

## Procedures for the Sale of Brazilian Commodities

This document summarizes the main **Procedures for the Sale of Brazilian Commodities by Reobote Agricola**, with negotiations between the **Buyer** and **Reobote Agricola** conducted in accordance with our **Conditions of Sale**, available on our website.

- a) The negotiation for the supply of **Products** between **Reobote Agricola** and the **Buyer** will be conducted in English, which includes emails, electronic messages, and documents.
- b) Documents must be prepared in English, signed, stamped, scanned in pdf format, and sent by email.
- c) Message exchanges between the **Parties** by any electronic means are considered valid and effective.
- d) Negotiation begins with the sending of an **LOI** from the **Buyer** to **Reobote Agricola**, containing information about the company, bank details, products, specifications, payment method, port of destination and Incoterms.
- e) Based on the **LOI** information, **Reobote Agricola** will seek, among its strategic partners, the best alternative to meet the **Buyer's** technical and commercial needs and will send an **SCO**. Depending on the product or volume requested by the **Buyer**, **Reobote Agricola** itself may be the **Seller**.
- f) If the **Buyer** accepts the conditions proposed in the **SCO**, he must issue an **IPCO** and obtain a **BCL** from his bank. The **IPCO** must contain information about the company, bank details, product, specifications, payment, procedures and guarantees.
- g) After analysis by **IPCO** and **BCL**, **Reobote Agricola** and/or **Sellers** appointed by it will issue an **FCO**, which will be sent to the **Buyer**.
- h) If **Reobote Agricola** indicates **Sellers** to the **Buyer**, the **FCO** will be sent to the Buyer accompanied by the **NDNC** and the **IMFPA**.
- i) The **Buyer** must sign and stamp the **FCO**, the **NDNC** and the **IMFPA**, scan the documents and send them by email to **Reobote Agricola**.
- j) **Reobote Agricola** will send the **SPA** draft to the **Buyer**, accompanied by the **DLC** or **SBLC** model and the IP.
- k) The **Buyer** must sign and stamp the **PI** and return the **Reobote Agricola** by email.
- l) The **SPA** must be signed and stamped by the **Buyer** and sent by email to **Reobote Agricola**.
- m) The **DLC** or **SBLC** must be issued by the **Buyer's** bank as **MT700** or **MT760**. The banking instrument must be transferable, irrevocable, divisible, operational, renewable, and confirmed by one of the top 50 banks in the world.
- n) After opening the **DLC** or **SBLC** banking instrument, **Reobote Agricola** or the **Seller** indicated by it, the bank of **Reobote Agricola** or the **Seller** will send the **PB** agreed in the **FCO** to the buyer's bank, limited to a maximum of 2% of the value of a remittance.
- o) The **Products** will be supplied by **Reobote Agricola** or by the **Seller** indicated by it in the commercial standard agreed in the **SPA**.

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- p) The **Products** will be sent by **Reobote Agricola** or by the Seller indicated by it to the port of origin in Brazil, with customs clearance provided for shipment on the ship.
- q) The **Buyer** will be notified by Reobote Agricola of the estimated date of loading of the **Products** on the ship. Observing the legal formalities, there is no impediment for the **Buyer** to monitor the shipment of the **Products** at the port of origin in Brazil.
- r) The **Products** will be inspected by **SGS** before loading onto the ship, in order to verify that they meet the commercial standard established between the **Parties**.
- s) For all purposes, the inspection conducted by **SGS** attests to the commercial standard of the **Products**, exempting **Reobote Agricola** or the **Sellers** from any claims by the **Buyer** regarding the commercial standard of the **Products**.
- t) The vessel will be released with the **BL**, the Inspection Certificate by **SGS**, the Phytosanitary Certificate and other certificates agreed between the **Parties** to the **SPA**.
- u) **Reobote Agricola** will forward the documents established in item "u" to the **Purchaser** and its bank by email.
- v) The **Buyer's bank** must make the payment to **Reobote Agricola** or to the **Seller** indicated by it on the business day following receipt of the documents, forwarded the corresponding **MT103**, in order to prove the payment has been made.
- w) Prices for **Products** do not include any applicable taxes in Brazil on export, nor any applicable taxes in the country of destination. Such taxes, if applicable, will be paid by **Buyer**.