

## **Soft Corporate Offer**

### **3M Healthcare Particulate\_Respirator and Surgical Mask 1860, N95**



Date: March 18, 2021

Expiry date: March 31, 2021

Product: 3M 1860 N95

Unit: Per box

Pieces per box: 20

Sold via: 3M authorised distributor

## **Delivery terms: OTG, USA**

Inspection: at buyer's cost

Payment: MT103/TT

**Pricing: see below – volumes in boxes, based upon a 12-month contract**

- \* 500B @ \$0.97 (41.67bn per month)
- \* 100B @ \$1.20 (8.33bn per month)
- \* 50B @ \$1.20 (4.17bn per month)
- \* 10B @ \$1.48 (833m per month)
- \* 5B @ \$1.48 (417m per month)
- \* 1B @ \$1.75 (83m per month)
- \* 500M @ \$2.08 (41m per month)

**Procedure:**

- \* NCNDA (docusign)
- \* Buyer submits LOI, LOA, ICPO, and CIS
- \* Seller performs DD (48 hours)
- \* Comfort call between buyer and seller
- \* IMFPA to be negotiated and signed
- \* Seller issues FCO, SPA and CI
- \* Buyer issues MT103 pre-advice
- \* Seller offers proof of product
- \* Buyer pays in full
- \* Buyer instructs SGS
- \* Goods removed by buyer logistics