Brasil Sugar

ICUMSA 45

ICSM SpA

MAIN MARKETER

INCOMMERCE

MARKETING COMPANY

Brasil, the Largest Sugar Producer

Brasil is the world's largest producer of sugarcane, sugar and fuel alcohol and one of the most cost efficient producers of sugar. It is also the leading exporter of sugar. Sugar accounts for about 2 percent of the country's gross national product, 17 percent of the country's agricultural product.

Sugar **ICUMSA-45** is only produced in large quantities after confirmed sales, in the Brasilian domestic market only industries use this type of sugar, recently the sugar **ICUMSA-45** was introduced in the domestic market with the denomination " Top Quality".

In large quantities stored in warehouse only is Raw sugar, Crystal sugar ICUMSA-100 and 150. Out of the 38 million tons of sugar produced in Brasil by 2009 only 4.5 million tons were **ICUMSA-45.**
The issue of logistics is also complex. Currently the ports of Santos and Paranagua thereare many ships waiting for berthing and consequences for all warehouses are completely blended. The cost of storing sugar **ICUMSA-45** produced, bagged and stored in the port is very high, which makes it unfeasible.

Therefore, sugar refining, storage and bagging for shipment only be achieved after the sale effectively. The average delivery time of sugar at the port ready for shipment can several 30-45 days depending on the refining, transportation to the port of load and delay in berthing of vessels.

Knowing the Sugar

Setting the standard which other types of sugar are measured against, **ICUMSA-45** sugar is the world's leading consumer sugar. A highly refined sugar product, it is easily recognizable by its distinctive sparkling white color and pure sucrose taste. **ICUMSA-45** is perpetually in high demand as it is the safest form of sugar, due to the fact that the refining process by which it is created removes the bacteria and contaminants often present in raw sugars which can pose a threat to human health.

ICUMSA is an acronym for the **International Commission For Uniform Methods of Sugar Analysis**, an international regulatory body which sets the standard for sugar analysis tests thereby creating a system which can be used occasions. The ICUMSA ratings method allows a meaningful and accurate description of the product which can be easily understood by interested parties no matter where they come from.

Refining Sugar

Affinition: The first step in removing the contaminants in raw sugar is mixing the raw sugar with a high sugar syrup to create what is called ‘magma’. This magma is then put into a centrifugal chamber where it is spun at high speed, driving off the liquid content and leaving light brown sugar crystals behind. This stage is often unnecessary if the refinery is working with VHP raw sugar.

Carbonation: To create a high quality **ICUMSA-45** product however, more refining is necessary. In the next stage of the refining process, the sugar crystals are removed from the centrifugal chamber, washed, and dissolved into a liquid solution that is roughly half sugar and half liquid. To this solution milk of lime is added. As the milk of lime travels through the solution it forms small deposits of calcium carbonate (chalk). These deposits leech color from the solution and also attract contaminants, locking them away within the chalk deposits. Because calcium carbonate is heavier than water, it sinks to the bottom and is subsequently removed. What is left is a high purity solution of sucrose and water.

Refining Sugar

Boiling: This solution is then boiled to remove excess water and to encourage sugar crystal growth to occur. When the sugar crystals have grown, they are once more sent into a centrifugal chamber which drives the excess liquid off and leaves the final product, sparkling sweet **ICUMSA-45** sugar. Of course this is a fairly simplified description of the sugar refining process. There are various methods and means of creating **ICUMSA-45** sugar, but by and large they are all variations on the process outlined above.

The Russian method, for instance, skips the affinition stage entirely, but is much more rigorous in the carbonization stage. Other refining methods involve the use of phosphorous instead of milk of lime, a process known as phosphate.

Regardless of the method used in its production, the qualities of **ICUMSA-45** sugar are easily and accurately gaged by SGS testing according to **ICUMSA** guidelines.

About ICUMSA

ICUMSA (International Commission for Uniform Methods of Sugar Analysis) is a world-wide body which brings together the activities of the National Committees for Sugar Analysis in more than thirty member countries. Work is carried out under various Subjects each headed by a Referee. **ICUMSA** is the only international organization concerned solely with analytical methods for the sugar industry. In addition to use by that industry, **ICUMSA** methods are recognized by authorities such as the Codex Alimentarius Commission, the OIML, the EU, and the US Food Chemicals Codex. Methods are recommended for Tentative (T) approval by **ICUMSA** in the first instance. Upon meeting all the Commission's requirements, methods are accorded Official (O) status.

