



## **SOFT COOPERATE OFFER**

**RUSAGRO TAMBOV LLC**, is Russia's largest vertically integrated agricultural holding company. Our agricultural business-line consists of five agricultural companies. Agriculture business line land bank consists of 637 thousand hectares with total storage capacity of grain elevators and yards exceeding 1 million tons. Our land bank is concentrated around sugar plants, animal feed mills and storage facilities.

We grow and harvest sugar beet, wheat, corn, soya, sunflower and grape. Our sugar beet is processed at our sugar plants. We supply our meat business line with grains (for feedstock) and sell other products at the "free market" to local consumers (meat and poultry farms, millers, oil extraction facilities, etc) and to traders as well as export to our customers abroad. We also provide grain storage services at our facilities to 3rd parties.

In 2017-2018 agriculture business-line developed digitalization concept and set out digital transformation strategy for 2018–2022. Our current focus is operationalization of the digital management system and rolling it across the business.

**RUSAGRO TAMBOV LLC** in exporting products from Russia to foreign markets

### **LIST OF AGRICULTURAL PRODUCTS**

- **SUGER**
- **WHEAT**
- **SOYBEANS**
- **SUNFLOWER OIL/SEEDS**
- **BARLEY**
- **YELLOW CORN**
- **SUGAR BEET**
- **FOOD AND FODDER WHEAT**
- **FODDER AND MALTING BARLEY**





- **HIGH-PROTEIN SOYA**
- **FODDER CORN**
- **FOOD SUNFLOWER**

**PRODUCT ORIGIN: RUSSIA FEDERATION**

## **TRANSACTION PROCEDURE (CIF)**

1. Buyer sends LOI/ICPO with full banking details with permission for soft probe
2. Seller sends FCO to the buyer
3. Buyer signs FCO and sends to Seller.
4. Buyer pay for products export clearance and carrier services
5. Seller issued draft contract to Buyer, and Buyer signed draft contract to return back to Seller.
6. Upon acceptance of draft contract, Buyer and seller execute the contract.
7. Buyer and seller sign NCND and IMFPA.
8. Legalization of the hard copies contract
9. Seller issues JSC RUSSIANRAILWAYSAGREEMENT.
10. Buyer signs and returns.
11. Buyer pays tariff cost to JSC RUSSIAN RAILWAYS for transportation of the product to the loading port. And both Seller and Buyer negotiate for Taxation fees payment.
12. The tariff charges for JSC RUSSIAN RAILWAYS from the factory to the loading port and also enable buyer to obtain the hard copies and proof of product (POP) and other documents, under the present government law.
13. Buyer and Seller bank communicate and agree on the final wording of LC
14. Seller bank issue to Buyers bank the proof of product (POP)





15. Seller's bank notifies the Buyer's Bank that they are ready to issue non-operative 2% PB to the buyer's bank. The 2%PB will be placed in buyer's account should the seller fail to supply the cargo of the product, this 2% PB will be paid to buyer and intermediaries accordingly as compensation.
16. Buyer's bank issue 100%Non-Operative DLC for each cargo shipment of monthly delivery.
17. Seller's bank issue 2% PB to the Buyer's Bank which will automatically activate the DLC.
18. The SGS inspection will be borne by Seller.
19. Shipment commence as per contract.
20. Buyer releases payment to all Brokers/ Agents same time out-turn shipment delivered Per slot via wire transfer within 23 banking days after discharge of cargo and receipt of all relevant shipping documents

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