



## OFFICIAL OFFER LETTER

**Ref No: DHA/EXP/OFFER/2026/0328**

**Date: March 28, 2026**

*Dear Valued Partner,*

We are **Dong Hai Agriculture (DHA)**, the strategic agricultural export division of Dong Hai Group. Leveraging over 15 years of heavy industry supply chain management, we apply our signature “Steel Character” precision, reliability, and absolute integrity - to the global agricultural trade.

Operating a comprehensive "Farm to Container" system, we source directly from Vietnam's premier coffee highlands, including Dak Lak, Gia Lai, and Lam Dong. Backed by international certifications (ISO 22000, HACCP, BRCGS, and FDA compliance), we guarantee long-term stability and unmatched quality for high-volume B2B importers.

### **CORPORATE INFORMATION**

**Company name: DONG HAI IMPORT EXPORT SERVICE TRADING COMPANY LIMITED**

**Representative: PHAM NGOC TRIEU**

**Tax code: 0305436915**

**Website: [www.dohaco.com.vn](http://www.dohaco.com.vn)**

**Address: Saigon Paragon Building, No.03 Nguyen Luong Bang, Tan My Ward, HCM City.**

We are pleased to offer our premium Coffee products with the following specifications and commercial terms

## I. COFFEE BEANS

### A. ROBUSTA COFFEE BEAN VIETNAM ORIGIN

ROBUSTA GREEN COFFEE BEANS						
Code	Name Of Goods	Specifications				
		Bean size (% min.)	Moisture (% max.)	Black Bean (% max.)	Broken Bean (% max.)	Admixture (% max.)
R18WP	Robusta Coffee Beans Grade 1, Screen 18, Wet Polished	Minium 90% above screen 18	12.5	0.1	0.5	0.1
R16WP	Robusta Coffee Beans Grade 1, Screen 16, Wet Polished	Minium 90% above screen 16	12.5	0.1	0.5	0.1
R18CL	Robusta Coffee Beans Grade 1, Screen 18, Wet Cleaned	Minium 90% above screen 18	12.5	0.1	0.5	0.1
R16CL	Robusta Coffee Beans Grade 1, Screen 16, Wet Cleaned	Minium 90% above screen 16	12.5	0.1	0.5	0.1
R18SD	Robusta Coffee Beans Grade 1, Screen 18, Standard	Minium 90% above screen 18	12.5	2.0		0.5
R16SD	Robusta Coffee Beans Grade 1, Screen 16, Standard	Minium 90% above screen 16	12.5	2.0		0.5
R13CL	Robusta Coffee Beans Grade 2, Screen 13, Wet Cleaned	Minium 90% above screen 13	13.0	0.3		0.2
R13SD	Robusta Coffee Beans Grade 2, Screen 13, Standard	Minium 90% above screen 13	13.0	5.0		1.0

### B. ARABICA COFFEE BEAN VIETNAM ORIGIN

ARABICA GREEN COFFEE BEANS						
Code	Name Of Goods	Specifications				
		Bean size (% min.)	Moisture (% max.)	Black Bean (% max.)	Broken Bean (% max.)	Admixture (% max.)
A18FW	Fully Washed Arabica Coffee Beans Grade 1, Screen 18	Minium 90% above screen 18	12.5	0.1	1.0	0.1
A16FW	Fully Washed Arabica Coffee Beans Grade 1, Screen 16	Minium 90% above screen 16	12.5	0.1	1.5	0.1
A18CL	Unwashed Arabica Coffee Beans Grade 1, Screen 18, Cleaned	Minium 90% above screen 18	12.5	0.1	0.5	0.1
A16CL	Unwashed Arabica Coffee Beans Grade 1, Screen 16, Cleaned	Minium 90% above screen 16	12.5	0.1	0.5	0.1
A18SD	Unwashed Arabica Coffee Beans Grade 1, Screen 18	Minium 90% above screen 18	12.5	2.0		0.5
A16SD	Unwashed Arabica Coffee Beans Grade 1, Screen 16	Minium 90% above screen 16	12.5	2.0		0.5
A13FW	Fully Washed Arabica Coffee Beans Grade 2, Screen 13	Minium 90% above screen 13	13.0	5.0		1.0
A13CL	Unwashed Arabica Coffee Beans Grade 2, Screen 13, Cleaned	Minium 90% above screen 13	13.0	0.3		0.2

