

## LETTER OF INTENT

### 下订单 (意向书)

The DEIL-Loft Letter of Intent is a document where customers express their desire to purchase products from DEIL-Loft. It signifies their intention to engage in a business transaction and outlines their specific product requirements and purchasing expectations.

DEIL-Loft 意向书是客户表达从 DEIL-Loft 购买产品的愿望的文件。它表明他们参与商业交易的意图，并概述了他们的具体产品要求和购买期望。

**TO PLACE YOUR ORDER (要下订单)**

KINDLY FILL THE FORM BELOW AND SUBMIT TO (请填写下面的表格并提交至): [b2b@deil-loft.com](mailto:b2b@deil-loft.com)

REF (参考号): DEIL-LOFT1990-BR-2023

YOUR REQUIRED PRODUCTS AND TARGET PRICES IN USD PER MT 您所需的产品和目标价格 (美元/公吨)		
Categories 类别	Specify your products 指定您的产品	Target Price (in USD) 目标价格 (美元)
PRODUCTS (I.E.) (产品 (即))	For Example: Copper Ore(例如: 铜矿石)	\$1000 USD/Ton (1000 美元/吨)
PRODUCT A (产品 A)		
PRODUCT B (产品 B)		
PRODUCT C (产品 C)		
PRODUCT D (产品 D)		
PRODUCT E (产品 E)		
YOUR ORDER QUANTITY IN METRIC TONS, 您的订单数量 (公吨)		
PRODUCTS (I.E.), 产品 (示例)	For Example: 1000 Metric Tons (Monthly), 例如: 1000 公吨 (每月)	
PRODUCT A (产品 A)		
PRODUCT B (产品 B)		
PRODUCT C (产品 C)		
PRODUCT D (产品 D)		
PRODUCT E (产品 E)		
DESTINATION PORT 目的端口	SPECIFY HERE 在此指定: ( )	
<b>OUR PAYMENT TERMS (我们的付款条件)</b>	<b>YOUR PAYMENT TERMS (您的付款条件)</b>	
20% TT MT103 AGAINST PROFORMA INVOICE (20% TT MT103 根据形式发票)		
50% TT MT103 AGAINST BILL OF LANDING (50% TT MT103 相对于提单)		
30% TT MT103 AFTER ALL SHIPPING DOCUMENTS (所有运输文件后 30% TT MT103)		
HOW SOON IS ORDER REQUIRED? (I.E. August 2023) 需要多长时间下订单? (即 2023 年 8 月)		
YOUR COMPANY NAME 您的公司名称		
YOUR COMPANY ADDRESS 您的公司地址		
COMPANY TELEPHONE 公司电话		
COMPANY REPRESENTATIVE NAME 公司代表姓名		

