



KIMBERLY TRADING

COMMODITY SPECIALISTS

PROCEDURES

BRAZIL CONTAINER SUGAR DIRECT FROM MILLS

1. AFTER RECEIPT OF SOFT OFFER, THE BUYER ISSUES FRESHLY DATED AND SIGNED LOI (LETTER OF INTENT) ON OFFICIAL LETTERHEAD CONTAINING QUANTITY, TARGET PRICE, CONTRACT LENGTH, BANKING INFORMATION, AND WRITTEN PERMISSION FOR SOFT PROBE. *LOI FORMAT AVAILABLE ON REQUEST*
2. THE SUGAR MILL REVIEWS THE LOI AND UPON ACCEPTANCE ISSUES PRO-FORMA INVOICE AND DRAFT CONTRACT TO BUYER FOR AMENDMENTS AND ACCEPTANCE, THE BUYER SIGNS AND RETURNS THE DRAFT CONTRACT SHOWING ALL AMENDMENTS REQUIRED INITIALED AND ADDS THEIR FULL BANKING COORDINATES, CONFIRMING BANKING INFORMATION AND CONTACT INFORMATION
3. THE SUGAR MILL, AFTER AGREEING AND FINALIZING ALL AMENDMENTS WITH THE BUYER, AMENDS WHERE NECESSARY THE CONTRACT, AND SIGNS, SEALS AND ISSUES TO THE BUYER A FINAL COPY OF THE CONTRACT FOR COMPLETION.
4. WITHIN 7 (SEVEN) BANKING DAYS AFTER THE SIGNATURE OF THE FINAL CONTRACT BY BOTH PARTIES THE BUYER'S BANK WILL ISSUE FINANCIAL INSTRUMENT TO THE SUGAR MILL'S BANK
5. SHIPMENT PROCEEDS AS PER THE AGREED CONTRACT TERMS AND SCHEDULE

THESE ARE EXAMPLES OF STANDARD PROCEDURES. ACTUAL PROCEDURES FOR ANY PARTICULAR DEAL MAY VARY DEPENDING ON SPECIFIC OFFER AND SUPPLIER

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PROCEDURES

THAI CONTAINER SUGAR

1. AFTER RECEIPT OF SOFT OFFER, THE BUYER ISSUES FRESHLY DATED AND SIGNED LOI (LETTER OF INTENT) ON OFFICIAL LETTERHEAD CONTAINING QUANTITY, TARGET PRICE, CONTRACT LENGTH, BANKING INFORMATION, AND WRITTEN PERMISSION FOR SOFT PROBE. *LOI FORMAT AVAILABLE ON REQUEST*
2. THE SELLER REVIEWS THE LOI AND UPON ACCEPTANCE ISSUES PRO-FORMA INVOICE AND SALES AND PURCHASE CONTRACT TO BUYER FOR ACCEPTANCE, THE BUYER SIGNS AND RETURNS THE SALES AND PURCHASE AND ADDS THEIR FULL BANKING COORDINATES, CONFIRMING BANKING INFORMATION AND CONTACT INFORMATION
3. WITHIN 3 (THREE) BANKING DAYS AFTER THE SIGNATURE OF THE FINAL CONTRACT BY BOTH PARTIES THE BUYER'S BANK WILL ISSUE FINANCIAL INSTRUMENT TO THE SUGAR MILL'S BANK. ***PLEASE NOTE: THAI SUGAR PRICES ARE BASED ON LONDON STOCK EXCHANGE PRICES AND THEREFORE OFTEN CHANGE DAILY. IN ORDER TO CONFIRM ANY PRICE OFFERED FOR THAI SUGAR THE SUPPLIER MUST RECEIVE THE BUYERS FINANCIAL INSTRUMENT WITHIN 3 (THREE) BANKING DAYS OF FINAL CONTRACT SIGNING. FAILURE TO COMPLY WITH THIS CONDITION MAY RESULT IN CONTRACT CANCELLATION OR PRICE ADJUSTMENT***
4. SHIPMENT PROCEEDS AS PER THE AGREED CONTRACT TERMS AND SCHEDULE

THESE ARE EXAMPLES OF STANDARD PROCEDURES. ACTUAL PROCEDURES FOR ANY PARTICULAR DEAL MAY VARY DEPENDING ON SPECIFIC OFFER AND SUPPLIER

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