



THE EMERGENCE OF  
WATER TRADING PATTERNS

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WHAT IT MEANS FOR  
ALMOND GROWERS

# Alister Walsh

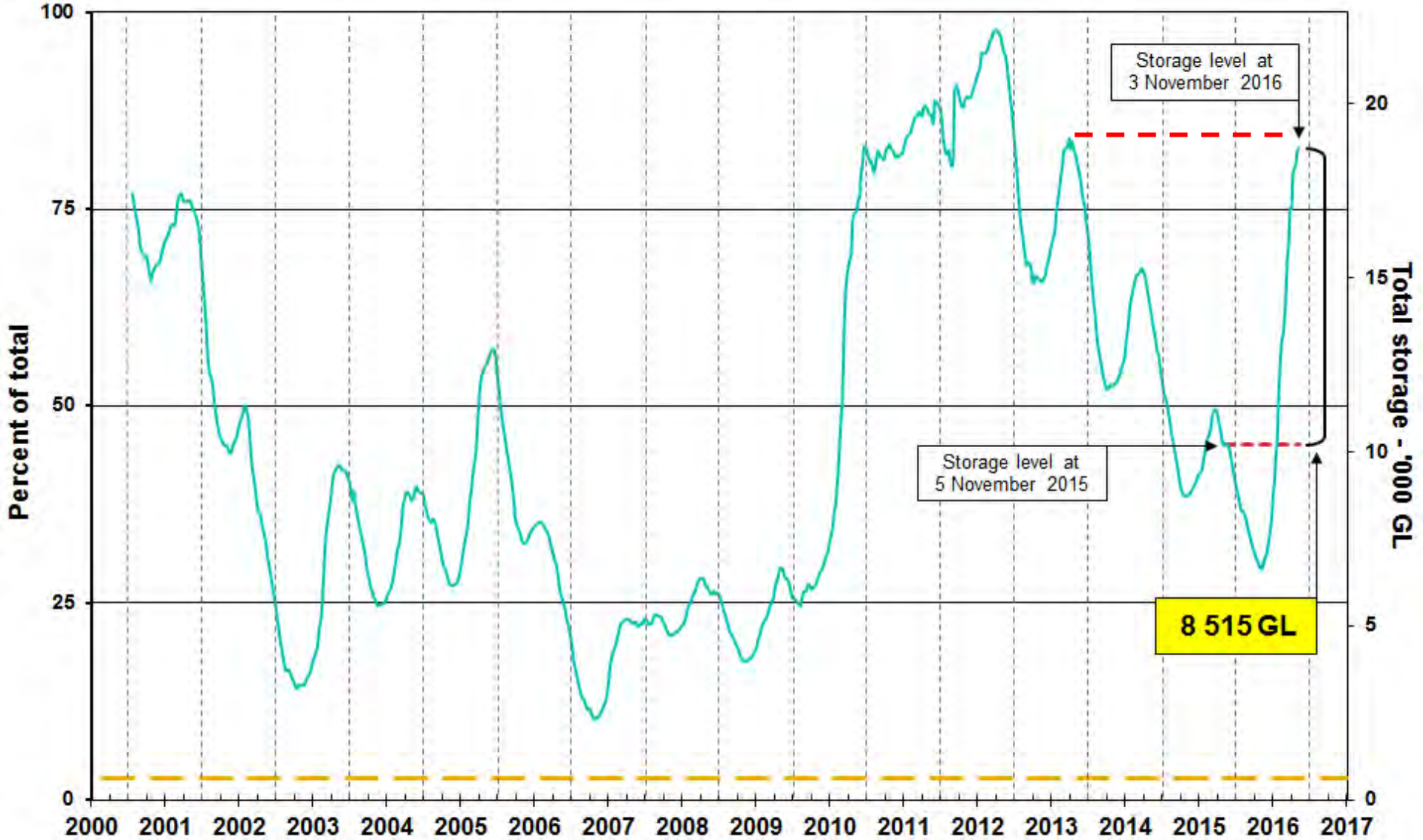


## Chief Executive Officer, Waterfind

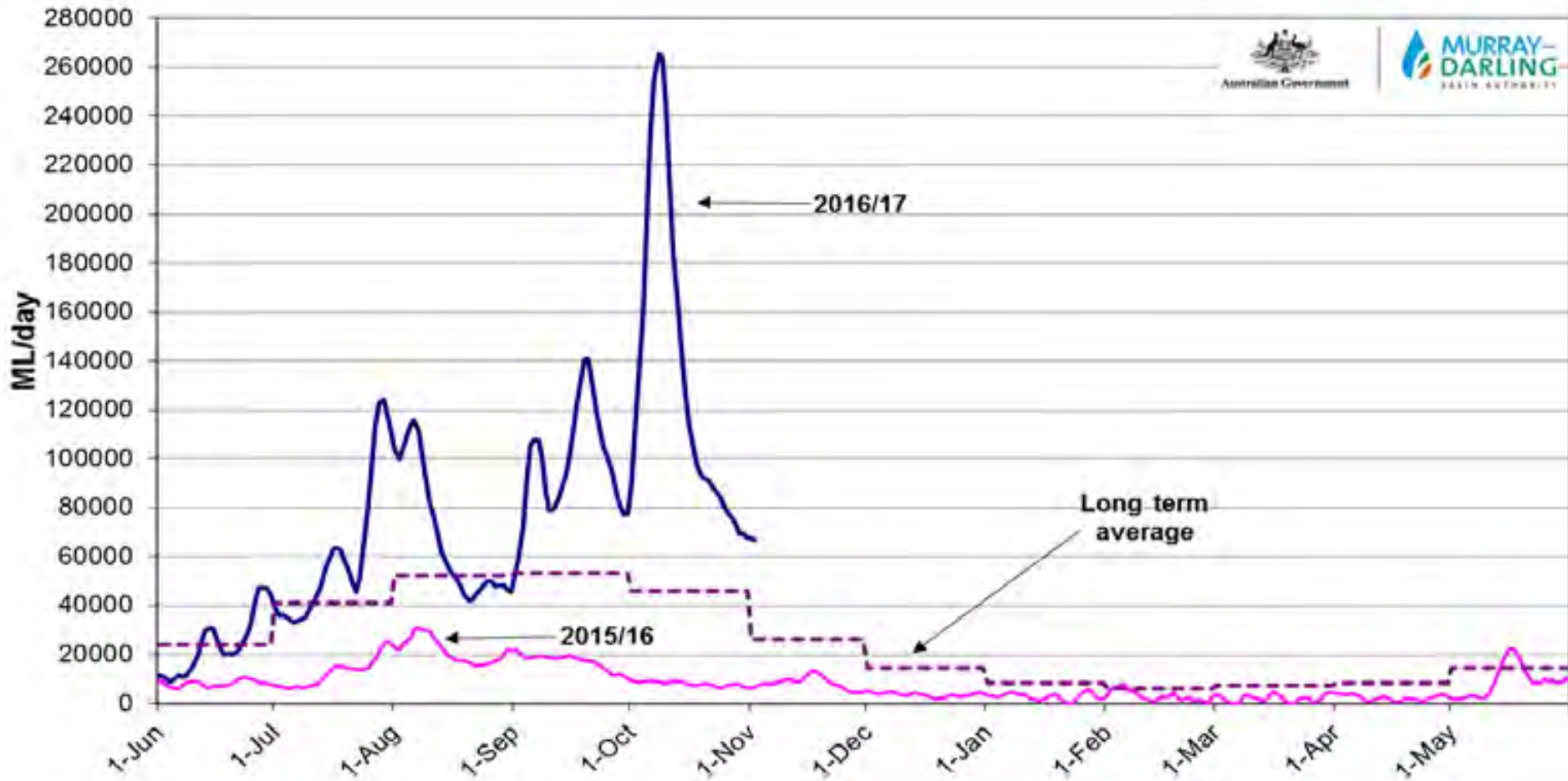
Alister's knowledge and experience in irrigation communities, along with his strong business skills enable him to strategically drive the Waterfind business, whilst maintaining a hands on role in the business' day-to-day operations.

Growing up near Wentworth NSW on his family's cropping and grazing property, experience with water trading and irrigation started early. Alister has an extensive career in agriculture, business development and account management. He holds a Bachelor of Economics in International Agribusiness.

