

# SUGAR

## Prices & Procedure - Sugar ICUMSA 45 From Brazil

1. **The Buyer issues an ICPO** (Irrevocable Corporate Purchase Order) in favor of the seller, or mandate, including complete details of the end purchaser and the issuing or confirming bank for the financial instrument. It is essential that this bank be a TOP 50/100 institution. The document must be in PDF format, containing the official letterhead and full commercial details of the buying company **(all the information will be verified)**.
2. The Seller issues an FCO (Full Corporate Offer).
3. The Buyer returns the signed and stamped FCO, along with the financial instrument draft for approval by the seller's financial sector. This step ensures that no time is wasted if the financial instrument or issuing bank is not approved. However, if the buyer uses a TOP 50/100 bank for issuance, it will be automatically approved.
4. The Seller issues the SPA (Sales and Purchase Agreement) and Proforma Invoice (PI) after receiving the approved SCO or FCO from the buyer.
5. The Buyer returns the signed and stamped SPA and PI, scanning and sending them via corporate email. This will be considered a legal and official purchase and sale contract.
6. The Seller reviews and returns the financial instrument draft with any necessary adjustments or approvals from its financial partners.
7. The Buyer's bank issues the SBLC as a guarantee and sends it to the seller's bank within 7 working days. The SBLC must be:
  - Rotating, Irrevocable, Transferable, Divisible, Unconditional, Operative, Assignable, and Acceptable.
  - Issued by a TOP 50/100 bank or confirmed by a TOP 50/100 bank;
  - Payment via TT/MT 103, upon presentation of shipping documents (Bill of Lading + SGS) by the seller at the port of origin.
8. Once the SBLC is issued, confirmed, and operative, the seller's bank issues a 2% Performance Bond (PB) as an insurance guarantee for the 12-month contract, in favor of the buyer. This must be provided within 7 working days, covering the value of one shipment only, as per the contract.
9. Proof of Product (POP) is issued within 12 working days after the financial instrument becomes operative. The seller will then proceed with the payment for the product at the factory.

10. If necessary, the Buyer may request an invitation letter after the financial instrument is operative, allowing up to two representatives from the buyer's side to track the shipment at the port of origin at the time of loading (subject to seller's approval).

11. The vessel will be loaded within 35-45 business days, though the loading time may be shorter depending on the quantity exported.

12. Payment via TT/ MT 103 will be made against the Bill of Lading (B/L) and SGS shipping documents, at the port of origin.

### **SBLC - CIF -**

<b>Quantity (MT)</b>	<b>Final Price (USD/MT)</b>
SPOT	\$490.00
12,500	\$450.00
25,000	\$445.00
50,000	\$440.00
100,000 – 150,000	\$435.00
200,000 – 300,000	\$420.00
350,000 – 500,000	\$410.00

### **DLC - CIF - Transferable**

<b>Quantity (MT)</b>	<b>Final Price (USD/MT)</b>
SPOT	\$495.00
12,500	\$460.00
25,000	\$455.00
50,000	\$450.00
100,000 – 150,000	\$445.00
200,000 – 300,000	\$435.00
350,000 – 500,000	\$425.00

### **DLC - CIF - Non-Transferable**

<b>Quantity (MT)</b>	<b>Final Price (USD/MT)</b>
SPOT	\$500.00
12,500	\$470.00
25,000	\$465.00
50,000	\$460.00
100,000 – 150,000	\$450.00
200,000 – 300,000	\$440.00
350,000 – 500,000	\$435.00