

QSL Weekly Update

22 February 2018

Daily Price

Thursday, 22nd Feb 2018

13.27 US c/lb prompt

0.7804 AUD/USD spot

\$^A372.59 MT OTC

\$^A359.30 MT IPS OTC

[More info >](#)

Your QSL Grower Services Team

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Indicative Pool Prices

The table below provides an overview of QSL's indicative gross pool prices as of **9 February 2018**. Please note that these prices are **indicative only** and do not include an allocation from the QSL Shared Pool. Growers can access milling-district specific indicative pool prices and applicable Shared Pool results at www.qsl.com.au.

QSL POOL	GROSS AUD/TONNE IPS
2017 HARVEST POOL	\$425
2017 ACTIVELY MANAGED POOL	\$448
2017 GUARANTEED FLOOR POOL	\$515
2018 2-SEASON FORWARD POOL	\$503
2017 ACTIVELY MANAGED POOL (WILMAR GROWERS)	\$408
2017 GUARANTEED FLOOR POOL (WILMAR GROWERS)	\$368
2017 US QUOTA	\$713

QSL Market View

Current as of 19 February 2018

● Trend is more favourable to positive \$A/mt returns.
 ● Trend is neutral to \$A/mt returns.
 ● Trend is less favourable to \$A/mt returns.

MARKET COST DRIVERS	PROMPT (May 18) A\$/mt	2018 SEASON A\$/mt	COMMENTS
Market as of 19 February 2018	\$367.50	\$388.63	
Sugar Fundamentals - Global exc. Brazil	●	●	Domestic prices rose in India on the back of an increase in import duty from 50% to 100%, the abolition of the export duty and a cap on each mill to ration the amount they can sell each week. It is not clear how much will be planted for the 2018/19 Indian crop, but it appears the government will do whatever it takes to keep sugar prices high
Sugar Fundamentals - Brazil	●	●	As we said last week, there's little news out of Brazil at this quiet intercrop time of year. The rain levels have remained average and are not forecast to change. Hydrous ethanol sold a record 1.36 billion litres during January, which should give rise to an early start to the Brazilian harvest in order to capture the higher ethanol prices over the current ICE 11 prices.
Macro Issues/ Specs	●	●	Since last week's Commitment of Traders report, the flat price has reduced 10 points on a Tuesday-to-Tuesday reporting period basis. The speculators' net-short position has only reduced 18k to 145k lots, despite a higher flat price, which lends us to believe they can liquidate their position without too much movement in the market price.
AUD/USD	●	●	After the previous tumultuous week, global equities have rallied, particularly in the US. But the USD continues to weaken, adding to AUD strength. The AUD traded over a 200-point range in the week, finishing once again above 0.7900. Positive CPI numbers out of the US drove the market dramatically down, with the AUD hitting 0.7773 before negative retail sales data and risk-on assets tempered the rally, sending the AUD back towards 0.7900.
Overall Comments	Sugar continued to retreat, trading in the 13-14 c/lb range and closing at the lower end of this territory, while the AUD stayed resilient to market data and trading higher, resulting in AUD/mt values dropping over \$10/mt. The market is still very guarded as we head into the last seven days of expiry for the MAR18 contract, which is still trading at a premium to MAY18 with plenty of producer pricing to be completed. The market is sitting on the top of the mountain trying to decide which way to swing – it's all a waiting game.		

Please refer to QSL's website for the latest market information via the daily Market Snapshot:

<http://www.qsl.com.au/sugar-prices/daily-indicative-prices>.

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 and nothing contained in this report should be relied upon as a representation as to future matters. 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 Early-Start Actively Managed Pool closing next week

Nominations for the new 2018 QSL Early-Start Actively Managed Pool close this **Wednesday, 28 February 2018**.*

Just like the standard QSL Actively Managed Pool, this pool targets the best return over the Season by pricing more frequently as short-term market opportunities arise. However, as its name suggests, it has an earlier nomination deadline and longer pricing window than the QSL Actively Managed Pool, which does not start pricing until May.

For more details about the QSL Early-Start Actively Managed Pool, [click here](#).

*** Please note: Isis Central Sugar Mill, Mackay Sugar and Bundaberg Sugar growers will be advised by their miller of their local QSL Pool nomination deadlines for 2018.**

February Advances payment

QSL's February Advances Payment is being made this week, with Standard Advances paid at 85%. Please note that this payment also incorporates the annual IPS adjustment. For further information about QSL's indicative Advances schedule, please [click here](#).

New payment statement feature

The QSL Payment Statement for Wilmar Growers now features a new section on the summary page.


