

FULL CORPORATE OFFER (FCO)

Ref. no.	EF/PS /23/FUEL/KZ/FOB/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 - FOB (TTV & TTT) - ROTTERDAM/ FUJAIRAH**

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	TRIAL Quantity	MONTHLY Max Quantity
Aviation Turbine Fuel JET A1	BBL	\$ 96/ 94	2,000,000	4,000,000
Diesel EN590 10ppm/ 50ppm	MT	\$ 600/ 580	50,000	200,000

Origin	Kazakhstan
Specification	Standard Export Specification
Delivery Ports	FOB Rotterdam / Fujairah / Singapore.
Delivery Terms	FOB – Tank to Vessel (Buyer must extend Seller Tanks); or FOB – Tank to Tank (Buyer must extend its own Tanks).
Payment – Trial	MT103/TT upon satisfactory SGS Dip Test for Q&Q.
Payment – Contract	SBLC MT760. Seller issues 2% PB. MT103/TT after Dip Test.
Inspection	SGS or equivalent - for expense of Buyer.

TRANSACTING PROCEDURES FOB (Non-Negotiable):

A. FOB - TANK TO VESSEL (EXTENDING SELLER TANKS)

1. Buyer issues to Seller:
 - ICPO,
 - Bank Comfort Letter (BCL),
 - Authority to verify (ATV),
 - Company Registration Certificate,
 - Buyer's Passport copy,
 - **Charter Party Agreement (CPA).**
2. Seller verifies BCL and issues Commercial Invoice (CI) to Buyer for the available quantity. Buyer signs and returns the CI to Seller.
3. Seller sends the following Partial POP documents to Buyer:
 - a. Original Barcoded Tank Storage Receipt
 - b. Company Certificate of Incorporation
 - c. Certificate of Quantity and Quality
 - d. Statement of Product Availability
 - e. Authorization to Verify (ATV)
 - f. Certificate of Origin
 - g. Title Transfer Affidavit as warranty of Product Title.
4. Upon receipt of the sealed Title Transfer Affidavit, Buyer extends the Seller's Tank for **four (4) days** to cover the period for the Dip Test by Buyer's SGS Inspection Team.
5. Buyer provides to Seller the validated TSR and copies of Buyer's vessel information which must include the Vessel Questionnaire Q88 and Port Clearance. Seller releases to Buyer the Dip Test Authority (DTA).
6. After the successful Dip Test in the Seller's Tank, Buyer makes 100% payment via MT103/TT for the total product value to Seller and Seller transfers the Title Ownership to Buyer.
7. Vessel loading of the liftable product quantity commences.
8. Seller pay commission to all intermediaries involved in the transaction within 48 hours.
9. Seller submits the draft Sales and Purchase Agreement (SPA) to Buyer for 12 monthly deliveries, with rolls and extensions.
10. Buyer reviews and signs the SPA and issues SBLC for the monthly delivery value, valid for 12 months and 1 day (366 days). Buyer pays by MT103/TT after Dip Test on each month's delivery. The subsequent deliveries will commence according to the terms and conditions of SPA. Seller pays commissions to intermediaries per IMFPA within 48 hours after receiving payment from Buyer.

B. FOB - TANK TO TANK (BUYER OWN TANK STORAGE WITH OWN TSA)

1. Buyer issues to Seller:
 - ICPO,
 - Bank Comfort Letter (BCL),
 - Authority to verify (ATV),
 - Company Registration Certificate,
 - Buyer's Passport copy,
 - **Tank Storage Agreement (TSA).**

2. Seller verifies BCL and issues the Commercial Invoice (CI) for the available quantity.
3. Buyer signs and returns the CI.
4. Seller issues Partial Proof of Product (PPOP) to Buyer, being the Unconditional Dip Test Authorization (DTA) (Validity of 5 days after issuance), to be signed by Buyer. Injection Programming Agreement (IPA) to be signed by all parties including Buyer Tank Farm.
5. Upon Buyer returning the signed copy of the documents, Seller issues the below original Proof of Product (POP) for Buyer's verification of Product in Seller's tank:
 - a. Fresh uncut SGS Report (24 hours old),
 - b. Injection report,
 - c. Reservoir Storage Receipt with GPS Coordinates,
 - d. Authorization to verify (ATV).
6. Buyer upon verification and confirmation of the Product in the Seller's tank, Buyer pays its Tank Storage Company for **5 days** of Tank Storage, and issues to Seller the Tank Storage Receipt (TSR) with Notice of Readiness (NOR) to Commence Injection from their assigned Storage Company.
7. Buyer instructs SGS to conduct the Dip Test in Seller reservoir on Buyer's expense. Upon successful Dip Test, Seller commences injection immediately into Buyer tanks and issues to Buyer the Title of Ownership Certificate to be followed by all export documentation.
8. Buyer makes payment by MT103/TT Wire transfer for the total Product, and Seller pays all intermediaries their commission as per the IMFPA, within 48 hours after receiving payment.
10. Seller submits the draft Sales and Purchase Agreement (SPA) to Buyer for 12 monthly deliveries, with rolls and extensions.
11. Buyer reviews and signs the SPA and issues SBLC for the monthly delivery value, valid for 12 months and 1 day (366 days). Buyer pays by MT103/TT after Dip Test on each month's delivery. The subsequent deliveries will commence according to the terms and conditions of SPA. Seller pays commissions to intermediaries per IMFPA within 48 hours after receiving payment from Buyer.

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/PS/23/FUEL/KZ/FOB/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	
FOB 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	