



# Rice Export Offer: Vietnam to Gabon

This presentation outlines the details of a rice export offer from Vietnam to Gabon. The offer includes different types of rice, pricing information, and important terms and conditions for the transaction. We'll explore the specifics of the rice varieties, container specifications, pricing, and the step-by-step process for completing the deal.

**MS** by **MARTHA SUAREZ**

# Rice Types and Pricing

## **White Rice 5% Broken**

Price: USD 1150/ton

## **Scented Rice 5% Broken**

Price: USD 1220/ton

## **25% Broken Rice**

Price: USD 10 less than 5% broken



# Shipping and Commission Details

## 1 Container Specifications

25 tons container from Vietnam to Gabon

## 2 Buyer Commission

USD 20/ton

## 3 Payment Terms

Letter of credit 100%

# Protection of Parties

## Irrevocable Fee Agreement

Protects all parties including consultants' fees

## Letter of Undertaking

Issued by seller to protect fees

## Pay Order

Issued by seller to ensure payment





# Seller's Responsibilities

1

## **Forward Full Corporate Offer (FCO)**

Seller or Seller's mandate to provide FCO

2

## **Provide Bank Capability Format**

Format for verifying financial capability

3

## **Provide Payment Guarantee Format**

Format for Letter of Undertaking for commission payment



# Buyer's Responsibilities

1

## **Return Signed FCO**

Buyer to return FCO and formats duly signed and accepted

2

## **Submit ICPO**

Provide Irrevocable Corporate Purchase Order with full bank details (TOP 50 World Bank)

3

## **Confirm Financial Capability**

Include details of vessel charter party, processing code, and storage capacity

# Sale & Purchase Agreement Process

1

## Draft Agreement

Seller's Mandate provides draft of Sale & Purchase Agreement

2

## Buyer Review

Buyer reviews and endorses the draft agreement

3

## Final Signing

Both Seller and Buyer sign the finalized copy of Sale & Purchase Agreement





# Transaction Completion

## **Agreement in Principle**

Both parties agree to all terms and conditions

## **Immediate Effect**

Official transactions take effect immediately upon signing

## **100% Letter of Credit**

Payment secured through full Letter of Credit