



ICUMSA Sugar Sales: Prices and Procedures

Welcome to our comprehensive guide on ICUMSA sugar sales. This presentation will cover pricing information for different ICUMSA grades, including spot and contract prices for various quantities. We'll also detail the CIF procedure for sugar transactions and provide important information on payment methods and shipping terms. Whether you're a buyer or seller in the sugar market, this information will help you navigate the complexities of international sugar trade.



ICUMSA 45 Pricing

Quantity (MT/month)	SPOT (USD)	CONTRACT (USD)
12,500	410	400
25,000	400	390
50,000	390	380
100,000	380	370
200,000	370	360
300,000	360	350
500,000	355	340

ICUMSA 45 is a high-quality white sugar grade. The table above shows pricing for various quantities, both for spot purchases and contracts. As you can see, prices decrease as quantity increases, with contract prices generally lower than spot prices.

ICUMSA 150 Pricing

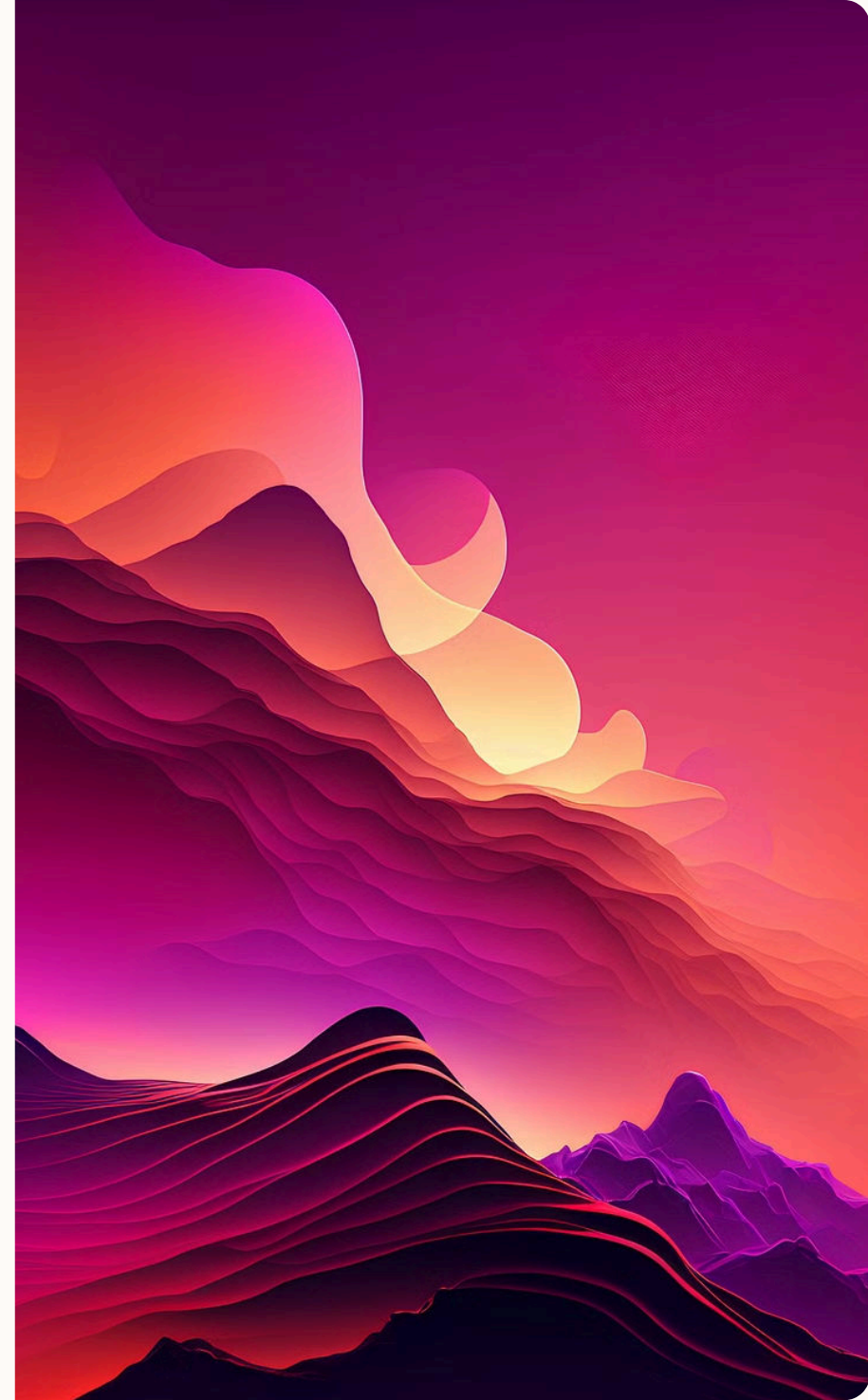
Quantity (MT/month)	ICUMSA 150 SPOT (USD)	ICUMSA 150 CONTRACT (USD)
12,500	395	380
25,000	385	370
50,000	375	360
100,000	365	350
200,000	355	340
300,000	345	320

