OKED 09100

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AKSAY OIL AND GAS SERVICE'S

EMAIL: aksayoilandgasservices@gmail.com

DATE ISSUED: 10 DECEMBER 2024

EXP. 10 DECEMBER 2025 REF.No: AOGS-0987/SCOVICE'S

**ORIGIN: KAZAKHSTAN/KUWAIT** 

**DELIVERING PORT: CIF/FOB TRANSACTION INCOTERMS: COST INSURANCE & FREIGHT** 

LOADING PORT: AKTAU/JURONG/FUJAIRAH/ROTTERDAM/HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSAFER & MT103/USDT/BITCOIN

INSPECTION: SGS

## SOFT CORPORATE OFFER

THIS SOFT CORPORATE OFFER (SCO) PRESENTED BY AKSAY OIL AND GAS SERVICE'S, ACTING ON BEHALF OF ITS REFINERY, CONSTITUTES A FORMAL AND LEGALLY BINDING PROPOSAL FOR THE SALE OF SPECIFIC PETROLEUM PRODUCTS.

AKSAY OIL AND GAS SERVICE'S AFFIRMS ITS UNWAVERING COMMITMENT TO HONORING ALL STIPULATED TERMS AND CONDITIONS WITHIN THIS OFFER. THE COMPANY EXPRESSES ITS OPENNESS TO ENTERING INTO NEGOTIATIONS WITH POTENTIAL BUYERS TO FINALIZE A COMPREHENSIVE SALES AND PURCHASE AGREEMENT UPON REACHING MUTUALLY ACCEPTABLE TERMS.

# **PRODUCTS AND PRICES**

## **ULTRA-LOW SULPHUR DIESEL (EN590)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

CIF PRICE: \$480.00USD GROSS / \$470.00 USD NET FOB PRICE: \$440.00USD GROSS/430.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **AVIATION KEROSENE COLONIAL (GRADE A1) JET FUEL**

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

**FOB PRICE:** \$89.00 USD GROSS / \$87.00 USD NET

COMMISSION: SELLER SIDE \$2.00USD BUYER SIDE \$2.00USD PER BBL.

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## **AVIATION KEROSENE COLONIAL (GRADE 54) JET FUEL**

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

**FOB PRICE:** \$88.00USD GROSS / \$86.00 USD NET

**COMMISSION:** SELLER SIDE \$2.00USD BUYER SIDE \$2.00USD PER BBL.

#### **D6 VIRGIN FUEL OIL**

MINIMUM QUANTITY: 100.000.000 GALLONS PER MONTH MAXIMUM QUANTITY: 800.000.000 GALLONS PER MONTH

FOB PRICE: \$0.88 USD GROSS / \$0.83 USD NET

COMMISSION: SELLER SIDE \$0.025USD BUYER SIDE \$0.025USD PER GL.

## **LIQUIDIFIED NATURAL GAS (LNG)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

**CIF PRICE:** \$360.00 USD GROSS / \$ 350.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

#### BITUMEN GRADES: 40/50, 60/70 & 80/100

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH CIF PRICE: GROSS \$290.00 USD GROSS / \$280.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

#### **UREA 46% PRILLED & GRANULAR**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS MONTH FOB PRICE: USD 390/MT GROSS USD 370/MT NET CIF PRICE: \$280.00USD GROSS / \$270.00USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

## **DIESEL GAS D2 OIL GOST 305-82**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 400/MT GROSS USD 390/MT NET CIF PRICE: \$380.00USD GROSS / \$370.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

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## **EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)**

MINIMUM QUANTITY: 1,000,000 PER BARREL PER MONTH MAXIMUM QUANTITY: 5,000,000 PER BARREL PER MONTH

**FOB PRICE:** \$76.00USD GROSS / \$74.00USD NET

**COMMISSION:** SELLER SIDE \$1.00USD BUYER SIDE \$1.00USD PER BBL.

#### **MAZUT**

**MINIMUM QUANTITY:** 50,000 METRIC TONS PER MONTH **MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH

FOB PRICE: \$ 410 USD GROSS \$ 400USD NET CIF PRICE: \$370.00USD GROSS / \$350.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

