



Padmora — SPECIMEN Term Sheet (FOB → CFR)

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Category	Proposal
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Commodity

Ammonium Sulphate (Crystalline)

Quantity

10,000–30,000 MT (Handymax class vessel)

Quality

- Total Nitrogen (N): ≥ 20.5%
- Sulphur (S): ≥ 24%
- Moisture: ≤ 0.5%
- Other specifications per attached Annex / Seller’s COA

Incoterms

- Seller: FOB [Load Port]
- Buyer (Padmora): CFR [Discharge Port, USA]
- Incoterms® 2020

Price (Illustrative)

- FOB [Origin]: USD ____ / MT
- Ocean Freight: USD ____ / MT (Handymax, laycan / to /)
- Insurance, SGS, and Bank fees: USD ____ / MT
- CFR [USA Port]: USD ____ / MT

Payment Terms

- Buyer issues **Irrevocable, Transferable, Confirmable LC (UCP600)**, available by negotiation at Padmora’s Singapore bank.
 - Padmora either:
 - **Transfers** LC to Seller (with invoice substitution right), or
 - **Issues Sub-LC (Back-to-Back)** mirroring terms, if transfer not possible.
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Logistics

- Chartering arranged via approved shipbroker.
 - Partial shipments permitted; transshipment permitted if required.
 - Laytime/demurrage per Charter Party; risk allocation finalized in SPA.
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Document Set (required)

- Clean on-board Bill of Lading (to order, blank endorsed, freight prepaid).
 - Commercial Invoice (issued by Padmora; substitution right reserved).
 - SGS Certificate of Quantity & Quality at load port.
 - Insurance Certificate (ICC(A), War & SRCC), minimum 110% CIF value.
 - Certificate of Origin (Chamber of Commerce / relevant authority).
 - Packing List.
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Compliance

- Full KYC/AML and sanctions screening on all counterparties.
 - No sanctioned vessels, ports, or counterparties accepted.
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SPECIMEN / ILLUSTRATIVE ONLY

Notes: This is a specimen term sheet for illustration only. Final Sale and Purchase Agreement (SPA) shall prevail.