

# Burdekin Productivity Services

## Cane 2U

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## QSL has three clear strategic priorities

1. Maximising returns for members
2. Enhancing product and service offerings for members
3. Focus on growing our business

### MARKETING

- Maximise returns
- Grow supply of other origin sugar

### LOGISTICS

- Efficiency and safety in all operations
- Storing and shipping other products at terminals where it makes sense to do so

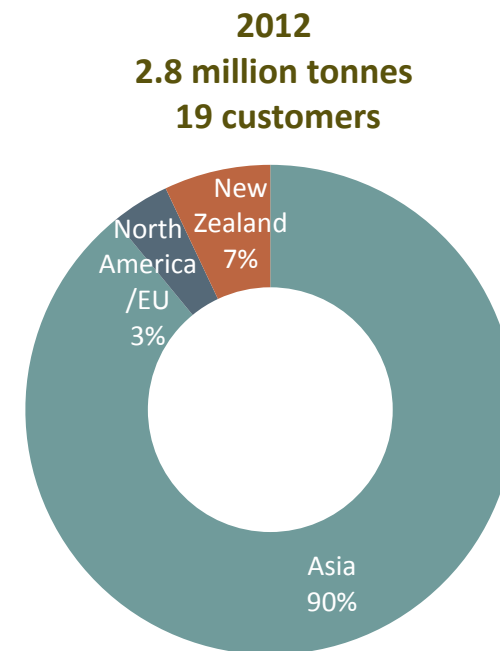
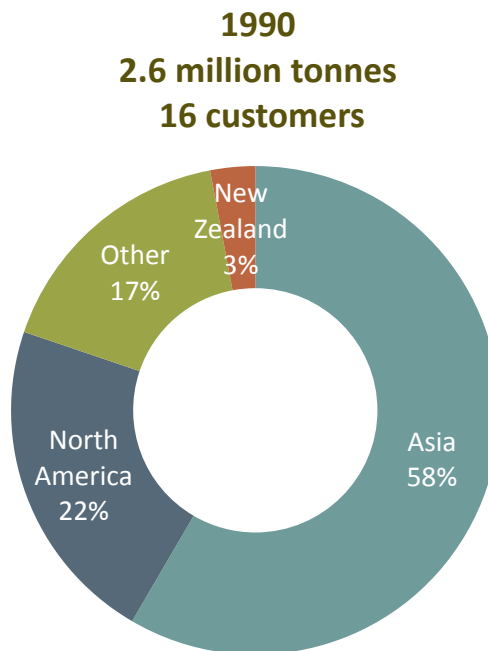
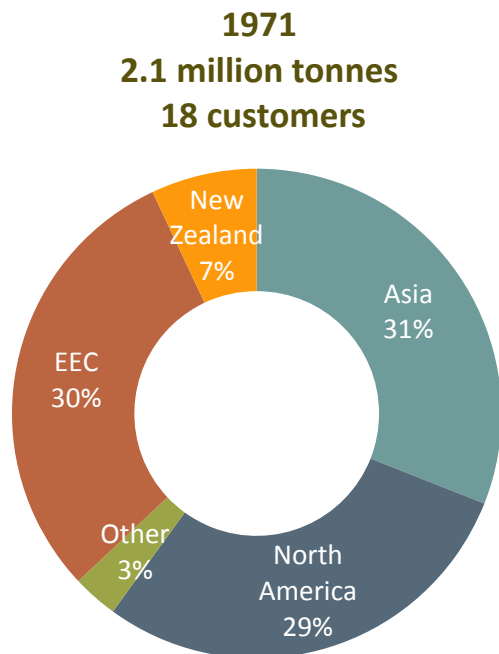
### FINANCING

- Access to long-term pricing
- QSL mills can price five years ahead
- Low-cost financing

### PRICING

- Increase range of pricing options
- Delivering value from QSL's pricing products

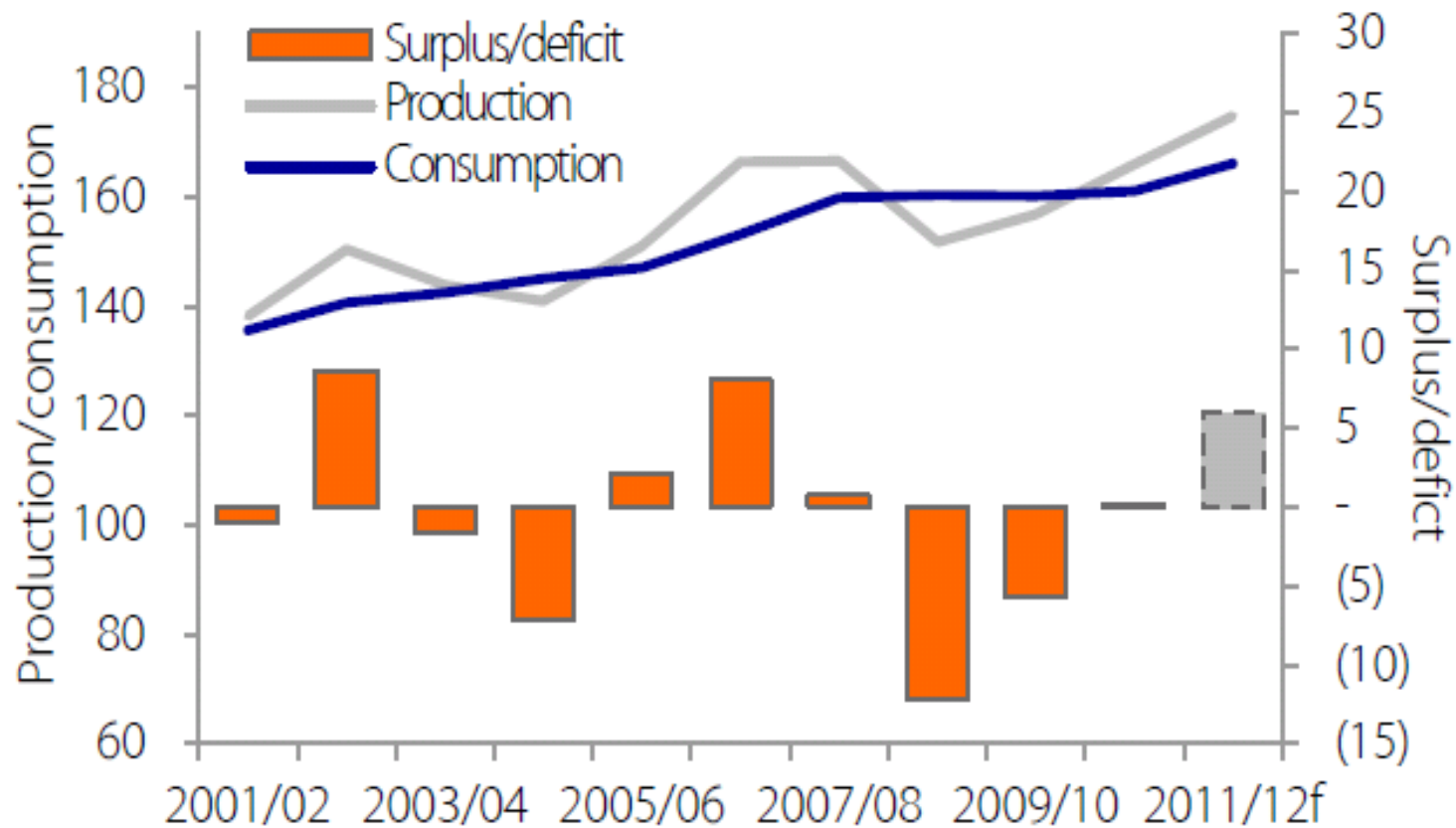
# Asia now the core focus of our export mix



