



Jalan Intan II, No.
14 Bumi Satria Kencana,
Kayuringin Jaya, South
Bekasi, West Java - Indonesia

PT. EKSPOR PRADANA NUSANTARA
(Exporting Company)

Website: <https://exportates.com>

FULL CORPORATE OFFER / FCO

TO: WHO IT MAY CONCERN

Dear Our Valuable Customer,

We, **PT EKSPOR PRADANA NUSANTARA** Representative in consort with our supply partner, act as SELLER is ready and able to supply following commodity in the quantity and price under terms and condition as stated below:

NO	DESCRIPTION	ITEM	CUR	PRICE/MTON	
				CIF	FOB
1	Product Name : Diesel Fuel En-590 Ulsd -10ppm/50pmm/500pmm Gasoline	Per-MT (Gross)	USD	580	570
	* Product Origin : Non-Russian	Per-MT (Net)	USD		
	* Min. Quantity : 50,000 Metric Tons Per Month				
	* Max.Quantity : 400,000 Metric Tons Per Month				
2	Product Name : Diesel Gas D2 Oil Gost 305-82	Per-MT (Gross)	USD	440	390
	* Product Origin : Non-Russian	Per-MT (Net)	USD	420	370
	* Min. Quantity : 50,000 Metric Tons Per Month				
	* Max.Quantity : 400,000 Metric Tons Per Month				
3	Product Name : Delayed Green Petroleum Coke	Per-MT (Gross)	USD	260	220



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* Product Origin : Non-Russian

Per-MT (Net) USD 240 200

* Min. Quantity : 50,000 Metric Tons Per Month

* Max. Quantity : 400,000 Metric Tons Per Month

4 Product Name : Aviation Kerosene Colonial (Grade 1) Jet Fuel **Per-BBL (Gross) USD 97 92**

* Product Origin : Non-Russian

Per-BBL (Net) USD 95 90

* Min. Quantity : 2,000,000 Barrels Per Month

* Max. Quantity : 5,000,000 Barrels Per Month



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TRANSACTION FOB PROCEDURE:

PROCEDURE 1 :

1. Buyer send the company profile to do the due diligence DD.
If everything is in order it is sent The seller's data to issue the ICPO + TSA accepting the seller's price. The buyer's send irrevocable corporate purchase order (ICPO) with seller's transaction procedure along with passport copy of the company representative.
The buyer will also provide TSA to the seller.
NOTE:
 - The TSA must be from a USA Company for FOB Houston.
 - The TSA must be from a Netherlands Company for FOB Rotterdam.
2. Seller issues Commercial Invoice (CI).
3. Buyer sign CI and Return CI to seller.
4. Seller releases Injection Programming Agreement (IPA) to Buyer for affirmation to program product injection with Buyer's tank farm.
5. Upon successful programming, Seller's representative, SGS Team, and Buyer's representative meets at seller tank storage for the tank and pipeline verification and Seller issues the hard copy POP documents to buyer representatives in person (Face to Face).
 - Quantity and Quality Certificate (SGS) 48hrs fresh
 - Tank Storage Receipt (TSR).
 - Product Passport (Dip Test Result).
 - Statement of Product Availability.
 - Refinery Commitment to Supply.
 - Authorization to Sel/Collect (ATSC).
 - Authorization Letter to Verify the Product with the Tank Farm.
 - Company Registration Certificate.
6. Upon successful verification of documents and SGS report by buyer's team, buyer commence dip test in seller's tank, if need be, for more confirmation.
7. Upon confirmation of product Q&Q, Seller begins injection into buyer's tank storage and all parties sign NCNDA/IMFPA.
8. The buyer makes payment by MT103 or TT wire transfer for the total product available.



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9. The seller changes the title of ownership to the buyer's name and pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries and the buyer lifts the product.
10. Seller issue a contract for buyers desired duration upon successful completion of the trial.
11. Contract payment terms is SBLC will be 365+1 days as guarantee equivalent to the delivery of one month, the payment will be through MT103 or TT wire transfer for the total product available (Q&Q) into buyer's tank storage.

PROCEDURE 2 :

1. Buyer issues ICPO with Seller's procedure incorporated on it, buyer's company details, banking details, passport copy with letter confirming readiness, wiliness and capability to carry out the transaction.
2. Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer.
3. Buyer signs and returns the Commercial Invoice along with Buyer's Charter Party Agreement (CPA).
4. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, buyer and buyer's Logistic Company.
5. Upon returned of the endorsed TTVIA, Seller release to buyer the following PPOP documents;
 - A. Commitment Letter to Supply
 - B. Export License
 - C. Tank Storage Receipt TSR.
 - D. Authorization to Verify ATV (Through call or email)
6. Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank.
7. Seller issue DTA for buyer to proceed of the dip test upon confirmation of buyer securing legal access to the product.
8. Buyer and his SGS Inspection team conduct dip test on the product in the tank.
9. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer the Notice of Readiness (NOR) to inject the product.
10. Buyer provide Q88 and ATI from his Logistic Company and also make available the Vessel for the injection process to commence as schedule.



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11. Upon completion of the Injection, Seller releases to buyer the below POP documents.
 - E. Product SGS Report.
 - F. Pipeline Injection Report.
 - G. Authority to Sell and Collect (ATSC)
 - H. Product passport (analysis test report).
 - I. Certificate of Origin
 - J. NCNDA/IMFPA is sign by intermediaries of both seller and buyer.
12. Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT wire transfer.
13. Seller Upon receipt of the payment, pays all intermediaries involve in the transaction.
14. Seller issues title change/transfer of product to buyer.

Hopefully this offer letter can be your consideration to meet your needs and we can arrange a good new deal furthermore.

SELLER'S




Name : Brian Pradana
Designation: President Director