

Ref.: 2811- CIF & DIP & PAY General SCO , Multiple Refineries,01 June to 10 July 2023/M06

DATE : 01 June , 2023
VALIDITY : 10 July , 2023
TO : PRICIPAL BUYERS / BUYERS MANDATES

GENERAL SOFT CORPORATE OFFER (SCO) CIF & FOB / DIP & PAY

We Jahan Amaad Niko (JANCO-E&T) , Represented by Capt . Abdulmonem Afand , hereby confirm that our Seller / Refinery is ready, willing and able to enter into a Sales Purchase Agreement to sell and transfer the below mentioned commodities hereunder to any reliable Buyer who accepts our terms and conditions stipulated hereinafter and be committed to perform according to the Seller’s procefore.. All products are guaranteed to meet the international standards requirements of SGS inspection or equivalent.

Available Products in Brief :

JPA1 , JP54 , D6 , EN590-10 ppm ,Diesel (Grades) , Crude Oil , Gasoline (All Grades) , LCO , Base Oil (All Grades) , Marine & Fuel Oil , PetCoke ,Fertilizer, and More....

1. This General SCO replaces the previously issued offers and it is valid only for the time stated above .
2. Buyer choose and copies his desired procedure and sends to the Seller.
3. Buyer issues and addresses the LOI to “JANCO-E&T”
4. JANCO-E&T issues an SCO and sends for Buyer to review, sign and return back to the Seller
5. Seller procedure is non- negotiable. Deviating from the procedure will termnate the purchase operation.
6. JANCO-E&T , upon receipt of the signed SCO , present an ICPO template contains the least requires into to initiat a Transaction with the refinery.
7. Upon receiving **the** ICPO, Refinery issues SPA /CI addressed to the Buyer name..

ADDITIONAL DETAILS :

Origin : Kazakhstan Origin , and (Russia Origin with Non-Russian Documents).
Delivery Mode : CIF, and DIP & PAY.
Inspection : SGS Test Report will be conducted at the loading port
Payment Method : DLC / MT700 , SBLC /MT760 , MT103
Loading Port CIF : Kazakhstan, Russian Ports and Rotterdam.
Loading Port FOB : Rotterdam , Houston ,Fujairah (UAE), Jurong (Singapore) and Qingdao (China) .
Destination CIF : Any Safe World Port. (ASWP)
Performance Bond : (2% PB) to be in favor of the buyer.
Shipment Method : Tanker vessel.
Commission Size : 0.04\$ Per Gallon , 04\$ Per Barrel , 10\$ / Metric Ton ,Pay By Seller
Commission Structure : Seller Side: 50%, Buyer Group: 25% , JANCO-E&T Group: 25%

Specification : International Standards
Delivery Time : 25-30 Days -CIF
Inspection :SGS or Equivalent
Packing : Bulk , Vessel

PRODUCTS:

1. AVIATION KEROSENE COLONIAL GRADE (JP54)

Quantity: Min. 1,000, 000. BBL per month and Max. 5,000,000 Barrels per month

Price Per BBL >> CIF: Gross **\$82** /Net **78.\$** , Any Safe World Port..

FOB /DIP& PAY: Gross **\$76./Net \$72.** Rotterdam, Houston , Fujairah , Jurong.

Commission: **2\$** Seller Side / **2\$** Buyer Side , Pays By Seller

2. AVIATION KEROSENE COLONIAL GRADE (Jet- A1)

Quantity: Min. 1,000, 000. BBL. per Month and Max. 5,000,000 Barrels per Month

Price Per BBL >> CIF: Gross **\$82** /Net **78.\$** , Any Safe World Port.

FOB /DIP& PAY: Gross **\$76./Net \$72.** Rotterdam, Houston, Fujairah ,Jurong.

Commission: **2\$** Seller Side / **2\$** Buyer Side , Pays By Seller.

3. VIRGIN FUEL OIL (D6)

Quantity: Min. 100,000, 000 Gal. per Week and Max. 500,000,000 Gal. per Week

Price Per Gallon >> CIF: Gross **\$0.90** /Net **\$0.86** , Any Safe World Port.

FOB /DIP& PAY: Gross **\$0.84** /Net **\$0.80** , Rotterdam, Houston, Fujairah, Jurong.

Commission: **0.02\$** Seller Side / **0.02\$** Buyer Side , Pays By Seller .

4. DIESEL GASOIL ,ULSD , EN590-10PPM (EURO-5)

Quantity: Min 50,000 MT and Max 500,000 MT per Month x 12 Months

Price Per MT >> CIF: Gross **\$590** /Net **580\$** , Any Safe World Port.

