

# QSL Weekly Update

Week ending 16 June 2017

## Daily Price

Friday, 16th Jun 2017

**13.47** US c/lb prompt

**0.7586** AUD/USD spot

**\$A391.11** MT OTC

**\$A377.16** MT IPS OTC

## Your QSL Grower Services Team

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## Indicative Pool Prices

The table below provides an overview of the QSL Pool Prices Matrices available at [www.qsl.com.au](http://www.qsl.com.au). All prices quoted are indicative only and do not include an allocation from the QSL Shared Pool. Growers should consult their mill for information about their individual cane payments.

### 2016 as at Friday 26th May 2017

**Harvest** **\$513** IPS GROSS

**Actively Managed** **\$560** IPS GROSS

**Guaranteed Floor** **\$465** IPS GROSS

**US Quota** **\$778** IPS GROSS

### Multi-season Pools

**2-Season Forward 2016** **\$480** IPS GROSS

**3-Season Forward 2016** **\$497** IPS GROSS

## QSL Weekly Market Update

QSL's latest Weekly Market Update is available to read [here](#).

*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.*

## Deadlines looming for Wilmar Growers

Wilmar Growers are reminded that they have a number of important deadlines in the coming week.

- The 2017 Pricing Declaration Date for Wilmar Growers is Friday 23 June 2017: You must finalise your nominations to QSL's 2017-Season pools and pricing products by this date or any GEI tonnage allocation you have made to QSL for the 2017-Season will default to the 2017 Harvest Pool. In order to submit your QSL nominations, you must:
  1. Choose QSL within your Cane Supply Agreement (CSA);
  2. Have a Grower Pricing Agreement (GPA) in place with QSL; and
  3. Activate your account on the QSL Direct portal and submit your nominations via this portal account
- The Pricing Completion Date for Wilmar Growers with unfilled orders in the 2017-Season Target Price Contract or 2017-Season Fixed Price Forward Contracts has been extended to **Friday 23 June 2017**: Any unfilled orders in these pricing products beyond this date will be filled by QSL at the next market opportunity (Monday 26 June 2017).

Please contact your local QSL office if you require assistance with your marketing or pricing arrangements.

## 2017 Advances Schedule

QSL's current indicative Advances schedule for the 2017 Season is as follows:

Pay date	Fixed Price Forward Contract Pool % Rate	Target Price Contract Pool % Rate	Guaranteed Floor Pool % Rate	Other Pools % Rate
Initial	60.0%	60.0%	60.0%	60.0%
Wed 23-Aug-17	65.0%	65.0%	65.0%	65.0%
Wed 18-Oct-17	70.0%	70.0%	70.0%	70.0%
Wed 13-Dec-17	90.0%	90.0%	90.0%	75.0%
Wed 24-Jan-18	90.0%	90.0%	90.0%	80.0%
Wed 21-Feb-18	90.0%	90.0%	90.0%	82.5%
Wed 21-Mar-18	90.0%	90.0%	90.0%	87.5%
Wed 18-Apr-18	90.0%	90.0%	90.0%	90.0%
Wed 16-May-18	92.5%	92.5%	92.5%	92.5%
Wed 20-Jun-18	95.0%	95.0%	95.0%	95.0%
July 2018* (Final date to confirmed)	100.0%	100.0%	100.0%	100.0%

It is important to remember that the Advances program above is indicative only, with scheduled increases to be reviewed and approved by the QSL Board as the season progresses. The program may change during the season depending on movements in QSL's marketing and shipping plans, sugar price and currency movements and the timing of cash flows. Suppliers' positions in relation to any pricing elections may also impact the timing, and size of Advance payments. The next review of the Advances program is scheduled for the QSL Board's July meeting where the August 2017 rate increase will be considered. The 2017 Season also sees the introduction of the Accelerated Advances Program for the Fixed Price Forward Contract Pool, Target Price Contract Pool and Guaranteed Floor Pool, where pool participants may receive 90% of the pool value by December 2017. The schedules for these Accelerated Advances are also listed above.