

2018 Marketing Nomination Date - 31 October 2017

WILMAR'S EXCLUSIVE OFFERING

PAYMENT



PRE-SEASON PAYMENT

Boost your cashflow pre-season, when you often need it most -

- Request up to \$5/tonne of cane
- Receive funds in March
- Competitive fixed interest rate (Our 2017 rate was 3.95%. 2018 rate to be released in January)



DEFERRED ADVANCES

Get greater flexibility in your cashflows -

- Delay your first cane payment for the season until after 1 July
- Provides options for managing your tax affairs
- We recommend you seek your accountant's advice when considering your payment options

PRICING



GROWER-MANAGED PRODUCTION RISK SCHEME

Manage your full price outcome -

- Still share in the US Quota
- Use our existing Call and Target pricing methods you know and understand
- No tonnage in Wilmar's Production Risk Pool



WASHOUTS

Choice of options to best suit your circumstances -

- **End of season washout** against current A\$/tonne market value
- **In-season washout** against current A\$/tonne market value
- **Cancel** all or part of an unfilled price request
- **Roll** shortfalls to a future season

PLUS

30 APRIL 2018 PRICING NOMINATION DATE

More time to choose your pricing, pooling and payment options -

- Be more confident about your crop size and that you're past the cyclone season
- Forward price with Call and Target Mechanisms, Wilmar's Managed Pool and Grower-Managed Production Risk Scheme



OUR OTHER BENEFITS

- Cashflow tool
- Create, change and manage orders online 24/7
- Cash on Delivery - receive at least 90% of your price
- Default Advances - get paid based on your own estimated final sugar price for the entire season