## **LIQUIDIFIED PETROLEUM GAS. (LPG)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

**FOB PRICE:** USD 450/MT GROSS USD 430/MT NET **CIF PRICE:** \$350.00USD GROSS / \$340.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **GASOLINE RON 91**

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 420/MT GROSS USD 400/MT NET CIF PRICE: \$390.00 USD GROSS / \$380.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **AUTOMATIVE GAS OIL (AGO)**

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 390/MT GROSS USD 370/MT NET CIF PRICE: \$350.00 USD GROSS / \$340.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **LIGHT CYCLE OIL (LCO)**

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**MINIMUM QUANTITY:** 50,000 METRIC TONS PER MONTH **MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH

**FOB PRICE:** USD 400/MT GROSS USD 390/MT NET **CIF PRICE:** \$380.00USD GROSS / \$370.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **BASE OIL SN 150**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

**FOB PRICE**: USD 420/MT GROSS USD 400/MT NET **CIF PRICE**: \$390.00USD GROSS / \$370.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **BASE OIL SN 500**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

**FOB PRICE**: USD 390/MT GROSS USD 370/MT NET **CIF PRICE**: \$370.00USD GROSS / \$350.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

#### **DI-AMONIUM PHOSHATE (DAP)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 350/MT GROSS USD 330/MT NET CIF PRICE: \$280.00USD GROSS / \$270.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

## **PETROLEUM COKE (PETCKE)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 200/MT GROSS USD 190/MT NET CIF PRICE: \$170.00USD GROSS / \$160.00 USD NET

**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

## REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON) 1)

1.BUYER SENDS ICPO TO SELLER ON RECEIPT OF SELLER'S SOFT CORPORATE OFFER. 2.SELLER ISSUES COMMERCIAL INVOICE CI, FOR THE AVAILABLE QUANTITY TO BUYER,

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BUYER SIGNS AND RETURNS TO SELLER WITH TSA AND NCNDA/IMFPA SIGNED BY ALL BUYER GROUPS WITH COMMISSION STRUCTURES.

3.SELLER ISSUES, DIP TEST AUTHORIZATION LETTER SIGN BY ALL PARTIES INCLUDING BUYERS TANK FARM. 4.UPON THE SIGN OF DTA BY ALL PARTIES

#### **SELLER ISSUES FRESH**

- SGS REPORT,
- TANK RECEIPT,
- INJECTION REPORT,
- CERTIFICATE OF ORIGIN,
- PRODUCT PASSPORT

5.BUYER ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER TANK ON BUYER EXPENSE UPON SUCCESSFUL DIP TEST, BUYER PROVIDES VESSEL DETAILS OR TANK DETAILS, SELLER SHALL IMMEDIATELY SUBMIT THE (SGS) INSPECTION REPORT ALONG WITH THE FULL PROOF OF PRODUCT (POP)TO THE BUYER.

6.BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND SELLER PAYS COMMISSION TO ALL INTERMEDIARIES.

## REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON) 2)

- 1) THE BUYER ISSUE ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) TO THE SELLER.
- 2) THE SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE RESERVOIR TO THE BUYER, BUYER SIGNS AND RETURNS THE CI TO THE SELLER WITH THEIR SIGNED TANK STORAGE AGREEMENT
- (TSA) FOR THE SELLER'S VERIFICATION, AND THEN SELLER RETURN THE SIGNED COMMERCIAL INVOICE & INSPECTION LETTER TO INSPECT BUYER TANK FARM BEFORE RELEASING THE FULL PPOP DOCUMENT WITH FRESH SGS REPORT.
- 3) THE SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SENDS TO THE BUYER.
- (I) FRESH SGS (NOT OLDER THAN 48 HOURS)
- (II) CERTIFICATE OF ORIGIN
- (III) AUTHORIZATION TO VERIFY (ATV)
- (IV) UNCONDITIONAL DTA
- (V) (COMMITMENT TO SUPPLY
- (VI) TANK STORAGE RECEIPT (TSR)
- (VII) ATSC
- (IX) INJECTION REPORT.
- 4) THE BUYER CONDUCTS INSPECTION BY SGS ON BUYER'S EXPENSE.
- 5) SELLER ISSUES THE NCNDA/IMPFA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND FOR ENDORSEMENT.
- 6) UPON SUCCESSFUL DIP TEST OF THE PRODUCT, SELLER COMMENCES INJECTION TO BUYER'S TANK OR VESSEL, BUYER MAKES PAYMENT OF THE PRODUCT VIA MT 103 AND SELLER TRANSFER TITLE

REFINERY WORKING PROCEDURES (FOB HOUSTON& ROTTERDAM) 3)

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- 1. THE BUYER SENDS A COMPANY PROFILE ALONG WITH BUYER PASSPORT AND ISSUED ICPO WITH TSA, SELLER VERIFY AND APPROVED TSA.
- 2. SELLER ISSUE CI OF THE PRODUCTS IN SELLER TANK AT THE PORT, BUYER SIGN AND RETURN CI WITH AN ACCEPTANCE LETTER AND TSR OF ONE DAY OR MORE TO KNOWN THAT BUYER ALREADY HAVE TANK TO LIFT THE PRODUCT.
- 3. UPON RECEIVED AND CONFIRMATION OF BUYER TSR WITH ACCEPTANCE LETTER OF PROCEEDING WITHOUT DELAY IN THE TRANSACTION, SELLER SENDS THE COPY OF SGS REPORT (NOT OLDER THAN 48 HOURS) STRICTLY TO THE BUYER

COMPANY ONLY WITHOUT ANY THIRD PARTY ONLY TO VERIFIED THE SGS.

4. UPON CONFIRMATION OF A SUCCESSFUL VERIFICATION OF THE SGS REPORT BY THE BUYER, BUYER PROCEED TO RENT HIS TANK FOR THE PERIOD OF DAYS THAT WILL BE ENOUGH FOR INJECTION OF THE PRODUCT INTO BUYER TANK. 5. SELLER

ISSUE THE FOLLOWING POP DOCUMENT TO THE BUYER FOR BUYER CONDUCTS DIP TEST ON THE PRODUCTS AT HIS OWN EXPENSES. –

AUTHORIZATION TO VERIFY PHYSICALLY THE PRODUCTS IN THE SELLER TANK

TSR

**UDTA** 

PRODUCT PASSPORT

INJECTION REPORTS

FRESH SGS REPORT

**CERTIFICATE OF ORIGIN** 

**EXPORT LICENSE** 

**ALLOCATION CERTIFICATE** 

A TSC

- 6. SELLER INJECT THE FUEL INTO BUYER LEASED STORAGE TANK FOLLOWING THE COMPLETION OF THE DIP TEST, THEN BUYER MAKE 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCTS.
- 7. AFTER PAYMENT SELLER RETURNS THE TITLE DEEDS TO BUYER AND SELLER PAYS ALL THE INTERMEDIARIES

COMMISSION ON THE SELLER SIDE WITH THE BUYER SIDE.

## **TANK TO VESSEL (TTV) PROCEDURE**

1. BUYER ISSUES ICPO MUST BE WITH BUYER COMPANY LETTERHEAD CONTAINING THE SELLER'S WORKING PROCEDURE

WITH BANKING DETAILS SCANNED COPY OF BUYER'S PASSPORT DATA PAGE BUYER'S FOR SELLER'S VALIDATION.

