



TO: End Buyer, Buyer Mandate

Our Ref: fgmc/67535-D488

**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.**

ESPO CRUDE OIL

Quantity: Minimum: 1M – 10M BBLs

CIF Price: \$52 GROSS/ \$50NET

Commission: \$1/\$1 for each side

LIGHT CYCLE OIL LCO

Minimum Quantity: 50,000 - 800,000 Metric Tons

CIF Price: Gross \$240 / \$230NET

Commission:\$5 seller side, \$5 buyer side

EXPORT BLEND CRUDE GOST 9965-76SOKOL

Quantity: Minimum: 2M BBLs – 10M BBLs

CIF Price: \$45 GROSS/ \$43 NET

FOB PRICE:\$40/ \$38

Commission: \$1/\$1 for each side

Origin: Georgian

FOB tank to tank Houston or Rotterdam

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

FOB WORKING PROCEDURE DIP AND PAY.

1. Buyer issues ICPO, and company registration certificate and data page of buyer& passport or any I.D.
2. Seller issues Commercial Invoice (CI). Attestation of product availability directly from Georgian Ministry and Supply Approval License & ICC Warning Letter from ICC.
3. Buyer signs CI and returns it to seller with his tank farm TSA. Sellers lodges CI and Delegate Inspection Approval form and the below POP to Georgia Ministry of Energy for legalization /Endorsement for Theft Insurance, Notarization, Legalization of CI, and POP Notarization at seller cost.
4. Seller releases POP cleared of Legalization and Notarization charges to buyer for verification.

- a) Fresh SGS 48 hours old.
- b) Marine Data Analysis Report.
- c) Certificate of origin GOST
- d) Company Registration Certificate.
- e) Product Quality Passport
- f) Statement of Product Availability
- g) Unconditional Dip test authorization letter
- h) ATV Physically (AUTHORIZATION TO PHYSICALLY VERIFY)

5. Buyer provides TSR for verification to enable immediate Product Injection into buyer's tank to proceed.

6. Buyer conducts Dip test on the product and makes payment by MT103- TT for the total value of product injected into the Buyer Tank

7. Seller pays all intermediaries involved in the transaction within 24 hours of payment of the product.

Subsequent monthly shipment continues as per terms and conditions of the Commercial Invoice and extension of transaction by issuing 12 months contract to buyer for proceeding

#### TRANSACTION PROCEDURE FOB ROTTERDAM (OPTIONAL)

1. Buyer issues ICPO, company profile, Buyers passport copy data, TSA and letter of acceptance stating to adhere to sellers transaction terms and procedure.

2. Seller issues commercial invoice CI to buyer to countersign, Attestation of product availability and Supply  
Approval License & ICC Warning Letter from ICC.

3. Seller releases Fresh SGS less than 48 hours old; the seller through their Tank logistic company where the product is stored will physically present fresh SGS less than 48hrs to buyer tank farm logistic company only to verify product SGS Report.

4. Buyer provides his Tank Storage Receipt from his tank farm company or extend sellers tank to conduct dip test in seller tank with SGS (or equivalent) officials and receives fresh SGS report not less than 24 hours alongside ATSC (Authorization to Sell and Collect) on Buyers name and leased tank information including the POP documents.

5. within 72hours, seller commence injection of the product into buyers tank.

6. Upon successful injection into buyer tanks, seller provides injection report to buyer and buyer pays total cost of product via MT103.

7. Seller confirms payment receipt and both parties release payment to all intermediaries on each



side involved in the transaction.

Pls feel free to contact us for further discussion

Sincerely

Fugo Materials