The procedure

From first contact to payment, step by step

Eight steps, in a fixed order. Nothing in this sequence asks you to pay anything, transfer anything or part with a guarantee before the contract exists. Every step happens between named parties and their own banks.

1. The eight steps

01 BUYER

LOI

The buyer submits a letter of intent. We reply with a complete summary of conditions, pricing, quantities and logistics.

02 BUYER

ICPO + KYC

Once the conditions are agreed, we request the irrevocable corporate purchase order and the know-your-customer file.

03 EWT

FCO

Upon validation of the file, the Full Corporate Offer is issued and the contractual procedure may begin.

04 BOTH PARTIES

SPA signed

The Sale and Purchase Agreement reflects the FCO terms, and is signed by both parties. Before this signature the buyer receives the seller's full details and has the time to verify them — see section 3.

05 BUYER'S BANK

SBLC by SWIFT MT760

Within three to seven days, the buyer's bank issues the standby letter of credit, with the funds blocked in the buyer's own account, in favour of the designated beneficiary.

06 SELLER'S BANK

Performance bond

Within 72 hours of the SBLC being accepted, the seller's bank issues a 2% performance bond, bank to bank.

07 SELLER

First shipment

Loading within 35 to 50 days, documents sent to the buyer. Subsequent shipments every 30 days.

08 BUYER

Payment by SWIFT MT103

On arrival at the destination port, after validation of the documents and the quality inspection: payment within 72 business hours.

> **The order is the protection.** The guarantee comes after the signed contract, and payment comes after the goods have arrived and been inspected. If a counterparty anywhere in this market asks you to move a step forward — a payment before the contract, a guarantee before the seller is identified — that is the moment to stop.

2. Timeline at a glance

Step	Who acts	Typical time
LOI → summary of conditions	Buyer, then EWT	1 – 3 days
ICPO + KYC → file validated	Buyer, then EWT	3 – 7 days
FCO issued	EWT	1 – 2 days
Disclosure, due diligence, SPA signed	Both parties	As long as you need
SBLC issued (MT760)	Buyer's bank	3 – 7 days
Performance bond issued	Seller's bank	Within 72 hours
First loading	Seller	35 – 50 days
Payment on arrival (MT103)	Buyer	72 business hours
Subsequent shipments	Seller	Every 30 days

Only the fourth line has no fixed duration, and that is deliberate. The due diligence window is yours: it lasts as long as you need it to last.

3. Due diligence and disclosure

Due diligence is legitimate, expected, and it runs both ways — ours on you, yours on the seller. The only thing we control is the order in which it happens.

Stage	What is released	What is asked of you
First contact	Product specification, price grid, procedure, buyer guide on the SBLC.	Nothing.
LOI or ICPO	Availability confirmed against a real allocation. FCO issued.	Company details, your bank's name.
NDA signed, KYC complete	**The producing and selling entities are named**, with registration, mill and export history.	Signed NDA, complete KYC file.
Before signature	The seller's full sheet — necessarily, since the seller is who you will pay directly.	Nothing. No money has changed hands at this point.
SPA executed	Direct contact with the seller, banking coordinates exchanged.	Guarantee put in place through your own bank.

Why the producer is not named at the first email. Not because we fear being bypassed — we hold a contract with the producing group and we represent it, and a buyer going around us would be approaching a seller with no reason to answer. The reason is that the producer is under siege: speculators after a price to shop around, the merely curious, people who are not serious, people who are serious but have a fake buyer at the far end of their own chain, and increasingly organised groups whose only aim is to extract documents — an FCO, a draft contract, a bank reference — in order to defraud someone else with them. A mill that answers everyone ends up answering no one. That is exactly what has happened across this market, and it is why a direct approach to a Brazilian mill usually receives no reply at all.

> **You get everything before you sign anything.** Once the file is clear, and while no money has changed hands, you receive the seller's full sheet and a window as wide as you need to run every check you want and to ask for anything you require. The contracts are signed after that, not before.

4. What we are, and what we are not

EWT and YLS Export are intermediaries. We qualify buyers, prepare and circulate the contractual documents, and keep the file moving. We are **not** a party to the sale contract, and not a party to any banking operation — no SBLC issuance, no payment, no instrument passes through us. Our remuneration is owed by the seller, under a separate arrangement to which you are a stranger. You pay us nothing, and no part of the price quoted to you is ours.

This document is issued for information and is not an offer, a solicitation or a commitment to sell. Availability, price and terms are confirmed solely by a full corporate offer countersigned by the seller. Timeframes are indicative and depend on the banks involved. EWT and YLS Export provide no financial service, no guarantee and no investment advice.