

2017 MARKETING CHOICE

5 May 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Grower,

I am pleased to advise that QSL has begun the rollout of its Grower Pricing Agreement (GPA) for Wilmar Growers, issuing the first contracts to Growers who have completed our Pre-Registration Form.

This is an important milestone for the implementation of QSL Marketing Choice for Wilmar Growers.

The GPA is a contract between QSL and a Wilmar Grower which details the conditions under which that Grower will allocate Grower's Economic Interest in sugar (GEI Sugar) to QSL in order to access QSL's marketing and pricing services.

Wilmar Growers who submitted a QSL Direct **Pre-Registration Form** will receive their GPA from QSL via email over coming days. A member of the QSL Grower Services Team will subsequently be in touch to help these Growers complete the agreement and discuss the key steps moving forward.

Wilmar Growers who are not pre-registered can still arrange to receive a GPA by completing the Pre-Registration Form available in the Wilmar Growers section of the QSL website (www.qsl.com.au) or by contacting their local QSL Grower Services Team representative via the details listed at the end of this update.

CHOOSING QSL

While QSL can now accept and process GPAs from Wilmar Growers, it is important to note that the GPA cannot be activated until QSL's On-Supply Agreement (OSA) with Wilmar is in place, and we have received confirmation from Wilmar that the Grower has chosen QSL as a GEI Sugar Marketer as part of their Cane Supply Agreement (CSA).

Completing and submitting the GPA does not mean you have chosen QSL as your GEI Sugar Marketer – this is a separate step that must be done as part of the CSA process.

Only when you have done this and you have a valid CSA in place will QSL activate your GPA and issue you with instructions on how to access QSL's pricing services through our new grower online portal – QSL Direct. You can read more about QSL Direct in the Wilmar Growers section of the QSL website at www.qsl.com.au.

Visit www.qsl.com.au for details



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INFORMATION AND SUPPORT

More information about the GPA is detailed in the following **Frequently Asked Questions**. A range of additional support resources are also available in the Wilmar Growers section of the QSL website (www.qsl.com.au) or from your local QSL regional office. Please read these carefully and contact your local QSL Grower Services Team representative if you require any additional information or support. Their details are listed below:

REGION	OFFICE LOCATION	REPRESENTATIVE
Herbert River	11 Lannercost Street Ingham Qld 4850	Grower Relationship Officer Jonathan Pavetto P: 0428 664 057 E: jonathan.pavetto@qsl.com.au
Burdekin	Young Street Ayr, Qld 4807	Grower Relationship Officer Rebecca Love P: 0429 054 330 E: rebecca.love@qsl.com.au Grower Relationship Manager Carla Keith P: 0409 372 305 E: carla.keith@qsl.com.au
Proserpine	88 Main Street Proserpine Qld 4800	Grower Relationship Manager Cathy Kelly P: 0409 285 074 E: cathy.kelly@qsl.com.au
Plane Creek	36 Broad Street Sarina Qld 4737	Grower Relationship Officer Kathy Zanco P: 0437 645 342 E: kathy.zanco@qsl.com.au Grower Relationship Officer Emma Sammon P: 0418 978 120 E: emma.sammon@qsl.com.au

Regards,



Greg Beashel
QSL Managing Director and Chief Executive Officer

Visit www.qsl.com.au for details

QSL's Grower Pricing Agreement

Frequently Asked Questions

The following Frequently Asked Questions cover common queries relating to QSL's Grower Pricing Agreement (GPA). For more information about the GPA, please read the Grower Pricing Agreement Fact Sheet available in the Wilmar Growers section of the QSL website at www.qsl.com.au.

What is the GPA?

The GPA is a contract between QSL and a Wilmar Sugar Grower which details the conditions under which that grower will allocate their Grower's Economic Interest in sugar (GEI Sugar) to QSL in order to access QSL's marketing and pricing services.

Who needs to fill out the GPA?

The authorised representative for the ABN quoted within the GPA is the person that needs to sign off on the GPA. You can check who is eligible to be this person by speaking with your accountant/lawyer.

Is it only available for Wilmar Growers?

Yes. A GPA is not necessary for growers supplying other Millers due to the terms of their existing supply agreements with QSL.

How do I get a GPA?

Wilmar Growers who have submitted their Pre-Registration paperwork will have the GPA emailed to them as soon as it becomes available. They will also be contacted by a member of the QSL Grower Services Team to ensure they have received the document and explain the process moving forward.

I don't have an email address. How will I get the GPA?

A QSL Grower Services Team representative will contact you to make a hardcopy of the GPA available.

What's the Pre-Registration process and what has it got to do with the GPA?

QSL's Pre-Registration process seeks contact and business information from Wilmar Growers so that we can establish their details within the QSL system and prepopulate some fields of their GPA. If you have not yet completed the Pre-Registration process, you will need to do so in order to receive a GPA before your CSA is in place.

Can I still get a GPA if I haven't already submitted the Pre-Registration paperwork?

Yes. We urge all Wilmar Growers to complete the Pre-Registration process so they can receive a GPA and expedite their access to QSL pricing options.

I haven't decided what I want to do yet. Can I sign a GPA after I've made my GEI Sugar Marketer nomination and my CSA is in place?

Yes. Nominating QSL as a GEI Sugar Marketer within the CSA process will prompt a GPA to be sent to you once we receive confirmation of both your GEI Sugar Marketer nomination and activation of your CSA.

Visit www.qsl.com.au for details



I don't want to price with QSL this year. Do I need to sign a GPA?

Signing the GPA does not mean you have to nominate QSL as a GEI Sugar Marketer – it just means you have us as an option. We recommend that all Wilmar Growers sign a GPA with QSL so that they can expedite their access to QSL marketing and pricing options in the current and future seasons.

Does signing the GPA mean I have officially chosen QSL as my marketer?

No. The GEI Marketer nomination is a separate step that must be done as part of your CSA process.

Does the GPA lock me in to supplying GEI Sugar to QSL?

No. Having a GPA with QSL does not require you to choose QSL as a GEI Sugar Marketer. However, should you choose to nominate QSL as your GEI Sugar Marketer, the GPA details the conditions under which you will allocate your GEI Sugar to QSL.

Do I need to change anything in my GPA or resubmit my GPA if I decide to change my GEI Marketer nomination?

No. Your executed GPA is valid for the life of QSL's On-Supply Agreement with Wilmar, and so you do not need to make changes or resubmit your GPA if you change your GEI Sugar Marketer nomination during this period. Just be mindful that restrictions apply to when you must complete the GEI Sugar Marketer nomination process for each Season. Please refer to your local Collective or Miller for details of these conditions and deadlines as they apply to your CSA.

Visit www.qsl.com.au for details