



FMC Payment Terms for Suppliers

In order to be competitive in our industry, FMC's standard payment terms are moving to Net 60 days unless contracted otherwise. Suppliers in the North America and Hong Kong, will have the option to enroll in the Citi Bank Supplier Finance Program, which will enable them to be paid in less than 15 days at a negotiated discount rate to be agreed directly with Citi Bank. We are enabling Supplier Finance in some countries in Europe and Brazil in 2017.

Geographically Dictated Payment Terms Requirement

Payment terms for the following countries are currently **net 60 days**:

China	Mexico
Denmark	USA

Payment terms for the following countries are currently **net 45 days**:

Argentina	Germany	Ireland	Spain
Australia	Hong Kong	Norway	Thailand
Brazil	India	Pakistan	United Kingdom
Chile	Indonesia	Philippines	Uruguay

Note: For all countries that are not listed above, FMC standard payment terms of net 60 apply.

If you have questions not addressed in the FAQs or still have concerns you can reach out to your Procurement representative or the Payment Terms Office per the following email address PaymentTerms.office@fmc.com. Be prepared to reference your supplier name, supplier number, location, and other relevant payment or supplier information.



FAQs

What does "net 60" or "net 45" mean?

These terms mean that FMC will pay the full invoice amount within 60 or 45 days, respectively, calculated from the invoice date to due date.

How was the payment term net 60 selected?

FMC conducted extensive research, including benchmarking against its chemical peers, and, as a result of the data, will standardize terms to be net 60 days (with exception for some countries, the payment terms will be net 45 days).

May I request that the change in payment terms take place at a later date?

New terms will take effect immediately. Contact your Procurement representative to discuss changes to your payment terms. Exceptions need to be approved by the PaymentTerms.office@fmc.com

How do these changes affect open purchase orders, new purchase orders issued, and invoices received on or before the effective date?

Invoices against all new purchase orders raised after the effective date will be paid as per the new payment terms.

What actions do I need to take?

Make sure that your accounts receivable department is aware of the new FMC payment terms. Suppliers who wish to participate in the Citi Bank Supplier Finance program please reach out to your Procurement representative.