

QSL Fact Sheet

4 February 2019

The GEI Sugar Marketer Nomination Process Mackay Region Growers

What's this all about?

New Marketing Choice arrangements are now in place for Mackay-region growers supplying Mackay Sugar. This means that if you wish to use QSL pricing or payment services in the 2019 Season or beyond, you must nominate QSL as a marketer through the GEI Sugar Marketer Nomination Process.

What is sugar marketing and GEI Sugar?

Your sugar marketer is responsible for negotiating the sale and premiums for your share of the sugar produced from your cane – known as your **Grower's Economic Interest in sugar (GEI Sugar)**. While pricing sugar is different to marketing and something that growers can often direct themselves, your GEI Sugar marketer provides your pricing and payment options. So the decisions of your marketer, including when and how they sell your sugar, the pricing and payment options they give you, and the performance of their pricing pools can all have a significant impact on the final returns that you can achieve for your GEI Sugar.

I want to keep using QSL. What do I need to do?

To access QSL marketing, pricing and payment services for the 2019 Season and beyond you need to:

1. Pick QSL as your marketer on your **GEI Sugar Marketer Nomination Form** and submit the form by **Tuesday 5 March 2019**. We recommend you return it to QSL using the reply-paid envelope supplied, and we will pass it on to Mackay Sugar to action.
2. A QSL representative will contact you to explain your pricing and payment options and finalise your **Grower Pricing Agreement (GPA)**, which is your supply contract with QSL
3. Once your GPA is activated, you'll be issued with your **QSL Direct account**, which you'll use to deal directly with QSL and lodge your 2019-Season pricing and payment preferences by **30 April 2019**.

I only want to access the QSL Harvest Pool. Do I still need to nominate QSL as a marketer?

Yes. You cannot access any QSL products or services for the 2019 Season, including the QSL Harvest Pool, unless you choose QSL as a marketer on your GEI Sugar Marketer Nomination Form by 5 March 2019.

Disclaimer: This update contains information of a general nature only and should not be regarded as comprehensive or complete. Please note that QSL does not provide financial or investment advice to growers in relation to pool selection or pricing decisions. Growers should seek their own financial advice and read the QSL Pricing Pool Terms in full which can be found on QSL's website. Nothing contained in this update should be relied upon as a representation as to future matters. Information about past performance is not an indication of future performance. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this update.



COMPLETING THE GEI SUGAR MARKETING NOMINATION FORM

What's the GEI Sugar Marketing Nomination Form for?

This is the form used to nominate your preferred marketer/s and the percentage of your GEI Sugar you'd like to allocate to them in the 2019, 2020 and/or 2021 Seasons. For example, if you only want to use QSL moving forward, you would nominate QSL as your marketer for 100% of the GEI Sugar for the 2019, 2020 and 2021 Seasons. This would enable you to use QSL pricing and payment options for all of your GEI Sugar for the next three years.

Do I put my QSL pricing decisions on this form?

No. This form is only used to nominate your GEI Sugar marketer. If you choose QSL as your marketer we will be in touch to get you set up in the QSL system and discuss your pricing options.

Who needs to complete the GEI Sugar Marketer Nomination Form?

This form must be completed by an authorised representative of the ABN/s concerned and is usually the same person who signs the CSA for the ABN/s concerned.

I am in a partnership. Does my partner also need to sign the GEI Sugar Marketing Nomination Form?

No – all partners do not need to sign this form. However, the partner who signs must have authority to do so on behalf of the other partners.

Do I need to fill out multiple forms for multiple ABNs/tax entities?

Yes – you should use a separate GEI Sugar Marketer Nomination Form for each ABN. You can copy the nomination form provided or obtain additional forms from your local QSL representative or our website (www.qsl.com.au).

Can I split my nomination between marketers?

Yes – as long as the total allocated for each season is no more than 100%.

What happens if I only nominate part of my GEI Sugar for a season, not the full 100%?

Any unallocated GEI Sugar for the 2019 Season that has not been allocated to a marketer after **Tuesday 5 March 2019** will default to QCS for marketing services.

Where should I return the GEI Sugar Marketer Nomination Form to?

We recommend you return the completed form to QSL via the reply-paid envelope provided before 5 March 2019 so we can lodge it with your miller and get you set up in the QSL system as quickly as possible.

What happens if I do nothing with the form?

After **5 March 2019** any unallocated GEI Sugar for the 2019 Season will default to QCS for marketing services and this will remain the case for coming seasons unless you make an alternate nomination.

I have some Long-Term Banded Pricing/forward pricing in place with QCS. Can I move this to QSL?

Yes – you can move existing pricing to QSL for no fee. This means you can still nominate up to 100% of your GEI Sugar to QSL and will be paid for pricing already achieved. You will just need to complete a novation form once your new account with QSL is activated.

I've got some questions – where can I find more information or support?

For more details about QSL Marketing Choice, including your pricing and payment options, visit www.qsl.com.au, call your local QSL team on **4967 4618** or drop by our office, located on level 2 of the Mackay Canegrowers Building at 120 Wood Street, Mackay. You can also ring our toll free number – **1800 870 756**.

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