



QSL Weekly Update

Week ending 10 March 2017

Daily Price

Friday, 10th Mar 2017

18.00 US c/lb prompt

0.7506 AUD/USD spot

\$527.43 MT OTC

\$508.61 MT IPS OTC

Your QSL Grower Services Team

Far North Queensland: Daniel Messina, Grower Relationship Manager,
Ph. 0429 660 238 daniel.messina@qsl.com.au

North Queensland: Carla Keith, Industry Relationship Manager
Ph. 0409 372 305 carla.keith@qsl.com.au

Herbert River: Jonathan Pavetto, Grower Relationship Officer
Ph. 0428 664 057 jonathan.pavetto@qsl.com.au

Burdekin: Rebecca Love, Grower Relationship Officer
Ph. 0429 054 330 rebecca.love@qsl.com.au

Proserpine and Plane Creek: Kathy Zanco, Grower Relationship Officer
Ph. 0437 645 342 kathy.zanco@qsl.com.au

Central and Southern Districts: Cathy Kelly, Industry Relationship Manager
Ph. 0409 285 074 cathy.kelly@qsl.com.au

Indicative Pool Prices

The table below provides an overview of the QSL Pool Prices Matrices available at www.qsl.com.au.

All prices quoted are **indicative only** and do not include an allocation from the QSL Shared Pool. Growers should always consult their mill for information about their individual cane payments.

2016 as at Friday 24th February 2017

Harvest **\$522** IPS GROSS

Actively Managed **\$561** IPS GROSS

Guaranteed Floor **\$466** IPS GROSS

US Quota **\$772** IPS GROSS

Multi-season Pools

2-Season Forward 2016 **\$479** IPS GROSS

3-Season Forward 2016 **\$498** IPS GROSS

2-Season Forward 2017 **\$500** IPS GROSS

This report contains information of a general or summary nature. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. Information about past performance is not an indication of future performance. The update on marketing and pricing activity does not constitute financial product or investment advice. You should seek independent advice before making any pricing decisions. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this report.

QSL Market Snapshot

By Dougall Lodge, QSL GM Trading and Risk – current as at 9 March 2017

ICE 11 raw sugar prices have fallen approximately 10% since the March 17 futures contract expiry, dropping from around 21 c/lb only a week ago to a low during the last trading session of about 18 c/lb. The market has moved down largely on the back of the speculators selling back around 2.5 million tonnes of their bought futures contracts. Sugar refineries and other end users have been actively buying their sugar futures contracts at these new lower levels. So, in short, the speculators blinked first and pushed the market down and buyers have bought.

Recent market volatility around the futures contract expiry period is quite normal, as it is the convergence of the futures market and the physical sugar market (refiners, end users, etc) coming together. The big question in the market now is if the speculators will start to buy futures contracts in the May 17 futures position again after their recent sell-off. While we may see a little more selling, the stability of the market during its last trading session indicates that there might be some more buying still to come.

There are a few more indicators that help us feel that there could potentially be some buying support for raw sugar. The premium for white sugar versus raw sugar is now trading at \$115 per tonne, about \$20/tonne higher than it was only a month ago, and that's an indicator of strong demand by end users. Also, India and Thailand's drought-impacted crops are in the process of rapidly winding down. Once some data on their lower crops becomes available, this may confirm what most analysts have been expecting and could spur fresh buying demand.

You can read our monthly market report [here](#).

Indicative Prices as at 10 March 2017

Indicative Prices

ICE 11 US c/lb 18.47 09-Mar-17
Season 0.7528
AUD/mt

| Season | 2016 | 2017 | 2018 | 2019 | 2020 |
|--------------|--------|--------|--------|--------|--------|
| Whole Season | | 544.31 | 527.21 | 507.59 | 487.39 |
| July | | 538.60 | | | |
| Oct | | 542.03 | | | |
| Mar | | 550.84 | | | |
| May | 538.60 | 541.43 | | | |

Please note : The figures quoted are weighted in a 1:2:2:1 ratio over the four relevant futures contracts and have been adjusted to include Over-the-Counter (OTC) margin fees charged by banking institutions and may differ from the actual prices quoted on the ICE #11 exchange. Values also do not account for any adjustments resulting from local grower-miller pricing arrangements.

View the latest ICE 11 price charts for 2017 and 2018 Season [here](#).

Received a QSL Pre-Registration Form?

As part of our work gearing up for the implementation of Marketing Choice for Wilmar Sugar Growers, we have been collecting important information about Growers' businesses via Pre-Registration Forms.

Why are we doing this ?

QSL is committed to ensuring the transition to Marketing Choice is as smooth as possible for all Wilmar Sugar Growers. It's important to us that once the relevant agreements are in place, Growers wanting to choose QSL as their GEI Sugar Marketer and access our pricing and pool products can do so in a timely fashion.

Don't you already have my details?

Yes and no. If you have previously completed a Registration of Interest form or have signed up to receive one of our many updates, then we most likely have your contact details. However, our Pre-Registration forms are seeking to capture more detailed information about your business.

Some Grower Collectives, with the permission of their members, have shared grower details with QSL, while others have not. As such, there is a chance that QSL does not have any information about you and therefore we cannot directly communicate with you about important developments.

I don't want to do any forward pricing – do I need to fill out this form?

This form is simply a mechanism for QSL to capture more detailed information about Wilmar Sugar Growers who are considering choosing QSL as their GEI Sugar Marketer. We also ask Growers to have a think about how much of their GEI Sugar they may allocate to QSL in the future. This is not a binding commitment, but rather an expression of interest. Even if you don't want to participate in any future individual in-season or forward pricing products which may be available, we'd still like you to complete this form.

If you have received your Pre-Registration Form and have questions, please contact your local QSL Growers Services team member. There is also a fact sheet addressing some of the Frequently Asked Questions, which you can read on our website [here](#).