect the market prices to move in the coming months and you don't want to spend time by checking the market prices daily.
- Therefore, you decide to sell your wheat and combine it with a Landea® Secure Comfort Opti price mechanism to price a partial quantity every day.

EXAMPLES:

- You get an offer on February 15th, to sell 50 mt Wheat at 160 €/mt ex crop delivery. The respective Futures Level at Euronext (Matif) for Referenced Futures Contract December is at 185 €/mt.

- You fix your Start Level referring to the current Futures Level at 185 €/mt and choose the Pricing Period from February 15th until November 15th.
- A discount of 2 €/mt will be deducted from your physical contract price of 160 €/mt.
- During the Pricing Period you will automatically price a partial quantity every day at the Closing Settlement Price. The average of recorded prices is defined as Pricing Result.
- The final contract price will be the contract price adjusted by the Discount and the pricing result minus the Activation Level.
- During your calculation period you always have the possibility to re-price the product with an additional discount of 0,50 €/mt. The remaining quantity will then be fixed at the Current Futures Level.

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CONTACT

Landea® Team

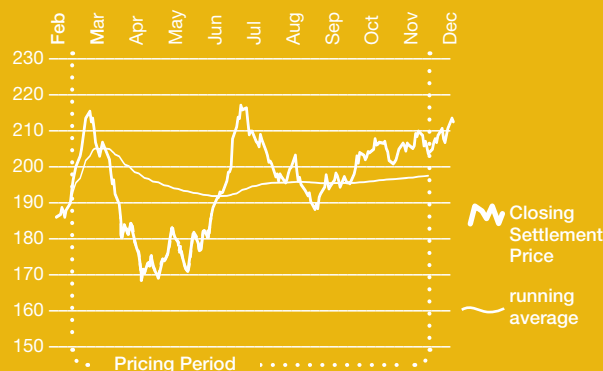
Phone:
+49-211-54025027

Email:
Landea-Kontakt-DE@cargill.com

SCENARIO 1:

The Pricing Period is determined from February 15th to November 15th, your discount is 2 €/mt. The average of all recorded prices is 195 €/mt (Pricing Result). Hence, the result of Secure Comfort Opti is the Pricing Result minus the Activation Level, which in this example is 10€/mt.

160 €/mt	Contract price
- 2 €/mt	Discount
+ 10 €/mt	Result of Secure Comfort Opti
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=> 168 €/mt	is your final contract price

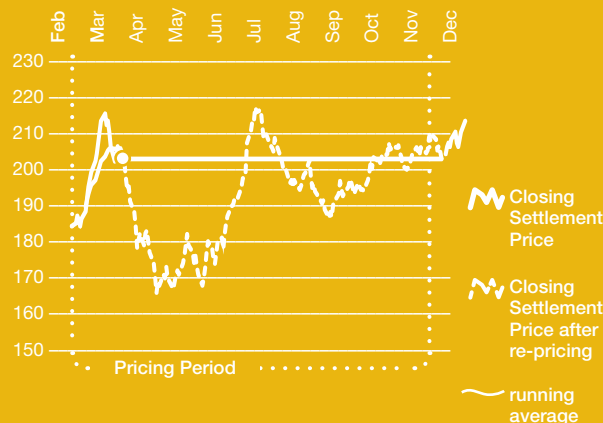


SCENARIO 2:

The Pricing Period is determined from February 15th to November 15th, your discount is 2,50 €/mt. (incl. re-pricing fee).

On the 30th of March you decide to reprice your Secure Comfort Opti to fix the Current Future Price of 202 €/mt for the remaining quantity. Therefore the result of the price mechanism adds up to 202,35 €/mt (average of daily pricings (from Start date until the day before re-pricing at Closing Settlement Price, afterwards until End Date at 202 €/mt)

160,00 €/mt	Contract price
- 2,50 €/mt	Discount
+ 17,35 €/mt	Result of Secure Comfort Opti
<hr/>	
174,85 €/mt	is your final contract price



Note: Do not take prices and values in this example as for granted. They are just chosen to simulate scenarios.