

ICUMSA 45 TERMS AND CONDITIONS UP TO JULY 31th 2025 (in USD)

Prices applicable on July 2025 ; can change without notice.

CIF PRICE ICUMSA 45 - July 2025									
	PAYMENT REALISE AGAINST DOCUMENTS AT THE LOADING PORT	PERFORMANCE BOND	12 500 MT / Month	25 000 MT / Month	50 000 MT / Month	100 000 MT / Month	200 000 MT / Month	300 000 MT / Month	500 000 MT / Month
SBLC TRANSFERABLE	MT103/TT	2% PB	460	450	440	430	420	410	400
SBLC NON TRANSFERABLE	MT103/TT	NO PB	460	450	440	430	420	410	400
CASH DEAL 30% DEPOSIT	70% BY MT103/TT	N/A	465	455	445	435	425	415	405

Included In prices global commission.

PLEASE NOTE THAT : WE NO LONGER ACCEPT DLCs FOR THE MOMENT. THANK YOU FOR YOUR UNDERSTANDING.

UPDATED OCTOBER 2024

NOTES

- WE CANNOT AT THE MOMENT, A PRIORI UNTIL NOVEMBER 2024, RECEIVE DLCs WHETHER AS A GUARANTEE OR AS PAYMENT DUE TO CURRENT BANKING POSSIBILITIES
- SPECIFIC CASE OF BUYERS WHO USE THIRD PARTY ISSUERS FOR THE ISSUANCE OF THEIR FINANCIAL INSTRUMENTS (SEE GENERAL INFORMATION PAGE 2)
- ASSISTANCE FOR LEASED SBLC (SEE ANNEX PAGE 6)
- AS END-SELLER, WE SELL EXCLUSIVELY TO END-BUYERS. IF THE BUYER THAT IS ORDERING IS NOT THE EXIT BUYER, IT IS PREFERABLE TO OPEN A DIRECT CONNECTION BETWEEN US DIRECTLY AND THE EXIT BUYER TO AVOID ANY LEGAL/FINANCIAL ISSUES CONCERNING FCO, SPA, INSTRUMENTS AND PAYMENTS. WE OFFER A FULL GUARANTEE TO PROTECT COMPANIES AS WELL AS ALL INTERMEDIARIES.

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ACCEPTED PAYMENT GUARANTEES

1. SBLC TRANSFERABLE (FROM TOP 50 BANK)
2. SBLC NON-TRANSFERABLE - FROM TOP 50 BANK
3. CASH DEAL - 30% DEPOSIT & 70% REMAINING BALANCE (PAYMENT AT THE EMISSION OF THE BL/SGS)

PAYMENT GENERAL CONDITIONS

PAYMENT INSTRUMENT MUST BE ADDRESSED WITH OUR COMPANY OR OUR FIDUCIARY AS 1ST BENEFICIARY - NO TRANSFERRED INSTRUMENTS ARE ACCEPTED.
ALL FINANCIAL INSTRUMENT ARE ISSUED BY BUYER'S BANK - TOP 50 WORLD BANK.

PAYMENT RELEASE

BUYER PAYS BY MT103/TT AGAINST THE OFFICIAL SHIPPING DOCUMENT INCLUDING BL AND SGS OR CCIC REPORT AT LOADING PORT.



GENERAL INFORMATION

- **SGS OR CCIC INSPECTION AT THE LOADING PORT IS THE ONLY REFERENCE FOR PAYMENT RELEASE – BUT BUYERS ARE WELCOME TO APPOINT THEIR OWN CCIC/CIQ INSPECTION AT LOADING PORT (FOR CHINESE MARKET).**
- **WE DON'T ACCEPT CIQ AT DESTINATION PORT AS A CONDITION OF TRANSACTION/PAYMENT CONDITION: CIQ/CCIC INSPECTION MADE AT DESTINATION PORT IS NOT A REFERENCE FOR PAYMENT RELEASE AT DESTINATION PORT, ONLY AN SGS OR CIQ/CCIC INSPECTION AT THE LOADING PORT IS ACCEPTED.**
- **WE SEND CIF ASWP BY DEFAULT BUT WE CAN DO FOB (**USD -5.00/MT** DEDUCTION FROM OUR CIF PRICES).**
- **FOR AFRICA, WE DO ONLY IN FOB - EXCEPT FOR SPECIFIC GUARANTEE ON THE COVERAGE OF POSSIBLE ADDITIONAL COSTS FOR PARKING BOATS, DELAY IN LANDING, STORAGE, ETC.**

