



PERSA EXIM TRADING SDN.BHD

REGISTRATION NO. : 202501004388 (I605801-W)

To: End Buyer

Attn: CEO/ GM / MD

Date: 24.08.2025

Validity: 31. August .2025 Subject to changes without notice

Sub: SCO

Soft Corporate Offer (SCO) - Bitumen

We "Persa Exim Trading Sdn.Bhd" are an efficient and experienced supplier of **Bitumen**, with legal responsibility and under the penalty of perjury, is Ready, Willing, Able to successfully support the closing of this transaction this is according with the specification, quality, quantity, and price stated below and condition to the approval & acceptance of the Buyer's purchase order for the below products:

Commodity: Bitumen Grades **35/50, 40/50, 50/70, 60/70, 70/100, 80/100 & VG3.**

Specification: **Pages 2**

Quantity available: Min 100MT and Max 50,000 MT/ Month,

There is limitation to provide container and could dispatch maximum 10,000 MT to each Port per month

Packing: New steel drum (N.W 180 ± 2.5 Kg & G.W 190 ± 2.5 g) , each 110 drum stuffed in container 20' **Drum**

specification: A)Steel Thickness : 0.6 MM B) Height :980 MM ±2 C) Diameter : 50 CM ± 2 **Price:** **Pages 3, 4, 5, 6**

Terms of Payment: **Irrevocable, Confirmed, Non-Transferable LC 100% at Sight via Dubai**

OR 30% Cash in Advance and 70% balance against Custom Clearance Documents.

If the order is for long term period, Revolving LC is acceptable, also it should be 100% at sight, Irrevocable, Non-Transferable and Confirmed LC, As you know the price for the long term period definitely will not be fixed so the customer needs to consider this issue only for SBLC deal for 1 or 2 year shipments, should mention a condition for the LC such as month of delivery, as the price will not be stable and would be negotiable.

Partial shipment : Allowed ----- **Transshipment:** Allowed

First Shipment : Min 100 MT within 20-35 days after received operative LC

Port of Loading: UAE / **Origin:** Middle East

Inspection: GEO CHEM for LC shipments and SGS FOR TT shipments certificate will be provided by Seller cost at port of loading. **The final price by 1Mt jumbo bags with a metal cage will be \$5 per ton lesser than barrel packaging.**

Grades 50/70 and VG30 are the same as grade 60/70, Grade 35/50 is the same as grade 40/50, and also 70/100 is the same as 80/100.



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Bitumen 60/70

	Specification	Test method
Specific gravity @25/25 C	1.01-1.06	D-70
Penetration @25 C	60/70	D-5
Softening point C	49/56	D-36
Ductility @25 C	100 min	D-113
Loss on heating (wt)%	0.2 max	D-6
Drop in penetration after heating %	20 max	D-6 & D-5
Flash point C	250min	D-92

Bitumen 80/100

	Specification	Test method
Specific gravity @25/25 C	1.01-1.05	D-70
Penetration @25 C	80/100	D-5
Softening point C	45/52	D-36
Ductility @25 C	100 min	D-113
Loss on heating (wt)%	0.5 max	D-6
Drop in penetration after heating %	20 max	D-6 & D-5
Flash point C	225min	D-92
Solubility in CS2 (wt)%	99.5 min	D-4

Bitumen 40/50

	Specification	Test method
Specific gravity @25/25 C	1.01-1.05	D-70
Penetration @25 C	40/50	D-5
Softening point C	52/60	D-36
Ductility @25 C	100 min	D-113
Loss on heating (wt)%	0.2 max	D-6
Drop in penetration after heating %	20 max	D-6 & D-5
Flash point C	250min	D-92
Solubility in CS2 (wt)%	99.5 min	D-4



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Price List:

