



Smart Agri Solutions

Ukraine, as one of the leading export oriented agricultural countries with reputation of reliable high quality grain and oilseeds supplier, has been always attractive to the majority of grain consumers overseas. During last 3 marketing years, Ukraine increased total volume of grain export from 24 million tons to almost 35 million tons (46%). By the end of November 2014, the volume of shipped agriculture commodities was 15 497 381 mt, what gives us all grounds to expect total export volume in 2014/2015 to be about 37 million tons. These figures show significant growth of agricultural production, constant increase of export volumes and a great potential for further development of grain sector in Ukraine.

“Smagris” company was established to provide full assistance to those companies, which decided to discover rapidly growing Ukrainian market or to boost their existing grain purchases from this origin. We provide consulting, contract execution, sea freight and cargo supervision services to our esteemed clients around the globe. “Smagris” unites experienced professionals in field of cargo forwarding, maritime shipping, port agency and commodity contracts execution, who are ready to deliver their comprehensive services to protect client’s rights and interests 24/7.

By delegating to us execution of your purchase contracts, you save your time and power for more important aspects of your daily business with confidence that all entrusted to us tasks would be performed correctly and efficiently.

It is our commitment to our clients and our drive to be a better partner that motivates us every day. We are proud to be an enthusiastic and professional company, which provides customized services through personal touch by its team of motivated people and high quality approach.

OUR SERVICES

- Consulting
- Contracts execution
- Sea freight
- Cargo supervision

CONSULTING

Having a deep background in grain exports out of Ukraine, our company provides specialized consultancy services to all, who wants to buy and ship grains or oilseeds from this origin.

Our consulting services include information about commodity prices, markets overview, sight reports, logistic expenses, loading port customs, quality assurance, legal support within local and English



legislations etc.

Needless to say that agricultural export business is always subjected to variety of difficulties and constrains allocated by geographical peculiarities and local political environment. Therefore, it worth checking twice all aspects of business in question before getting into operations in order to avoid serious problems and to save a lot of money. This is where we can provide our partners with best possible service and solutions.

Our professional team is ready to provide 24/7 information support and feed clients with up to date data to protect their interests and rights in Ukrainian agriculture markets.

CONSULTING SERVICES INCLUDE:

1. Agriculture commodity markets (pricing overview, commodity offers and bids)
2. Execution of commercial contracts (GAFTA, FOSFA, Incoterms)
3. Legal aspects of commercial contract performance. Arbitration. (English law, International precedents)
4. Quality assurance (quality reports, crop forecast, yields status)
5. Logistics and ports (customs and rules, ways of logistical optimization, running cost calculation)
6. Freight quotes and prices forecast. Preparation of Charter Party. Lay-time calculation.

CONTRACTS EXECUTION

It is not a secret that contract execution procedure is one of the core elements of grain trading business. After parties “shake their hands” the time comes for the contract to be carefully prepared, having no hidden risk exposures to the buyer. Contractual goods have to be allocated at loading port(s) analyzed for quality and condition and shipped on board sea vessel in a proper way to maintain durable condition throughout entire voyage to destination. Vessel must be chartered and independent superintending companies should be nominated. All these activities are vital and final outcome of the business is strictly connected to how those tasks are achieved.



“Smagris” is happy to present its comprehensive services of commercial contracts execution including but not limited to the following:

1. Drafting of purchase contracts (with or without references to GAFTA / FOSFA forms) with incorporation of special clauses, designed by our team to protect buyers rights in light of English law, which is an applicable law for the majority of international trades.
2. A-Z execution of foreign-economical contracts (GAFTA / FOSFA) on behalf of our clients, what includes: vessel freight, contractual notices, nomination and control over quality survey and fumigation. Preparation of shipping documents in accordance with governed contract and/or documentary credit as the case may be. Checking documents for compliance and their subsequent submission through the banking channel as per client’s instructions. Following of the contract till goods reach buyer’s destination successfully.
3. Representing buyers interest at port(s) of loading by being present at port and on board the vessel 24/7. Taking increment samples throughout entire loading process with their further submission to the buyer’s address and/or dispatch to the international accredited laboratory for

the third party tests. Making sure that surveyor companies work transparently and reflect actual quality condition of the shipped goods. Sending daily reports to the client as to progress of loading operations with digital pictures of vessel under loading and express quality results.

Our contract execution specialists have over 6 years of relevant experience form top ranked Ukrainian and European companies in field of grains production and export. We are familiar with all aspects of daily business operations within export commodity movement.

By delegating to us execution of your contracts, you receive best services at most competitive price!

SEA FREIGHT

We have sufficient experience in sea freight business with hundreds of vessels fixed and Charter Parties performed. We are familiar with all peculiarities of Black Sea freight and commodity markets, thus, always ready to cover our clients needs in suitable carriers at most reasonable and competitive price. We are aware about specific conditions and customs of Black Sea ports, therefore, we know how to protect our principals against any frauds with lay-time calculation and voyage finalizations whatsoever.

WE ARE PLEASED TO OFFER:

1. Black Sea freight market research. Freight quotes and voyage expenses.
2. Vessel fixture and her operation on behalf of the client.
3. Preparation of Charter Party drafts and its finalization with vessel owners. We help to discover hidden threats and protect client's interests.
4. Lay-time calculation and settlement of accounts on behalf of the client.



If you bought or want to buy dry bulk cargo on FOB Black Sea basis and are not sure whether you can handle vessel chartering alone or not, please, delegate this task to the industry experts, who will provide comprehensive freight services with minimum risk exposure and costs!

CARGO SUPERVISION

When the grain trades are concluded on the basis where quality and quantity are final at the port of loading, buyers may need to make sure that both quality specifications and shipped weight are properly indicated by the superintendent company, which is usually appointed and paid for by sellers. Of course, buyers always can appoint their surveyor for joint inspection, however, it often happens that seller's and buyer's surveyors (except double nomination) are from the same area and cover each other on the



same vessel, what can jeopardize buyers interests as for quality, weight and condition of the loaded goods.

Having tight schedules and daily office routine, buyers may find it difficult to attend loading by themselves and to spend days and nights in the port, supervising shipment operations and controlling weight and quality of the goods to be in accordance to their commercial contract. **“Smagris”** is there to provide 24/7 services of quality and weight control during entire loading operations. It is our job and passion to protect client’s rights, ensuring strict performance of the contract conditions by cargo shipper (seller).



There is no need to leave daily business in the office for traveling overseas any more! Let us do this job for you and we will make it right!

Nominate us as your agent in the port of loading and rest assured that your seller would have no chance to hide and/or falsify actual condition of the cargo. Our trained inspectors take full responsibility to perform their duties at the highest level of international surveying standards, bringing satisfaction to principal by defending his interests and securing his profit!

SMART AGRI SOLUTIONS
Katusepapi 7-202 Str., Tallinn 11412, Estonia
Tel.: +372 668-28-18
info@smagris.com
www.smagris.com