



EIAC

EIAC S.A.R.L
6, Place du Marché
L-6460 Echternach
Grand Duchy of Luxembourg
VAT-ID: LU33050043
Issue date : 11 October, 2024

Ref No: LUCN/SCO-1005
To : The End buyer / Buyer agent

SOFT OFFER

Dear Sir / Madam,

We, EIAC Sarl, involved with reliable End Seller/Refinery hereby issue this Soft Corporate Offer with full corporate responsibility. We confirm that our Seller / Refinery has the ability to supply the petroleum products for immediate sales to “BUYER” in accordance with the terms and conditions herein below.

ALLOCATIONS TERMS AND PROCEDURE

PRODUCTS ORIGIN: NON-SANCTIONED, KAZAKHSTAN or OTHER

PORTS: FOB ROTTERDAM PORT & HOUSTON PORT.

INCOTERMS: FOB AND CIF

PAYMENT TERMS: L/C, SBLC, T/T TELEGRAPHIC TRANSFER MT103

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION STRUCTURE: AGREED BY ALL PARTIES

PRICE STRUCTURE: AS STATED

PRODUCT AND PRICES

EN590 10PPM DIESEL:

FOB Price : US\$400 MT/US\$ 390 MT and CIF Price (ASWP) : US\$410MT/ US\$400MT
QUANTITY: 50,000 MT 200,000 MT trial shipments, to be increased upon completion of the first trial shipment.

TANK TO VESSEL FOB PROCEDURE WORKING PROCEDURE:



EIAC

EIAC S.A.R.L
6, Place du Marché
L-6460 Echternach
Grand Duchy of Luxembourg
VAT-ID: LU33050043

1. Buyer submits Company Profile (CP), And Issue ICPO according to the Seller's procedure.
2. Seller issue a commercial invoice of the product in tanks at the port, buyer signs and returns commercial invoice along with an acceptance letter.
3. Seller issue DIP TEST AUTHORIZATION (DTA) to the buyer started with the Tank information.
4. Buyer contacts the storage company to extend Tank for 2 days to gain access to the port & perform dip in the seller Tank.
5. Seller issued POP ;
 - A. Fresh SGS Report (Not older than 72 hours);
 - B. Product Reservoir Receipt;
 - C. Accreditation Certificate;
 - D. Product Passport (Quantity and Quality Analysis);
 - E. Authorization to Sell and Collect Certificate (ATSCC);
 - F. Pre-Injection Report(PIR);
 - G. NCNDA/IMFPA (To be completed by all intermediaries);
 - H. Certificate of Product Origin;
 - I. Authority to Verify (ATV) either physically or otherwise.
6. Upon successful dip test in seller Tank Buyer makes 100% payment by MT103 TT to the seller account.
7. Seller injects the product into the buyer vessel & seller pays commission to his brokers, buyer pays commissions to his brokers which are not included in the difference between gross and net price.

FOB WORKING PROCEDURE WITH BUYER TSA:



EIAC

EIAC S.A.R.L
6, Place du Marché
L-6460 Echternach
Grand Duchy of Luxembourg
VAT-ID: LU33050043

1. Buyer issues ICPO and Company Registration Certificate or any I.D. with TSA for Seller's Verification.
2. The Seller, after checking and approving the Buyer's tanks, issues a draft commercial invoice, the Buyer signs and returns to the Seller.
3. The Seller pays for the Buyer's tank for 2 (two) days and immediately after that the Buyer pays for his tank for 2 (two) days for the Injection process. The Buyer's tank company after first receiving payment from the Seller and after payment from the Buyer, issues a TSR valid for 4 (four) days to start the injection process.
4. Seller provides Buyer with FULL POP Documents.
 - A. Fresh SGS Report less than 48 hours
 - B. Product certificate of origin.
 - C. Dip Test Authorization-Unconditional
 - D. Injection Report
 - E. Tank Storage Receipt with GPS Coordinates
 - F. Tank Farm Bar-code Information
 - G. Letter of Commitment to Supply.
 - H. Registration Certificate & Export License Copy
 - I. Authority to Sell & Collect (ATSC)
 - J. Endorsed Injection Schedule by the buyer & buyer Tank Farm
 - L. Irrevocable Commitment to Supply for Spot and 12 months Contract.
 - M. Injection Schedule signed by Buyer & Buyer's tank farm
5. Buyer conducts Dip-Test in tank (OPTIONAL), via SGS on Buyer's expense, Seller injects the fuel To Buyer's tank and at the end of the injection the Buyer makes payment based on Q&Q by MT103 wire transfer / TT According to the final Commercial Invoice.
6. Seller transfers the title of ownership as per Buyer's instruction and indications. Buyer lifts the product.
7. Seller pays all intermediaries involved in the transaction and subsequently monthly contract Shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and Seller.

