

OFFER UREA 46%

We hereby state that _____ is ready to supply the following commodity/product **UREA 46%** to be supplied from non-sanctioned countries following the CIF procedure included in this FCO as "ANNEX 2", via an Irrevocable Corporate Purchase Order (**ICPO**) to be issued timely by you.

OFFER DETAILS	
COMMODITY	UREA 46% (origin non-sanctioned countries)
SUPPLY	FROM 50,000 MT (Fifty Thousand Metric Tons) UP TO 100,000 MT (One Hundred Thousand Metric Tons) TRIAL SHIPMENT FOLLOWED 12 (TWELVE) MONTHLY SHIPMENTS WITH POSSIBLE ROLLS AND EXTENSIONS
PRICE/LOAD	350 USD/MT (Three Hundred Fifty US Dollars per Metric Ton)
COMMISSIONS	10 USD/MT (Ten US Dollars per Metric Ton): 5 USD/MT Seller's side closed / 5 USD/MT Buyer's side open
PROPOSED CONTRACT TIME	1 (one) to 5 (five) years
PERIODICITY	Monthly
TRADE TERMS	CIF – any safe world port (ASWP)
GUARANTEE	SBLC or DLC
PAYMENT	SWIFT MT103
OFFER VALIDITY: Five (5) Business days from the date of issuance of this OFFER	

The Irrevocable Corporate Purchase Order (**ICPO**) shall include the transcription of the **SBLC/DLC PROCEDURE** as included in “**ANNEX 2**” of this offer, and shall please be addressed to the Refinery (**SELLER**) as follows:

KAZAKHSTAN REFINERY

Once we receive your **ICPO**, _____, commits itself to forward it to the Refinery in order to move onwards with all the necessary procedures so we can complete your first delivery at the earliest.

We look forward to receiving your reply, so we both may proceed to begin with the necessary commercial operations.

Best Regards.



ANNEX 1

PARAMETER	UNIT	SPECIFICATION
Total Nitrogen	%wt	46% wt min
Biuret Content	%wt	1% wt max
Moisture Content	%wt	1% wt max
Granulometry	%wt	90% min (0.85-2.00mm)
Free Flow Density	g/cm ³	N.A.
Static Resistance	%wt	0.7%
Anti-Caking	-	Treated properly against caking

SBLC/DLC PROCEDURE

1. **Buyer** confirms Full Corporate Offer and issues an official **Irrevocable Corporate Purchase Order (ICPO)**, attaching the **Company Profile (CP)**.
2. **Seller** sends **Sales and Purchase Agreement (SPA)** and **Commercial Invoice (CI)** along with Seller's **SBLC MT760/DLC MT700** Verbiage format and a Ready, Willing and Able (RWA) template format to **Buyer** and **Buyer** reverts with the following documents properly filled out to Seller:
 - Completed **SPA** and **CI** signed and sealed.
 - Client's Information Sheet (**CIS**) on **Buyer's** letterheads, containing also:
 - (a) Copy of **Company Registration Certificate**
 - (b) **Passport-copy of signatory**
 - **Ready, Willing and Able (RWA)** letter issued by **Buyer's** bank (template provided by **Seller**)
 - Authorization to verify the **RWA** letter by **Seller's** Bank
3. **Seller** releases to **Buyer** the below listed **Partial POP Documents**.
 - (a) Refinery Commitment to Supply
 - (b) Certificate of Origin
 - (c) Statement of availability of product
 - (d) Product quality passport (Analysis test Report)
4. After the **Buyer** receives the above mentioned **PPOP** documents, **Buyer** will proceed with any of the following steps:
 - (a) **Buyer** opens **SBLC/DLC** (According to the **Seller** contract verbiage) within five (5) to seven (7) banking days. If **Buyer** fails to open **SBLC/DLC** within the given timeframe, **Buyer** will mandatorily follow up with option "(b)".
 - (b) Within three (3) working days, buyer appoints and provides a shipping company that is not under Russian sanctions and acceptable by port authority. Upon when seller verifies the shipping company that it is acceptable by the port authority, buyer finalizes chartering of the vessel and provide Q88 and port clearance notification certificate to seller for seller to commence loading of the product to **Buyer's** vessel. If **Buyer** does not have appropriate vessel or shipping company to handle this operation, **Buyer** will have to follow with option "(c)".
 - (c) If **Buyer** cannot follow with option "(a)" or "(b)", **Buyer** will have to open communication with **Seller's** appointed shipping company, pays for shipping costs then **Seller** will load the product and deliver to **Buyer's** port.
 - (d) If **Buyer** cannot commit with any of the three options provided, then we will deem the buyer as not capable to finalize the transaction and subsequently the transaction will be terminated.

Note that refineries do not keep its production allocation for new buyers for more than 14 (fourteen) business days when other serious and regular clients need same products.

5. **Seller** signs the **CPA** with a shipping company and issues the **Full POP documents and 2% (two percent) PB** to **Buyer's** bank.
 - (a) Fresh SGS Report
 - (b) Bill of Lading
 - (c) Vessel Tanker Q88
 - (d) Charter Party Agreement
 - (e) Ownership Certificate
 - (f) Title Transfer Affidavit
 - (g) Product Allocation Certificate
 - (h) Ullage Report
 - (i) Cargo Manifest
 - (j) Notice of Readiness
6. Shipment commences as per contract schedule.
7. Within 3 (three) working days of Vessel arrival, **Buyer releases full payment via MT103 after CIQ/SGS at the destination port.**
8. **Seller** pays all intermediaries accordingly within 72 (Seventy-two) hours.