



TO: End Buyer, Buyer Mandate

Our Ref: fgmc/14937-B171

**We hereby issue this Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions as below.**

AVIATION KEROSENE JETA1

Minimum liftable quantity: 1,000,000 bbl. Maximum 3,000,000 bbl. Monthly

Price fob: gross usd \$94.00 bbl net: usd \$92.00 bbl

Price cif: gross usd \$102.00 bbl net: usd \$100.00 bbl

Terms of negotiation incoterms: cif/fob

Origin: Kazakhstan

Inspection: sgs, ciq or similar

Insurance: paid by seller, covering 110% of shipment value acceptable

Payment Term: DLC/SBLC/BG/MT103 T/T WIRE

### **Procedure as below..**

#### COMMERCIAL PROCEDURE FOB ROTTERDAM/HOUSTON

- 1) The Buyer Issue ICPO with his International Passport Copy (Data Page) to the Seller
- 2) The Seller issues Commercial Invoice (CI) for the available quantity in the Seller Storage Reservoir to the Buyer, Buyer signs and returns the CI to the Seller with their signed Tank Storage Agreement (TSA) for the Seller's Verification and Approval, Seller logistics team conduct injection schedule programming at the Buyer's Tank Farm.
- 3) The Seller issues the Partial POP documents as below and sends to the Buyer.
  - (i). Commitment to Supply
  - (ii). Certificate of Origin
  - (iii). Authorization to Verify (ATV)
  - (iv). Unconditional DTA
  - (v). Fresh SGS (not older than 48 hours)
  - (vi). Tank Storage Receipt (TSR)
  - (vii). ATS – Authorization to Sell
  - (ix). Injection Report.
- 4) The Buyer conducts inspection by SGS on buyer's expense.



5) Seller issue the NCNDA/IMPFA to all intermediaries involved in the transaction and for endorsement.

6) Upon successful dip test of the product, Seller commence injection to Buyer's tank, Buyer makes payment of the product via MT 103 and Seller transfer Title Ownership to buyer.

Pls feel free to contact us for further discussion

Sincerely

Fugo Materials