FRANCE AJ ALIMENTAIRE AND FOOD EXPORT&IMPORT

GLOBAL B2B IMPORT & EXPORT GROUP
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UREA GRANULAR & PRILLED

COMMERCIAL OFFER & CIF TRANSACTION PROCEDURES

MONTHLY QUANTITY	**50,000 MT - 300,000 MT**
CIF PRICE PER MT	**USD 370 GROSS / USD 360 NET**
COMMISSION	**USD 5.00 / USD 5.00 PER MT**
PRODUCT	**UREA GRANULAR & PRILLED**
ORIGIN	**KAZAKHSTAN**

IMPORTANT - BUYER INSTRUCTIONS

To initiate the transaction, the Buyer must issue a formal ICPO (Irrevocable Corporate Purchase Order) on the Buyer's official company letterhead. Before submitting the ICPO, the Buyer must review the three transaction procedures presented in this offer and select ONE (1) procedure that best corresponds to the Buyer's preferred transaction and banking structure.

The selected procedure must be clearly stated and reproduced in the ICPO, together with the requested product, quantity, destination/discharge port, company details, authorized signatory information and applicable banking details.

The completed and duly signed ICPO must be sent by email to: **info@franceajgroup.com**

After receipt and preliminary review of the ICPO, the Buyer will receive an official response by email directly from the refinery or its authorized commercial representative. The Buyer will then continue the transaction directly with the refinery in accordance with the selected procedure, subject to refinery acceptance, compliance review, documentary verification and final contractual approval.

CIF TRANSACTION PROCEDURE 1

1. Buyer issues ICPO on company letterhead, including buyer banking information and valid identification.
2. Seller issues Draft Contract to Buyer. Buyer reviews, signs, seals and returns it for final endorsement.
3. Seller issues Commercial Invoice. Buyer issues pre-advice MT799; after confirmation by Seller's bank, Buyer opens SBLC MT760 within 7 days.
4. Seller provides preliminary POP: Irrevocable Commitment to Supply, Statement of Product Availability, Certificate of Origin and Product Passport Analysis.
5. Seller appoints the shipping company and signs the Charter Party Agreement for transport to Buyer's final discharge port.
6. Seller issues 2% Performance Bond alongside the Full POP documents, including applicable export, refinery, transport, storage, vessel, Bill of Lading, SGS/Q&Q and shipping documents.
7. Shipment commences as scheduled. Upon arrival and SGS/Q&Q or equivalent inspection, Buyer's bank releases the shipment value to Seller's bank within the agreed banking terms.
8. Seller pays intermediaries according to the executed IMFPA.

CIF TRANSACTION PROCEDURE 2

1. Buyer issues Purchase Order upon receipt and acceptance of Seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for Buyer's review and signing.
3. Seller sends partial POP to Buyer via email: (a) Statement of Availability of Product; (b) Commitment to Supply; (c) Product Passport; (d) Certificate of Origin.
4. Seller appoints and signs Charter Party Agreement with the Buyer and shipping company. Buyer and Seller pay 50/50 to the shipping company for transporting the product to Buyer's final discharge port.
5. Seller SWIFTs the Full POP and 2% Performance Bond to Buyer's bank. Buyer's bank SWIFTs the Irrevocable Non-Transferable Documentary Letter of Credit to Seller's bank.
6. Shipment commences as scheduled. Upon arrival at discharge port and after SGS/Q&Q or equivalent inspection, Buyer's bank releases total shipment value to Seller's bank within 48 hours (two banking days) by MT103.
7. Seller pays all intermediaries involved in the transaction as per IMFPA within 48 hours.

CIF TRANSACTION PROCEDURE 3 - ESCROW

A. Buyer confirms the Soft Offer and issues an ICPO, preferably with BCL where applicable, to Seller.

B. Seller issues the Draft Contract. Buyer signs and returns it. Seller/Refinery appoints an agreed escrow/security company for both parties.

C. The escrow/security company establishes a communication channel between the parties and the bilateral escrow agreement is executed.

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CIF TRANSACTION PROCEDURE 3 - ESCROW (CONTINUED)

D. Seller and Buyer deposit the mutually agreed security/performance deposit for the first shipment into the escrow/security account. Deposit and refund conditions are governed by the signed escrow agreement.

E. Seller proceeds with contract legalization and logistics/shipment arrangements.

F. After confirmation of the agreed escrow conditions, Seller issues Full Proof of Product (POP) through the agreed secure channel / bank-to-bank process.

G. Full POP may include export authorization, Statement of Product Availability, refinery commitment, transport contract, port storage agreement, tank receipts, SGS Q&Q report, Bill of Lading/Q88 and Charter Party Agreement, as applicable.

H. Shipment commences as scheduled. At the discharge port, Buyer verifies the goods and releases full payment according to the executed contract and escrow terms.

I. After successful completion, Seller pays commissions according to the IMFPA and the escrow/security company releases refundable deposits according to the escrow agreement.

COMMERCIAL TERMS

CIF Gross Price	**USD 370 / MT**
CIF Net Price	**USD 360 / MT**
Commission Allocation	**USD 5.00 / MT + USD 5.00 / MT**

All commercial, banking, inspection, shipping and commission terms remain subject to the final mutually executed contract, applicable law, bank approval and documentary verification.