

Dear Sir,

Our Group, as the Seller, are able to supply the following commodity based on the following Terms & Conditions as stated below:

作为卖家，我们的集团能够根据以下条款和条件供应以下产品，如下所述：

Commodity / 商品：

Lead Ore Pb64-66%

铅矿 Pb64-66%

Origin / 原产地：

Sumba, Indonesia

印度尼西亚松巴岛

Minimum Order Quantity / 最小起订量：

10,000mt per month

每月 10,000 吨

Contract Period / 合约期限：

Minimum Twelve (12) months with Rolls and Extensions

至少 12个月的合约

Loading Port / 装货港口/锚点：

Port of Waingapu, Sumba, Indonesia

印度尼西亚松巴岛 Waingapu 港

Incoterms / 国际贸易术语

1. Free On Board (FOB) Mother Vessel only
仅离岸价格
2. Cost, Insurance and Freight (CIF)
成本、保险和船运费 (CIF) 到岸价格

If the Buyer signs on a CIF / CFR contract basis, they will sign the contract with our appointed trader partner who is based in Hong Kong who handles CIF / CFR contracts.

如果买方在CIF/CFR合同的基础上签订合同，他们将与我们的指定贸易伙伴签订合同，在香港处理CIF/CFR合同。

Price / 价格：

1. Tentative price is **USD 705** per mt (FOB)
暂定价格为每吨 **705** 美元 (离岸价格)

2. Tentative price is USD 755 (CIF)
暂定价格为每吨 755.00 美元 (CIF)
3. Price quoted is inclusive of all export duties
报价包含所有出口关税

Payment Mode / 付款方式:

Irrevocable, Auto-Revolving, Letter of Credit at sight (100% payable upon issuance of Bill of Lading (BL) and Certification of Quality).

不可撤销、自动循环、信用证 (100% 在签发提单 (BL) 和质量证书时支付)

1. **FOB MV basis** : Transferable LC MT700 100% at sight
Seller: Malaysian Company
离岸价 : 可转让 LC MT700 100% 即期
卖方: 马来西亚公司
2. **CIR / CFR basis** : Non Transferable LC MT700 100% at sight
Seller: Hong Kong Company
CIR / CFR : 不可转让 LC MT700 100% 即期
卖方: 香港公司


Performance Bond / 履约保证金:

Seller issues a 2% Performance Bond upon receipt of Buyer's LC. No Performance Bond will be issued in advance.

卖方在收到买方信用证后开具 2% 的履约保证金。不会提前发行履约保证金。

Specifications / 商品规格:

Attachment
To Certificate No. 15022/GB6730
Date: 17 Mar 2021
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 BLS GROUP
 Bandung Office
 Jl. Arteri Tal Cibitung No. 1, Cikarang Selatan 17522, Indonesia
 Email: sales@bls.co.id

REPORT OF ANALYSIS

Parameter	Unit	Results	Method
Lead (Pb)	%	68.05	GB6730.49-86
Gold (Au)	%	12.05	DZG20.01-1991.20.2.1
Copper (Cu)	%	4.00	GB/T6730.9-2006
Silver (Ag)	%	4.5	DZG20.01-1991.19.3.3
Manganese (Mn)	%	0.1	ISO 4298-1984
Iron Trioxide (Fe ₂ O ₃)	%	0.2	ISO 4681-1990
Aluminium Trioxide (Al ₂ O ₃)	%	0.1	ISO 5889-1983
Phosphorus (P)	%	0.0	ISO 4293-1982
Sulfur (S)	%	0.1	ISO 120-1992
Moisture Content	%	0.82	ISO 310-1992
Fe ₂ O ₃	%	0.01	ISO 4681-1990
Calcium Oxide (CaO)	%	Less than 0.01	ICP
Magnesium Oxide (MgO)	%	Less than 0.01	ICP
Manganese Dioxide (MnO ₂)	%	Less than 0.01	ICP
Chromium Trioxide (Cr ₂ O ₃)	%	Less than 0.01	ICP
Sodium Oxide (Na ₂ O)	%	0.01	ICP
Potassium Oxide (K ₂ O)	%	0.01	ICP
Silicon Dioxide (SiO ₂)	%	0.1	ICP
Titanium Dioxide (TiO ₂)	%	0.01	ICP
Loss On Ignition (LOI)	%	Less than 0.01	Gravimetric

Note : AR (As Received Basis).

