

30 August 2019

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Welcome to your weekly overview of key QSL news and information.

Important QSL pricing deadlines ahead

2019-Season product deadlines

- 2019 QSL Individual Futures Contract (IFC): The Pricing Completion Date for the IFC October 2019 contract is **16 September 2019**. Any tonnes remaining unpriced beyond this date will be priced by QSL at the next market opportunity.
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- 2019 QSL Self-Managed Harvest: The Pricing Completion Date for the Self-Managed Harvest's October 2019 contract is **23 September 2019**. Any tonnes remaining unpriced beyond this date will be priced by QSL at the next market opportunity.
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- 2019 QSL Target Price Contract: Growers who have unpriced 2019-Season tonnes in the QSL Target Price Contract will have these automatically rolled

forward after **20 September 2019** and costs may apply. These costs are not a charge imposed by QSL, but the cost of transferring unfilled pricing exposure from the Oct19 contract to the Mar20 contract and the difference in values between the two.

Any costs from this Oct19-Mar20 roll will be in addition to the existing \$1.22/tonne already incurred from the Jun19-Oct19 roll. From Monday an estimate of the Oct19-Mar20 roll cost will be featured on the bottom of the Indicative ICE 11 Prices tables published on the QSL website (www.qsl.com.au) and featured in our daily pricing email.

2020-season product deadlines

- 2020 QSL Early-Start Actively Managed Pool: Nominations for the 2020 QSL Early-Start Actively Managed Pool **open on 1 September 2019 and close on 31 October 2019**. This QSL-managed pricing option targets the best return for participants by pricing in an active manner designed to exploit short-term market opportunities. As its name suggests, it starts pricing earlier than the standard QSL Actively Managed Pool, giving the pool managers an additional six months in which to price this pool's tonnage.
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- 2020 QSL Self-Managed Harvest: Nominations for the 2020 QSL Self-Managed Harvest **open on 1 September 2019 and close on 31 October 2019**. This grower-managed pricing option is designed to give growers the opportunity to manage their own production risk. To participate, growers must have a minimum of 300 tonnes and 35% of their GEI Sugar with QSL allocated to the QSL Harvest Pool. They are then responsible for pricing the entirety of their QSL Harvest Pool allocation against each of the four futures contracts available each season (July, October, March and May). Pricing restrictions remain in place for 20% of each participating grower's

nominated tonnage in the Self-Managed Harvest in order to maintain their production buffer.

For more information regarding any of the pricing products outlined above, please read the full Pricing Pool Terms available at www.qsl.com.au or please contact your local QSL Grower Rep.

Bulls, Bears, Longs and Shorts... What does it all mean?

Burdekin growers can find out at a marketing session with QSL Trading Manager Matt Page.

MARKET CHAT WITH MATT

QSL Ayr office | Young Street | 2.30pm | Wed 4 September

Matt will explain common sugar market jargon and key concepts.

The session will include a Q&A session.

Numbers are strictly limited. Contact Kristen Paterson on 0438 470 235 to secure your place.

September: Book now for your on-farm visit or shed meeting

The QSL Marketing team will be visiting the regions again in September, with plenty of opportunities to book in for an on-farm shed meeting (get your friends and neighbours together) or one-on-one appointments in our offices or on-farm. Please contact your local QSL Rep for details, and make a booking.

Current indicative pool prices

To access our latest indicative pool prices and the Shared Pool applicable to your milling district, please click on the relevant link below:

[Bundaberg Sugar milling districts](#)

[Far Northern Milling milling districts](#)

[Isis Central Sugar Mill milling districts](#)

[Mackay Sugar milling districts](#)

[MSF Sugar milling districts](#)

[Tully Sugar milling districts](#)

[Wilmar milling districts](#)

QSL Market Update

- **Fundamentals:** There has been much speculation around the Amazonian fires, and the impact it will have on Brazil's trade prospects.
- UNICA numbers for the first half of August indicate that Brazil is continuing its path of low sugar production versus high ethanol, similar to last year.
- Flood water will do damage in India, but indications are it will only be marginal at this stage. The monsoon for the remainder of the season is expected to be below average. [Click here to read our full Market Update](#)

Today's sugar prices

[Click here to read our latest Daily Market Snapshot](#)

The graphic features three hands holding smartphones displaying the QSL logo, set against a background of a globe with yellow connecting lines. Text on the right promotes the QSL app, highlighting its features for monitoring the sugar market and staying connected to pricing opportunities. It includes download instructions for the App Store and Google Play, and a website link.

Take the sugar market into your own hands

Introducing the new QSL app

It's the first of its kind and gives you all the tools you need to easily monitor the global sugar market and quickly act on pricing opportunities.

It's also the most personalised, simple and straightforward way to stay connected to your QSL Direct account. Experience the convenience, stay on top of your pricing and take the market with you, wherever you go.

DOWNLOAD THE QSL APP TODAY

Available on the App Store

GET IT ON Google Play

For more information, please contact your local QSL representative.

QSL

www.qsl.com.au

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