- FOR PAYMENT INSTRUMENTS, OUR COMPANY OR OUR FIDUCIARY MUST BE THE FIRST BENEFICIARY OF THE INSTRUMENT - NO TRANSFERRED INSTRUMENTS.
- **NO 2% PERFORMANCE BOND FOR TRIAL ORDERS AND FOR NON-TRANSFERABLE PAYMENT INSTRUMENTS.**
- **IMPORTANT: IN THE CASE OF THE INSTRUMENT ISSUANCE BY A THIRD PARTY, THE BUYER MUST ENSURE THE SERIOUSNESS OF THE ISSUER AND REMAINS FULLY RESPONSIBLE FOR IT. IF A FALSE INSTRUMENT IS ISSUED, THE BUYER WILL ASSUME THE CRIMINAL AND COMMERCIAL CONSEQUENCES. A SUM CORRESPONDING TO 0.1% OF THE TOTAL AMOUNT OF THE SBLC WILL HAVE TO BE PAID UPFRONT IN ORDER TO COVER THE LEGAL FEES / PLATFORM FEES (VALIDITY FOR 30 DAYS FOR THE SENDING OF THE SBLC – RENEWABLE BY A FURTHER PAYMENT OF 0.1% EACH MONTH UNTIL RECEIPT OF THE INSTRUMENT BY THE BANK). THIS SUM WILL BE DEDUCTED FROM THE AMOUNT OF THE FIRST SHIPMENT OF THE CONTRACT.**
- IF THE BUYER WANTS TO OPEN A FINANCIAL INSTRUMENT FOR THE TRIAL ONLY (AND AFTER ANOTHER FINANCIAL INSTRUMENT FOR THE MONTHLY CONTRACT), THE FINANCIAL INSTRUMENT NEEDED FOR THE TRIAL MUST BE VALIDITY OF 180 DAYS.
- PAST PERFORMANCE CAN BE GIVEN TOGETHER WITH 2% PB FOR TRANSFERABLE INSTRUMENT RECEIVED / CONFIRMATION OF ALLOCATION CAN BE GIVEN FROM THE SELLER'S LAWYER TO THE BUYER'S LAWYER.
- TRIAL + CONTRACT – 1ST MONTH COMPENSATION: IN THE CASE OF AN ORDER STARTING BY A 1ST MONTH IN TRIAL AND AN INFERIOR VOLUME (EX. 12,500 MT) FOLLOWED BY A 11 MONTHS CONTRACT AND A LARGER VOLUME (EX. 25,000 MT), THE 1ST MONTH IS AT THE PRICE OF 12,500 MT BUT IF THE CONTRACT IS ENGAGED, WE WILL COMPENSATE THE 1ST MONTH ADDITIONAL COST DURING THE FOLLOWING MONTHS.
- THE **COMPLETE GENEALOGY OF ALL THE INTERMEDIARIES UNTIL THE END BUYER** WILL BE REQUESTED BEFORE THE TRANSACTION START, WITH IDENTIFICATION, FULL NAMES, PHONE NUMBERS, EMAIL ADDRESSES AND ID (PASSPORT / IDENTITY CARD) IF POSSIBLE.

DIFFERENT PAYMENT GUARANTEES

- SBLC TRANSFERABLE / NON-TRANSFERABLE (**FROM TOP 50 BANK**) By SBLC 100% with our Company Fiduciary as first beneficiary, 100% Fully Cash-Backed, Irrevocable, **CONFIRMED**, Divisible, **TRANSFERABLE / NON-TRANSFERABLE**, Assignable and Unrestricted, Operative at sight at loading port via MT760 (Given as Guarantee only) – (Validity 365 +1 day)
- CASH DEAL BY **TT-MT103 – DEPOSIT TO ORDER / BALANCE PAYMENT BY TT-MT103 AT LOADING PORT**
The buyer sends by TT-MT103 the amount representing 30% of the value of the month of delivery by boats or 40% of the value of the month of delivery by containairs, as a deposit, then the remaining balance is released by TT-MT103 at the **LOADING PORT** against the set of documents of which the SGS

PROCEDURE

FOR CIF PROCEDURE (INCOTERMS 2020):

For each month delivery, **within 3 banking days**, Buyer pays by **MT103/TT** against the Official Set of Shipping Documents including BL and SGS Report **AT LOADING PORT**.

