

# EMDISCOM

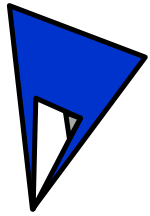
*Management & Intermediation In Trade*

## IRON ORE SOFT OFFER

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|--|---|
| <b>COMMODITY</b>                           | IRON ORE 64.5% FE (CAN BE BLENDED TO ANY SPECIFICATION)   |
| <b>ORIGIN</b>                              | MEXICO  |
| <b>QUANTITY</b>                            | MINIMUM 150,000 MT/MONTH – MAXIMUM 1,000,000 MT/MONTH   |
| <b>PRICE</b>                               | USD 145.00/MT CIF MAIN PORT, CHINA  |
| <b>SPECIFICATION</b>                       | IRON ORE - 64.5% (REJECTION BELOW 63%)<br>SiO <sub>2</sub> - 3.0%, MAX 4.0%<br>Al <sub>2</sub> O <sub>3</sub> - 2.0%, MAX 3.0 %<br>P - 0.015%, MAX 0.09%<br>S - 0.05%, MAX 0.10%<br>MOISTURE: 4% TO 6% AT 105 DEGREES |
| <b>PACKING</b>                             | LOOSE BULK IN VESSEL  |
| <b>PORT OF LOADING</b>                     | AT SELLER'S OPTION  |
| <b>PERFORMANCE BOND<br/>PAYMENT TERMS:</b> | 2% PB TO BUYER ISSUED BY SELLER'S BANK.<br>IRREVOCABLE, CONFIRMED, DIVISIBLE, NON-TRANSFERABLE AND<br>REVOLVING DL/C 100% AT SIGHT PAYABLE AGAINST FULL SETS OF<br>SHIPPING DOCUMENTS AT LOADING PORT                 |

### PROCEDURE (AS AGREEABLE WITH BUYER'S SPECIFICATION)

- BUYER ISSUES ICPO W/AUTHORIZATION FOR SOFT PROBE AND NCNDA/IMFPA. ICPO MUST BE NEW, AND NOT OLDER THAN 2 DAYS
- SELLER ISSUES FCO.
- BUYER SIGN, SEAL AND RETURN FCO TO SELLER
- SELLER/ BUYER EXCHANGE COPY OF CERTIFICATE OF REGISTRATION OF COMPANY BY E-MAIL,
- SELLER ISSUES DRAFT CONTRACT TO THE BUYER BY E-MAIL FOR ACCEPTANCE AND SIGNATURE.
- BUYER ACCEPTANCE OF THE DRAFT CONTRACT BY E-MAIL.
- BUYER & SELLER SIGN FINAL CONTRACT (ELECTRONIC COPY OF THE CONTRACT SHALL BE DEEMED TO BE ENFORCEABLE AND LEGAL BEFORE THE HARD COPIES ARE EXCHANGED)
- SELLER SIGNED IMFPA BY E-MAIL
- SELLER/BUYER SIGN PHYSICAL CONTRACT AND EXCHANGE VIA UPS (FEDEX) OR DHL,
- SELLER SENDS TO BUYER (7) COPIES OF LEGALIZED SIGNED HARD COPY OF CONTRACT VIA UPS (FEDEX) OR VIA DHL
- BUYER TO RETURN SELLER (3) COPIES OF SIGNED CONTRACTS VIA UPS (FEDEX) OR VIA DHL O., LTD



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## **BANKING/WORKING PROCEDURE**

- 1) UPON EXCHANGES HARD COPY OF SIGNED CONTRACT/LEGALIZED ORIGINAL CONTRACT, BUYER'S BANK ISSUE BCL TO SELLER.
- 2) WITHIN 5 BANKING DAYS AFTER RECEIVED A BCL, SELLER SHALL INFORM THAT THEY ARE READY AND SHOULD ISSUE PRO-FORMA INVOICE (PROVISIONAL INVOICE) (P/I), AND THE SELLER'S BANK SHALL ISSUE A RWA (READY WILLING AND ABLE LETTER) VIA SWIFT MT999 TO BUYER'S BANK.
- 3) WITHIN 5 BANKING DAYS AFTER RECEIVED NOTICE THE P/I AND RWA MT999, THE BUYER'S BANK WILL ISSUE PRE- ADVICE (P/A) OF DLC VIA SWIFT MT705.
- 4) WITHIN 7-10 BANKING DAYS AFTER RECEIVED THE P/A MT705, SELLER'S BANK SHALL ISSUE A NON- OPERATIVE IRREVOCABLE 2% PERFORMANCE BOND (PB) STANDBY LETTER OF CREDIT (SBLC) (RENEWABLE) VIA SWIFT MT799 OR ISSUE A NON- OPERATIVE IRREVOCABLE IN 2% BG (BANK GUARANTEE) BY BANK VIA SWIFT MT760, ISSUED BY WORLD PRIME TOP 50 BANK U.S. DOLLARS, THE PB COVERING THE AMOUNT OF ONE MONTH SHIPMENT OF GOODS, WITH VALIDITY 13 (THIRTEEN) MONTHS, THE PB WILL BE RENEWABLE MONTHLY. UPON SUCCESSFUL EXECUTION OF ALL SHIPMENTS, THE PB WILL AUTOMATICALLY BECOME NULL & VOID
- 5) WITHIN 7-10 BANKING DAYS AFTER RECEIVED A NON- OPERATIVE PB, THE BUYER'S BANK WILL ISSUE AN OPERATIVE IRREVOCABLE, CONFIRMED, DIVISIBLE, NON-TRANSFERABLE AND REVOLVING DL/C AT SIGHT, PAYABLE 98% AGAINST FULL SETS OF SHIPPING DOCUMENTS AT LOADING PORT AND BALANCE 2% PAYABLE AFTER CIQ AT DISCHARGE PORT. AND PAYMENT OF EVERY SHIPMENT, AND ISSUED BY WORLD PRIME TOP 50 BANK IN U.S. DOLLARS, WITH THE SUBSEQUENT ACCEPTANCE BY THE SELLER, THE OPERATIVE DLC AUTOMATIC ACTIVATE THE NON-OPERATIVE PB
- 6) WITHIN 10-15 BANKING DAYS AFTER RECEIVED AN OPERATIVE DLC, THE SELLER'S BANK SHALL BE ISSUE THE FULL POP VIA SWIFT MT999.
- 7) SHIPMENT AND DELIVERY COMMENCE AS CONTRACT PER MUTUALLY AGREED SCHEDULE.

**THE PRICES AND TERMS ARE SUBJECT TO CHANGE WITHOUT NOTICE OR ACCORDING MARKET CONDITIONS**



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