

QSL Fact Sheet

21 January 2019

THE PRE-CRUSH ADVANCE PAYMENT

Do you need increased cash flow prior to harvest to help fund costs such as planting?

The QSL Pre-Crush Advance Payment Scheme gives growers a payment for their 2019-Season QSL GEI Sugar in March 2019 – before the crush begins.

Participating growers receive \$50/tonne of sugar IPS on 29 March for up to half of their 2019-Season QSL GEI Sugar.

This Pre-Crush Advance payment amount is then deducted from their Standard QSL Advances payment/s once they start their harvest.

QSL passes on the charges for this product at cost, enabling participating growers to enjoy the same favourable interest rates available to QSL through our strong relationships with leading Australian banks.

These finance costs are estimated at \$0.50/tonne IPS sugar and are incorporated into the grower's final pool prices via a specific allocation from the QSL Shared Pool.

KEY DETAILS

Open to: Growers using QSL Direct

Nominations open: 1 February 2019 to 15 March 2019

Payment is made: 29 March 2019

Payment rate: \$50/tonne sugar IPS

Nomination amount: Up to 50% of your 2019-Season QSL GEI Sugar estimate

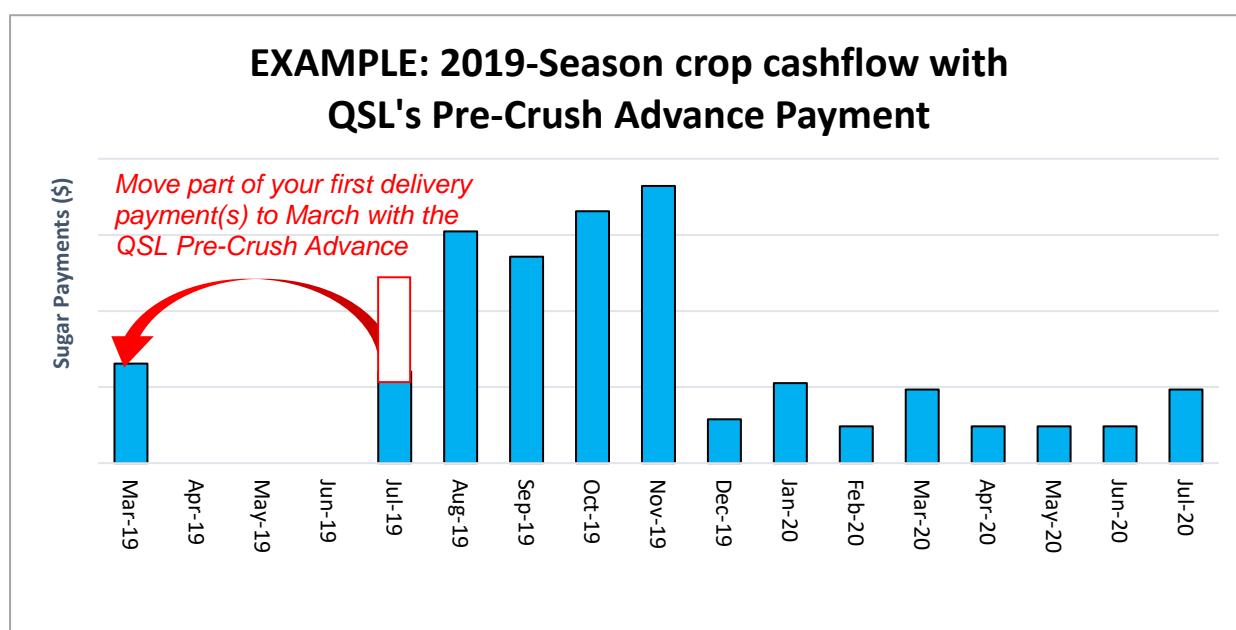
Finance costs: Approximately \$0.50/tonne sugar IPS, equivalent to an interest rate of around 4% over the same period.

Signing up: Click on the 'Season Preferences' tab within the 2019 Season section of your QSL Direct account. You can then nominate up to 50% of your GEI tonnage in the 'Pre-Crush Advance' field.

Disclaimer: This document contains information of a summary nature about the operation of the key aspects of the QSL Pre-Crush Advances Payment Scheme and other matters. As such, the document does not purport to be comprehensive or complete and QSL makes no representations to that effect. Information about past performance should not be relied on as an indication of future performance. Nothing contained in this document should be relied upon as a representation as to future matters. Any forecasts of future performance are subject to uncertainties and subject to change. The document does not constitute financial, investment or product advice. You should seek your own financial advice before making any decisions in relation to QSL pool/offering selection and pricing as well as reading the Pricing Pool Terms and the Terms of the Pre-Crush Advances Payment Scheme in full, which are available on QSL's website. The information in this document is current only as at the date of this document (unless otherwise noted) and remains subject to change without notice.

THE PRE-CRUSH ADVANCE PAYMENT - HOW IT WORKS

- Growers apply to participate in the Pre-Crush Advance Payment scheme and nominate up to 50% of their 2019-Season QSL GEI Sugar production estimate.
- Participating growers will then be paid \$50/tonne of sugar IPS for their nominated tonnage on 29 March 2019.
- The Pre-Crush Advance amount paid is then deducted from the grower's next QSL Standard Advances payment/s once they begin the harvest.
- The grower's QSL Standard Advances payments continue as normal after repayment of the Pre-Crush Advance amount. Note: Depending on your circumstances, the Pre-Crush Advance repayment required may be equal to or more than your first QSL Standard Advance once harvesting commences.



For example:

- A grower has a GEI Sugar estimate of 400 tonnes of sugar IPS nominated to QSL.
- They are eligible to receive a Pre-Crush Advance on 50% of this estimate = 200 tonnes of sugar IPS
- They are paid \$10,000 on 29 March (200t IPS x \$50/t IPS)
- Once they start their harvest and begin delivering sugar, their regular QSL Advance payments start when the overall amount due for the season exceeds the \$10,000 they have already been paid.
- The finance costs of approximately \$0.50/tonne IPS are incorporated into the QSL Shared Pool for the 200t IPS that the grower's Pre-Crush Advance payment was calculated on.

HOW TO REGISTER

Growers considering this product should read the full **QSL Pre-Crush Payment Advance Scheme (2019 Season) Terms**, available from QSL offices and online at www.qsl.com.au. To participate, please log onto your QSL Direct account and click on the 'Season Preferences' tab under the 2019 Season. You can then nominate up to 50% of your 2019 GEI tonnage in the 'Pre-Crush Advance' field. Nominations close 15 March 2019.

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