STANDARD CIF DEPOSIT PROCEDURE:



EIAC

EIAC S.A.R.L
6, Place du Marché
L-6460 Echternach
Grand Duchy of Luxembourg
VAT-ID: LU33050043

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) containing buyer company information and banking information upon receipt and acceptance of Seller.
2. Seller issues Draft Sales & Purchase Agreement (SPA) to buyer, buyer review seller issue Sales & Purchase Agreement (SPA) which is open for amendment, signed and return SPA to seller for final review.
3. Seller reviews countersigned Sales & Purchase Agreement (SPA) acknowledged and legalize it legalization shall be borne by the Seller.
4. Seller issue the below listed Partial POP for buyer confirmation.
 - a. Refinery Commitment to Supply
 - b. Certificate of Origin
 - c. Seller Export License
 - d. Quality and Quantity Report (Product Passport).
5. Buyer pays (\$97,000.00) United State Dollars for Security Guarantee Deposit of total product cost to secure the allocation which would be deducted from the first shipment. Within twenty-four (24) hours of Guarantee Deposit Confirmation, Seller sign Charter Party Agreement (CPA) with the shipping company and release Full POP document and 2% Performance Bond to Buyer's Bank. All Parties involved sign the NCNDA/IMFPA.
6. Seller issued full PPOP DOCUMENT TO BUYER.
 - a. Ship Certificates
 - b. Cargo Declaration
 - c. Fresh SGS Report
 - d. Charter Party Agreement
 - e. Ownership Certificate
 - f. Title Transfer Affidavit
 - g. Product Allocation Certificate
 - h. Ullage Report
 - i. Notice of Readiness
 - j. Customs Declaration Certificate
 - k. Ocean Bill of Lading and Cargo Manifest
 - l. Vessel's Q88
7. Shipment commences as per contract delivery schedule.
8. Within Three banking days of Vessel arrival, buyer release payment via MT103 after CIQ/CICC at destination port.



EIAC

EIAC S.A.R.L
6, Place du Marché
L-6460 Echternach
Grand Duchy of Luxembourg
VAT-ID: LU33050043

9. Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and seller transfers title to buyer.

STANDARD TANK TAKE OVER (TTO):

1. Buyer issues ICPO, Company profile to Seller
2. Seller issues original MOU.
3. Buyer countersign MOU and forward back.
4. Upon the receipt of countersigned original MOU from the buyer, seller emails to buyer the listed document issued in the name of the initial buyer as stated below.
 - a. **Product Passport (Quantity & Quality Dip Test Analysis Report)**
 - b. **Certificate of Origin**
 - c. **Bill of Lading**
 - d. **Tanker Vessel Q88 Document**
 - e. **E.T.A. (Estimated Time of Arrival) Of Vessel**
 - f. **Vessel (N.O.R) Notice of Readiness**
 - g. **Ullage Report**
 - h. **Cargo Manifest**
 - i. **Invoice for title transfer**
5. Upon the receipt of the documents, Buyer check the position on high sea and make payment USD \$250,000 as transaction guarantee for total product value within 48 hours for the allocation/title takeover.
6. Seller orders transfers the allocation/title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full prove of product.
7. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

DIRECTOR

Martin Clemens Mossal
EIAC S.à.r.l
Email: info@eiac.lu