Methods which are demonstrably useful and have found an established application, or which do not lend themselves to collaborative testing, are given an Accepted (A) status. Details of how the status of Methods has been established may be obtained by reading the relevant Proceedings.

About ICUMSA

ICUMSA-45

Sugar trading features heavily in futures trading, and many crops are sold years before they are actually grown, sometimes up to three years before the sugar cane is even planted. Brazil refines relatively little of its sugar for export, so newcomers to the market will often find that much Brazilian **ICUMSA-45** has already been sold quite some time before it was produced. For this reason, buyers looking to purchase large amounts of sugar, especially of **ICUMSA-45**, but also lower grade sugar often run into difficulties sourcing a reliable supplier.

Sugar is tested according to a scale of whiteness. A simplistic way of looking at **ICUMSA** ratings is to say that the more white a sugar is, the more refined it is.

ICUMSA-45 sugar is a sparkling white, highly refined sugar, suitable for human consumption and used in a wide range of food applications.

About ICUMSA

But how precisely is the whiteness of the sugar determined? In order for there to be an international standard, there needs to be a replicate scientific test to determine the **ICUMSA** rating of a sugar, and in order to achieve this level of precision and replicability, a colorimeter is used. A colorimeter is a piece of equipment that determines which wavelengths of light are best absorbed by a substance. This is a useful piece of equipment, and a useful testing method because it is the ability of a substance to absorb various wavelengths of light that determines its color. Therefore, if a sugar is very white and very refined, it will absorb little light, something which can be quantified by the colorimeter. To understand how this works in real world terms, think of how we humans perceive color. The human eye sees colors because certain objects absorb certain wavelengths of light, and reflect those which are not absorbed back to the eye. For example, a ball that appears blue to the human eye is simply made of a substance that absorbs all wavelengths of light apart from the blue ones, and reflects those back. The color, or rather the shade of white works similarly except for the fact that things which we perceive as being very white are actually absorbing almost no light, and instead are reflecting all the light back at the eye.

About ICUMSA

Sugar tested according to **ICUMSA** standards is usually tested with light wavelengths of 420 nm and 560 nm, and the standard colorimeter used to analyses sugar according to **ICUMSA** standards is a tristimulus colorimeter, an instrument which measures several readings along what is known as the visible spectrum (simply the spectrum of light that is visible to the human eye).

The output reading is then based on how much light was absorbed by the sugar sample. A low reading, such as 45, indicates highly quality refined sugar which absorbs little light and appears very white to the human eye, whereas a high reading going into the 1000 + range indicates an unrefined raw sugar which absorbs much more light, and therefore appears brown and dark.

ICUMSA-45 Specifications

ICUMSA	45 RBU ICUMSA Attenuation index units Method # 10-1978
Ash content	0.04% Maximum by Weight
Moisture	0.04% Maximum by Weight
Magnetic Particles	mg/kg 4
Solubility	100% DRY & Free Flowing
Granulation	Fine Standard
Polarization	99.80° Minimum
Max AS	1 P.P.M.
Max OS	2 P.P.M.
Max CU	3 P.P.M.
Colour	Sparkling White
Sediments	NONE
Radiation	Normal w/o presence of cesium or iodine SO2: Certified
SO2	70 MG/KG MAXIMUM
Substance	Solid, Crystal
Smell	Free of any Smell
Crop	Recent Crop

Packaking and Transportation

1. Sugar **ICUMSA-45** - 100 - 150 - in 20" containers
2. Max. 26 MTs per container
3. Package: Polybags 50 kilos
4. 520 Polybags per unit
5. Raw sugar in containers 20"
6. Only in big bags 1 or 2 MTs
7. Max. weight 20 MT with 20 big bags per unit.
8. Prices CIF depending quantity & destination
9. Sugar ICUMSA 45, 100 and 150 In Break Bulk vessel
10. Package: Polybags 50 kilos
11. Vessel Qty: 12.500, 25.000, 50.000 MTs.
12. Raw sugar: ICUMSA 800-1200.
13. Bulk cargo only in bulk vessel.