FOB /DIP& PAY: Gross **\$550./Net \$540.** Rotterdam, Houston, Fujairah, Jurong ,Qingdao.

Commission: **\$5** Seller Side and **\$5** Buyer Side, Pays by Seller

5. RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Quantity: Min. 1,000, 000 BBL per month and Max. 5,000,000 Barrels per month

Price Per BBL >> CIF: Gross **\$74** /Net **70.\$** , Any Safe World Port.

FOB /DIP& PAY: Gross **\$70./Net \$66.** Rotterdam, Houston

Commission: **2\$** Seller Side / **2\$** Buyer Side , Pays By Seller.

6. EASTERN SIBERIA –PACIFIC OCEAN BLEND CRUDE OIL (ESPO) ORIGIN: RUSSIA

Quantity: Min. 1,000, 000 BBL per month and Max. 5,000,000 Barrels per month

Price Per BBL >> CIF: Gross **\$74** /Net **70.\$** , Any Safe World Port.

FOB /DIP& PAY: Gross **\$70./Net \$66.** Rotterdam, Houston, Fujairah, Jurong ,Qingdao.

Commission: **2\$** Seller Side / **2\$** Buyer Side , Pays By Seller.

21. UREA 46% (PRILLED & GRANULAR) FERTILIZER .

Quantity: Min 50,000 MT and Max 500,000 MT per Month x 12 Months
Price Per MT >> CIF Gross USD**320\$** / Net USD**310\$**. Any Safe World Port.
Commission : **\$5** Seller Side and **\$5** Buyer Side, Pays by Seller

22. DI AMMUNUM PHOSPHATE (DAP) ,FERTILIZER.

Quantity: Min 50,000 MT and Max 500,000 MT per Month x 12 Months
Price Per MT >> CIF Gross USD**340\$** / Net USD**330\$**. Any Safe World Port.
Commission : **\$5** Seller Side and **\$5** Buyer Side, Pays by Seller.

[-CIF] NON- NEGOTIABLE TRANSACTION WORKING PROCEDURE [CIF] ASWP
(SBLC/ MT760) (Ref. : Borivladi)

1. Buyer send an official LOI to Seller and then confirms price and procedure stated on the Seller's SCO , and issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead with letter of acknowledgement, scanned copies of the buyer's company registration and international passport number of buyer to the seller.
2. Seller Company issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendments if any) both parties sign and seal the present contract and exchange the copies electronically.
3. Seller Company registers and legalizes contract officially with the appropriate authorities to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer's Company name at seller's expense.
4. Seller releases to the Buyer the Partial POP Documents below.
 - a. **Copy of Tax Registration Certificate (Certificate of Incorporation),**
 - b. **Certificate of origin**
 - c. **Product Passport,**
 - d. **Refinery commitment to supply**
 - e. **Statement of availability of product.**
 - f. **Proforma Invoice.**
5. On confirmation of the receipt of the partial POP, buyer must within five (5) banking days issue the Bank Guarantee in the form of (SBLC/MT760). Failure to issue the said bank guarantee within the stipulated days. Buyer issues a Performance security financial deposit of \$320,000.00USD (Three Hundred and Twenty Thousand United State Dollars). This is to enable the seller secure the service of the Vessel for the transportation of the product to buyer's destination port.
Note: Fee made by buyer will be deducted when making payment for the total cost of the product at the discharge port after a successful CIQ/SGS test at the discharge port.

4. Buyer contact their tank farm to obtain the BOOKING CONFIRMATION LETTER and NOR from There tank farm confirming 5 days' tank lease and their readiness to receive the product in their storage tank and send to the seller.
 5. Seller discharge the product into the shore tank in Rotterdam and issue TSR/DTA for buyer and its SGS Agents to proceeds with the dip Test inspection process on seller's tank.
 6. Upon successful dip test, Seller proceeds with the tank to tank transfer of the product to the Buyers secured shore tank at the loading port.
 7. Buyer makes 100% payment by MT103 TT Wire Transfer for the total product injected into the tank.
 8. Seller pays All Intermediary Involved in the Transaction, and Subsequently Monthly Shipment Continues as per Terms and Conditions of the Sales and Purchase Agreement Contract between Buyer and Seller.
 9. Seller issues draft contract to buyer to review for R&E monthly deliveries. (Ref.KpmcIbra.F-5)
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Best regards ,
Capt. Abdulmonem Afand
General Manager
Jahan Amaad Niko (JANCO-E&T)
Engineering & Trading Company



Please Address LOI to:

To : JAHAN AMAAD NIKO , JANCO-E&T
Atten: CAPT. MONEM AFAND
Title : GENERAL MANAGER