

POET Preferred Pricing Program

- Best FOB bid to you with each sale
- Transparency - FOB sheet provided with each sale
- ZERO up front fees
- Full time trader following the market daily
- Freight optimization



POET Preferred Pricing Program

- What is Preferred Pricing? Simply put, when you are ready to sell corn, you call POET. POET will have a trader that will quickly find your best market opportunity (POET or someone else) based on criteria you supply.

POET Preferred Pricing Program

POET—Leipsic

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www.poet.com/leipsic

POET[®]
grain

"Where Farmers Fuel America"

4.84	4.89	4.92	4.85	4.92	4.85
4.76	4.88	4.95	4.85	4.95	4.84
4.68	4.80	4.84	4.72	4.84	4.73
4.67	4.82	4.96	4.87	4.96	4.89
4.45	4.63	4.72	4.58	4.72	4.56
4.78	4.91	5.02	4.93	5.02	4.97
4.56	4.68	4.78	4.69	4.78	4.72
4.53	4.68	4.76	4.64	4.76	4.61
4.65	4.75	4.83	4.74	4.83	4.72
4.80	4.87	4.92	4.86	4.92	4.87
4.74	4.86	4.94	4.83	4.94	4.85
4.39	4.60	4.72	4.56	4.72	4.54
4.77	4.80	4.85	4.81	4.85	4.82
4.84	4.94	5.02	4.95	5.02	4.97
4.84	4.93	5.01	4.94	5.01	4.96
4.72	4.77	4.83	4.78	4.83	4.81
4.76	4.79	4.85	4.81	4.85	4.86
4.74	4.75	4.78	4.74	4.78	4.72
4.45	4.79	5.02	4.81	5.02	4.79
4.84	4.94	5.02	4.95	5.02	4.97

Gerhold Home Place Divd	Gerhold Home Place FOB	Taylor Bros Brashear Delivered	Taylor Bros Brashear FOB	Taylor Bros Baring Delivered	Taylor Bros Baring FOB
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POET Preferred Pricing Program

What is Preferred Pricing? Simply put, when you are ready to sell corn, you call POET. POET will have a trader that will quickly find your best market opportunity (POET or someone else) based on criteria you supply. Upon the sale, POET will supply you with something similar to the picture above detailing exactly where your best perceived market opportunity exists. What that means is POET analyzes hundreds of data points to determine your the best FOB price and provides transparency to you with each sale.

Another Gimmick? Not hardly.

POET Grain is taking corn origination to the next level. Instead of posting a bid and seeing what that brings us, we are looking at all of our customers daily to see what it takes to buy corn from your operation, and posting a bid that will buy what we need.

Through this daily exercise, we understand your best market daily, based on freight values that we know we can trade and freight values that you tell us you can deliver. We factor in delivery markets that you may not. We use available freight that you may be unaware of. We compare your operation to others to understand where as a seller, you have a competitive advantage.

At the end of the day, POET wants to know what it takes to buy your corn. In doing so, we can determine where your best marketing opportunity should be to sell your corn when you're ready to sell...if we don't want to buy it for that price.

That means, when you are ready to sell, we will assist you in finding the best perceived value for your corn the day you're ready to sell it. AND, we will provide you transparency through your own customized FOB sheet that we will maintain and include with the contract, so you know that we have provided you with the best available market information that is in line with your operational expectations.

Producer Highlights

- We have dedicated grain buying personnel
- You always retain the option to deliver to your preferred destination
- Known differences between the value of you hauling versus hired at all distances
- NO upfront fees. Pay no fees if corn is sold to POET. Pay 2 cents/ bushel if corn is sold to alternative destinations at a value better than your established baseline. (net of freight and baseline markets)

POET Highlights

- POET understands the marketplace and the value of your corn, allowing POET to work with producers to find the best possible price any given day.