The new Payments **to Bank** column on the right of the statement's front page highlights how much has been deposited into the nominated accounts for the payment period. It is important to note that this figure does not include any lien payments, which are detailed overleaf in the **Disbursements this week** section of your statement.

In comparison, the existing **Farm Disbursement** section that's also on the summary page shows the total funds owing to you from QSL (i.e. your Advance payment plus/minus the total Wilmar transactions passed on by your miller),

excluding any positive or negative amounts already on the farm's account. As a result, the Farm Disbursement and Payments to Bank figures can be different.

You may also notice that previous references to 'distributions' throughout your statement have been changed to 'disbursements'. This minor change has been made purely to ensure consistency of terminology throughout the document and has no significant implications for growers.

The new QSL Payment Statement format will apply from this week but is not applicable to previously issued statements currently available in the portal. To read more about the QSL Payment Statement, please [click here](#).

Queensland Sugar Limited ABN: 76 090 152 211 GPO Box 891 Brisbane Queensland 4001 Australia Phone: (07) 3004 4400 Facsimile: (07) 3004 4499				
Grower GEI Sugar Payment Statement Summary				
Client Name:	Season:	2017		
ABN:	Cane deliveries to midnight:	25-Nov-2017		
	Payment Date:	30-Nov-2017		
This statement contains the GEI Sugar Payment details for the following farms:				
Farm No	GEI Sugar Tonnes Actual	Payment CCS	Farm Disbursement	Payments to Bank
	43.06	13.85	\$14,879.03	\$14,379.67
	43.06		\$14,879.03	\$14,379.67
Please note that the Farm Disbursement amount for each farm does not include any amounts - positive or negative - on the farm's account. The Payments to Bank only includes payments to the farm bank account - it does not include lien payments. This is why the Farm Disbursement and Payments to Bank could be different amounts.				

QSL STUDY TOUR MAY 2018 – TOKYO, JAPAN



Konichiwa!

QSL is seeking expressions of interest from Queensland cane growers wanting to join a study tour to Japan.

This trip will provide you with the opportunity to meet and greet our valued customers, take a tour through their Shin-Higashi Nihon Sugar and Mitsui Sugar refineries and visit the busy Chiba port.

We'll have plenty of time to enjoy the sights and sounds of Tokyo as well, with the opportunity to catch a glimpse of Mt Fuji, experience the traditional food and agricultural markets in downtown Tokyo and cheer on sumo wrestlers.

A full itinerary will be available soon.

Details of the trip are:

When: Sunday 13 May to Sunday 20 May 2018 (ex-Cairns or Brisbane)

Cost: \$4500 per person* including return airfares, hotel accommodation, domestic travel within Japan and some meals.

Participants require a valid passport (with at least 6 months' validity) and will need to organise their own travel insurance for the duration of the trip.

Expressions of interest close Friday 23 February 2018.

Places are strictly limited and will be reserved on a first-in-first-served basis. Partners are welcome.

Interested?

To register your interest, contact Carla Keith on
0409 372 305 / Carla.Keith@qsl.com.au.



QSL
Your Trusted Partner



**Please note, this is an indicative cost only and does not include any domestic travel required within Australia.*

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Marketing Choice for Mackay Sugar Growers

Are you a Mackay Sugar Grower keen to learn more about your Marketing Choice options with QSL?

Then sign up for more information by completing our Registration of Interest form, available by [clicking here](#).

Further information regarding potential QSL pricing options and QSL Marketing Choice arrangements for Mackay Sugar Growers is available by [clicking here](#).

Important QSL dates

WHEN	WHAT
28 February 2018*	Last day to nominate tonnes to the 2018 QSL Early-Start Actively Managed Pool .
1 March 2018	Nominations open for the 2018 QSL Harvest, Actively Managed and Guaranteed Floor Pools , as well as the 2019 2-Season Actively Managed Pool .
30 April 2018*	Last day to nominate tonnes to the 2018 QSL Actively Managed Pool, 2018 QSL Guaranteed Floor Pool and/or 2019 2-Season Actively Managed Pool .
30 April 2018	Last day to transfer any unfilled orders from the QSL Target Price Pool and/or QSL Individual Futures Contract Pool to other QSL pools for the 2018 Season. <i>Please note: Growers can only transfer unfilled orders from the QSL Individual Futures Contract Pool if they have not priced any portion of their nominated tonnage.</i>

*** Please note: Isis Central Sugar Mill, Mackay Sugar and Bundaberg Sugar growers will be advised by their miller of their local QSL Pool nomination deadlines for 2018.**