



PRICING AND PAYMENT



Growers marketing with QSL have until **30 April** each year to decide which QSL pricing and payment options they'd like to use for the coming season.

You cannot access any QSL pricing or payment service unless you have nominated QSL as your marketer for the season concerned and have your QSL Grower Pricing Agreement in place.

Once you have completed the marketing nomination process, you will be able to submit all your pricing nominations and orders through your online **QSL Direct account**, or by visiting your local QSL office.

YOUR QSL PRICING OPTIONS



MANDATORY POOLS

Automatic participation with no action required

All growers marketing with QSL have 40% of their QSL tonnage automatically allocated to our two mandatory pools – the QSL Harvest Pool and the QSL US Quota Pool.

If you choose not to use any of our optional pools and pricing products, the remainder of your tonnage will be priced through the Harvest Pool for the duration of the season.

WANT MORE CHOICE?

You can also access any combination of the following **optional** pricing products:

QSL-MANAGED POOLS

QSL makes the pricing decisions on your behalf

You decide which of these pools you'd like to allocate tonnage to.

QSL then makes the pricing decisions for that allocation for the rest of the season.

SELF-MANAGED PRICING PRODUCTS

You make your own pricing decisions

You decide which of these pricing tools best suit your needs and then use them to price your own sugar up to 3 years in advance.

For the full list of all QSL pools and pricing products operating in the 2019 Season, please read our Product Overview and Pricing Pool Terms, available from any QSL representative or by visiting www.qsl.com.au.



YOUR QSL PAYMENT OPTIONS

Growers using QSL are paid using the traditional 'Advances' system familiar to most Queensland cane growers, where incremental payments are made both in and out of the harvesting season based on an estimate of final sugar returns.

QSL pays the first Advances instalment once harvesting starts and a grower's GEI Sugar is delivered to a bulk sugar terminal. Additional payments are then made following each sugar delivery or Advances rate increase.

In addition to this 'Standard Advances' payment arrangement, QSL growers can also access the following payment options:

QSL Accelerated Advances

The Advance rate rises to 90% in December, then aligns with the QSL Standard Advances rate once it also reaches 90%. Available on selected products only.

QSL Deferred Payment Scheme

Defers early-season Advances payments due before June 30 to the first scheduled payment in July of the new financial year.

QSL Pre-Crush Advance Payment Scheme

Growers receive an Advance payment for up to half of their GEI Sugar prior to the start of the harvest.

To learn more about your payment options, please refer to the 'QSL Payment Options' section of the QSL Grower Handbook, or speak with your local QSL representative.

RECEIVING YOUR PAYMENT

Mackay growers have 2 options for receiving their QSL payment:

Direct from QSL

QSL deposits your payment directly into your nominated bank account/s and issues you with a QSL Statement

OR

Through your Miller

QSL makes your payment to your Miller, who passes this through to you and includes your QSL payment on your Mackay Sugar Statement. You will also receive a QSL Statement.

Please nominate your preferred option on your **GEI Sugar Marketer Nomination Form**.

Disclaimer: This information sheet 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.