Price accordance MOQ 100 MT , More than 5,000 MT make discount 5 USD/MT					
BASIS Minimum Order Quantity (MOQ) 100 MT		Grade 35/50, 40/50 , 70/100 , 80/100 , VG40 , VG10		Grade 50/70 , 60/70 , VG30	
No.		LC 100% at Sight	30% Cash Advance	LC 100% at Sight	30% Cash Advance
1	FOB Middle East Port We could not accept LC FOB Basis , only LC Payment on CFR basis is workable		\$430.00		\$420.00
2	Algeria – Algiers	\$765.00	\$700.00	\$755.00	\$690.00
3	Angola – Luanda	\$700.00	\$630.00	\$680.00	\$620.00
4	Australia – Sydney	\$620.00	\$565.00	\$600.00	\$545.00
5	Australia –Melbourne	\$620.00	\$565.00	\$600.00	\$545.00
6	Australia – Perth	\$620.00	\$565.00	\$600.00	\$545.00
7	Australia – Brisbane	\$620.00	\$565.00	\$600.00	\$545.00
8	Bangladesh – Chittagong	\$530.00	\$490.00	\$520.00	\$480.00
9	Benin - Cotonou	\$655.00	\$600.00	\$645.00	\$590.00
10	Brazil - Santos	\$640.00	\$585.00	\$630.00	\$575.00
11	Cambodia - Phnom Penh	\$580.00	\$530.00	\$570.00	\$520.00
12	Cambodia - Sihanoukville	\$570.00	\$520.00	\$550.00	\$500.00
13	Cameroon - Douala	\$690.00	\$630.00	\$680.00	\$620.00
14	Chile, Iquique	--	--	--	--
15	China - Taicang	\$480.00	\$440.00	\$470.00	\$455.00
16	China- Dalian	\$510.00	\$470.00	\$500.00	\$460.00
17	China- Nanjing	\$505.00	\$465.00	\$495.00	\$455.00
18	China – Ningbo	\$490.00	\$450.00	\$480.00	\$440.00
19	China – Qingdao	\$485.00	\$445.00	\$475.00	\$435.00
20	China – Shanghai	\$485.00	\$445.00	\$475.00	\$435.00
21	China – Tianjin	\$485.00	\$445.00	\$475.00	\$435.00
22	Congo – Matadi	\$680.00	\$620.00	\$670.00	\$610.00
23	Congo – Pointe Noire	\$665.00	\$605.00	\$655.00	\$595.00
24	Egypt - Alexandria port	\$665.00	\$605.00	\$655.00	\$595.00
25	Egypt – Sokhna port	\$520.00	\$480.00	\$510.00	\$470.00
26	Ethiopia - Djibouti	\$545.00	\$505.00	\$535.00	\$495.00
27	Gabon – Libreville	\$730.00	\$665.00	\$720.00	\$655.00
28	Ghana - Tema Sea Port	\$675.00	\$620.00	\$665.00	\$610.00

Address: B-8-6, Aeropod, Phase 3A, Jalan Aeropod, Off Jalan Kepayan, Kota Kinabalu, Malaysia – 88000



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Price List:

