



2 October 2020

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October 31

The last day for growers to nominate QSL
as their marketer for the 2021 Season

Contact your local QSL Grower Services Team for details

Annual Report

QSL's Annual Report for the 2019/2020 Financial Year is now available on our website. Highlights include:

- > QSL remained the largest marketer of Australian sugar
 - > QSL-managed ICE 11 pools outperformed the market average by \$14.64 per tonne IPS during the 2019 Season
- To read our Annual Report, [click here](#).

Queensland Sugar Limited
Annual Report 2019-2020



Advance rate increase ahead

The QSL 2020-Season Advance Rate rises to 70% this month.

This rate increase will apply for payments made from 14 October 2020 and will be based on QSL pool values and grower-managed pricing results as of 25 September 2020.

Growers using the QSL Direct cash flow forecaster should note that pool values will be updated tonight. Growers using the cash flow forecaster should regularly update their forecast to capture such pool and pricing variations as the season progresses. As pool values as at 25 September have now been finalised, QSL's default advance payment has also been advised.

To see QSL's full 2020-Season Indicative Advances Schedule, please [click here](#).

Video: QSL Market Update



QSL Trading Manager Matt Page provided a video market update earlier this week. Watch it now by [clicking here](#).

Marketing team regional visits

Thank you to the growers who have attended market update sessions with QSL's Marketing Team over the past few weeks.

Next week our **CEO Greg Beashel and QSL Trading Manager Matt Page** will be providing an update on the market and QSL's new pricing products for growers in Far North Queensland. If you'd like to come along, please RSVP for one of the following session times:

- **Tuesday 6 October @ Tully:** 6pm at Tully Senior Citizens Club
 - **Wednesday 7 October @ Babinda:** 11am Babinda RSL
 - **Wednesday 7 October @ Innisfail:** 6pm Australian Sugar Heritage Centre
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- **Thursday 8 October @ Gordonvale:** 11am Parkview Hotel
- **Thursday 8 October @ Tablelands:** 6pm at Walkamin Community Hall
- **Friday 9 October @ Mossman:** 11am at Mossman Bowls Club

RSVP: Amanda Sheppard 0418 264 393 or email amanda.sheppard@qsl.com.au

Quarterly Reports for Q1 2020/2021

QSL Direct growers can access their quarterly report for Q1 2020/2021 from Tuesday 6 October. This report covers all QSL transactions from 1 July 2020 to 30 September 2020. The report will be located in the Financial Reports tab for the 2020 Season.

If you need assistance with accessing the report, please get in contact with your local QSL team.

Pool nominations underway

Nominations for the following pools are now open:

QSL EARLY-START ACTIVELY MANAGED POOL	2022 QSL 2-SEASON ACTIVELY MANAGED POOL	2023 QSL 3-SEASON ACTIVELY MANAGED POOL
<p>Nomination period: 1 September 2020 - 31 October 2020</p> <p>Minimum tonnage: 10 tonnes</p> <ul style="list-style-type: none"> • Targets the best returns by using the same pricing approach and tools as the QSL Actively Managed Pool, but extends the pricing window across 18 months • Nominations close in the year prior to delivery 	<p>Nomination period: 1 September 2020 - 31 October 2020</p> <p>Minimum tonnage: 10 tonnes</p> <ul style="list-style-type: none"> • Targets the best returns by using the same pricing approach and tools as the QSL Actively Managed Pool, but extends the pricing window across 2 seasons • Prices 2022-Season sugar, with nominations closing 2 years prior to delivery 	<p>Nomination period: 1 September 2020 - 31 October 2020</p> <p>Minimum tonnage: 10 tonnes</p> <ul style="list-style-type: none"> • Targets the best returns by using the same pricing approach and tools as the QSL Actively Managed Pool, but extends the pricing window across 3 seasons • Prices 2023-Season sugar, with nominations closing 3 years prior to delivery

Growers considering these pricing options should read the full Pricing Pool Terms, available by [clicking here](#). For details of our full product offering, [click here](#).

Important dates

- **30 October:** Last day for growers in Mackay, MSF Sugar and Tully Sugar milling districts to submit their marketing nomination forms for the 2021 Season
- **30 October:** Last day for growers in MSF Sugar and Tully Sugar milling districts to nominate tonnes to the following pools:
 - QSL Early-Start Actively Managed Pool
 - 2022 2-Season Actively Managed Pool
 - 2023 3-Season Actively Managed Pool
- **31 October:** Last day for growers in Wilmar milling districts to nominate QSL as their marketer for the 2021 Season
- **31 October:** Last day for growers using QSL Direct to nominate tonnes to the following pools:
 - QSL Early-Start Actively Managed Pool
 - 2022 2-Season Actively Managed Pool
 - 2023 3-Season Actively Managed Pool



Wilmar:

- [QSL Harvest Pool vs Wilmar Production Risk Pool](#)
- [QSL Actively Managed Pool vs Wilmar Managed Pool](#)
- [QSL US Quota Pool vs Wilmar US Quota Pool](#)

MSF Sugar:

- [QSL-Managed Pools vs MSF Sugar-Managed Pools](#)

Tully Sugar:

- [QSL-Managed Pools vs Tully Sugar-Managed Pools](#)

QCS

- [QSL-Managed Pools vs QCS-Managed Pools](#)
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Find your local QSL Grower Rep

To find the 2020 QSL Grower Representative/s in your region, please [click here](#).

QSL indicative pool prices

Click the link below for your region:

[Bundaberg Sugar milling districts](#)

[Far Northern Milling milling districts](#)

[Isis Central Sugar Mill milling districts](#)

[Mackay Sugar milling districts](#)

[MSF Sugar milling districts](#)

[Tully Sugar milling districts](#)

[Wilmar milling districts](#)

QSL Daily Market Snapshot

[Click here](#)

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