Parameter	Unit	Results	Method
Chemical :			
- Moisture Content	% AR	0.07	-
- Specific Gravity	g/cc	0.01	-
- Bulk Density :			
- Bulk Density : - Loose	g/cc	1.03	Max 1.7
- Bulk Density : - Compact	g/cc	1.05	Max 1.7
- SO ₂ Content	%	0.01	Max 0.1 %
- Chloride Content	%	0.01	Max 0.1 %
- Organic Matter	%	0.01	-
- Clay Content	%	Less than 0.03	-
- Water Absorption	%	0.03	-
- Whiteness	%	70.75	-



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S.C.I. 2007 P

Stockpile Photos / 库存照片:



Procedures / 购买程序:

1. Buyer sends Letter of Intent (LOI) to Seller indicating their required specifications and indicating monthly quantity.
买方向卖方发出意向书 (LOI) , 以表明其要求的规格和每月/年购买数量。
2. LOI to be accompanied by Buyer's Company Profile.
意向书应附有买方的公司简介。
3. Seller sends Full Corporate Offer (FCO) and Company Profile.
卖方回函完整的报价 (FCO) 和公司简介。
4. Buyer signs and returns the FCO within the given time to confirm the given price.
买方在限定的时间内签署FCO回函于卖方, 以锁定卖方给予的价格。
5. Buyer sends Irrevocable Corporate Purchase Order (ICPO).
买方发送采购订单。
6. Seller sends Draft Sales & Purchase Contract.
卖方发送“销售和购买合约草稿”。
7. Buyer sends Draft Letter of Credit (LC).
买方发送信用证草稿 (LC) 。
8. Buyer reviews Draft Sales & Purchase Contract. Both parties will negotiate and make the necessary adjustments for the contract until both parties come to a mutual agreement on all the terms and conditions of the contract.
买方审查销售和采购合约草稿。双方将就合约进行谈判并进行必要的调整, 直到双方就合约的所有条款和条件达成共同协议。
9. Seller reviews Draft Letter of Credit (LC). Both parties will negotiate and make the necessary adjustments for the LC until both parties come to a mutual agreement on all the terms and conditions of the LC.
卖方审查信用证草稿 (LC) 。双方将就信用证进行谈判并做出必要的调整, 直到双方就信用证的所有条款和条件达成共同协议。

10. Both parties sign the final Sales & Purchase Contract and the final Letter of Credit.
双方签署最终的买卖合同和最终的信用证。
11. Buyer issues the LC.
买方签发信用证。
12. Seller receives and activates the LC, by issuing the 2% Performance Bond (PB).
卖方通过发行 2% 的履约保证金 (PB) 来接收并激活信用证。
13. Seller proceeds with shipping procedures.
卖方开始运输流程。

If Buyer requires additional time to sign the FCO, to issue the ICPO, to issue the Draft LC, to review and sign the Sales and Purchase Contract and to issue the final LC, Buyer is required to write an official letter and email to us.

如果买方需要更多的时间来签署FCO、签发ICPO、签发信用证草稿、审查并签署销售合同并签发最终信用证，您必须写一份正式声明并交给卖方。

Before signing the Sales & Purchase Contract, Buyer is required to visit the site and office in Kalimantan, Indonesia. If the Buyer is unable to visit personally, they are required to appoint China Certification and Inspection Group (CCIC) as their legal representative to inspect and verify the mining site and operator's mining documents are in order. During the duration of the loading period the Buyer is also required to have CCIC's personnel present at loading port to witness the loading and at the same time conduct their own sampling tests. This cost will be borne by the Buyer.

在签订买卖合同之前，买方必须访问印度尼西亚加里曼丹的铁矿地和办公室。如果采购方不能亲自到访，必须委托中国认证检验集团 (CCIC) 作为其法定代表人，检查确认铁矿和经营者的采矿证件是否齐全。在装载期间，必须指定CCIC人员见证装载并同时进行自己的抽样测试。费用将由买方承担。

Indonesian Sellers seldom use CCIC to analyze their commodity. Therefore, if Buyer wants the analysis report to be certified by CCIC they will have to engage CCIC to analyze the commodity for them. This cost will be borne by the Buyer.

印尼卖家很少使用CCIC分析其产品。因此，如果买方希望分析报告获得CCIC的认证，他们可以委托CCIC为他们分析铁矿石。费用将由买方承担。

If Buyer requires samples of the product, it will be sent to them. However, the cost of the freight will be paid by the Buyer. Buyer to pay the freight cost before the samples are sent. If the samples are not permitted to enter the country there will be no refund of the freight cost.