Price accordance MOQ 100 MT , More than 5,000 MT make discount 5 USD/MT					
Minimum Order Quantity (MOQ) 100 MT		Grade 35/50, 40/50 , 70/100 , 80/100 , VG40 , VG10		Grade 50/70 , 60/70 , VG30	
No.		LC 100% at Sight	30% Cash Advance	LC 100% at Sight	30% Cash Advance
29	Guinea - Conakry	\$655.00	\$600.00	\$645.00	\$590.00
30	Guyana - Georgetown	\$715.00	\$655.00	\$705.00	\$645.00
31	India – Calcutta (Kolkata)	\$520.00	\$480.00	\$510.00	\$470.00
32	India – Chennai	\$505.00	\$465.00	\$495.00	\$455.00
33	India – Cochin (Kochi)	\$515.00	\$475.00	\$505.00	\$465.00
34	India – Haldia	--	--	--	--
35	India – Hazira	--	--	--	--
36	India – Kandla	\$510.00	\$470.00	\$500.00	\$460.00
37	India – Mundra	\$500.00	\$460.00	\$490.00	\$450.00
38	India-Nava Sheva (Mumbai) JNPT	\$500.00	\$460.00	\$490.00	\$450.00
39	India – Tuticorin	\$525.00	\$485.00	\$515.00	\$475.00
40	India – Vizag	\$525.00	\$485.00	\$515.00	\$475.00
41	Indonesia - Belawan	\$510.00	\$470.00	\$500.00	\$460.00
42	Indonesia - Jakarta	\$510.00	\$470.00	\$500.00	\$460.00
43	Indonesia - Surabaya	\$510.00	\$470.00	\$500.00	\$460.00
44	Hong Kong - Kwai Chung	--	--	--	--
45	Jordan – Akuaba (Aqaba)	\$570.00	\$520.00	\$550.00	\$500.00
46	Kenya – Mombasa	\$545.00	\$505.00	\$535.00	\$495.00
47	Korea – Busan	--	--	--	--
48	Kuwait - Shuwaikh	\$525.00	\$485.00	\$515.00	\$475.00
49	Lebanon – Beirut	\$720.00	\$645.00	\$700.00	\$635.00
50	Lebanon – Tripoli	\$705.00	\$635.00	\$685.00	\$625.00
51	Liberia – Monrovia	\$750.00	\$685.00	\$740.00	\$675.00
52	Libya – Misurata	\$655.00	\$545.00	\$635.00	\$535.00
53	Libya - Benghazi	\$665.00	\$525.00	\$655.00	\$515.00
54	Libya – Tripoli	\$715.00	\$660.00	\$705.00	\$640.00
55	Malaysia - Kota Kinabalu	\$570.00	\$520.00	\$550.00	\$500.00
56	Malaysia - Port Kelang	\$500.00	\$450.00	\$480.00	\$440.00
57	Maldives - Male	\$615.00	\$560.00	\$605.00	\$550.00

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Minimum Order Quantity (MOQ) 100 MT		Grade 35/50, 40/50 , 70/100 , 80/100 , VG40 , VG10		Grade 50/70 , 60/70 , VG30	
No.		LC 100% at Sight	30% Cash Advance	LC 100% at Sight	30% Cash Advance
58	Madagascar - Tamatave	\$635.00	\$580.00	\$625.00	\$570.00
59	Mauritania - Nouakchott	\$705.00	\$635.00	\$685.00	\$625.00
60	Morocco - Casablanca	--	--	--	--
61	Mozambique - Beira	\$620.00	\$565.00	\$610.00	\$555.00
62	Mozambique - Maputo	\$635.00	\$580.00	\$625.00	\$570.00
63	Mauritius - Port Louis	\$610.00	\$555.00	\$600.00	\$545.00
64	Myanmar - Yangon	\$525.00	\$485.00	\$515.00	\$475.00
65	Namibia - Walvis Bay	\$740.00	\$675.00	\$730.00	\$665.00
66	Nigeria – Lagos	\$730.00	\$665.00	\$720.00	\$655.00
67	Nigeria – Apapa	\$645.00	\$590.00	\$635.00	\$580.00
68	Oman – Sohar	\$495.00	\$455.00	\$485.00	\$445.00
69	Pakistan – Karachi	\$495.00	\$455.00	\$485.00	\$445.00
70	Philippine – Cebu	--	--	--	--
71	Philippine – North Manila	--	--	--	--
72	Philippine – South Manila	\$550.00	\$510.00	\$540.00	\$490.00
73	Philippine -- Davao	--	--	--	--
74	Qatar , Hamad	\$535.00	\$495.00	\$525.00	\$485.00
75	Romania - Constanta	--	--	--	--
76	Saudi Arabia – Dammam	\$510.00	\$470.00	\$500.00	\$460.00
77	Saudi Arabia – Jeddah	\$605.00	\$545.00	\$585.00	\$535.00
78	Senegal – Dakar	\$650.00	\$595.00	\$640.00	\$585.00
79	Sierra Leone - Freetown	\$735.00	\$670.00	\$725.00	\$660.00
80	Somalia – Berbera	\$580.00	\$540.00	\$570.00	\$530.00
81	Somalia – Mogadishu	\$625.00	\$570.00	\$615.00	\$560.00
82	South Africa – Durban	--	--	--	--
83	Sri Lanka - Colombo	\$520.00	\$480.00	\$510.00	\$470.00
84	Sudan – Port Sudan	\$540.00	\$500.00	\$530.00	\$490.00
85	Taiwan – Kaohsiung port	\$505.00	\$465.00	\$495.00	\$455.00
86	Taiwan – Taichung port	\$505.00	\$465.00	\$495.00	\$455.00
87	Tanzania – Dar Es Salaam	\$585.00	\$520.00	\$575.00	\$510.00
88	Thailand – Bangkok	--	--	--	--

