



TO: End Buyer, Buyer Mandate

Our Ref: fgmc/65575-C2421

**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.**

Product: HMS 1&2

Origin: Kazakhstan

Specification: NA

Incoterms: CIF or FOB

Spot Quantity: 5,000 MT

Max Quantity: 100,000 MT per month

Price: CIF Gross 260.00 USD Net 250.00 USD

FOB Gross 240.00 USD Net 230.00 USD

Inspection by: SGS

Payments Terms: DLC MT700 or SBLC MT760 or TT

Commission: Seller and Buyer side each \$5 Per Metric Ton

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

1. Buyer issues and send ICPO with seller procedure inserted in the buyer's ICPO.
2. Seller issues Sales and Purchase Agreement (SPA).
3. Buyer reviews and countersigns Sales and Purchase Agreement (SPA).
4. Seller and buyer sign NCNDA/IMFPA, with all parties involved.
5. Seller issues to buyer partial proof of product (PPOP) documents, via e-mail as listed below and seller is responsible for to cost of issuing PPOP document.
  - Export license.
  - Commitment letter to supply.
  - Certificate of origin.
  - Legalized & notarized contract.
  - Statement of product availability.
6. Within five (5) banking days, buyer's bank issue instrument transfer DLC MT700 or SBLC MT760 via SWIFT according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. if buyer fails to issue transfer DLC MT700 or SBLC MT760 within 5 working days, in alternative buyer pays via TT 10% of the first shipment as



security guarantee to enable seller charter vessel to commence shipment. this payment will be deducted from the product face value when final payment is made).

7. Upon receipt of buyer SBLC MT760, DLC MT700 instrument as guarantee, seller issue to buyer's bank full proof of product (POP) as full shipment documents, include 2% PB buyer's bank, through seller nominated bank.

8. Loading commence as shipment schedule and seller release to buyer the full set of POP documents and 2% PB by bank to bank.

9. The SGS inspection will be borne by the seller at the loading port and buyer at the discharge.

10. Within 3~5 banking days of goods arrival at buyer destination, buyer makes payment by TT/MT103, to seller nominated fiduciary bank account, after SGS or CIQ inspection at discharge.

11. Seller release payments to intermediaries involved according IMFPA within 72 hours of receiving payment for the product from the buyers bank.

Pls feel free to contact us for further discussion

Sincerely

Fugo Materials