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Market commentary

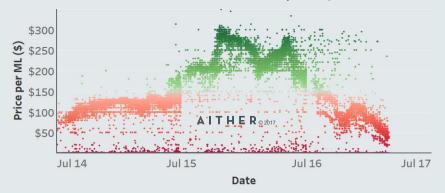
- Spot prices on water allocation markets across southern MDB zones are now at four year lows (February 2017).
- IVT deliveries out of the NSW Murrumbidgee, resulting opening of trade out and then rapid closing has created significant interest and press this month. In total, 31.6 GL of water has been traded from the NSW Murrumbidgee to Murray, all reported at \$0 per ML and all shared between two major water brokers. The application queue (which was around 140 GL) has been reset and eyes will be watching for another opportunity next week.
- There is general consensus across the market that allocations to entitlements in the 2017-18 water year will be high and allocated relatively early (i.e. 100 per cent allocations to higher reliability entitlement types within the first half of the irrigation season).
- There is a positive outlook following the Resource Manager for northern Victoria's <u>first outlook for 2017-18 water allocations</u>. A similar positive story is expected when the New South Wales and South Australian outlooks become available.
- If these positive outlooks are realised and carryover is high into 2017-18, we expect lower than long-term average water allocation prices over the next 12 to 18 months.
- Prices reported for southern MDB entitlements continue to increase. This is despite declining prospects for returns to entitlements from spot market allocation sales during 2017-18.
- These two diverging trends highlight a potential disconnect between high prevailing water entitlement prices and expectations about returns to these assets over the medium-term.

Southern MDB Water Market Update



Allocation markets

 Water allocation prices in all southern MDB zones continued to fall across February 2017 (the chart below plots the price of all southern MDB allocation trades since 1 July 2014).



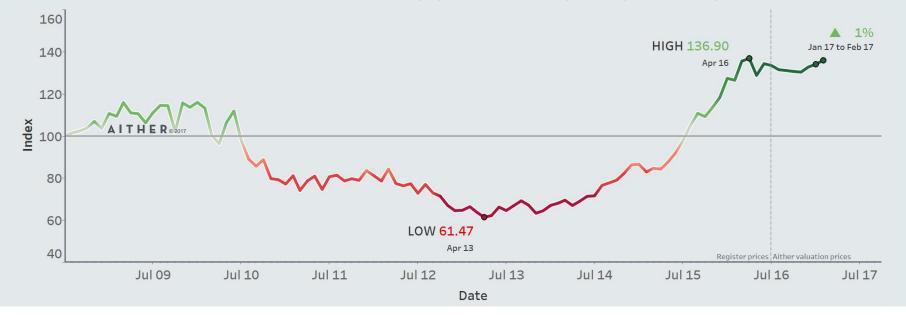
For the remainder of the 2016-17 water year there could be further downward pressure on allocation prices; driven by positive outlooks for allocations in 2017-18, the potential for the CEWH to become a seller in the southern MDB market and loosening temporary trade restrictions between connected zones.



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Entitlement markets

- Driven by strong prices reported across most entitlement markets, the *Aither Southern MDB Entitlement Index* is up for the third month in a row increasing by 1.85 points (1%) between January 2017 and February 2017, and is now less than a point away from the April 2016 high.
- High prices for NSW Murray and Murrumbidgee HS entitlements are still holding the market up overall, but prices for Vic 7 Murray and Vic 1A Greater Goulburn HRWS now appear to be moving out of a six month slump back towards a \$3,000 and \$2,700 per ML mark respectively.
- We continue to observe strong increases in the value of Vic Murray and Goulburn LRWS. Those who bought Vic Murray LRWS were provided
 with a 5 per cent allocation last month, but this equates to less than a 1 per cent gross yield. The value of these entitlements also continues be
 driven by their utility as a relatively low cost carryover account at a time when water for carryover purposes will be relatively cheap at market.
- High water availability will likely reduce returns to entitlements when selling at spot allocation prices over the next 12 to 18 months. This may be
 a catalyst for entitlement owners to reconsider how they are managing downside risk and generating returns during wet periods.



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