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Minimum Order Quantity (MOQ) 100 MT		Grade 35/50, 40/50 , 70/100 , 80/100 , VG40 , VG10		Grade 50/70 , 60/70 , VG30	
No.		LC 100% at Sight	30% Cash Advance	LC 100% at Sight	30% Cash Advance
89	Thailand – Laem Chabang	\$495.00	\$455.00	\$485.00	\$445.00
90	Togo – Lome	\$680.00	\$610.00	\$660.00	\$600.00
91	Turkey – Izmir	\$620.00	\$565.00	\$610.00	\$555.00
92	Turkey – Mersin	\$620.00	\$565.00	\$610.00	\$555.00
93	Turkey – Istanbul	\$620.00	\$565.00	\$610.00	\$555.00
94	U.A.E – Jebel Ali	\$480.00	\$440.00	\$470.00	\$430.00
95	Vietnam – Haiphong port	\$500.00	\$460.00	\$490.00	\$450.00
96	Vietnam – Ho Chi Min	\$500.00	\$460.00	\$490.00	\$450.00
97	West Africa – Abidjan(Ivory Coast)	\$655.00	\$610.00	\$645.00	\$590.00
98	Yemen – Aden	\$555.00	\$515.00	\$545.00	\$505.00
99	Yemen – Mukalla	--	--	--	--
100	Yemen – Hodeidah	\$730.00	\$655.00	\$710.00	\$645.00

NOTES:

MOQ: TT payment minimum order quantity 100MT, LC payment Minimum order quantity 500MT

Commission: prices offered are all net prices. For offering to a company you can add your commission to the net prices.

Grade 40/50 is considered as special orders, with prior arrangements & Minimum Order Quantity must be 1000 MT.

PRICE SUBJECT TO CHANGE: Although prices are announced officially on weekly basis (every Sunday) **but these prices subject to changes without notice** depending on market movement. As you know Bitumen price depend on Crude Oil price, Supply and Demand, Bitumen worldwide price, therefore always confirm price before placing your orders.

Our prices are Non-Negotiable and include broker's commission,

SCO & FCO: This is not a Full Corporate offer (FCO), to receive a FCO and draft contract you first need to send us a valid Letter of intent (LOI).

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Letter of Intent (LOI)

Freshly dated

The format must be only PDF file

The letterhead is genuine, check for any signs of cut and paste or scan and edit, in the letterhead.

We need complete company name, address, phone No., fax No. and email address.

We need the quantity, duration, destination port, price idea, specification, origin and banking detail, LOI must be soft probe.

The documents must be signed and stamped by CEO/MD/GM

The LOI must be addressed to "PERSA EXIM TRADING SDN.BHD"

Procedure

- 1-Buyer Issue fresh LOI soft probe
- 2-Seller Issue FCO and buyer confirm this FCO
- 3-Seller and Buyer sign and seal contract and Proforma invoice.
- 4- For TT deals the buyer will pay the advance amount and seller will start loading the cargo and buyer will pay balance amount with scan copy of shipment documents. For LC deals the buyer's bank issue operative Irrevocable and Confirmed LC payable 100 % at Sight to cover total value of Contract /PI to be issued or confirmed by a top World Bank.
- 5-Shipment will commence according to conditions of the contract and according to agreed schedule.

Validity:

We would appreciate receiving your earliest response to avoid time wastage.

Your kind attention is really precious for us and looks forward to a fruitful business relation

For more information please visit our website: www.persamalaysia.com

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Mr. Hossein Bekloo

Best Regards.