

## Procedure of Four Seasons Asia Pacific Ltd (FSAP)

And his supplier adheres strictly to the procedural standards of foreign trade set out by the ICC International Chamber of Commerce, and conducts all trade in strict accordance with Incoterms 2000 and the Uniform Rules for Collection expressed in ICC URC no. 502. The Buyer can be confident that FSAP will guide you.

Buyer >> Seller	<b>LOI</b>	Buyer provides a proper issued Letter of intent <b>LOI</b> describing Requirements.
Seller >> Buyer	<b>SCO</b>	Seller responds with a <b>soft corporate offer</b> indicating ability to fill demand, and price of product.
Buyer >> Seller	<b>ICPO</b>	Buyer responds with an <b>ICPO</b> irrevocable corporate purchase order indicating willingness to enter into contract at specified price.
Seller >> Buyer	<b>FCO</b>	Seller responds with <b>FCO</b> firm corporate offer indicated price and payment terms, and requesting bank endorsement.
Buyer >> Seller	<b>BCL</b>	Buyers signs FCO, and provides <b>BCL</b> banking comfort letter, on bank letter head.
Seller >> Buyer	<b>Contract</b>	Seller provides a <b>contract</b> , which can be negotiated back and forth with buyer, if so.
Buyer >> Seller	<b>Pre Advise IRDLC</b>	Buyer sends <b>pre-advise</b> irrevocable revolving documentary letter of credit.
Seller >> Buyer	<b>POP</b>	IRDLC in hand, seller provides <b>POP</b> documentation, which is communicated from the seller's bank to the buyer's bank.
Buyer >> Seller	<b>Active IRDLC</b>	<b>POP</b> activates the <b>IRDLC</b> , the activation of which is communicated from the buyer's bank to the seller's bank.
Seller >> Buyer	<b>Product</b>	Product is <b>loaded</b> , all <b>shipment</b> , certification, specification, quality and <b>origination documentation</b> , as per contract, is forwarded from the seller's bank to the buyer's bank to release payment.