

13 February 2017

Dear Grower

Preparing to implement choice in sugar marketing

QSL is keen to implement Marketing Choice for Wilmar growers as quickly as possible.

During the course of the On-Supply Agreement (OSA) negotiations, Wilmar has made it clear that QSL must have a direct relationship with those Growers who choose QSL as their preferred Grower's Economic Interest in Sugar (GEI Sugar) Marketer. As such, we have developed a new online Grower pricing and payment platform – QSL Direct – which we intend to launch once an OSA is finalised.

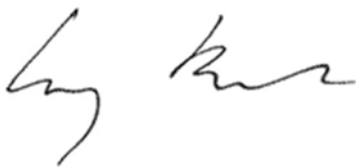
As you know, QSL has not previously had a direct commercial relationship with Growers and so we do not have all the grower and farm data required to process pricing orders and make direct payments to Growers. These details include basic tax information, farm production data and bank account details – all of which are currently held by Wilmar.

While Wilmar has indicated that it will provide your information to QSL if you choose QSL as your preferred GEI Sugar Marketer (following the completion of the Cane Supply and On-Supply Agreements), relying on Wilmar to do so may further delay the opportunity for you to begin pricing with us. So we're asking for your help to streamline the collection and verification of your information to ensure you have a smooth transition to the new, direct relationship with QSL.

If you intend to choose QSL as a GEI Sugar Marketer, please review and complete the QSL Direct Pre-Registration documents attached, (remembering to sign the authorisation at the bottom of each page) and return the forms to your local QSL Grower Services Team member or office as soon as possible. Alternatively, you can email the completed documents to QSL at info@qsl.com.au. Please be assured that QSL respects your privacy, and any information provided will be handled in a way consistent with the Australian Privacy Principles as set out in the Privacy Act (Cth) 1988 (Privacy Act). You can read more about our privacy policy on our website at www.qsl.com.au.

While you will not be able to access the new QSL Direct site straight away, returning the QSL Direct Pre-Registration paperwork attached will help to speed up your ability start pricing with QSL once Marketing Choice comes to pass.

Yours sincerely,



Greg Beashel

QSL Managing Director and Chief Executive Officer



Appendix 1: Contact information

This information will be used by QSL to contact you directly.

Note – Your date of birth will be required for account verification once you are established in the QSL Direct system.

First name	
Last name	
Date of birth	
Email	
Mobile	
Home phone	
Postal address	
Farm address	
Home address	

I, (name) _____ give permission for Queensland Sugar Limited (QSL) to use this information for future marketing and pricing activities.

Signed: _____

Witnessed by (name): _____

Date: _____

Witness signature: _____

Please return this signed and completed form to your local QSL Grower Services team.

Email: Carla Keith carla.keith@qsl.com.au or Rebecca Love rebecca.love@qsl.com.au

Post: PO Box 950 AYR QLD 4807

Appendix 2: Tax Entity information

Please complete one form for each tax entity.

Entity name <i>(as registered with the ATO)</i>	
Entity type	Select <u>ONE</u> of the following: <input type="checkbox"/> Trust <input type="checkbox"/> Partnership – marriage <input type="checkbox"/> Partnership – business <input type="checkbox"/> Individual/ sole trader <input type="checkbox"/> Company <input type="checkbox"/> Other: _____
ABN	
Pricing Manager <i>(Person who makes pricing decisions for the farm business)</i>	Select <u>ONE</u> of the following: <input type="checkbox"/> Self <input type="checkbox"/> Spouse: (name) _____ <input type="checkbox"/> Sibling: (name) _____ <input type="checkbox"/> Child: (name) _____

Signed: _____

Witnessed by (name): _____

Date: _____

Witness signature: _____

Please return this signed and completed form to your local QSL Grower Services team.

Email: Carla Keith carla.keith@qsl.com.au or Rebecca Love rebecca.love@qsl.com.au

Post: PO Box 950 AYR QLD 4807

Appendix 3: Farm Production Data

Part 1: Annual production information for each tax entity

If you do not have this information on hand, you may wish to view your “Yield History Report” on your Wilmar Grower Web account.

Crop year	Tonnes cane harvested	Farm average CCS
2016		
2015		
2014		
3-year average		

Part 2: Calculating your Grower Economic Interest Sugar (GEI Sugar)

For this calculation, use your 3-year average Tonnes Cane harvested and 3-year average CCS in the following formula.

$$GEI\ Sugar = T\ cane\ harvested \times (CCS - 4) \times 0.009$$

Total GEI Sugar calculation	
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Part 3: Intended nomination to QSL

If you intend to nominate QSL as a GEI Sugar Marketer, please indicate the proportion of your GEI Sugar you plan to allocate to QSL.

Allocation to QSL (%)	
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I (name) _____ agree that this information is true and correct.

Signed: _____ Witnessed by (name): _____

Date: _____ Witness signature: _____

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