This table presents pricing for ICUMSA 150 and ICUMSA 600/1200 grades. ICUMSA 150 offers both spot and contract prices, while ICUMSA 600/1200 only shows spot prices. These grades are typically less refined than ICUMSA 45, which is reflected in their lower pricing.



ICUMSA 600/1200 Pricing

ICUMSA 600/1200		
Quantity per month by MT	SPOT (USD)	CONTRATO (USD)
12500	395	380
25000	385	370
50000	375	360
100000	365	350
200000	355	340
300.000	345	320



CIF Procedure: Initial Steps

1

Step 1: LOI Submission

The Buyer sends a Letter of Intent (LOI) to initiate the process.

2

Step 2: FCO Issuance

The Seller responds by sending a Full Corporate Offer (FCO) to the Buyer.

3

Step 3: FCO and ICPO

The Buyer signs and returns the FCO along with an International Commodity Purchase Order (ICPO).

4

Step 4: SPA Drafting

The Seller sends a Sales Purchase Agreement (SPA) in Word format to the Buyer.

The CIF procedure begins with these crucial steps to establish the terms of the transaction. Each step builds upon the previous one, creating a solid foundation for the sugar trade agreement.





CIF Procedure: Financial Steps

- 1 Step 5: SPA Finalization**
The Buyer reviews, signs, and returns the SPA in PDF format.
- 2 Step 6: Proforma Invoice**
The Seller sends a Proforma Invoice with SBLC Verbiage to the Buyer.
- 3 Step 7: SBLC Draft**
The Buyer sends a draft Standby Letter of Credit (SBLC) for approval.
- 4 Step 8: MT799 Issuance**
After SBLC approval, the Buyer sends MT799 to the Seller's bank within 3 days.

These steps focus on the financial aspects of the transaction, including the crucial SBLC process. Timely completion of these steps is essential for the smooth progression of the deal.

CIF Procedure: Final Steps

1

Step 9-10: SBLC Confirmation

The financier sends RWA to the issuing bank, and the Buyer opens an operative, confirmed SBLC MT 760.

2

Step 11: Performance Bond

The Seller sends a 2% Performance Bond to the Buyer's account within 7-10 days.

3

Step 12: Shipment

The Seller completes the shipment within the agreed period as per the SPA.

4

Step 13: Payment

The Buyer releases 100% payment at the loading port against shipping documents within 3 days.

The final steps of the CIF procedure involve confirming financial instruments, initiating shipment, and completing payment. These steps ensure that both parties fulfill their obligations under the agreement.





Additional Terms and Conditions

1 No Prior Proof

Any kind of proof or past record is strictly prohibited before the SBLC is opened.

2 Refinery Visits

Refinery visits are strictly prohibited. Visits are only allowed at the loading port after SBLC confirmation and during SGS inspection.

3 Contract Validity

If the buyer fails to open the SBLC within 10 days, the contract may be considered null and void.

4 Subsequent Shipments

Subsequent shipments will follow the same procedure in terms of timing and routine.

These additional terms and conditions are crucial for maintaining the integrity of the transaction and protecting both parties' interests. Adherence to these terms is essential for a successful sugar trade deal.



Payment and Shipping Information

SBLC Requirements

SBLC must be transferable, divisible, irrevocable, and confirmed from a top 50 bank.

DLC Option

DLC must be transferable, divisible, irrevocable, and confirmed from a top 50 bank. Price increases by \$15 USD.

Container Sales (CIF)

Price: \$600 USD per MT. 50% at contract signing, 50% against SGS and BL at departure port.

Payment Details

All payments to be made to the Paymaster's account. CIF to any safe port.

This section outlines the specific requirements for financial instruments and payment terms. It's important to note the differences between SBLC and DLC options, as well as the specific terms for container sales. All transactions are conducted on a CIF basis to any safe port.