

OPTIONS MADE EASY



Our pooling, pricing and payment options are easy to navigate and easy to use. They give you the flexibility to manage your risks, your returns and your cash flow.

POOLING AND PRICING OPTIONS

YOU MANAGE

Call Pricing

- Set your own pricing levels.
- Allocate up to 70% of your GEI exposure.
- Price requests must be a minimum of – and in multiples of – 304.82 tonnes.
- Any pricing increment.
- Pricing window of more than three-and-a-half years.

Target Pricing

- Set your own pricing levels.
- \$5 pricing increments.
- Allocate up to 70% of your GEI exposure.
- Minimum orders of 10 tonnes accepted.
- Pricing window of more than three-and-a-half years.

Grower-Managed Production Risk Scheme

- You have almost 100% control of your GEI sugar pricing.
- \$5 pricing increments.
- You choose your risk profile.
- Manage your own production risk exactly when and at what rate you prefer – from any time after mid-May in the crop year through to the end of the following April.
- A favourable pricing ratio means no pressure to price positions before the end of harvest if you choose to wait.
- Share in the premium-value US Quota Pool.

WE MANAGE

Managed Pool

- Allocate up to 70% of your GEI exposure.
- Wilmar has significant pricing discretion to maximise the outcome for pool participants.
- Only a 10 tonne minimum GEI Sugar is required.
- Priced on a 1:2:2:1 ratio.

Production Risk Pool

- Manages both production risk and storage constraint.
- If you nominate Wilmar, you can choose to have a minimum of 25-28% of GEI Sugar allocated to this pool.
- Wilmar takes a conservative risk management approach to this pool, to avoid it becoming over-priced in the event of a serious crop decline.

US Quota Pool

- All growers selecting Wilmar have 2-5% of GEI Sugar nominated to this pool.
- Historically, the US Quota Pool is a premium pool, reflecting the very high domestic prices in the USA.
- Wilmar manages the price exposure associated with the ICE #16 market.

PAYMENT OPTIONS

Pre-season Payment

- Puts money in your pocket before the crush, to use as you wish.
- Receive up to \$5/tonne of cane from mid January to May in the relevant season.
- Competitive fixed interest rate.
- Flexible repayment options (50% or 100%).

Deferred Advances

- Delays your first cane payment for the season until after 1 July.
- Consult your financial adviser on whether this option will benefit you.

Default Advances

- Business as usual with standard advance rates.
- Initial advance set at 70% – 5% higher than the alternative marketer.
- Increases progressively to 100% by the end of the season.
- Higher advance rates put more money in your pocket, sooner.

Cash On Delivery

- Get 90% of the value of your fulfilled orders on cane delivery.
- Relevant to Call or Target pricing mechanisms.
- Opt to have some or all of your Call and Target price requests paid at this higher rate, for up to 70% of orders.

WASHOUT OPTIONS

We offer a number of washout options for our standard Call and Target pricing mechanisms to give you more flexibility when dealing with committed cane shortfall scenarios.

- Early washout
- Roll to the next season
- Transfer between entities