



QSL Fact Sheet

9 NOVEMBER 2017

THE QSL LOYALTY BONUS

Wilmar, Tully Sugar and MSF Sugar Growers who nominate QSL as their GEI Sugar marketer for three (3) consecutive Seasons forward are eligible to receive a 'Loyalty Bonus', in the form of an additional share of the returns from QSL's corporate activities via the Shared Services Rebate, and a supplementary commitment premium.

These results will be incorporated into eligible Growers' Shared Pool allocations for each applicable Season.

To be eligible to receive the Loyalty Bonus in the 2017 Season, Growers who have already chosen QSL as their GEI Marketer for the 2017 Season just need to choose QSL for the 2018 and 2019 Seasons as well before the 2018-Season's GEI Sugar Marketer nomination deadline.

To be eligible to receive the Loyalty Bonus in the 2018 Season, Growers will need to nominate QSL as their GEI Sugar Marketer for the 2018, 2019 and 2020 Seasons prior to the GEI Sugar Marketer nomination deadline for the 2019 Season.

Wilmar Growers eligible to receive the Loyalty Bonus will have it incorporated into their Shared Pool allocation throughout the eligible Season, while Tully Sugar and MSF Growers will receive the full allocation incorporated into their Shared Pool element for the final Advance payment of the Season (due to processing requirements).

It should be noted that Mackay Sugar, Isis Central Sugar Mill and Bundaberg Sugar Growers automatically receive their share of these items through their millers' existing Raw Sugar Supply Agreements with QSL.

THE SHARED SERVICES REBATE

The QSL Shared Services Rebate is the net revenue from QSL's Corporate activities and includes the net return from QSL's holding of STL G-class shares, currently forecast at \$2.4 million for the 2017 Season.

Based on this forecast, the rebate for participating Growers is approximately \$1-1.50 per tonne of sugar for the 2017 Season, depending on the final number of rebate recipients.

THE SUPPLEMENTARY COMMITMENT PREMIUM

In addition to the rebate described above, Growers who nominate QSL as their GEI Sugar marketer for three consecutive forward seasons are also entitled to a commitment premium, known as the QSL Supplementary Commitment Premium.

This Fact Sheet contains information of a general or summary nature. It also contains a high-level overview of some of the key accounting and tax issues relating to QSL's grower pricing agreements and the related payment process, which is 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.



This premium reflects the marginal premiums secured by QSL for long-term contracts and any profits associated with those sales from supplying third-party origin sugar. The value of this premium will vary from Season to Season and cannot be determined until all of the sugar supplied for the Season is sold.

Again, QSL already shares the premiums described above with Growers from Mackay Sugar, Bundaberg Sugar and Isis Central Sugar Mill via current RSSA arrangements.

HOW TO SIGN UP

To be eligible for the Loyalty Bonus in the 2017 Season, Growers must elect QSL as their marketer for the 2017, 2018 and 2019 Seasons prior to the 2018-Season GEI Sugar Marketer nomination deadline.

- For Wilmar and Tully Sugar Growers this deadline is **31 October 2017**.
- For MSF Sugar Growers the deadline is **29 December 2017**.

Upon confirmation of your three-year marketing nomination, the Loyalty Bonus will be applied as part of your Shared Pool allocation for the applicable Season.

For full details of the rebate and premium above, please refer to Section 2.8 of QSL's Shared Pool Pricing Pool Terms, available at www.qsl.com.au.