### C/ ROBUSTA COFFEE ROASTED / POWDER COFFEE

**D/ ARABICA COFFEE ROASTED / POWDER COFFEE**

**II. RAW CASHEW NUTS KERNELS**

<b>GENERAL GRADING</b>					
<b>LINE</b>	<b>CODE</b>	<b>DETAILS</b>	<b>COUNT/LBS</b>	<b>MOISTURE (% max.)</b>	<b>GRADE</b>
<b>WW</b>	<b>WW160</b>	Raw Cashew nut Kernels White Whole - Special Large (Super Jumbo)	120 – 160	5.0	Extra Class
<b>WW</b>	<b>WW180</b>	Raw Cashew nut Kernels White Whole - King of Cashew (Large)	161 – 180	5.0	Extra Class
<b>WW</b>	<b>WW210</b>	Raw Cashew nut Kernels White Whole - Jumbo size	200 – 210	5.0	Extra Class
<b>WW</b>	<b>WW240</b>	Raw Cashew nut Kernels White Whole - Premium Large size	220 – 240	5.0	Extra Class
<b>WW</b>	<b>WW320</b>	Raw Cashew nut Kernels White Whole - Standard Medium size	300 – 320	5.0	Extra Class
<b>WW</b>	<b>WW450</b>	Raw Cashew nut Kernels White Whole - Small size	400 – 450	5.0	Class I
<b>SW</b>	<b>SW240</b>	Raw Cashew nut Kernels Scorched Whole - Large size (Yellowish)	220 – 240	5.0	Class I
<b>SW</b>	<b>SW320</b>	Raw Cashew nut Kernels Scorched Whole - Medium size (Yellowish)	300 – 320	5.0	Class I
<b>WS</b>	<b>WS</b>	Raw Cashew nut Kernels White Splits - Kernels split lengthwise	-	5.0	Class I
<b>LP</b>	<b>LP</b>	Raw Cashew nut Kernels Large Pieces - Broken kernels > 4.75mm	-	5.0	Class I
<b>SP</b>	<b>SP</b>	Raw Cashew nut Kernels Small Pieces - Broken kernels 2.8 - 4.75mm	-	5.0	Class I
<b>BB</b>	<b>BB</b>	Raw Cashew nut Kernels - Baby Bits - Fine particles 1.7 - 2.8mm	-	5.0	Class II
<b>WA</b>	<b>WA160</b>	Raw Cashew nut Kernels Whole Amber - Special Large (Deep Scorched)	120 – 160	5.0	Class II
<b>WA</b>	<b>WA170</b>	Raw Cashew nut Whole Amber - Large (Deep Scorched)	161 – 170	5.0	Class II
<b>WA</b>	<b>WA180</b>	Raw Cashew nut Kernels Kernels Whole Amber - King size (Deep Scorched)	171 – 180	5.0	Class II
<b>WA</b>	<b>WA210</b>	Raw Cashew nut Kernels Whole Amber - Jumbo size (Deep Scorched)	181 – 210	5.0	Class II
<b>WA</b>	<b>WA240</b>	Raw Cashew nut Kernels Whole Amber - Large size (Deep Scorched)	220 – 240	5.0	Class II
<b>WA</b>	<b>WA320</b>	Raw Cashew nut Kernels Whole Amber - Medium size (Deep Scorched)	300 – 320	5.0	Class II

<b>AFI MAXIMUM DEFECT TOLERANCES</b>			
<b>Defects</b>	<b>First Quality (Fancy)</b>	<b>Second Quality (Scorched)</b>	<b>Third Quality (Special Scorched)</b>
<b>Insect Damage</b>	0.5%	1.0%	1.0%
<b>Mold, Decay, Rancidity</b>	0.5%	1.0%	1.0%
<b>Foreign Matter</b>	0.01%	0.01%	0.01%
<b>Total level of serious damage</b>	1.0%	2.0%	2.0%
<b>Scrapes</b>	1.0%	2.0%	5.0%
<b>Total allowable disability level</b>	8.0%	11.0%	14.0%

## UNECE STANDARD DDP-17 STANDARD

### 1. Moisture content

Cashew kernels shall have a moisture content not exceeding 5.0 per cent

### 2. Classification

In accordance with the defects allowed in section “IV. Provisions concerning tolerances”, cashew kernels are classified into the following classes:

“Extra” Class, Class I, and Class II

<i>Class</i>	<i>Commercial designation</i>	<i>Description</i>
“Extra”	“white”	white, pale ivory, pale ashgrey, light yellow
Class I	“scorched” or “lightly blemished”	light brown, light ivory, light ash-grey, deep ivory, yellow
Class II	“scorched seconds” or “dessert”	light brown, amber, light blue, deep brown, deep blue, discoloured, spotted, immature, shrivelled, blemished, and stained kernels are permitted.

