

QSL PRODUCT OVERVIEW FOR WILMAR GROWERS – 2018 SEASON



YOUR 2018-SEASON QSL PRICING OPTIONS

QSL offers a range of QSL-managed pools and grower-managed pricing options designed specifically to meet the needs of Queensland cane growers.

To access these pricing options, you must have chosen QSL as a Marketer of your Grower's Economic Interest in Sugar (GEI Sugar) for the 2018 Season by 31 October 2017.

For the 2018 Season, you can choose either the QSL Harvest Pool or the QSL Harvest Pool in combination with one or more of these alternative QSL pools and pricing products:

- QSL Actively Managed Pool;
- QSL Early-Start Actively Managed Pool;
- QSL Guaranteed Floor Pool;
- QSL 2-Season Actively Managed Pool;
- QSL Target Price Pool;
- QSL Individual Futures Contract Pool; and
- Any other pools or pricing products QSL offers in respect to the 2018 Season.

Key attributes for each pool are detailed overleaf. In addition to the pools and products noted above, QSL operates a **US Quota Pool**. Participation in this pool is automatic, with a mandatory tonnage allocation of up to 5%. Please read the QSL US Quota Pool Pricing Pool Terms, available at www.qsl.com.au, for full details.

Participation in the **2018 QSL Harvest Pool** is mandatory for production risk purposes and 35% of your pricing allocation will automatically be designated to this pool, as per previous QSL pool arrangements. The QSL Harvest Pool is also QSL's default pool, meaning that if you do not make a pricing nomination or do not price your full QSL pricing tonnage allocation, any unallocated tonnages will default to the 2018 QSL Harvest Pool.

Please note that the pool and product descriptions overleaf are designed to provide a brief overview of your 2018-Season pricing options. More detailed information about each of QSL's pools and pricing products is provided in the individual Pricing Pool Terms, available online at www.qsl.com.au.

Unless otherwise stated in a product's Pricing Pool Terms, QSL does not charge direct fees for grower-managed pricing products or QSL-managed pools. At the end of the season all QSL pricing products will receive an allocation of revenues and costs associated with the export and marketing of sugar from the **QSL Shared Pool**. The costs and revenues included in the QSL Shared Pool can be found on our website (www.qsl.com.au).

How much you can price with QSL in the 2018 Season is governed by:

- **The amount of GEI Sugar you have nominated to be marketed by QSL.** The amount you nominate to be marketed by QSL is the amount you can price with QSL.
- **The total Committed Sugar allocation limits as determined in your CSA, GPA and the Pricing Pool Terms.**
- **The credit limits applied by QSL.**

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GROWER-MANAGED PRODUCTS

QSL's grower-managed pricing products allow you to make your own pricing decisions, either for the current season or for future seasons. Your choices are:

QSL TARGET PRICE POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2018, 2019 AND 2020 SEASONS
<p>Enables Growers to price their GEI Sugar during the current Season up to 3 Seasons ahead. Orders must be in a minimum of 10 metric tonne lots, with targets in \$5 increments (e.g. \$415, \$420, \$425). Pricing is to be completed by 20 April in the year after crushing commences for the relevant Season. Growers using this option can choose an Accelerated Advances program (up to 90% of the value of their completed pricing by the end of crushing) or the standard QSL Advances program once they have completed their pricing for the season.</p>	

QSL INDIVIDUAL FUTURES CONTRACT POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2018, 2019 AND 2020 SEASONS
<p>Enables growers to price GEI Sugar incrementally during the current Season and up to 3 Seasons forward. Minimum/multiple allocation of 60 metric tonnes. Individual pricing orders are in a minimum of 10 metric tonnes in \$5 increments, with separate pricing decisions for each individual futures position. Pricing is to be completed by 20 April in the year after crushing commences.</p>	

QSL-MANAGED POOLS

QSL-managed pools aggregate tonnage from one or more participants, with QSL making all pricing decisions for the pool. Your choices are:

QSL HARVEST POOL	<ul style="list-style-type: none"> • UNCOMMITTED TONNAGE • COLLECTIVE PRODUCTION RISK • QSL DEFAULT POOL • 2018 SEASON
<p>A QSL-managed pool designed to manage a limited amount of production variation throughout a Season. All Growers who nominate QSL as their GEI Sugar Marketer must allocate to this pool 35% of their expected GEI Sugar for which QSL is to be the marketer. Growers are only paid for the final sugar delivered into this pool. If QSL Growers make no other pricing product allocation their GEI Sugar defaults into this pool.</p>	

QSL ACTIVELY MANAGED POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2018 SEASON
<p>A QSL-managed pool which targets the best return over the Season by pricing more frequently as short-term market opportunities arise. The minimum tonnage required to participate in this pool is 10 metric tonnes.</p>	

QSL EARLY-START ACTIVELY MANAGED POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2018 SEASON
<p>A QSL-managed pool which targets the best return over the Season by pricing more frequently as short-term market opportunities arise. This pool has an earlier nomination deadline and longer pricing window than the standard QSL Actively Managed Pool. The minimum tonnage required to participate in this pool is 10 metric tonnes.</p>	

QSL GUARANTEED FLOOR POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2018 SEASON
<p>A QSL-managed pool which provides a guaranteed minimum return with the potential for higher returns across the Season. The minimum tonnage required to participate in this pool is 50 metric tonnes.</p>	

QSL 2019 2-SEASON ACTIVELY MANAGED POOL	<ul style="list-style-type: none"> • COMMITTED TONNAGE • INDIVIDUAL PRODUCTION RISK • 2019 SEASON
<p>A QSL-managed pool for the 2019 Season, with pricing undertaken across the 2018 and 2019 Seasons. This pool aims to target the best return, with some pre-set price triggers. It has been designed for Growers who seek exposure across multiple seasons.</p>	

Current as of 20 December 2017.



Your Trusted Partner

FURTHER INFORMATION

For more information contact:

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This document contains information of a general or summary nature. Before making pricing decisions you should read the Pricing Pool Terms, which will be available on the QSL website. While all care is taken in the preparation of this document, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. It does not constitute financial product or investment advice, nor does it constitute a recommendation to invest in any of the pools described above or an offer or invitation with respect to any of the pools. 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 document.