# Price in AUD/mt – 2010 to 2013



# Global Sugar Production vs Consumption



Source: F.O. Licht & Rabobank 2012



## Raw Sugar Prices – what are we looking at?



- Sugar prices, tax and blending changes divert cane to ethanol in Brazil
- Logistical delays worsen as Brazilian crops compete
- Indian unknown, risks to crop downside
- Loads of Thailand sugar yet to be shipped
- Mexico causing headaches – US Quota
- Demand underestimated

# Raw Sugar Sales – what are we doing?



## For 2012 season:

- QSL exports at 2.77 mln mt (actual)

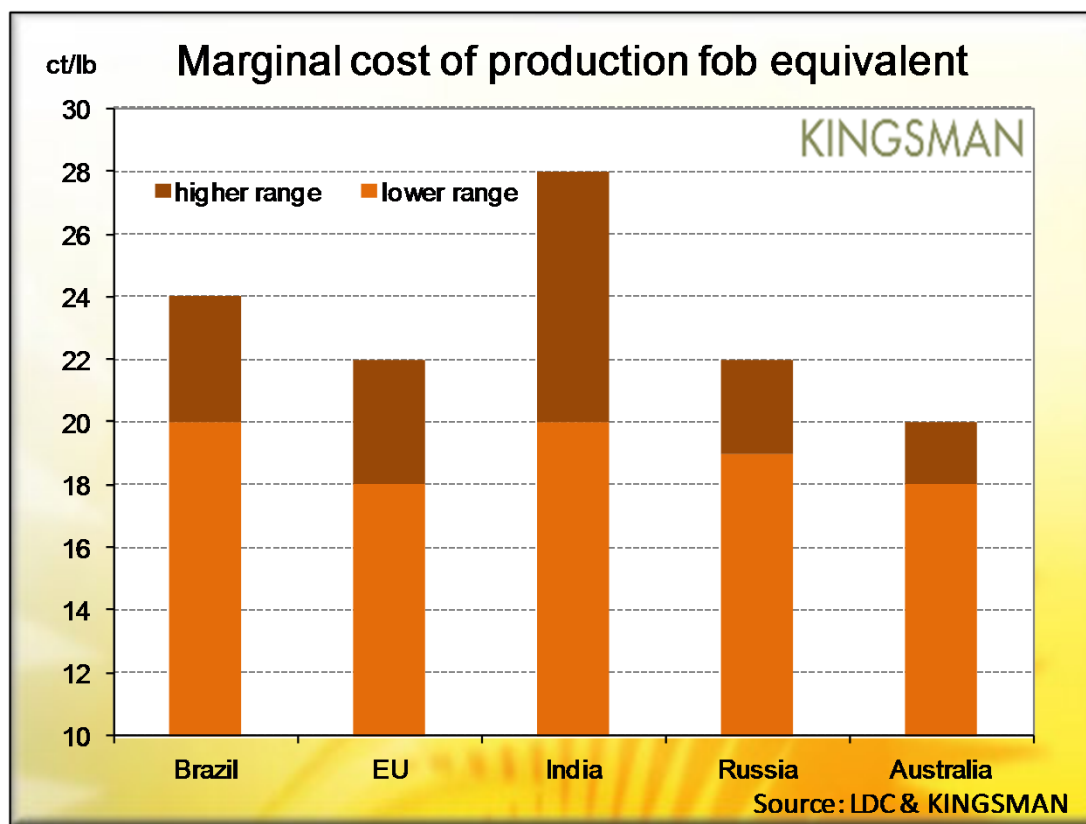
## For 2013 season:

- QSL exports 3.01 mln mt (forecast)
- Well sold for the season at around 55% to Indonesia, Japan and Malaysia
- US Quota looking uncertain
- Working on sales into New Zealand and Korea at present

# Comparative Costs of Production



Lowest cost producer – attracts foreign investment







Thank You

