



## SOFT CORPORATE OFFER (SCO)

Dear Sir,

We, **APEC Holding**, hereby confirm with full corporate legal responsibility against our readiness and capacity to sell the commodity as requested according to the terms & conditions stated below:

**Commodity:** AVIATION KEROSENE COLONIAL JP54  
**Origin:** Russia  
**Quantity:** Min 1,000,000 MT Max 2,000,000 MT Total  
**Quantity:** TBA  
**Contract duration:** Spot & Long Term Contract  
**Price:** After Buyer ICPO Delivery:  
CIF/ASWP

### **STANDARD PROCEDURE WITHOUT ANY UPFRONT FEE OR ADVANCED PAYMENT:**

1. The Buyer sends ICPO, then seller give FCO with full seller company information, The Buyer sign, seals and send back the FCO with BCL for first shipment to the Seller within max 72 hours.
2. Upon receipt of the fresh BCL by swift MT 799 double confirmation from Buyer's bank to be confirmed by Seller's Bank, the Seller issues the Contract to the Buyer.
3. Upon Signing & Stamping the contract, the Seller issues the first shipment POP within 72 hours to Buyer.

#### **POP list will be:**

- a) Copy of License to export, issued by the Department/Ministry of Energy
  - b) Copy of Approval to export, issued by the Department/Ministry of Energy
  - c) Copy of statement of availability of product
  - d) Copy of refinery commitment to produce the product
  - e) Copy of Railway contract to transport the product to the port
  - f) Copy of the port storage agreement
  - g) Copy of the charter party agreement to transport the product to destination port and discharge
  - h) Tank receipt and SGS report
4. Upon receiving the POP, the buyer has only 72 hours to check and verify the POP.
  5. Upon confirmation POP from the buyer, Seller issues PI to the Buyer immediately.
  6. Upon receipt of the PI to the Buyer, Buyer's bank issues Irrevocable, Transferable, Confirmed Documentary Letter of Credit at Sight for each shipment per month to Seller's designated bank.
  7. Shipment of each month by 1 vessel/partial shipment. Shipment time within 20 days from LC date and Delivery within 35-40 days from the date of Bill of Lading depending on chosen port.

## АПЕК ПАСИФИК ЭНЕРЖИ КОРПОРАЙШН

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