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To : **END BUYER or Buyer' Mandate**

## **SOFT CORPORATE OFFER**

### **UREA 46 B grade, premium quality**

We are the direct promoter of the Russian Certified Refinery which is issued and delivered the below fertilizer on FOB Novorossiysk terms by an annual Sale Purchase Agreement (SPA) :

<b>COMMODITY :</b>	UREA 46% Granular, agricultural grade B
<b>ORIGIN:</b>	RUSSIAN
<b>SPECIFICATION:</b>	Standard Export Quality
<b>QUANTITY :</b>	50 000 MT - 100 000 MT*12 months
<b>PACKING :</b>	Big Bags 1000 kg
<b>PRICE CIF:</b>	Gross <b>US\$</b> 430 per MT, Net <b>US\$</b> 420per MT,
<b>DELIVERY TERMS :</b>	FOB Novorossiysk / CIF Mrtsin, INCOTERMS '2010
<b>CONTRACT PARTIES :</b>	SPA contract is directly between the Seller and the Buyer
<b>CONTRCT PERIOD:</b>	12 months minimum, with possible R&E
<b>PAYMENT TERMS :</b>	<b>10%</b> pre-payment, <b>90%</b> after inspection and vessel loading
<b>INSPECTION :</b>	SGS or Equivalent 'SGS' at the place of loading
<b>INSURANCE :</b>	110% by Seller
<b>COMISSION :</b>	as set out per NCNDA/IMFPA ( Seller \$5 USD/MT, Buyer \$5 USD MT)

**NOTE ::** Monthly amount of delivery has to be realized following way :  
**10%** paid by TT swift transfer within 24 hours against Commercial Invoice – mail copy or electronic copy via email, after the final Contract date, signed by both parties in mail copy.  
**90%** paid by TT swift transfer within 24 hours against unloading at place of delivery and after inspection

Payment for SGS inspection at the port of loading is made by the Seller. If additional verification is required, the party that requested it will pay for additional research.

### **Buyer's Documents :**

Buyer has to submit the following set of docs in order to meet Seller's requirement:

1. ICPO with full contact information of the Buyer's Bank Comfort Letter;
2. POF that will allow Seller to verify payment capability via BCL or ATV (agreed Soft Probe procedure);
3. Company Profile ;
4. Company Registration Certificate;
5. Scan copy of the signatory's International Passport.

## **CONTRACT PROCEDURE:**

1. Seller or seller's Mandate Issues Soft Corporate Offer (SCO) to Buyer.
2. Buyer accepts Seller working procedure, issues an ICPO with the seller's procedure clearly stated on the ICPO to confirm acceptance of the Soft Offer, with Company profile and full banking coordinates, along with scanned Passport Copy and NCND/IMFPA completed and signed by all Buyer's side group recipients and passed to Seller's Side for completion.
3. Seller acknowledges Buyer's ICPO and issues SPA Contract to Buyer open for amendment, Buyer completes, signs and returns the SPA Contract to the Seller in word format within 24 hours.
4. The Seller shall review and confirm the changes made by the Buyer. If the changes are acceptable, the Seller issues the final SPA Contract and sends it to the Buyer, signed and sealed, together with the proforma commercial invoice.
5. The Buyer returns the final agreed, signed and sealed Contract within 24 hours and makes the initial payment within 48 hours. Part of the monthly delivery amount shall be paid by 10% prepayment in Seller's favour, following the receipt of the documents, within 48 hours. Subsequent deliveries shall be guaranteed and paid in the same way: payment of the deposit within 48 hours. The main 90% prepayment within 48 hours, as described above, upon loading certificate at place of delivery.
6. If hard copies are required, the Seller will send by courier or registered mail, immediately to the Buyer, signed and stamped.
7. Contract fulfilled.
8. Seller pays commission to all intermediaries involved, monthly, as per NCND/IMFPA Instructions within 48 hours after confirmation of Buyers payment.

If the present SCO meets your requirements, please confirm the proposed procedure and indicate in the ICPO and forwarded to email : [inmarket2008@gmail.com](mailto:inmarket2008@gmail.com)

We hope for mutually beneficial cooperation and are waiting for your prompt response.

**Sincerely Yours,**

**On behalf of the Seller (Refinery)**