## Water storages in the Murray–Darling Basin (NSW, Victoria and Queensland) | November 3

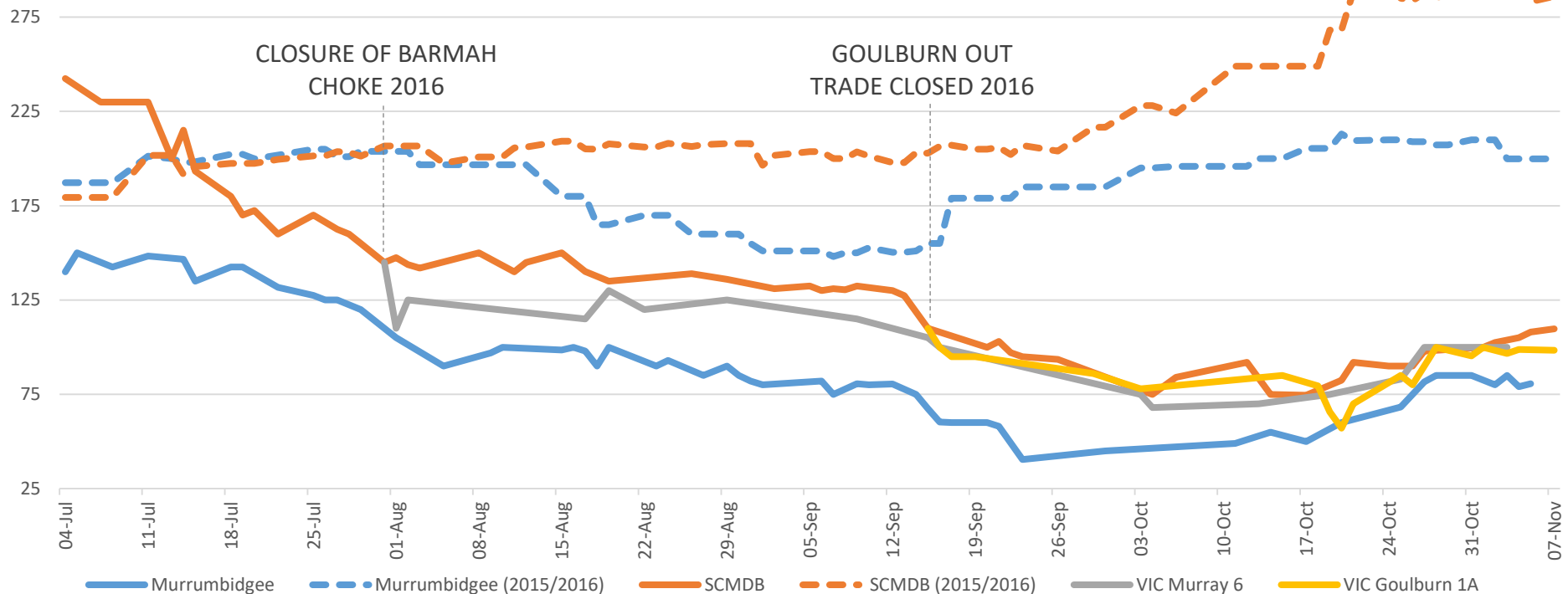


## Murray System Daily Inflows (excl. Snowy, Darling, inter-valley trade and Environmental Inflows) 5 day rolling average as of November 2

