**Date:** XXXXXXXX 00, 2025

**Validity:** 5 working Days - Period to negotiate contract for 2025

**To:** GULAIN INDONESIA

**Attn :** Mr. Abdurachman Dhiaulhaq

**Reference**: xxxxxxxxxxxxxxxx

# LETTER OF INTENTION

We, **XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX** intend to enter into a 12-month contract for the purchase of **ICUMSA 45 White Refined Sugar Cane** in accordance with the specifications below and will respond to the seller **FCO** with an **ICPO** proving our ability to purchase for the seller's bank.

# ORIGEN:

Brazil

# SPECIFICATIONS:

ICUMSA Rating: ICUMSA 45

Composition: 100% White Refined Sugar

Appearance: White Crystal Homogeneous solid powder

Shell Life: 24 months from date of Manufacture

Storage Conditions: Dry place is the best

Packaging: The product comes in bags fit for human consumption of 50Kg over pallets

# TECHNICAL CHARACTERISTICS AND MICROBIOLOGICAL ANALYSIS:

RBU “attenuation index units”: ASTM 4-1978 Polarization at 20C: 99.80% min.

Ash Content: 0,04% Maximum by Weight

Moisture: 0,04% by Weight

Grain Size: 0,60 mm

Granulation: Fine Crystal Grain

Solubility: 100% Dry and Free Flowing

Radiation: Normal W/O Presence of Cesium or Iodine

Colour: Crystal Sparkling White

Smell: Free of Odor

Flavor: Sweet

Magnetic Particles: 4 Mg/Kg Maximum

SO2: 20 Mg/Kg Maximum

HPN Staph Aureus: Nil Maximum

Poisonous: Phytosanitary Certificate

Sediments: None

Reducing Sugar: 0,05% Maximum by Weight

Max AS: 1 P.P.M.

Max PS: 2 P.P.M.

Max CU: 3 P.P.M.

Shell Life: 24 months from date of Manufacture.

# THREAT LEVEL

Skin contact: Harmless.

Eye Contact: Causes irritation.

Inhalation: Causes mild discomfort

Ingestion: Innocuous.

Radiation:

Normal internationally accepted limit without presence of Cesium or Iodine (Certified).

# INSPECTION:

SGS / CCIC

# DESTINATION PORT:

CIF any port of XXXXX – Usually XXXXXX or XXXXXXXXX

# QUANTITIES AND TARGET PRICE

000,000 MT / Month x 12 USD 460.00 per MT

**IMPORTANT CONDITION**

Bank Guarantee: SBLC or DLC irrevocable, transferable, divisible, confirmed, and revolving.

All instruments must issue and swift through the swift central of Brussels.

Performance Bond: Once the seller's bank accepts the SBLC or DLC from the buyer's bank, the seller issues a 2% performance guarantee.

Shipping Logistics: Upon receipt of the SBLC or DLC on the seller's account, the goods must be prepared ensuring all shipping documents and any other documents that may be required for presentation to the buyer's bank.

Payment: After received all the document through seller’s bank and confirmed, buyer’s

bank release payment to the seller via MT103.

**PROCEDURE DLC TRANSFERABLE**

1. Buyer issues LOI to Seller Representative.

2. Seller provides FCO

3. Buyer provides ICPO in the name of Seller with the followings included for drafting of SPA

a. Company registration certificate

b. Complete contact information

c. Passport copy of authorized signatory

d. Banking information

4. Seller sends Draft SPA to Buyer for comments

5. Buyer signs agreed SPA. Seller counter signs

6. Buyer provides draft DLC MT700 valid for 12 months + Buyer's draft DLC verbiage must be approved by Seller's bank. If verbiage is not approved, the Buyer must arrange to have the verbiage modified to be approved by Seller's bank.

7. With Buyer's DLC MT700 verified and operational funding in place, Seller provides a 2% Performance Bond to Buyer's account within 7 days after DLC activated

8. Buyer's visit to Brazil is available if requested. Buyer can visit and inspect at loading port

9. After finishing the loading, Seller will provide B/L, SGS and Shipping documents from Seller's bank to Buyer's bank for verification. Upon verification by Buyer, the payment will be released from buyer's bank to seller's bank. Title of ownership of the goods will be transferred to buyer and vessel departs to destination port

**PROCEDURE SBLC TRANSFERABLE**

1. Buyer Initiates LOI to Gulain Indonesia, Seller Representative

2. Seller provides FCO.

3. Buyer Provides ICPO in the name of Seller for drafting of SPA:

a. Company registration certificate

b. Complete contact information

c. Banking information

d. Passport copy of authorized signatory

4. Seller Sends Draft SPA to Buyer for Comments

5. Buyer signs agreed SPA. Seller counter signs

6. Buyer’s bank issues Proof of Fund through SWIFT RWA MT799 Pre-advice to confirm their ability to issue SBLC MT760.

7. Buyer and Seller agree to SBLC MT760 block funds verbiage (following the attached file for bank-to-bank SBLC procedure).

8. With Buyer’s SBLC MT760 block funds verified and operational funding in place, Seller provides a 2% Performance Bond to the buyer's account within 7 days after DLC/SBLC activated.

9. Buyer’s visit to Brazil is available if requested. Buyer can visit and inspect at loading port.

10. Seller begins shipment in accordance with SPA.

11. Based on the documents stipulated in the contract and the qualified inspection report issued by CCIC/SGS at the port of loading, Seller collects the payment through TT MT103 according to each shipment quantity within 5-10 days after the qualified inspection

Buyer information for FCO issuance:

|  |  |
| --- | --- |
| **THE “BUYER”** | |
| COMPANY NAME : |  |
| ADDRESS : |  |
| COUNTRY : |  |
| BUSINESS NUMBER : |  |
| REPRESENTATIVE : |  |
| TITLE/POSITION : |  |

|  |  |
| --- | --- |
| **BUYER’S BANK for MT103** | |
| **BANK NAME :** |  |
| BANK ADDRESS : |  |
| BANK OFFICER : |  |
| OFFICER TELEPHONE : |  |
| **ACCOUNT HOLDER :** |  |
| ACCOUNT NUMBER : |  |
| ABA NUMBER : |  |
| SWIFT CODE : |  |

|  |  |
| --- | --- |
| **BUYER’S BANK for SBLC/DLC Payment Guarantee** | |
| **BANK NAME :** |  |
| BANK ADDRESS : |  |
| BANK OFFICER : |  |
| OFFICER TELEPHONE : |  |
| **ACCOUNT HOLDER :** |  |
| ACCOUNT NUMBER : |  |
| ABA NUMBER : |  |
| SWIFT CODE : |  |

Buyer Passport copy

Company registration

Sincerely,

As the Buyer XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX Represented By: Mr. XXXXXXXXXXXXXXXXXXXXXXXXX

CEO of the company