FOR FOB PROCEDURE (INCOTERMS 2020):

For each month delivery, **within 3 banking days**, Buyer pays by **MT103/TT** against the Official Set of Documents SGS Report **AT LOADING PORT** (IN WAREHOUSE AT THE LOADING PORT).

FOR SUGAR SHIPMENTS BY CONTAINERS:

Shipment by **20 TO 24 MT containers** for annual contract only - **Minimum 10 FCL x 12 MONTHS** - NOT FOR SPOT DEALS / NOT FOR BOATS CONTRACTS TRIAL - Payment by cash deals **40% / 60% AT LOADING PORT**.

SBLC TRANSFERABLE / NON-TRANSFERABLE

- BUYER SENDS **LOI + CIS/KYC WITH ID (PASSPORT)** OF THE SIGNATORY OR COMPANY CEO/MANAGER
- SELLER SENDS AN FCO TO THE BUYER
- BUYER SIGNS AN RETURNS THE FCO WITH AN ICPO VIA A CORPORATE EMAIL BY THE BUYER TO THE ADDRESS

- SELLER SENDS THE DRAFT SALES AND PURCHASE AGREEMENT (SPA) TO BUYER
- WITHIN 48 HOURS: BUYER SIGNS BACK THE SPA, INPUTS AUTHORIZED SIGNER'S PASSPORT, PROOF THAT THE SIGNER IS AUTHORIZED TO SIGN THIS CONTRACT, THE INCORPORATION CERTIFICATE OF COMPANY AND SENDS ITS OWN COMPANY CIS/KYC WITH ISSUING BANK COORDINATES OR THE CIS/KYC OF THE ISSUER OF THE FINANCIAL INSTRUMENT IF BUYER IS USING A FINANCIER TO ISSUE THE PAYMENT GUARANTEE AND BUYER SENDS BACK TO THE OFFICIAL EMAIL OF SELLER
- SELLER SIGNS THE SPA AND SENDS BACK ACCOMPANIED WITH THE PROFORMA INVOICE
- BUYER RETURNS THE PROFORMA INVOICE SIGNED WITH A **BCL+ATV** ISSUED BY BUYER'S BANK ON THE BUYER'S NAME TO SELLER'S BANK
- AFTER HAVING BEEN SIGNED AND STAMPED MANUALLY BY THE SELLER AND BUYER, SELLER WILL SEND VIA THE "DOCUSIGN" SERVICE FOR THE MANAGEMENT OF ELECTRONIC SIGNATURES AND DIGITAL TRANSACTIONS (<https://www.docusign.com/>) AND DEEMED AS HAVING ORIGINAL VALUE WITH ALL THE ASSOCIATED LEGAL AND LEGAL SCOPE. IT WILL THEREFORE BE A SUBSTITUTE FOR THE ORIGINAL PAPER
- WITHIN 7 BUSINESS DAYS, BUYER ISSUES **THE FINANCIAL INSTRUMENT DRAFT – REAL DRAFT FROM THE BANK WITH ALL RELATED INFORMATION FULLFILL INCLUDING THE CONFIRMING BANK DETAIL** - TO SELLER BY OFFICIAL EMAIL
- SELLER VALIDATES DRAFT WITH FIDUCIARY FIRM AND INDICATES THE REVIEWS IF NEEDED OR ADVISES IF THE FINANCIAL INSTRUMENT CAN BE OPENED (**NO FINANCIAL INSTRUMENT SHOULD BE SENT DIRECTLY TO THE BANK WITHOUT PRIOR VALIDATION OF THE DRAFT. OTHERWISE, IT WILL BE REFUSED AND THIS WILL CONSTITUTE A BREACH OF BUSINESS**)

