

Price List for Bulk Sales and Small Quantities (CIF, ASWP) ICUMSA 45 ICUMSA 150 VHP 600-1200

ICUMSA-45

Highest Quality:

Recognized for its exceptional purity and superior quality.

Characteristics:

- Purity: Extremely pure (ICUMSA value ≤ 45).
- Appearance: Sparkling white with a fine crystalline texture.
- Flavor: Clean and sweet taste.
- Odor: Completely odorless.
- Available Purchase Options:
- Large Volumes Bulk Shipments
- •From 12.5 kMT up to 500 kMT at competitive prices.
- •Delivery CIF ASWP (Any Safe World Port).
- •Payment methods: SBLC / DLC.
- Retail & Containerized Sales
- ·Bags from 1kg to 50kg.
- •Ideal for distributors and supermarkets.
- •Available in customized packaging.
- •Delivery CIF ASWP.
- •Payment methods: SBLC / DLC.



ICUMSA-150

High-Quality Alternative to ICUMSA-45:

- ✓ Versatile and cost-effective.
- ✓ Balances purity, quality, and affordability.

Characteristics:

- Purity: ICUMSA value ≤ 150.
- Appearance: Light cream or off-white color.
- ☑ Flavor: Clean, sweet taste with a slight hint of natural molasses.
- Odor: Mostly odorless.
- Available Purchase Options:
- 1 Large Volumes Bulk Shipments
- •From 12.5 kMT up to 500 kMT at competitive prices.
- •Delivery CIF ASWP (Any Safe World Port).
- •Payment methods: SBLC / DLC.
- 2 Retail & Containerized Sales
- ·Bags from 1kg to 50kg.
- •Ideal for distributors and supermarkets.
- •Available in customized packaging.
- Delivery CIF ASWP.
- •Payment methods: SBLC / DLC.



VERY HIGH POLARIZED (VHP) 600-1200

High Quality:

Commonly referred to as raw sugar that retains a significant amount of natural molasses and impurities, giving it a distinct color and flavor profile.

Characteristics:

- Purity: ICUMSA value ≤ 600.
- Appearance: Deep brown to light brown.
- Flavor: Rich, robust with strong molasses notes.
- **Odor:** Noticeable natural aroma.
- Available Purchase Options:
- Large Volumes Bulk Shipments <a>=
- •From 12.5 kMT up to 500 kMT at competitive prices.
- •Delivery CIF ASWP (Any Safe World Port).
- •Payment methods: **SBLC / DLC**.
- 2 Retail & Containerized Sales
- ·Bags from 1kg to 50kg.
- •Ideal for distributors and supermarkets.
- •Available in customized packaging.
- Delivery CIF ASWP.
- •Payment methods: SBLC / DLC.



★ OPERATIONAL PROCEDURE FOR THE SALE OF ICUMSA 45 SUGAR

FRATICELLI FOCCUS TRADING LLC

- **₱ PHASE 1: NEGOTIATION INITIATION**
- 1 BUYER'S REQUEST
- The prospective buyer sends a Letter of Intent (LOI) and KYC addressed to the seller.
- 2 ISSUANCE OF FULL CORPORATE OFFER (FCO)
- The seller issues the Full Corporate Offer (FCO) with the terms and conditions of the transaction.
- 3 ACCEPTANCE AND RETURN OF THE FCO
- **The buyer signs and returns the FCO**, including:
- ✓ Full banking details
- ✓ Corporate information
- √ Company registration
- 4 SALES AND PURCHASE AGREEMENT (SPA) SUBMISSION
- The seller sends the Sales and Purchase Agreement (SPA) to the buyer for review.
- 5 REVIEW AND SIGNING OF SPA
- The buyer reviews the SPA and submits comments regarding any requested amendments.
- After agreeing on the terms, the buyer signs the SPA electronically.