Procedures for Sugar Contracts 1

1. Buyer issues LOI and BCL (Bank Confirmation Letter)
2. The BUYER sends the FCO acceptance with his signature.
3. Regarding the contract, the BUYER fills in the blanks with the complete data of the purchasing company, signs and registers with his registered digital signature and sends ALL these documents together with ICPO, in the name of: **"INVERSIONES Y COMERCIALIZADORA SANTA MARGARITA SpA"**, attaching a copy of the passport of the Legal Representative of the Company + COMPANY CIS and RWA of its bank issuing the guarantee (IF IT ALREADY HAS IT).
4. When the SELLER receives the signed documents, he will also perform due diligence on the BUYER, with the BUYER's SBLC through the Banks and return it sealed in PDF format, together with the Purchase Agreement (SPA) to the BUYER.
5. The BUYER verifies if the FCO terms are in the SPA. After verification, he signs the contract and returns it to the SELLER.
6. The SELLER also verifies that there have been no changes to the contract. Sign and seal the contract and return it in PDF format along with the Pro-Forma invoice and the Certificate of Existence and Availability (contract and notarized certificate in the USA).

Procedures for Sugar Contracts 2

7. Once the BUYER receives these documents, he will have 1 (one) business day to submit the draft collateral support (SBLC) for the SELLER's review. The SELLER will review the money order with his bank, if everything is okay, he will return it to the BUYER with his bank details, and then...

8. The BUYER will have 3 to 5 days to issue RWA and 10 days to issue the **SBLC, irrevocable, irreversible, unconditional, assignable, transferable, divisible and 100% at sight.**

9. The SELLER and his Bank, and the BUYER, will sign the IMPFAS for the Paying Agents and Intermediary Agents named in the NCNDA (IF APPLICABLE). The SELLER will submit the final contract (NCNDA) to its Bank along with the SPA.

10. Once the financial instrument of payment is verified, the SELLER issues the Vessel Reservation Schedule in favor of the BUYER (20 to 30 days).

11. The shipment of **ICUMSA-45** REFINED WHITE SUGAR begins at the port of shipment.

12. The SGS company inspects the product and issues the report to the BUYER's Bank.

13. After the Inspection, the product is loaded onto the ship and the Certifier sends the report to the BUYER.

Procedures for Sugar Contracts 3

14. Upon receipt by the Certifier and the original SCANNED AND DIGITALLY SENT (BL) shipping documents, the BUYER releases the MT-103 (TT) for the value of the amount sent and notifies the SELLER. 100% TT payment for each partial delivery shall be made within 2 days of SGS emailing and all other shipping documents from the port of origin or loading. SELLER verifies BUYER's payment deposit into its account and authorizes its bank to transfer commission payments to each of the brokers' and paying intermediaries' accounts contained in the NCNDA AND IRREVOCABLE PRINCIPAL FEE PROTECTION AGREEMENT AND IN ACCORDANCE WITH ORDERED PAYMENT (ROLL EXTENSIONS).

Inversiones y Comercializadora Santa Margarita SpA

In the sugar market, the most important and fundamental thing is to have the support of a Marketing Company assigned directly by the different Plants or “Usinas” in Brazil, and precisely that is **INVERSIONES Y COMERCIALIZADORA SANTA MARGARITA SpA**, a Chilean Company with the experience and management of this product at an international level, with excellent results of compliance and seriousness in each of the negotiations.

INVERSIONES Y COMERCIALIZADORA SANTA MARGARITA SpA is a company that markets Agroindustrial products globally, which satisfies the needs and expectations of the final consumer, promoting the purchase and sale of national and international products. The products it imports and exports are certified and are of the highest quality.

Main markets: worldwide
Year of establishment: 2017
Total Annual Revenue: More than US$100 million
Export Percentage: 1% - 10%

INCOMMERCE LLc - USA

Our Company was established in 2010 as an option for the marketing and distribution of natural and healthy products from Colombia and other South American countries for the North American market. **INCOMMERCE LLC**. is located in Bridgeport, Connecticut and is directed by a group of people with more than 20 years of knowledge in the local and international market and has negotiations in Colombia for the production under its own brands of edible products for Pets, in the beverage line with Rica Cola, Fruit Shake and Aloe Fruit, and in the fruit line such as Plantain and Banana, Lolita brand.

It also has an interdisciplinary group based in Colombia, South Africa, India, and Europe for the commercialization of Commodities, its main product being Sugar where it has direct Clients for its distribution.
Our Clients are the most important part of our business, and we work tirelessly to ensure their complete satisfaction, now and as long as we work together.

ICSM SpA

INVERSIONES Y
COMERCIALIZADORA
SANTA MARGARITA SpA

INCOMMERCE

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