- **IF THE SBLC IS ISSUED BY A THIRD-PARTY ISSUER, A SUM CORRESPONDING TO 0.1% OF THE TOTAL AMOUNT OF THE SBLC WILL HAVE TO BE PAID UPFRONT BY TT-MT103** IN ORDER TO COVER THE LEGAL FEES / PLATFORM FEES (VALIDITY FOR 30 DAYS FOR THE SENDING OF THE SBLC – RENEWABLE BY A FURTHER PAYMENT OF 0.1% EACH MONTH UNTIL RECEIPT OF THE INSTRUMENT BY THE BANK). THIS SUM WILL BE DEDUCTED FROM THE AMOUNT OF THE FIRST SHIPMENT OF THE CONTRACT.
- WITHIN 10 DAYS AFTER PAYMENT INSTRUMENT DRAFT VALIDATION, BUYER'S BANK SENDS THE SWIFT (MT760) MESSAGE TO THE FIDUCIARY'S BANK
- [WITHIN 10 DAYS MAXIMUM AFTER THE FINANCIAL INSTRUMENT IS OPENED, 2% PERFORMANCE BOND IS GRANTED TO BUYER'S BANK]
- WITHIN 35/40 DAYS MAXIMUM AFTER THE FINANCIAL INSTRUMENT IS OPENED, DELIVERY STARTS
- WITHIN 3 BUSINESS DAYS AFTER THE SHIPPING DOCUMENT INCLUDING SGS REPORT IS GIVEN TO BUYER, REAL PAYMENT IS RELEASED BY MT103/TT **AT LOADING PORT.**

CASH DEAL

- BUYER SENDS **LOI + CIS/KYC WITH ID** (PASSPORT) OF THE SIGNATORY OR COMPANY CEO / MANAGER
- SELLER SENDS AN FCO TO THE BUYER
- BUYER SIGNS AN RETURNS THE FCO WITH AN ICPO VIA A CORPORATE EMAIL BY THE BUYER TO THE ADDRESS
- SELLER SENDS THE DRAFT SALES AND PURCHASE AGREEMENT (SPA) TO BUYER
- WITHIN 48 HOURS: BUYER SIGNS BACK THE SPA, INPUTS AUTHORIZED SIGNER'S PASSPORT, PROOF THAT THE SIGNER IS AUTHORIZED TO SIGN THIS CONTRACT, THE INCORPORATION CERTIFICATE OF COMPANY AND SENDS ITS OWN COMPANY CIS/KYC WITH ISSUING BANK COORDINATES OR THE CIS/KYC OF THE ISSUER OF THE FINANCIAL INSTRUMENT IF BUYER IS USING A FINANCIER TO ISSUE THE PAYMENT GUARANTEE AND BUYER SENDS BACK TO THE OFFICIAL EMAIL OF SELLER:
- SELLER SIGNS THE SPA AND SENDS BACK ACCOMPANIED WITH THE PROFORMA INVOICE

- BUYER RETURNS THE PROFORMA INVOICE SIGNED WITH A **BCL+ATV** ISSUED BY BUYER'S BANK ON THE BUYER'S NAME TO SELLER'S BANK
- AFTER HAVING BEEN SIGNED AND STAMPED MANUALLY BY THE SELLER AND BUYER, SELLER WILL SEND VIA THE "DOCUSIGN" SERVICE FOR THE MANAGEMENT OF ELECTRONIC SIGNATURES AND DIGITAL TRANSACTIONS (<https://www.docusign.com/>) AND DEEMED AS HAVING ORIGINAL VALUE WITH ALL THE ASSOCIATED LEGAL AND LEGAL SCOPE. IT WILL THEREFORE BE A SUBSTITUTE FOR THE ORIGINAL PAPER
- WITHIN 5 BUSINESS DAYS AFTER SIGNATURE OF THE CONTRACT AND OF THE PROFORMA INVOICE, **A DEPOSIT OF 30% FOR SHIPMENTS BY BOATS / A DEPOSIT OF 40% FOR SUGAR SHIPMENTS BY CONTAINERS** IS MADE BY MT103-TT TO THE SELLER'S ACCOUNT.
- WITHIN 3 BUSINESS DAYS AFTER RECEIVING THE SET OF DOCUMENTS INCLUDING SGS REPORT, THE **REMAINING BALANCE** IS RELEASED BY MT103-TT **AT LOADING PORT.**