★ CONTINUATION OPERATIONAL PROCEDURE FOR THE SALE OF ICUMSA 45 SUGAR

- **5** PHASE 2: ISSUANCE OF FINANCIAL INSTRUMENT
- 6 FINANCIAL GUARANTEE PROCESS
- Within five (5) business days after contract execution, the buyer initiates the process for the issuance of a Confirmed Documentary Letter of Credit (MT700) or Standby Letter of Credit (MT760) for the value of one month's shipment, with a validity of thirteen months.
- ✓ Prior to the issuance of the MT760, the seller will issue a proforma invoice for one month's supply.
- The buyer will send an MT799 banker-to-banker email to the seller's nominated bank with the pre-advice verbiage of MT760.
- 7 PERFORMANCE BOND ISSUANCE
- The seller will issue a 2% performance bond within ten (10) business days after verifying the financial instrument.
- A PHASE 3: LOGISTICS AND DELIVERY
- **8** PACKAGING, INSPECTION, AND SHIPPING PROCESS
- **Within 35 days after MT700/MT760 validation**, the following will be carried out:
- Packaging
- Quality inspection
- Loading and transportation
- Shipping of sugar to the destination port
- 9 SENDING DOCUMENTS TO THE BUYER
- The seller sends all complete cargo documents to the buyer:
- ✓ By email for payment processing.
- ✓ By courier for physical documents.
- **BUYER'S FINAL PAYMENT**
- Within three (3) business days, the buyer's bank sends MT103 T/T for the full invoice value with no deductions.

★ ICUMSA 45 PRICE LIST - LARGE VOLUMES & BULK BEGINNING OF 2025

Quantity (kMT)	Price per MT (USD)		
12.5	\$527		
25	\$518		
50	\$510		
100	\$501		
200	\$492		
300	\$484		
500	\$475		

- **☐** Important Notes:
- ✓ Prices valid for 7 days from the issuance date.
- ✓ If using DLC/SBLC (Non-Transferable), add \$5.00 USD/MT to the listed prices.
- Prices may fluctuate significantly due to market volatility.

ICUMSA-45 PRICE RETAIL AND CONTAINERS BEGINNING OF 2025

Bag Size	Bags per 20' Container	USD Cost per 20' Container	USD Cost per Bag CIF
1KG	22,000	\$2,500.00	\$0.69
2KG	11,000	\$2,500.00	\$1.38
3KG	7,334	\$2,500.00	\$2.07
5KG	4,400	\$2,500.00	\$3.45
10KG	2,200	\$2,500.00	\$6.90
25KG	880	\$2,500.00	\$17.25
1LB	48,500	\$2,500.00	\$0.32
2LBS	24,000	\$2,500.00	\$0.64
3LBS	16,000	\$2,500.00	\$0.96
5LBS	9,700	\$2,500.00	\$1.60
10LBS	4,800	\$2,500.00	\$3.20
20LBS	2,400	\$2,500.00	\$6.40
30LBS	1,600	\$2,500.00	\$9.60
40LBS	1,200	\$2,500.00	\$12.80
50LBS	970	\$2,500.00	\$16.00

Basic Terms & Conditions

- ✓ Purchase & Repackaging:
- •Sugar is purchased in bulk and repacked at our facility in Brazil into various bag sizes ranging from 1 pound to 50 pounds (or 1 kilogram to 50 kilograms) depending on the region where the stock is being purchased.
- Packaging Structure:
- •Bags are constructed using single or multi-wall techniques to meet market demands.
- •Example: We use paper/polybag/paper in our 25kg bags to prevent moisture absorption.
- ✓ Packaging for Smaller Bags:
- •For bag sizes smaller than 25kg/lbs, these are packed into master bags for shipment. The quantity per master bag varies depending on customer demand.
- Certifications:
- •All sugar sold will include the necessary certifications required for individual markets.
- Minimum Order Requirements:
- •Minimum order quantities apply for private label (OEM) packaging, which will be confirmed at the time of inquiry. Additionally, OEM packaging costs may require upfront payment.
- Payment Methods:
- •We accept Transferable Standby Letters of Credit (SBLC) with monthly shipments, which are paid via MT103 (TT).

General Terms and Conditions

- International Standards:
- •ICC (International Chamber of Commerce): www.iccwbo.org
- •Incoterms 2020: These are standard trade definitions most commonly used in international sales contracts.
- More about Incoterms
- Authorized Ports:
- •We operate only with ports and countries that are not sanctioned by the U.S.
- •For a list of countries with U.S. trade restrictions, visit:
- www.treasury.gov
- ☑ Privacy and Confidentiality Policy:
- •Factory, silo, and mill visits are not allowed.
- •We do not share documents such as Bills of Lading, Inspection/Analysis Reports, or any past transaction records.
- •Our company strictly complies with confidentiality agreements with our clients.
- **✓** Errors and Typographical Differences:
- •Any typographical errors or written differences of this nature will be reviewed and corrected as needed.



- E Key Benefits:
 - Global Experience: Extensive track record in international commodity trading. Competitive
- ✓ Conditions: Attractive pricing with flexibility in volumes and payment terms. Transparency and Security: Clear processes aligned with international standards. Efficient Logistics
- ✓ Network: Strategic partnerships with top-tier ports and cargo operators. Personalized Support: Expert team available to meet every client's needs.