



UREA - N46 - New Procedure

Date: 23.12.2022

SOFT CORPORATE OFFER

We, legal responsibility under penalty of Perjury hereby confirms the availability and capability to supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. This offer is opened only to end buyers or its direct representative.

PRODUCTS LIST AND NEGOTIABLE PRICES

PRODUCT ORIGIN: QATAR TRANSACTION TYPE: CIF

INCOTERMS: COST INSURANCE AND

FREIGHT LOADING PORT: RAS LAFFAN PRIVATE PORT

PAYMENT TERMS: / T/T WIRE TRANSFER AND MT103 INSPECTION: SGS OR IT'S EQUIVALENT

INSURANCE: 110% OF THE SHIPMENT VALUE PAID BY THE SELLER.

UREA

Trial Quantity: 15,000 to 50,000 metric tons first delivery

Maximum Quantity: Up to 300,000 metric tons Per Month X 12 up to 36 M.

Minimal Regular Order: 25,000 MT.

CIF Price: Gross USD \$350.00/ USD \$330.00 NET

Commissions: Buyer side USD\$10 – Seller side USD\$10 Destination

Port: ASWP

CHOOSE ONE OF THE TWO PROCEDURES

CIF PROCEDURE 01

A) CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller's Refinery along with company profile and buyer passport.
2. Seller issues the draft SPA for buyer's review and signing
- 3: Seller legalizes and registers the contracts with the insurance company and notarizes them with the appropriate Authorities of the ministry of energy along with the below PPOP document.
 - a. Product Quality Passport Quality Certificate.
 - b. Certificate of Product Origin.
 - c. Product availability o Commitment letter to supply the product from Ministry of Energy.
 - d. [ATSC].
4. Buyer's bank per seller's verbiage shall issue SBLC/DLC within six (6) working days for first shipment's value to seller's financial bank to enable the seller to commence loading of a product with the shipping company. seller to finalize loading within six (6) working days. But if the buyer fails to issue SBLC/DLC within six (6) working days, as an alternative provision buyer pays 3% of the total product value directly to the shipping company or a payment account designated by the Seller either via MT103, Bitcoin or USDT as a transaction guarantee which will be deducted from the product's invoice value of the product at the destination port.
5. After confirmation by seller's bank, the seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with the submission of nominated Vessel details to the buyer.
6. Seller's bank responds with contractual operative 3% PB and full POP to buyer's bank within seventy -Two (72) hours since buyer's instrument confirmed by seller's bank.
 - a. Copy of the Port Storage Agreement.
 - b. Copy of the CPA, to Transport the Product to Discharge Port.
 - c. Vessel Q88.
 - d. Original BL (full set).
 - e. Copy of SGS Report.
7. Upon successful product confirmation against the SGS/CIQ Report of Quality and Quantity at the destination port, the buyer makes payment by MT103.
8. Seller and buyer, within seventy-two (72) hours, the seller pays commissions to the seller side and the buyer pays buyer side intermediaries involved in the transaction.

B) CIF ASWP APPROVED STANDARD PROCEDURES (UREA, DAP, NPK, SULPHUR)

1. Buyer issue Irrevocable Corporate Purchase Order (ICPO) with seller procedure and Company Profile (CP) to the Seller, along with copy of buyer passport.
2. Seller issues the Sales Purchase Agreement SPA draft contract and Commercial Invoice CI, for the Buyer's review and the Draft Contract must be duly endorsed and returned by the Buyer with a Letter of Undertaken to perform obligations under the contract.
3. Buyer send the signed SPA contract agreement and Seller issue to buyer the below documents;
 - Copy of statement of availability of the product.

Copy of the refinery commitment to produce the product.

•Payment invoice for import & export permits /Allocation Security Deposit of the trial shipment.

4. Upon receipt and confirmation of buyer payment for Import/Export permits and Allocation Security Deposit, Seller registers the signed SPA draft contract, for official legalization & notarization with the various ministries and issue to buyer/ buyer bank the below documents;

- a) Copy of approval to export issued by the ministry of justice
- b) Endorse and Legalized SPA Contract
- c) Copy of the Port Storage agreement
- d) Copy of TRANSNEFT contract to transport the product to the loading port (Injection fees pay by seller)

5. After Buyer's Bank verification and confirmation of documents, the Buyer's Bank within 10 banking days issue the payment instrument, Documentary Letter of Credit (DLC MT700), directly to the Seller's Bank.

6. Seller bank issue 2% PB to the buyer's bank and Loading/Delivery commences after confirmation from the Seller's Bank.

7. Buyer pays for each delivered Lot by direct bank wire transfer within 5 days after Inspection by SGS on Buyer's expenses at the buyer destination port of discharge and receiving of the following Documents:

Copy of the Charter Part Agreements (CPA) of the product to the discharge port

Copy of DIP test authorization SGS Reports from loading port. Ocean Bill of Lading Insurance.

CIF TRANSACTION PROCEDURE 02

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate and CIS or KYC or CP.

2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.

3. Seller issues to Buyer via email the following transaction documents:

- a. Commitment to supply
- b. Statement of product availability
- c. Certificate of origin
- d. Product Passport
- e. ATSC,

Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded /deducted when Buyer is paying for the total product cost).

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends

6. Seller issues to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routine operations accordingly.

7. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents:

- a. Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
- b. Injection Report
- c. Product Allocation Certificate.
- d. Allocation Title Transfer Certificate.
- e. Export License
- f. Export Approval
- g. Dip Test Authorization.

8. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank a Standby Letter of Credit (SBLC) via Swift MT760 or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

9. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

Please send this SCO signed in form of acceptance and paste the procedure you choose in the LOI.

I approve procedure 01 _____ or optional procedure 02 _____

Legal representative or CEO'S signature

Name:

Company:

Company Address:

Email:

Tel: