



17 April 2020

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Welcome to your weekly overview of QSL news and information.

COVID-19 Update

By QSL Managing Director and Chief Executive Officer Greg Beashel

As preparations for this year's crush ramp up, many growers are understandably concerned that the current COVID-19 pandemic could impact production.

While there has been no significant impact to our raw sugar sales or export shipments to date, QSL is continuing to closely monitor the situation. We're also working together with other representatives of the Queensland sugar industry through the Sugar Industry Response Group to help protect our sector's vital supply chains for the coming season.

To read the full COVID-19 Update please [click here](#).



DATE REMINDER

17 April 2020: Pricing Completion Date for QSL's **2019-Season Target Price Contract**.

23 April 2020: Pricing Completion Date for the May 2020 Contract for growers using the **Self-Managed Harvest**.

30 April 2020: 2020-Season Pricing Nomination Deadline

Unfilled 2020-Season Target Price Contract Orders

Growers with unfilled 2020-Season Target Price Contract orders are reminded that they only have until **30 April 2020*** to cancel these. After this date, they can edit the orders but cannot cancel them.

Orders that are not filled by the Pricing Completion Date next year DO NOT DEFAULT TO THE HARVEST POOL. Instead, they are filled by QSL at the next market opportunity.

For more details, please read the full Pricing Pool Terms ([available by clicking here](#)) or contact your local QSL representative.

*NOTE: Growers supplying Isis Central Sugar Mill should contact their mill for details of applicable local pricing deadlines.

The QSL App

Never before, with the COVID-19 global pandemic advice to stay home and maintain social distancing, has the QSL App been more convenient. From your home, your tractor or the shed, you can:

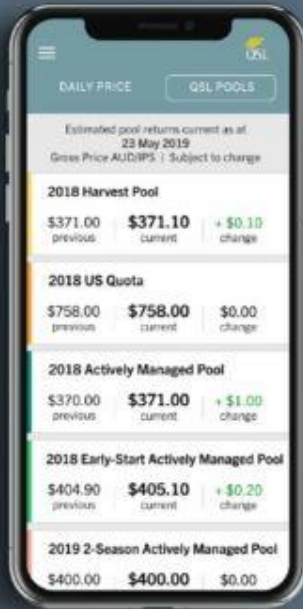
- Get the daily sugar market prices
- Create, edit and cancel orders (before 30 April for 2020-Season GEI Sugar)
- Have access to handy calculators and conversion tools for your farm
- Get the latest market updates and QSL news

Get the QSL App for your iPhone from the App Store or the Google Play Store for your Android phone.

Get step-by-step assistance from your local QSL Grower Services Team Representatives. You'll find all their details below.

Take the sugar market into your own hands

QSL pool updates



Handy tools and calculators



Quick document download

QSL Direct users with multiple ABNs can now easily access their payment statements, financial reports and the sugar payments forecaster through their account's new **Quick Document Download** feature.

[Click here for details.](#)

Want to price more?

Did you know that QSL Growers wanting to maximise their pricing flexibility and manage their own production risk can price **up to 97% of their GEI Sugar** each season – that's all of their tonnage except their share of the

highly lucrative US Quota – by using QSL’s grower-managed pricing options?

Growers using our Individual Futures Contract product in conjunction with our Self-Managed Harvest option can:

- Manage all of their own production risk
- Price directly against each season’s four ICE 11 futures positions; and
- Price up to 50% of their GEI Sugar after the harvest.

For further details, please contact your local QSL Grower Services Team representative.

2020-Season Pricing Nomination

Deadline: 30 April 2020

What are your 2020-Season Pricing Options?

QSL Growers with available 2020-Season GEI sugar tonnes are encouraged to contact their local QSL Grower Services reps to discuss their QSL-Managed and Grower-Managed options. To see our full QSL

2020-Season Product Overview, [click here](#)

QSL Deferred Payment Scheme

The QSL Deferred Payment Scheme allows eligible growers to defer their early-season Advances payments due before June 30 to their first scheduled payment in July of the new financial year.

- **Eligible Participants:** OSA participants with a Grower Pricing Agreement with QSL who receive Advance payments directly from QSL
- **Exclusions:** Growers who have received the QSL Pre-Crush Advance Payment are not eligible to apply for the QSL Deferred Payment Scheme in the same season
- **When and how can I apply?** Eligible growers can request to participate in the scheme by selecting this option under the 'Preferences' tab of their QSL Direct account no later than 29 May 2020.
- Full details & terms, [click here](#).

Need help? Please contact your local QSL Grower Services Team representative.

2020-Season Guaranteed Floor Pool

Indicative Prices

Indicative prices for the 2020-Season QSL Guaranteed Floor Pool as of 17 April 2020 are:

FLOOR PRICE The absolute minimum gross price return of the pool.	364.99 AUD/tonne ACTUAL (352.24 AUD/tonne IPS)
STRIKE PRICE A participation rate of 50% applies when the market exceeds the Strike Price.	374.99 AUD/tonne ACTUAL (361.89 AUD/tonne IPS)

Please [click here](#) for the full details regarding this pool.

Note: These prices do not pertain to the February 2020 Guaranteed Floor Pool, which had its floor established earlier this year. [Click here](#) for the details.

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Where you can:

- Meet our team
- Stay up-to-date with sugar market & QSL news
- And so much more



QSL indicative pool prices

Click the link below for your region:

[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 Daily Market Snapshot

[Click here](#)

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