LE DUONG CASHEW CO., LTD

WA Factory: Tan Long 2 Hamlet, Long Ha Commune, Dong Nai City, Vietnam.
A & WW Factory: DT741 Road, Phu Hiep Hamlet, Phu Rieng Commune, Dong Nai City, Vietnam.
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FIRST COOPERATION
PAYMENT POLICY (T/T)

1) Purpose, Scope & Governance

PURPOSE

- This policy defines **standard payment terms** for export orders and is designed to ensure stable production, on-time shipment, and prudent risk control.
- It applies to all buyers of **LE DUONG CASHEW CO., LTD** unless specific terms are explicitly stated in the Sales Contract / Proforma Invoice issued from our official email domain (**...@leduongcashew.com**).

If there is any conflict between this policy and a signed Sales Contract, the signed Sales Contract prevails.

2) Definitions (for Clarity)

KEY TERMS

- **T/T (Telegraphic Transfer):** bank remittance to Seller’s nominated beneficiary account.
- **ETD:** Estimated Time of Departure of the vessel from the loading port in Vietnam.
- **Scanned Document Set:** CI, PL, B/L copy (or Sea Waybill / Telex Release confirmation if applicable), and other agreed documents (see Section 4).
- **Original Documents:** the original hard-copy shipping documents (if required) delivered via courier or bank channel, as agreed.
- **Completed Transaction:** an order that has been shipped and fully paid according to agreed terms (no overdue case).
- **Cumulative Transaction Value:** total paid value (USD) of completed transactions.

3) Payment Terms by Incoterm (Standard Control)

PAYMENT MATRIX

CNF / CFR / CIF

- **Deposit:** 30% by T/T after signing the Sales Contract (or confirming PI).

- **Balance:** 70% within **03 (three) days** from the date Seller provides the **complete scanned document set**.

Recommended for first cooperation and standard export flow.

FOB

- **Deposit:** 30% by T/T after signing the Sales Contract (or confirming PI).
- **Balance:** 70% payable **at or before container gate-in / terminal receipt** at the loading port in Vietnam (e.g., **Cat Lai**, **Cai Mep**, etc.).

This ensures the shipment is released for loading under FOB logistics coordination.

CAD / DP (Restricted)

- **Deposit:** 50% by T/T after signing the Sales Contract (or confirming PI).
- **Balance:** 50% payable no later than **15 days from ETD or 03 days** from the date Buyer's bank receives the **original documents** (whichever comes first).
- Applicable on a **limited basis** and primarily for customers with a proven history of trading/buying in Vietnam.

Subject to credit assessment, destination risk, and bank feasibility.

USA Customers — DAP / FCA / CPT

- **Deposit:** 50% by T/T after signing the Sales Contract (or confirming PI).
- **Balance:** 50% payable no later than **10 days from ETD**.

Designed for faster cycle and clear milestones for USA logistics routes.

L/C at Sight (Only)

- **Deposit:** 30% by T/T after signing the Sales Contract (or confirming PI).
- **Balance:** 70% payable no later than **05 (five) days** from the date Buyer's bank receives the **original documents**.

Applicable on a controlled basis and subject to bank feasibility and documentary compliance.

Notes: (1) The "03 days" countdown starts from the time the scanned document set is sent from Seller's official email domain (**...@leduongcashew.com**). (2) Incoterms and payment terms must be confirmed in writing in the Sales Contract / Proforma Invoice for each order.

4) Scanned Shipping Document Set

TYPICAL CONTENTS (SCAN)

- **Commercial Invoice (CI)**
- **Packing List (PL)**
- **Bill of Lading (B/L) copy** (or Sea Waybill / Telex Release confirmation if applicable)
- **Certificate of Origin (C/O)** (if required / applicable)
- **Other agreed documents** subject to destination regulations and contractual agreement

The exact document list may vary by Incoterm, destination, and buyer's import requirements, and will be stated in the contract.

5) Preferential Payment Upgrade (After Proven Track Record)

ELIGIBILITY RULE (WHICHEVER COMES LATER)

- Preferential terms may be considered only after Buyer satisfies **both** milestones below — **the later milestone governs**:
- **Cumulative Transaction Value:** at least **USD 500,000** of **completed** and **on-time paid** transactions; and
- **Transaction Count:** from the **4th completed transaction** onward.
- This upgrade may be possible because of Buyer's reliable payment history and improved bank support to our company based on healthy transaction records.

Preferential Options (Illustrative)

- **Lower deposit** with balance after scanned documents (e.g., 20/80 or 10/90), subject to assessment.
- **Structured terms** such as controlled CAD/DP limits where feasible.

Any preferential arrangement must be confirmed in writing for each contract.

Minimum Requirements

- **No overdue** during the qualifying period.
- Stable ordering behavior and transparent communication.
- Compliance with quality, packing, labeling, and document confirmation procedures.

Seller reserves the right to maintain standard terms if risk signals appear.

6) Payment Security & Anti-Fraud Notice

VERIFICATION

- Bank details are provided only on the official Sales Contract / Proforma Invoice issued by LE DUONG CASHEW.
- Always verify the beneficiary name, bank name, and account number. If you receive any “updated bank account” notice from unknown sources, please contact us immediately via official email or WhatsApp.
- This procedure protects both parties against fraudulent payment requests and ensures payments reach the correct beneficiary.

7) Late Payment & Discrepancy Handling

RISK CONTROL

- If payment is not received within the agreed timeline, Seller may suspend document processing/support, adjust shipment/document arrangements, and/or apply late-payment measures as stated in the Sales Contract.
- If Buyer identifies any discrepancy in the scanned documents, Buyer must notify Seller in writing within **24–48 hours** so corrections can be made promptly.
- Any exception or special arrangement must be confirmed by Seller in writing (email from **...@leduongcashew.com**).

8) Signatures

CONFIRMATION BY LE DUONG CASHEW

This policy is issued by **LE DUONG CASHEW CO., LTD** and is effective as of **2026-02-08**, unless superseded by a newer version shared via our official email domain.

Seller: LE DUONG CASHEW CO., LTD

Authorized representative	**Le Tuan Vu**
Title	Authorized Representative
Date	2026-09-03
Signature & Company Seal	

Note: This document is a commercial policy statement and does not replace the signed Sales Contract for a specific order.