- 2. SELLER ISSUES A COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, AND THE BUYER SIGNS AND RETURNS A COMMERCIAL INVOICE TO THE SELLER.
- 3. UPON RETURN OF THE ENDORSED CI, THE SELLER RELEASE TO THE BUYER THE FOLLOWING PARTIAL PPOP DOCUMENTS; A) COMMITMENT LETTER TO SUPPLY
- B) CERTIFICATE OF ORIGIN
- C) STATEMENT OF PRODUCT AVAILABILITY
- D) AUTHORIZATION TO SELL/COLLECT

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- 4. BUYER LEASED THE SELLER TANK FOR 3 DAYS TANK EXTENSION PAYMENT TO ENABLE TANK CLEARANCE AND FOR THE BUYER TO GAIN A PORT LEGAL ACCESS PERMIT TO EXECUTE A DIP TEST FOR QUANTITY AND QUALITY INSPECTION AND FRESH INSPECTION/REPORT BY SGS IN SELLER TANK.
- 5. UPON CONFIRMATION OF THE BUYER SECURING TANK CLEARANCE AND PORT LEGAL ACCESS PERMIT TO THE PRODUCT. THE SELLER ISSUES DTA FOR THE BUYER TO PROCEED WITH THE DIP TEST AND THE BUYER AND HIS SGS INSPECTION TEAM

CONDUCT A DIP TEST ON THE PRODUCT IN THE SELLER TANK.

- 6. UPON THE SATISFACTORY RESULT OF THE DIP TEST, THE SELLER'S STORAGE COMPANY ISSUES THE BUYER, THE NOTICE OF READINESS (NOR) TO INJECT THE PRODUCT.
- 7. THE BUYER PROVIDES Q88 AND ATI FROM HIS LOGISTICS/SHIPPING COMPANY AND MAKES THE VESSEL AVAILABLE FOR THE INJECTION PROCESS TO COMMENCE AS SCHEDULED.
- 8. UPON COMPLETION OF THE INJECTION, THE SELLER RELEASES TO THE BUYER THE BELOW POP DOCUMENTS.
- A) PRODUCT SGS REPORT.
- B) PIPELINE INJECTION REPORT.

## FOB DIP TEST AND PAY PROCEDURE

- 1. BUYER ISSUES ICPO WITH SELLER WORKING PROCEDURE ON IT AS TRANSACTION PROCEDURE WITH **BANKING DETAILS AND**
- BUYER PASSPORT SCAN COPY.
- 2. SELLER ISSUES THE COMMERCIAL INVOICE (CL) OF THE PRODUCT IN TANKS AT PORT, BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE TO SELLER
- 3. SELLER ISSUES TO BUYER THE BELOW DOCUMENT FOR VERIFICATION OF THE PRODUCT (PPOP): TANK STORAGE RECEIPT
- (TSR). STATEMENT OF PRODUCT AVAILABILITY AUTHORIZATION TO VERIFY (ATV). DIP TEST AUTHORIZATION 4. UPON SUCCESSFUL VERIFICATION OF THE PPOP, BUYER CONTACTS SELLER'S TANK STORAGE COMPANY AND REQUESTS FOR PAYMENT INVOICE. THE BUYER EXTENDS THE SELLER'S TANK AND MAKES ARRANGEMENT FOR DIP TEST SCHEDULE.
- 5. UPON SUCCESSFUL DIP TEST IN SELLER'S TANKS, BUYER MAKES PAYMENT FOR THE TOTAL COST OF PRODUCT BASED ON THE SGS REPORT VIA M103 AND SELLER TRANSFER TITLE OWNERSHIP TO BUYER AND SEND ALL EXPORTATION DOCUMENTS TO BUYER, BUYER LIFT PRODUCT INTO VESSEL OR COMPLETELY TAKE OVER SELLER'S TANKS FOR FURTHER PRODUCT STORAGE.
- 6. BUYER NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND FORWARD TO SELLER FOR ENDORSEMENT. SELLER PROVIDES THE BELOW DOCUMENTS. ENDORSED NCNDA/IMFPA AUTHORIZATION TO SELL AND COLLECT (ATSC)
- 7. BUYER GETS BACK TO SELLER WITH NCNDA/IMFPA SIGNED BY ALL GROUP WITH COMMISSION STRUCTURE SO ALL PARTIES CAN RECEIVE THEIR COMMISSIONS IMMEDIATELY.
- 8. SELLER ISSUES FINAL AGREEMENT TO BUYER TO REVIEW CONTRACT ON REE MONTHLY DELIVERIES,
- 9. BUYER REVIEWS AND APPROVES CONTRACT AND ISSUED SBLC/OLC IRREVOCABLE, NON-TRANSFERABLE, AUTA

