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The bottom line on forward pricing

More growers are now using forward pricing to capture potentially attractive prices in the sugar market. But has forward pricing improved growers' chances of capturing a higher GEI Sugar price?

Wilmar's Grower Marketing Team set out to find the answer by analysing growers' forward pricing performance over the last nine seasons.

The results showed that, on average, a GEI Sugar price of more than \$500 a tonne was available 18% of the time. A GEI Sugar price of more than \$450/tonne was available 48% of the time.

For more details, download [Wilmar Growers' Forward Pricing Performance 2011-2019 Seasons](#).

Wilmar has also published a new information sheet on [Understanding Forward Pricing](#) that explains forward pricing in a nutshell. It also provides an overview of Wilmar's Call and Target pricing mechanisms and Grower-Managed Production Risk Scheme.

