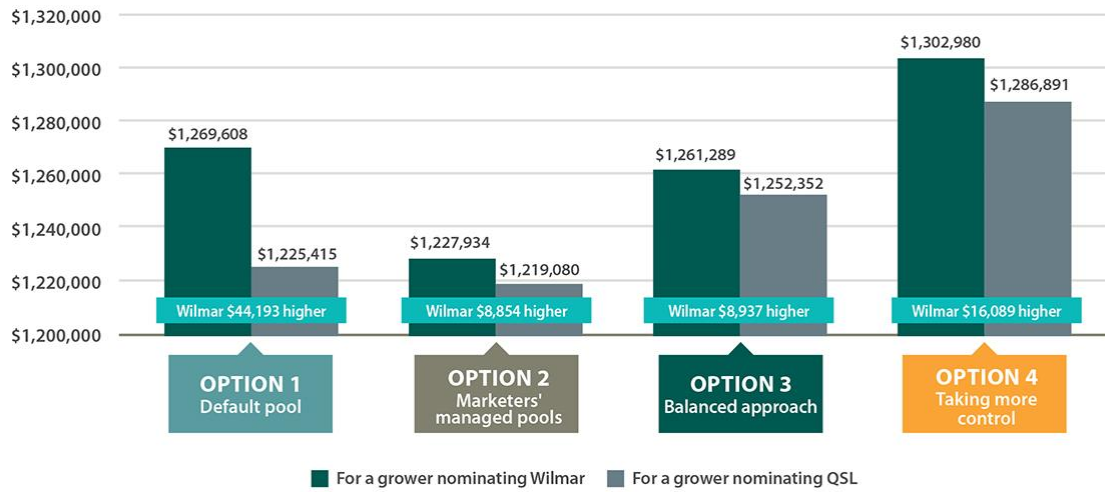


WHAT THE NUMBERS SHOW

Our new publication, [Comparing Financial Outcomes](#), enables Wilmar cane suppliers to directly compare the financial outcomes they might have achieved under Wilmar and under QSL for the past three seasons.

Our analysis shows a grower nominating 1,000 tonnes IPS of GEI Sugar would have been up to \$44,000 better off with Wilmar over that full three-year period.

Total Net Pool/Pricing Revenues over 2018-2020 Seasons



Comparing Financial Outcomes 2018-2020 seasons (April 2021)

WILMAR SUGAR
COMPARING FINANCIAL OUTCOMES
APRIL 2021

Choosing the best marketer for your farming business can be challenging. There is a range of pools and pricing mechanisms. There are different costs, premiums and bonus schemes. And there are differences in how marketers report on results.

This new publication enables Wilmar growers to directly compare the financial outcomes they might have achieved under Wilmar and QSL in four alternative pricing allocation options available through both marketers, and presents the comparative results for the 2018, 2019 and 2020 seasons.

The historical analysis shows that, for all four financial outcomes over that full three-year period with Wilmar as their Q1 Sugar marketer, the summary chart on the back page of this document shows a grower would have been up to \$44,000 better off with Wilmar over that time.

Allocation to Pricing Mechanisms

QSL in Wilmar Managed Pool (Q1, Actively Managed Pool) 2.7%
Q1 QSL Pool 2.7%
Q1 QSL Pool 2.7%
Q1 QSL Pool 2.7%

OPTION 2 - Marketers' managed pools
Exclusively relying upon the marketer's managed pools

OPTION 2: Exclusively relying upon the marketer's pools

G1 percentage allocation to:	For a grower who had nominated Wilmar as their Q1 marketer			For a grower who had nominated QSL as their Q1 marketer		
	2018	2019	2020	2018	2019	2020
Target Q1 Pricing	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Wilmar Managed Pool	20.00%	20.00%	20.00%	50.00%	50.00%	50.00%
Q1 QSL Pool	1.20%	2.21%	3.20%	1.20%	2.21%	3.20%
Production Risk Pool	41.80%	47.79%	46.80%	41.80%	47.79%	46.80%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

G1 percentage allocation to:	For a grower who had nominated Wilmar as their Q1 marketer			For a grower who had nominated QSL as their Q1 marketer		
	2018	2019	2020	2018	2019	2020
Target Q1 Pricing	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Q1 QSL Pool	1.20%	2.21%	3.20%	1.20%	2.21%	3.20%
Production Risk Pool	41.80%	47.79%	46.80%	41.80%	47.79%	46.80%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

	2018	2019	2020	2018	2019	2020
Weighted average pool revenue (Q1 (B1) (P))	\$384.48	\$436.78	\$438.33	\$372.66	\$436.52	\$441.23
Difference to QSL (B1) (P)	\$10.82	\$16.26	\$17.11	\$16.82	\$16.26	\$17.11
Total net pool revenue	\$395.30	\$453.04	\$455.44	\$388.48	\$452.78	\$458.34
Difference to QSL	\$10.82	\$16.26	\$17.11	\$16.82	\$16.26	\$17.11

[Download Comparing Financial Outcomes](#)

PREFER A HARD COPY?

If you would like a printed copy of our latest document, please email us at info@au.wilmar-intl.com or contact your local Grower Marketing consultant.

GET IN TOUCH

If you have any questions about the pool results or the source documents, please get in touch with a member of our team.



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