

QSL Fact Sheet

The QSL Value Offering

Queensland Sugar Limited (QSL) is a not-for-profit, income tax-exempt organisation owned by the Queensland sugar industry. Our membership is structured to have equal representation between growers and millers, with all net value returned to the industry we serve.

QSL has seven Mill Owner Members and 23 Grower Representative Members who represent 4000 growers across the state. We provide four main value offerings:

- Pricing
- Financing
- Marketing
- Logistics

PRICING

QSL offers a range of pricing products to millers and growers tailored to different risk appetites. These options include QSL-managed pools as well as grower-managed and miller-managed pricing pools.

Our experienced and professional pricing team actively monitors the sugar futures and foreign exchange markets. Their pricing decisions are based on this market knowledge and the unique risk parameters set for each QSL pool product. This team has a track record of outperforming market benchmarks.

FINANCING

QSL provides ongoing cost-effective financing to participating millers and growers throughout the season via the advances payments program. Advances payments are based on receipt of sugar at a bulk sugar terminal (BST) and are often made in advance of the sugar being sold or the payment being received from the customer. Incremental payments are made throughout the season and are based on a proportional amount of QSL's current estimate of the final weighted average pool price.

QSL draws on a syndicated facility agreement to fund this program.

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MARKETING (SELLING)

QSL has long-term relationships with customers who value its producer-seller model. Its marketing strategy platform is based on developing long-term and sustainable relationships with high-returning customers. This approach puts the customer first and has a focus on reliably delivering high-quality sugar best suited to each customer's operations.

QSL is the largest marketer of Australian raw sugar, selling the majority of Queensland's export raw sugar into the Asian market.

LOGISTICS

QSL's Operations Division manages the highly effective storage, handling and shipping of bulk raw sugar at Queensland's six BSTs. Under a Strategic Operating Agreement with Sugar Terminals Limited, QSL personnel oversee the delivery of raw sugar, blend it to the terminal users' specifications and then load all shipments leaving Queensland's shores.

With a strong on-time and in-full delivery track record, QSL collectively operates the six terminals to maximise synergies across all facilities while minimising costs for all terminal users.

For more information about QSL's products and services, please visit www.qsl.com.au.