



Cargill Elevate™

Managed Pricing

Managed Pricing contracts put Cargill insights to work for you, and help reduce the stress of watching markets and deciding how and when to sell your grain.

Price

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



PRICE



INSURE



ENHANCE

When should I use this contract?

Cargill offers two Managed Pricing contracts, each with your choice of futures reference months. You can choose either **Track** or **Target** depending on your marketing goals and the month that matches your deliver timing:

- **Track** is designed to perform best in a downward trending market. The pricing objective is to exceed the **market average** during the pricing period while limiting downside risk.
- **Target** is designed to perform best in an upward trending market. The pricing objective is to exceed the **market price** at expiration of the pricing period.

What are the advantages of this contract?

- It provides Cargill's market insights, with over 150 years of experience trading grain and over 20 years of helping farmers price grain.
- You have the option to choose the contract that aligns with your unique situation and pricing objectives.
- Downside risk protection with floors established at the beginning of the pricing period.
- Maintain flexibility and control with the ability to price out early.

How Managed Pricing works

You select either the **Track** or **Target** contract to align with your objectives. You can choose to enter into Managed Pricing contract(s) for up to 30% of your anticipated corn and soybean production for a given crop year. Cargill traders analyze the markets and price your grain throughout the pricing period. You may choose to price out any week during that relevant period.

How do Track and Target programs compare?

	Track	Target
Objective:	Exceed the market average over the pricing window	Exceed the final market price at the end of the pricing window
Ideal Market Environment:	Downward trending Neutral to bearish Carry markets	Upward trending Neutral to bullish Inverted markets
Product Features:	<ul style="list-style-type: none"> • Leverages Cargill's experience and market insights • Timely decision making and pricing handled by Cargill. • Limited to 30% of anticipated production in a crop year • Established controls to maintain focus on specific contract objectives • Price out early 	