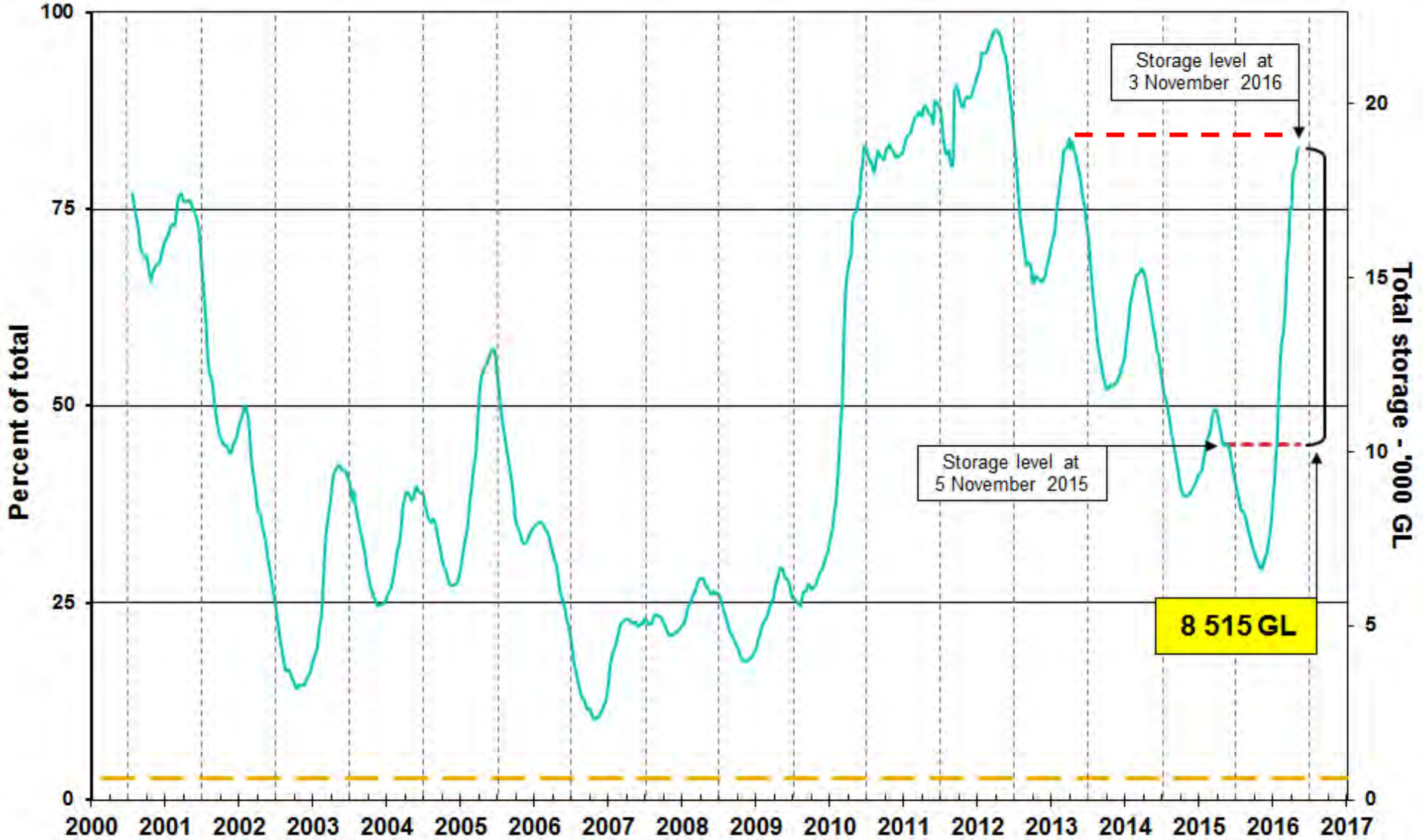


# CURRENT CONDITIONS

## MURRAY/MURRUMBIDGEE ALLOCATIONS & TEMP PRICE



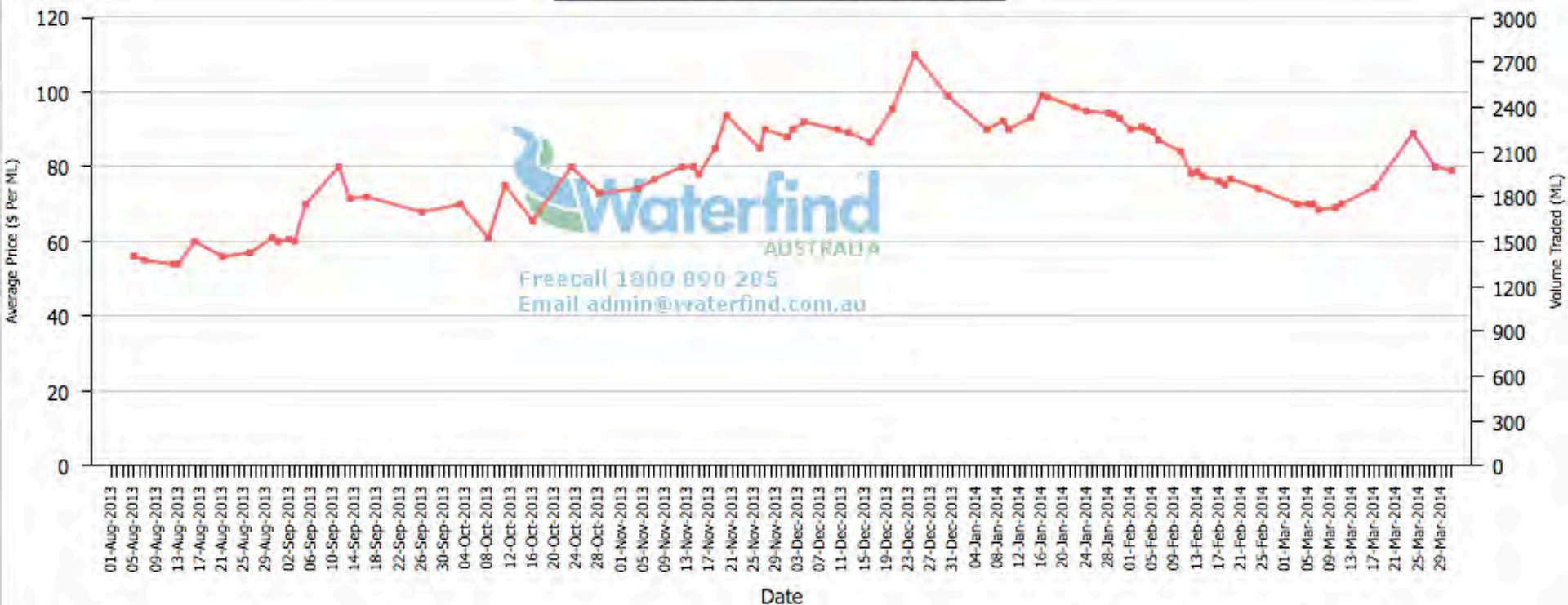
## Water storages in the Murray–Darling Basin (NSW, Victoria and Queensland) | November 3



