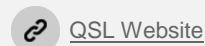
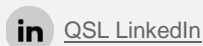
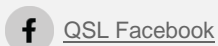


25 October 2019

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## QSL Weekly Update

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

### **QSL pool results: The full picture**

You may have seen that Wilmar has recently been heavily promoting a number of performance comparisons in the lead up to the 2020-Season marketing nomination deadline. Despite their claims of “complete transparency”, it’s far from the full story.

**[Click here to get the full picture regarding our pool results.](#)**

### **Annual General Meeting**

QSL's 2019 Annual General Meeting was held in Brisbane on Tuesday. Key highlights for the 2018/2019 financial year included:

- QSL remained the largest marketer of Queensland sugar and the largest Australian sugar supplier to South Korea

- QSL-managed ICE 11 pools outperformed our performance benchmark by \$15.16 per tonne IPS
- The QSL pricing team filled 3753 grower pricing orders
- Marketing Choice was extended to Mackay growers, enabling them to access QSL's full range of products for the first time
- We launched an industry-first app
- The QSL Operations team received 3.94 million tonnes through 6 bulk sugar terminals, and dispatched 100% of all shipments on time, in full and within specification
- We successfully renewed our finance facilities

**[To read the Chairman's address, CEO presentation or our latest Annual Report, please click here.](#)**

### **2020-Season Marketing Deadline**

Growers in Mackay, MSF Sugar, Tully and Wilmar milling districts are reminded that marketing nominations for the 2020 Season close this coming Thursday, **31 October 2019**. Contact your local QSL representative for details or assistance.

### **Grower Services Team Update**

- **HERBERT RIVER:** Grower Relationship Officer (GRO) Jonathan Pavetto will finish up with the business on Monday in order to accept a new role in Townsville. We wish him all the best and congratulate existing Grower Support Officer James Formosa, who has been appointed to the GRO position and will man our Ingham office together with Grower Relationship Manager Greg Watson.
- **BURDEKIN OFFICE:** Grower Relationship Officer Rebecca Love is expecting her first child and will head off on maternity leave in December. Existing Grower Support Officer Kristen Paterson will fill Rebecca's position during her absence.

- **MOSSMAN:** Far North Queensland Grower Relationship Officer  
Amanda Sheppard is now based in our new Mossman office, located at 31B Front Street, Mossman.
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Take the sugar market  
into your own hands

Introducing the new QSL app

[CLICK HERE](#) to find out more about the app

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## DID YOU KNOW?

**QSL has been proudly serving the Queensland sugar industry since 1923.**

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### Closing soon

- **2020 QSL Early-Start Actively Managed Pool:** Nominations for this pool close **[this Thursday 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 QSL's pool managers an additional six months in which to price this pool's tonnage.

- **2020 QSL Self-Managed Harvest:** Nominations for this pool close **[this Thursday 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 the pricing products outlined above, please read the full Pricing Pool Terms available at [www.qsl.com.au](http://www.qsl.com.au) or contact your local QSL Grower Services Team rep.

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## **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

The sugar market has lost steam over the past three weeks. The ICE 11 hit its high for last week on the Tuesday, reaching 12.59 c/lb before falling to new lows last Friday at 12.20 c/lb. It closed the week at 12.32 c/lb. The Aussie Dollar picked up value, making the most of improved global risk sentiment fired by US and China trade talks, Brexit news and negative US data.

[Click here to read our full Market Update](#)

## Today's sugar prices

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

# NEED HELP OR INFORMATION?

## YOUR QSL GROWER SERVICES TEAM

Far North Queensland



Daniel Messina  
P 0429 660 238

E [daniel.messina@qsl.com.au](mailto:daniel.messina@qsl.com.au)

Herbert River & Burdekin



Gregory Watson  
P 0411 230 800

E [gregory.watson@qsl.com.au](mailto:gregory.watson@qsl.com.au)

Herbert River



Jonathan Pavetto  
P 0428 664 057

E [jonathan.pavetto@qsl.com.au](mailto:jonathan.pavetto@qsl.com.au)



James Formosa  
P 0447 062 213

E [james.formosa@qsl.com.au](mailto:james.formosa@qsl.com.au)

Proserpine



Karen Vloedmans  
P 0429 804 876

E [karen.vloedmans@qsl.com.au](mailto:karen.vloedmans@qsl.com.au)

Burdekin



Rebecca Love  
P 0429 054 330

E [rebecca.love@qsl.com.au](mailto:rebecca.love@qsl.com.au)



Kristen Paterson  
P 0438 470 235

E [kristen.paterson@qsl.com.au](mailto:kristen.paterson@qsl.com.au)

Plane Creek



Kathy Zanco  
P 0437 645 342

E [kathy.zanco@qsl.com.au](mailto:kathy.zanco@qsl.com.au)

Mackay



Sonia Ball  
P 0418 978 120

E [sonia.ball@qsl.com.au](mailto:sonia.ball@qsl.com.au)

Central & Southern Region



Cathy Kelly  
P 0409 285 074

E [cathy.kelly@qsl.com.au](mailto:cathy.kelly@qsl.com.au)

QSL Direct Helpline P 1800 870 756

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QSL (Queensland Sugar Limited) · Level 12/348 Edward St · Brisbane, Queensland 4000 · Australia