

FULL CORPORATE OFFER (FCO)

Ref. no.	EF/LH/24/FUEL/KZ/CIF/01
Date	15 January 2024
To	The Exit Buyer
Via	
Expiry	31 January 2024

FULL CORPORATE OFFER (FCO)**Attn: The Exit Buyer****Via: M.R. Khabbazi****Dear Sir****VARIOUS PRODUCTS - CIF TO ASWP**

We, the undersigned, _____ (Pty) Ltd, a company duly registered in South Africa, hereby issue this FCO with full legal and corporate responsibility and confirm that we are an allocation and title holder with our Refinery and RWA to enter into a Sales and Purchase transaction with your esteemed company for the following products per the specification and on the terms and conditions as stated below:

PRODUCTS	PER UNIT	FOB	Monthly Min. Quantity	Monthly Max. Quantity
Diesel EN590 50ppm	MT	\$ 580 / 560	50,000	500,000
Gasoline RON 91/ 93/ 95	MT	\$ 560 / 540	50,000	500,000

Origin	Kazakhstan
Specification	Standard Export Specification
Delivery Ports	ASWP
Delivery Terms	CIF (Incoterms 2020)
Trial & Contract	No Spot or Trials. Contract only – 12 months with R & E's.
Payment Security	SBLC MT760 for monthly shipment value, validity 12 months and 1 day. Seller issues 2% PB.
Payment	MT103/TT within 3 days after satisfactory SGS Discharge port.
Time to Delivery	21 to 30 days after SBLC is received and confirmed.
Inspection	SGS or equivalent at Discharge port - for expense of Buyer.

TRANSACTIONING PROCEDURES CIF (Non-Negotiable):

1. Buyer accepts and signs Seller's FCO and returns it together with:
 - ICPO;
 - Company CIS/KYC;
 - SBLC issuing Bank and issuing Account details, with CIS of issuing account;
 - Tank Storage Agreement (TSA) for storage at the discharge port (or makes a commitment in the ICPO to provide the TSA after the first Vessel's details are released by Seller).
2. Seller issues to the Buyer the SPA, without Vessel details, as well as a Past Performance transaction's POP (for a discharged vessel ASWP), with Attestation from Attorney. Buyer signs and returns the SPA.
3. Buyer's bank issues a RWA letter to issue SBLC, **or alternatively** issues the Draft Swift with issuing bank and account details; Seller's receiving bank confirms approval. Seller issues the Commercial Invoice (CI) with Fiduciary bank account details for receiving the SBLC, which Buyer signs, seals and returns.
5. Buyer's bank issues the MT760 SBLC for one month's shipment value, revolving monthly, with validity of 12 months and 1 day (366 days), to the Seller's nominated fiduciary bank account, within 3 to 5 days upon signing the CI.
6. Upon receipt and confirmation of SBLC, Seller arranges for vessel to be loaded, for delivery within 21 to 30 days thereafter. Vessel name, IMO number and ETA are released to the Buyer, in order for Buyer to arrange tank storage.
Seller provides PPOP to Buyer as follows:
 - a. Certificate of Origin.
 - b. Product Passport.
 - c. Bill of Lading (BOL).
 - d. Vessel Questionnaire 88.
 - e. Cargo Manifest.
 - f. ETA (Estimated Time of Arrival).
7. Buyer provides proof of tank storage available to receive Product, and Seller issues to the Buyer:
 - a. NOR (Notice of Readiness) and MATB (Master Authority to Board);
 - b. UDTA, for Inspection agents to conduct final Q&Q aboard the vessel.
8. Buyer will arrange with discharge port for the vessel to have a laycan date. Vessel then berths as per port authorization call signs. **Note: This should be as soon as possible upon arrival of vessel at Discharge Port, preferably within 1 day.**
9. The Buyer's appointed testing company boards the vessel and conduct the fresh Q&Q. Test result will be available in within 24 hours of test being conducted.
10. Upon positive Q&Q results, Buyer releases the full Product payment against the CI, in accordance with the Q&Q report, to Seller's nominated bank account, via MT103/TT, within 2-3 banking days.
11. Upon payment received, the Seller instructs vessel Captain to discharge the Product, while Seller releases the title transfer documents to Buyer.
12. All commissions are paid out to Intermediaries within 48 hours, as per the IMFPA.
13. The rest of the Deliveries progress as per the SPA Delivery Schedule.

We trust that you will find this FCO in order and we look forward to receiving your ICPO with supporting documents, and establishing a mutually beneficial relationship with you.

Sincerely,

Signature & Seal	
Signatory Name	
Designation	

ACCEPTANCE BY BUYER

Transaction code: EF/LH/24/FUEL/KZ/CIF/01

Herewith, we the undersigned Buyer with full corporate responsibility, under penalty of perjury, confirm that we accept this Full Corporate Offer with the terms and conditions herein and that we are RWA, with sufficient financial capacity to perform on the transaction as foreseen herein.

Product	
CIF Port	
Quantity	
Price	
Weekly/Monthly delivery	
Company name	
Registration number	
Physical address	
Telephone number	
Mobile number	
Email address	
Wholesale license no.	
Authorized signatory	
Designation	
Issuing Bank – SBLC	
Issuing account & CIS	CIS of issuing account must be provided with ICPO
SBLC MT760 - 12 months	Amount:
Date	
Signature & Seal	