# Zone 7 Vic Murray 13/14

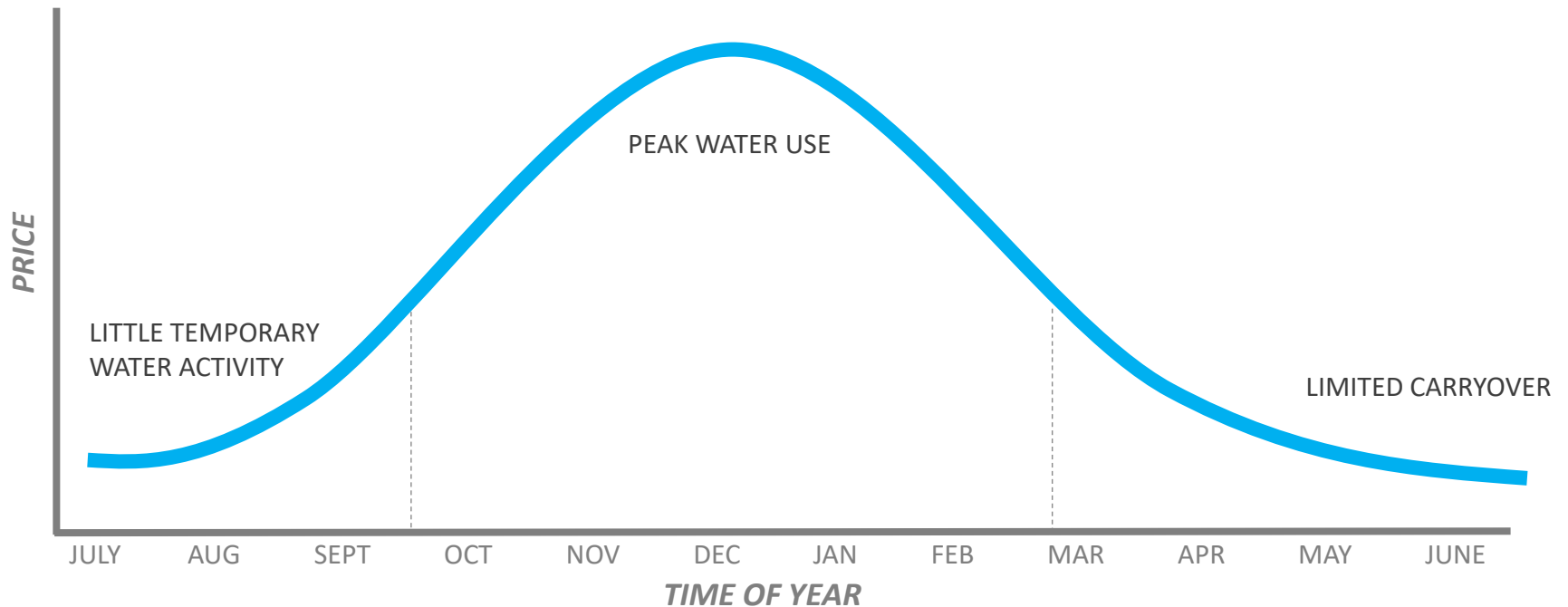
Temporary Contracted Trades Pricing - [7 TORRUMBARRY IRRIGATION AREA - HIGH R]  
From 1/8/2013 to 31/3/2014 { R = -0.03 }

Volume Traded (ML) Price Per ML (\$)



# CHANGE IN WATER TRADE PATTERNS

## THEN

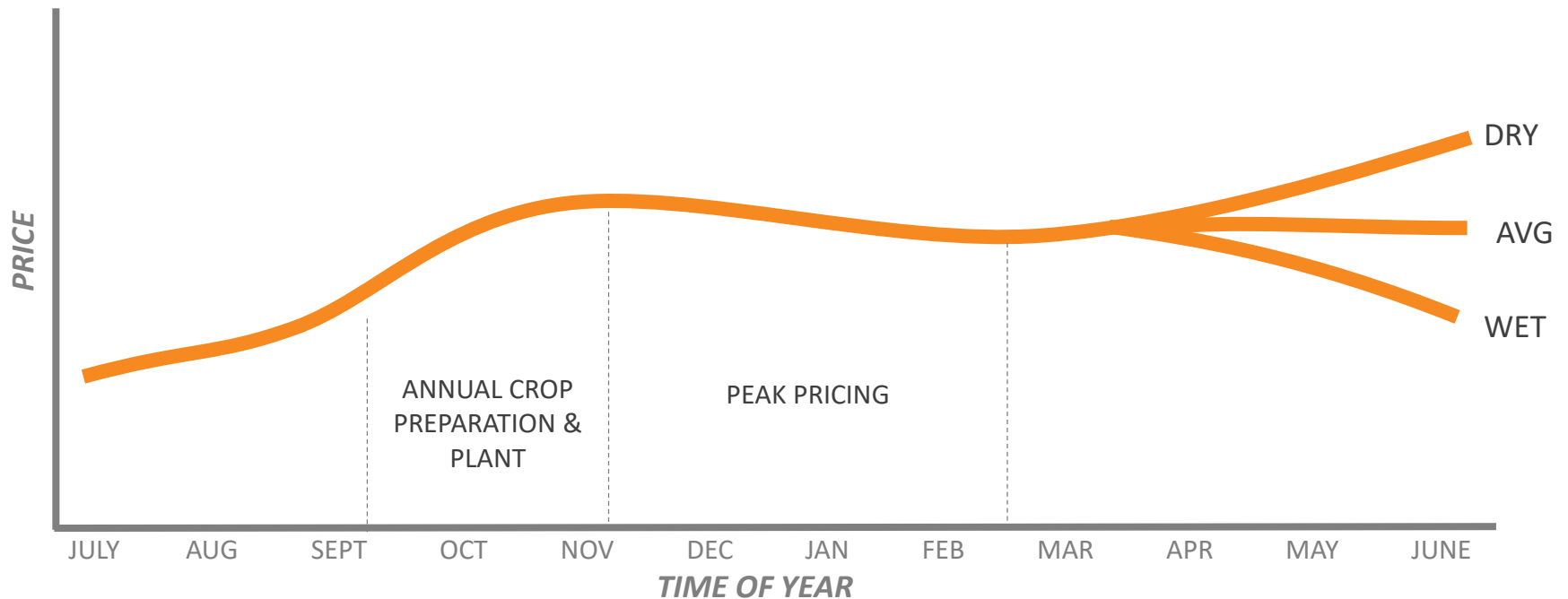


- Purchase in peak
- Buy when needed
- Higher temporary trade volume in October to March
- Ad-hoc purchasing
- Single/fewer systems water portfolio
- Limited Carryover



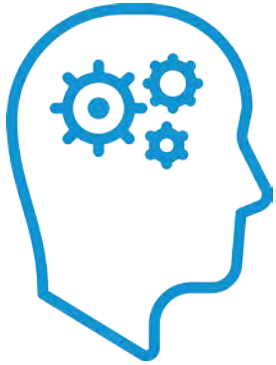
# CHANGE IN WATER TRADE PATTERNS

## NOW

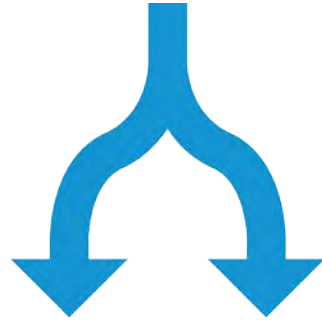


- Purchase throughout year
- Plan prior to need
- Risk management strategies via multiple purchases
- More strategic purchasing
- Multi-system entitlement portfolio
- Wider availability of Carryover

# MARKET MATURITY



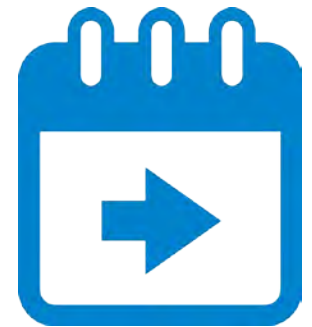
GREATER  
UNDERSTANDING



DIVERSIFIED  
WATER  
PORTFOLIO



INCREASED  
EFFICIENCY



FORWARD  
CARRYOVER  
OTHER...



A NEW WAY TO SECURE YOUR WATER

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INTRODUCING

**DEFERRED**

**D E L I V E R Y**

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# DEFERRED DELIVERY

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## MANAGE RISK

Take the risk out of price volatility throughout the season - lock in a parcel when the price is right.



## SECURE NOW

When a parcel appears that matches the price & volume you need, lock it in. Full payment is not required until the delivery date, which you set.



## PAY LATER

Full payment is only required upon delivery, giving you the freedom to invest in your business throughout the season.

## MURRUMBIDGEE (GENERAL SECURITY) RIVER LICENCES (Allocation: 76%)

[Change](#)

### Trading Actions

Temporary

[Buy Order](#) [Sell Order](#)

Permanent

[Buy Order](#) [Sell Order](#)

Freecall 1800 890 285

### My Active Trades

[Orders](#) 0 [Trades](#) 0

### Market

Spot Forward Temp Perm 1 credit ON [Deferred Delivery](#)

Delivery Date: 27/02/2017

#### Spot Buy Orders

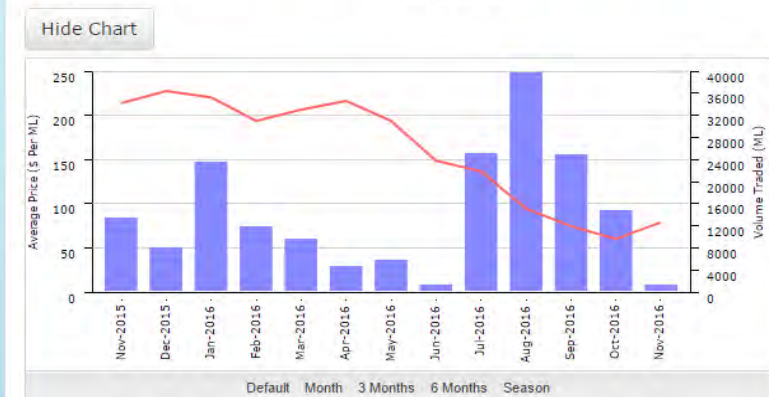
ML	Split	\$/ML	Action
80		\$79.00	<a href="#">Sell</a>
500	100	\$71.00	<a href="#">Sell</a>
200	100	\$70.00	<a href="#">Sell</a>
500	200	\$60.00	<a href="#">Sell</a>
2000	40	\$55.00	<a href="#">Sell</a>

**Total Parcels:** 13  
**Total Volume:** 12741.0

#### Spot Sell Orders

ML	Split	\$/ML	Action
250		\$85.00	<a href="#">Buy</a>
		<a href="#">\$91.15</a>	
1360	200	\$85.00	<a href="#">Buy</a>
		<a href="#">\$90.65</a>	
300		\$89.00	<a href="#">Buy</a>
		<a href="#">\$95.35</a>	
300		\$90.00	<a href="#">Buy</a>
		<a href="#">\$96.40</a>	

**Total Parcels:** 44  
**Total Volume:** 11154.2



### Last 10 Market Trades

Spot Forward Temp Perm

1 credit

08 Nov 2016	100ML@ \$82
08 Nov 2016	400ML@ \$82
04 Nov 2016	50ML@ \$79
03 Nov 2016	35ML@ \$85
03 Nov 2016	300ML@ \$85
02 Nov 2016	300ML@ \$80
01 Nov 2016	115ML@ \$89
01 Nov 2016	108ML@ \$40
31 Oct 2016	12ML@ \$85
31 Oct 2016	129ML@ \$40

### My Water Alerts

[Add Alert](#)



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WATERFIND CEO

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