



## SOFT CORPORATE OFFERING (SCO) CONCENTRATED IRON ORE MATERIAL

This document is prepared in the form of a Complete Corporate Offering (SCO) that has been drafted subject to the rules of the International Chamber of Commerce, ICC 500.

TO: Customer

PRODUCT : Iron ore Material,  
ORIGIN : Chile

### **DELIVERY BY TYPE OF SALE**

1.- TYPE OF SALE : FOB Bulk  
QUANTITY : Contract 60.000 T/M x 12 Months  
LOCATION : Chile  
PRICE : **US\$/TON 68**

- a) **Payment Term: Warranty SBLC issue by top 25 bank MT 103**
- b) **Port of origin:** Las losas, III región, Región de Atacama, Chile  
**COMMISSION:** Include Seller side (Closed) USD 1.5 Buyer side USD 1.5

Technical Specifications of the desired product and/or Services:

PRODUCT DELIVERY: Bulk

CHEMICAL ANALYSIS: To be carried out at the port via SGS, Alex Stewards or other similar companies.

### **PRODUCT COMPOSITION:**

FeT (Iron) : 62 % AVERAGE  
P (Fósforo): 0,033%  
S (Sulphur) : 0.044 %  
SiO2 (Silicio) : 9,98 %  
AL2O3 (Alumina): 0.35%  
CaO (Calcium) : 0.135%  
MgO (Magnesio): 0,05 %  
TiO2 (Titanio): 0,02 %

## **PROCEDURE:**

1. Buyer issue LOI.
2. Seller issue FCO.
3. Buyer approves, signs and returns FCO +CIS.
4. Buyer issues ICPO (POF/BCL OPTIONAL).
5. Seller issues SPA draft.
6. Buyer studies, amends or signs SPA if no amendment then returns to Seller for counter signing.
7. Seller returns the amended contract dully signed and sealed as final contract to Buyer together with the Pro-forma Invoice.
8. Buyer opens SBLC MT-760/ DLC MT-700/ UDLC MT-700/ LC MT-700 for 100% invoice amount of each shipment from top 100 prime Bank OR To “A” rated Bank. (Globally)
9. After receiving operative L e t t e r o f C r e d i t, Seller issue 2% PB for DLC/ SBLC or 5% PB for LC to the buyer.
10. For SBLC, dealing with minimum order value required 5 million USD.
11. All LC is received as a payment guarantee and will be issued to the end Seller’s fiduciary partner bank account only. "Upon request, we are prepared to share the 'Authorization Letter' with our fiduciary partner during the SPA (Share Purchase Agreement) stage.”  
The performance Bond will be issued for a value equal to or above USD one million dollars, it is applicable for trial order and main order value.
  - A). Guaranteed by Irrevocable, Confirmed, Transferable/ Non-transferable and Divisible LC (BANK INSTRUMENTS) from one of top 100 banks OR Top “A” rated Bank. (Globally).
  - B). 100 % Payment by MT 103/TT within 3 banking days after the receipt of the shipping documents including Bill of Lading and the SGS Report at Port of loading/Destination.
12. Shipping begins 15 to 25 days after Seller receives the LC and same will be verified.
13. SGS inspection arranged and paid by the Seller at loading port. A copy of the SGS Report will be email ed to the Buyer.
14. Shipment arrives. SGS inspection arranged and paid by the Buyer at destination port. A copy of the SGS Report will be emailed to the Seller on the same day that it is received by the buyer.
15. Seller issues final Commercial Invoice.
16. Buyers p a y 100% of the Commercial Invoice by TT Wire Transfer MT 103 within 3 banking days after receiving the shipping documents including Bill of Lading and receiving the SGS Report done at the destination Port.
17. Next shipment commences as per shipping schedule in the SPA.
18. PLEASE NOTE. DLC / SBLC / UDLC & LC are never negotiated; it is just for bank guarantee for booking of orders only. Payment to be released via TT MT-103 after sharing set of shipping documents to the buyer’s bank

## CERTIFICADO DE ANALISIS QUIMICO

Vallenar, Martes 06 de Junio del 2023.

CER-Fe OT 7314-2023

Señor  
Jaime Torres  
TOWERS SPA  
Presente



Adjunto Certificado de Análisis Químico de muestra.

N°	Folio LSL N°	Id. Muestra	Cabeza									Concentrado	Ley
			% Fe	% P	% S	% SiO <sub>2</sub>	% Al <sub>2</sub> O <sub>3</sub>	% CaO	% MgO	% TiO <sub>2</sub>	% Dtt	% Fedtt	Magnética
1	6259	Acopio Desmonte	59,47	0,033	0,044	9,98	0,350	0,135	0,050	0,015	47,9	64,95	31,11

Resultados de análisis válidos sólo para las muestras proporcionadas por el cliente.



FIRMA VENDEDOR	FIRMA COMPRADOR