REVALUING FOR 12 MONTHS SHIPMENT VALUE, DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFTING AS SCHEDULE

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10. BUYER PAYS AFTER SUCCESSFUL DIP TEST BY MT103 WIRE TRANSFER ON EACH MONTHLY DELIVERY.

## **FOB WORKING PROCEDURE /TTT:**

1. BUYER SENDS ICPO IN LINE WITH SELLER WORKING PROCEDURES ALONGSIDE HIS/HER TANK STORAGE AGREEMENT (TSA)

ON RECEIPT AND ACCEPTANCE OF SELLER'S SOFT OFFER.

2. SELLER APPOINTS A NON-KAZAKHSTAN LAW FIRM IN SELLER EXPENSES TO DRAFT A TRIPARTITE AGREEMENT THAT WILL

GUARANTEE CONTRACTUAL PERFORMANCE AND LIABILITY PROTECTION FOR BOTH THE BUYER AND SELLER, WITH THE LAW FIRM

OVERSEEING COMPLIANCE AND RESOLVING DISPUTES.

- 3. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS WITHIN 24 HOURS AND RETURNS TO SELLER WITHIN ITS VALIDITY.
- 4. UPON RECEIPT AND REVIEW OF THE SIGNED CI, SELLER ISSUES DIP TEST AUTHORIZATION (DTA) TO BE COMPLETED AND
- SIGNED BY BUYER IN ORDER FOR DIP TEST TO BE CONDUCTED ALONGSIDE COUNTER SIGNED COPIES OF THE CI.
- 5. BUYER RETURNS THE DIP TEST AUTHORIZATION (DTA) FULLY COMPLETED AND SIGNED WITHIN ITS VALIDITY AND UPON
- SUCCESSFUL REVIEW OF THE COMPLETED DTA, SELLER ISSUES THE BELOW FULL POP DOCUMENTS:
- A. FRESH SGS REPORT (NOT OLDER THAN 72 HOURS);
- B. PRODUCT RESERVOIR RECEIPT;
- C. ACCREDITATION CERTIFICATE:
- D. PRODUCT PASSPORT (QUANTITY AND QUALITY ANALYSIS);
- E. AUTHORIZATION TO SELL AND COLLECT CERTIFICATE (ATSCC); F. PRE-INJECTION REPORT (PIR);
- G. NCNDA/IMFPA (TO BE COMPLETED BY ALL INTERMEDIARIES)
- H. CERTIFICATE OF PRODUCT ORIGIN;
- I. AUTHORITY TO VERIFY (ATV) EITHER PHYSICALLY OR OTHERWISE.
- 6. UPON RECEIPT AND CONFIRMATION OF THE ABOVE POP DOCUMENTS, BUYER PROVIDE ITS TESTING OFFICIALS (SGS OR
- INTERTEK) AND THE NEEDED TEST ARE CARRIED OUT ON THE PRODUCT IN SELLER'S TANKS.
- 7. BUYER UPON SUCCESSFUL DIP TEST MAKES FULL PAYMENT BY MT103 / TT WIRE TRANSFER FOR THE TOTAL PRODUCT
- AND SELLER PAYS COMMISSION TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER
- CONFIRMATION OF BUYER'S PAYMENT AND INJECTION COMMENCES IMMEDIATELY;
- 8. THE SELLER ISSUES A CONTRACT FOR BUYER'S DESIRED DURATION UPON SUCCESSFUL COMPLETION OF THE TRIAL ORDER.

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