如果买方需要该铁矿的样品，它将被发送给买方。但是，运费将由买方支付。买方在样品寄出之前支付运费。如果样品不允许进入该国，卖方则不会退还运费。

CCIC offices in Indonesia / CCIC印度尼西亚办事处:

PT CCIC Jakarta Headquarters

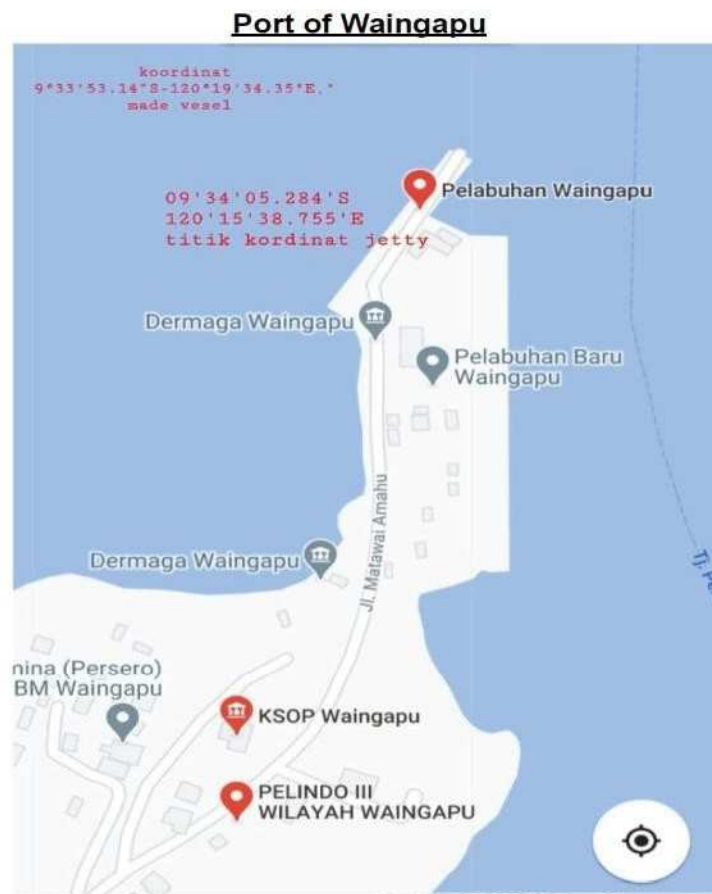
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Website: www.ccicsg.com
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PT CCIC Jakarta – Banjarmasin Branch

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Tel: +62 511 478 7213

Fax: +62 511 478 7309
Main Contact: Mr Zhou Guowu
Email: zhou.guowu@ccicsg.com

Loading Port / 装货港口/锚点:
Port of Waingapu, Sumba, Indonesia
印度尼西亚松巴岛 Waingapu 港



Seller / 卖方:

The Seller, _____, is a Malaysian company with experience in commodities such as sugar, silica sand, coal and iron ore and health products.

卖方 _____ 是一家马来西亚公司，在糖、硅砂、煤炭和铁矿石以及保健品等商品方面拥有丰富的经验。

We have a Mining Partner from Indonesia which has all the valid pre requisite mining and export licence. Such licences will only be shared with the Buyer during the mine visit or after signing of the Sales and Purchase Agreement.

我们有一个来自印度尼西亚的采矿合作伙伴，他拥有所有必要的有效采矿和出口许可证。此类许可证仅会在参观矿山期间或签署买卖协议后与买方共享。

Please be informed of our payment terms:

付款条件:

FOB Contract : Transferable LC MT700 100% at sight. Banks: Maybank or Seller's choice.
FOB 合同条款 : 可转让 LC MT700 100% 即期。银行: Maybank 或卖家选择

CIF / CFR Contract : Non Transferable LC MT700 100% at sight. Banks: HSBC or Seller's choice.
CIF/CFR 合同 : 不可转让 LC MT700 100% 即期。银行: 汇丰银行或卖方的选择。

Buyer / 买方:

Kindly check if the above terms and conditions are acceptable to the Buyer. If there is an interested RWA buyer, kindly ascertain the following:

请检查买方是否接受上述条款和条件。如果有感兴趣的买家, 请确认以下内容:

- a) **Can Buyer accept the Offered specifications?**
买方可以接受提供的规格吗?

- b) **Does Buyer possess a valid import permit?**
买方是否持有有效的进口许可证?

- c) **FOB basis: Buyer have their own vessels or can arrange for it? We can recommend shipping company, if required.**
FOB 基础: 买方是否有自己的船只或可以安排? 如有需要, 我们可以推荐一家海运代理公司。

- d) **Is the Buyer ready to purchase the commodity?**
买方准备好购买商品了吗?

- e) **We understand the Buyer may have their internal process to change and select a new Seller / Supplier:**
我们了解买家可能有自己的内部流程来更改和选择新的卖家/供应商:
 - **Give a realistic time frame of their intention to sign the Sales and Purchase Agreement.**
给出他们打算签署买卖协议的现实时间框架。
 - **Can they issue the Letter of Credit within 10 days after signing of the Sales and Purchase Agreement?**
他们可以在签订买卖协议后的 10 天内开出信用证吗?

Kindly contact us should you need additional information and or clarification.

如果您需要更多信息和/或澄清, 请联系我们。

Thank you / 谢谢,

Your's sincerely / 此致,

Accepted by the Buyer / 买方同意并接受,



.....
Mr. K.G. Ch'ng
Director

.....
Name / 名称: