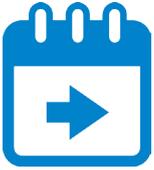


## FORWARD WATER MARKET



When there is uncertainty surrounding allocations and carryover, Forward Water trading can be a key water management tool. Waterfind's Forward Water

Market enables irrigators to reduce uncertainty and plan for future irrigation requirements.

The Forward Market allows irrigators to trade a specific volume of water at an agreed price, to be delivered at a specific date in the next water year. It can also include multiple water years thereafter, which is referred to as a 'Water Lease'.

A major benefit of Forward Markets is the ability to plan.

- Buyers can guarantee delivery of water for subsequent cropping programs and can manage cash flow
- Sellers can confidently budget future income in the upcoming water season

Buyers and sellers on the Forward Market have quite often been able to sell at above the current market spot rate, and buy at below peak market pricing in the upcoming season, which satisfies both sides of the trade.

### WHY USE FORWARD MARKETS IN PLACE OF CARRYOVER?

Forward Markets are a sound choice for irrigators who value security for future water seasons. Since their introduction, an increasing amount of irrigators have traded their water on Forward Markets to guarantee a price and volume that meets their individual requirements.

Whilst carryover has historically been utilised by many irrigators, the rain experienced over summer has significantly increased the risks associated with carryover. Over 1 million megalitres of carryover was lost due to spill events and increased allocations in 2016/17.

### PAYMENT TERMS

The deposit and conveyancing fee are due within 7 days of a signed contract. No less than 14 days prior to the delivery date, the outstanding balance and any government and water authority fees are due. Sellers receive full payment (minus fees) upon completion of the transfer.



#### TEMPORARY FORWARD CONTRACTS

20% deposit of the purchase price if the delivery date is within 12 months, and 30% of the purchase price if beyond 12 months



#### PERMANENT FORWARD CONTRACTS

10% deposit of the purchase price if the delivery date is within 12 months, and 15% of the purchase price if beyond 12 months

### WANT TO PARTICIPATE IN FORWARD WATER MARKETS?

Waterfind has a live Forward Water Market. Logon to [my.waterfind.com.au](http://my.waterfind.com.au) or contact your Waterfind water broker to discuss.

**Contact Waterfind on 1800 890 285 to trade your water**