

QSL Fact Sheet

30 JANUARY 2018

QSL'S CASHFLOW FORECAST TOOL

Wilmar Growers using QSL for marketing and pricing services can access an estimate of their QSL sugar payments by using the Cashflow Forecast tool within their QSL Direct account.

This feature is located under the 'Reporting' tab for the current season – just click on the Cashflow Forecast button located under the graphs in this section. It looks like this:

[Download Cashflow Forecast](#)

Clicking on this button within your QSL Direct account will generate an Excel spreadsheet which details the current indicative value of your QSL pool allocations, as well as a month-by-month breakdown of sugar deliveries and the associated QSL sugar payment by farm. In addition to detailing QSL sugar payments made to date, the spreadsheet also provides an estimate of QSL sugar payments for coming months.

It is important to note that the cashflow data provided only details the GEI sugar payment portion of your QSL Advance payment and **does not include any allowances, deductions or adjustments that may be passed on by your Miller**. It provides an estimate only that also does not account for any changes to your current indicative pricing results, which can fluctuate throughout the course of the season and are not finalised until 30 June 2018. As such, we recommend that Growers using this feature regularly generate a new forecast to ensure they are accessing the latest estimate.

The data provided is based on many assumptions and is subject to significant uncertainties, many of which are outside the control of QSL. As such, QSL does not make any representations as to the accuracy of the information derived from the Cashflow Forecast tool, nor does QSL make any guarantees that this outcome will be achieved.

This Fact Sheet contains information of a general or summary nature pertaining to QSL's Cashflow Forecast Tool. 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. This report should not be taken to include representations as to future matters, and nothing contained in this report should be relied upon as a representation as to future matters. Information about past performance is not an indication of future performance. In particular, the information produced by the Cashflow Forecast Tool is an estimate only which is subject based on many assumptions, with the inputs into the Tool being subject to change and uncertainties during the relevant season, many of which are outside the control of QSL. 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.



FREQUENTLY ASKED QUESTIONS

Does the Cashflow Forecast tool reflect all payments I receive from QSL? Are my Wilmar allowances and deductions included?

QSL's Cashflow Forecast tool only reflects the QSL transactions (or the **Net QSL Sugar Pool payments**) relating to your farm. The reason for this is that QSL has no ability to provide an estimated forecast of your net Wilmar transactions.

Can these figures be finalised now for the rest of the season because I've delivered all my sugar so my tonnes aren't going to change?

The sugar tonnes you deliver is just one part of what makes up the price you are paid by QSL for your sugar. Other components include:

- Your weighted average QSL pool price
- The QSL Advances rate

The weighted average pool price incorporates a Shared Pool element, and so will continue to fluctuate until 30 June when the Shared Pool is finalised. The ICE 11 pricing (and associated foreign exchange hedging) associated with an individual pool's gross price in some cases may also not be completed until 30 June.

The Advances rate schedule is indicative only, with the increases in the Advances rate for each month subject to change until approved by the QSL Board. The QSL Board typically approves one or two months of rates in advance. For example, in December 2017 the Board approved the Advances rate for January and February 2018.

Because of these variables, current and future months will remain as a forecast only in the Cashflow Forecast tool. QSL does not make any representations as to the accuracy of the information derived from the Cashflow Forecast tool, nor does QSL make any guarantees that this outcome will be achieved.

Does my cashflow forecast include GST?

Because QSL's Cashflow Forecast tool only reflects your Net QSL Sugar Pool payments, which are not subject to GST, the figures in your forecast do not include GST.

What pool price do you use to calculate the forecast for future months?

The pool price used to calculate your forecast for future months is based on the most recent monthly pool price review. In most cases this will match the weighted average pool price used for either the prevailing or forthcoming Advances rate.

For example, if you run the forecast in January 2018, the forecasts for January through to June will be using the weighted average pool price to be used for your 24 January 2018 Advances rate increase (calculated using pool prices as at 02 January 2018).

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Why don't the figures in the Cashflow Forecast tool match what I've actually been paid?

There could be several reasons for this:

- Remember that the Cashflow Forecast only reflects your Net QSL Sugar Pool payments, not all the farm transactions (including the Wilmar transactions) that make up your payment from QSL.
- If you delivered cane towards the end of a calendar month, you may find that you have been paid for it by QSL in the following calendar month.
- The Cashflow Forecast tool doesn't currently reflect any negative balances you may have on your farm ledger – hence how much you are actually paid in a month may be less than indicated in the Cashflow Forecast as this negative balance has been recovered before you are paid the balance.

The actual figures in the Cashflow Forecast are calculated using your year to date (YTD) payments at the end of a given month less the YTD payments at the end of the preceding month. For example, your monthly payment for October 2017 will be the YTD payments at the end of October less the YTD payments at the end of September.

Why does a month still appear as a forecast even though I've received all my payments for that month?

The data used by the Cashflow Forecast tool is updated weekly and a month will not show as 'Actual' as opposed to 'Forecast' until the Thursday after the last payment date for a particular month. If the last payment date was towards the very end of the calendar month, the cashflow forecast will not show that month as 'Actual' until early the following month.

I'm having trouble working this out. Where can I find help?

Your local QSL Grower Services Team representative can help you navigate the Cashflow Forecast process. You can also call the QSL Direct Helpline for assistance on **1800 870 756**.

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