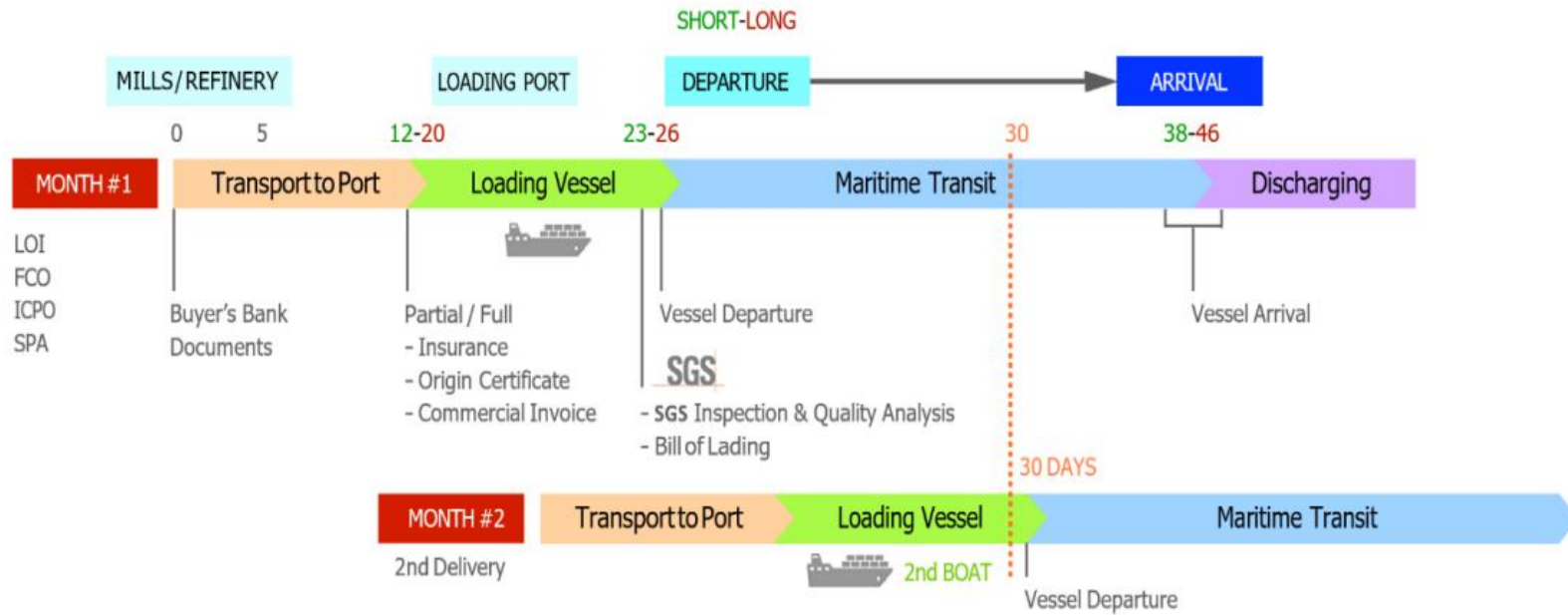
BANKS / FIDUCIARIES / LEASED FINANCIAL INSTRUMENTS



- WE HAVE SEVERAL BANK ACCOUNTS: IN SWITZERLAND FOR ACTIVITIES OTHER THAN COMMODITIES, IN SRI LANKA (PAN ASIA BANK) TO RECEIVE SMALL INSTRUMENTS (10 TO 30 MILLION USD), AND VIA OUR TRUSTEES, DBS SINGAPORE, UOB SINGAPORE, HSBC HK, OCBC...
- FOR BUYERS ENCOUNTERING PROBLEMS ISSUING THEIR SBLC, WE CAN OFFER SEVERAL OPTIONS, VIA OUR FIRM WHICH THEN TAKES CARE OF THE WHOLE THING OR DIRECTLY WITH VALID PROFESSIONALS HAVING THE POSSIBILITY OF ISSUED **CASH BACKED LEASED SBLC.**

CHRONOGRAM (TYPICAL) IN DAYS

THIS CHRONOGRAM IS AN EXAMPLE, AND CAN VARY DEPENDING IN THE ORDER'S PARAMETERS (QUANTITY, DESTINATION, LOADING TIME, PORT CLUTTER, METEO AND MARITIME CONDITION)



MARITIME TIME, ROUTE AND DISTANCE CALCULATOR: <http://ports.com/sea-route/>
 VESSEL TRACKING: <https://www.vesselfinder.com/fr>



