

2017 MARKETING CHOICE

28 SEPTEMBER 2017

QSL Direct Portal Update - Wilmar Growers

Following Grower feedback, QSL has implemented some enhancements to the QSL Direct portal. This Update provides an overview of these.

NEW REPORTING TAB & ANALYTICS

A new *Reporting* tab gives Growers access to various tools, like their forecast payment schedule and forecast pool prices.

Some of the key features currently available in the *Reporting* section include data on:

- Weighted Average Net Pool Price:** This figure reflects the weighted average of a Grower's current forecast net pool prices and takes account of the Grower's pool selections and the proportion of their tonnage they have allocated to each pool.
- Forecast Gross Pool Price:** This contains the gross prices of the pools the Grower has elected to participate in, as well as the QSL Harvest Pool and the US Quota Pool.
- Forecast Payment Schedule:** This is a forecast payment schedule in AUD per IPS tonne delivered where the advances rates are based on QSL's Advances Rate Schedule (shown here).
- Delivered and remaining tonnes:** This bar chart tracks sugar deliveries against a Grower's committed sugar tonnage and against their total forecast deliveries.



This Update contains information of a general or summary nature. It also contains a high-level overview of some of the key aspects of the QSL payment statement, including some of the key accounting and tax issues relating to QSL's grower pricing agreements and the related payment process, which are also of a general nature only. The information provided does not constitute financial, investment or product advice; in particular, the information does not constitute taxation or accounting advice. While all care has been taken in the preparation of this document, the reliability, accuracy or completeness of the information in this document is not guaranteed, and it should not replace advice sought from a suitably qualified advisor that can consider your personal circumstances. 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 document.



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- **Shared Pool reporting:** This gives a breakdown of the various costs and premiums that make up the QSL Shared Pool allocation for the ICE11 pools and the US Quota pool and indicative QSL Shared Pool results. The table includes two values for each – one for the standard QSL Shared Pool result (for Growers who have not nominated for 3 consecutive seasons) and one which includes the Loyalty Bonus (where a Grower has committed to QSL for 3 consecutive seasons). The QSL Shared Pool reporting will be updated on a monthly basis.

EDIT PRICING ORDERS AFTER HOURS

Growers are now able edit or cancel their unfilled pricing orders at any time, day or night including on weekends and public holidays. This change will allow Growers to either **edit** the target price of a pricing order or **cancel** a pricing order, subject to a pricing order not being filled before the next business day.

Pricing orders, where the status is *'Open-Action'* can be edited after 3pm on a business day, in the same way that they are now – by clicking the drop down arrow next to the order and clicking *'Edit/Cancel Order'*.

Any newly edited orders will now appear in a new table called *'Open Orders – After Hours Edit'*, below the *Pricing Orders* table on the *Orders* page in the QSL Direct portal. This means Growers will be able to clearly identify which pricing orders have edits or cancellations pending, while continuing to see the original target price.

Open Orders - After Hours Edit

Order Number ↑	Pool	Futures Month	Order Date	Tonnage	Lots	Original Target Price (AUD/MT)	Pending Target Price (AUD/MT)	Pending Cancel?	Order Status
████	ITP	OCT17	21/06/2017 14:43	20.000000	0.393681	\$460.00	\$420.00		Open - Action

It's important for Pricing Managers to note the following when editing orders after 3pm on business days (after hours):

- You won't be able to edit the **tonnage** associated with an order
- You are **not pricing in real time** so any edits or cancellations will only be applied where the order would have otherwise returned to an *'Open – Pending'* state in the portal the next business day. For example, you may amend an order from \$500 to \$470 on a Monday night or early Tuesday morning, but the existing order for \$500 will remain in place until orders open again later on Tuesday morning.

GROWER INFORMATION SESSIONS

QSL will be hosting a number of information sessions about our 2018 Season offering. Details of upcoming sessions are provided below.

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Region	Date & Time	Venue
Herbert River	6pm Thursday 5 October	Noorla Bowls Club, McIlwraith St Ingham
Burdekin	4.30pm Wednesday 11 October	Ayr PCYC
	9am Thursday 12 October	Canegrowers' Hall, Home Hill

If you have any questions, please contact your local QSL Grower Services Team representative:

Herbert River: Jonathan Pavetto 0428 664 057 / jonathan.pavetto@qsl.com.au

Burdekin: Rebecca Love 0429 054 330 / rebecca.love@qsl.com.au

Carla Keith 0409 372 305 / carla.keith@qsl.com.au

Proserpine & Plane Creek: Emma Sammon 0418 978 120 / emma.sammon@qsl.com.au

Central & Southern districts: Cathy Kelly 0409 285 074 / cathy.kelly@qsl.com.au

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