The defects allowed must not affect the general appearance of the produce as regards quality, keeping quality and presentation in the package

### 3. Provisions concerning sizing

Sizing is mandatory in “Extra” Class, but optional for Class I and Class II. Designation of sizes is as follows:

#### WHOLE

<b>Size code or count</b>	<b>Maximum number of kernels per pound</b>	<b>Maximum number of kernels per kilogram</b>
150	150	325
180	180	395
210	210	465
240	240	530
320	320	7-6
450	450	990
500	500	1100

#### PIECES

<b>Designation/Size code</b>	<b>Minimum size</b>
Large pieces	not passing through a sieve of aperture 4.75 mm
Small pieces	not passing through a sieve of aperture 2.80 mm
Very small pieces	not passing through a sieve of aperture 2.36 mm
“Baby bits” or “granules”	not passing through a sieve of aperture 1.70 mm

#### 4. Provisions concerning tolerances

At all marketing stages, tolerances in respect of quality and size shall be allowed in each lot for produce not satisfying the minimum requirements of the class indicated.

<i>Defects allowed</i>	<i>Tolerances allowed, percentage of defective produce, by number or weight</i>		
	<i>“Extra”</i>	<i>Class I</i>	<i>Class II</i>
(a) Tolerances for cashew kernels not satisfying the minimum requirements of which no more than:	6	9	12
Not sufficiently developed, shrunken or shrivelled	1	2	*
Mould, rancidity, decay	0.5	1	1
Damage by pests	0.5	1	1
Living pests	0	0	0
Superficial damage,** spotted (whole kernels only)	1	2	5
Adhering testa	3	3	5
(b) Size tolerances, if sized			
For produce not conforming to the size indicated, in total:			
Wholes (by number)	10	10	10
Pieces (by weight) (smaller sizes)	10	10	10
(c) Tolerances for other defects			
Broken kernels (butts, splits and pieces) in wholes	10	10	10
Pieces in butts/splits	10	10	10
Kernels of a colour of the next lower class	5	5	-
Foreign matter; and extraneous matter such as loose shell fragments, loose testa fragments, dust (by weight)	0.1	0.1	0.1

- \*Tolerance is not applicable, shrivelled kernels are permitted, as per description in the classification.
- \*\* Damages on the surface of the kernel not exceeding an area of 8 mm<sup>2</sup> and a depth of 2 mm.

CERTIFICATIONS	
BRC	Yes
FSMA	Yes
GFSI	Yes
Kosher	Yes
Halal	Yes
HACCP	Yes
ISO	Yes
DECLARATIONS	
Allergen	Tree nuts
Non-GMO	Yes
Irradiation	No
Ionization	No
Free from MSG	Yes
Free from artificial coloring	Yes
Free from artificial flavoring	Yes
PACKAGING, STORAGE, SHELF LIFE, LABELING & TRANSPORT	
Shelf life	12-24 months from the date of packing.
Storage conditions	Cool dry clean place (< 25 Deg C) and R.H 50-70%
Shipping conditions	As customer request
Packing unit	Laminated bag in carton box/ Bulk bag
Primary packing	PE bags, PE liner with vacuumed pack, Tin pack
Secondary packing	Cartons/ bulk bag
Labelling	As per customer's request.
Intended use	Heat treatment is requested before consumptio
Net weight	2x25 lbs, 1x50lbs 1400lbs, 2000lbs or as customer's request

- **Standard packaging:** 10 kg vacuum × 2/carton (or 11.34 kg × 2); nitrogen flush optional; cartons ≥ 200-lb test, clean, dry, staple-free.
- **Labelling:** Product name & code (WW/WS/LP/WA/A), Net WT, Lot/Batch, MFG/BBE, Origin: Vietnam, storage conditions, destination info if requested.
- **Storage:** ≤ 20 °C, RH < 60–65%; dry, away from sunlight/odors; reseal after opening.
- **Container hygiene:** Odor-free, pest-free, clean & dry; no naphthalene, no methyl bromide.
- **Fumigation:** Food-grade CO<sub>2</sub> only if required; residues must comply with applicable laws.

### III. FRESH GINGER SPECIFICATION

NAME OF GOODS	FRESH GINGER 100 GRAM/PCS UP	FRESH GINGER 150 GRAM/PCS UP	FRESH GINGER 200 GRAM/PCS UP	FRESH GINGER 250 GRAM/PCS UP
Size	100 gram up	150 gram up	From 200 gram to up	From 250 gram to up
Insect pest, sprout, rotten	No	No	No	No
Mouldy, pesticide thin skin	No	No	No	No
Color	Natural Bright Yellow	Natural Bright Yellow	Natural Bright Yellow	Natural Bright Yellow
Taste	Hot Aromatic	Hot Aromatic	Hot Aromatic	Hot Aromatic
Packing	30 kgs/mesh bag or box (as buyer request)	30 kgs/mesh bag or box (as buyer request)	30 kgs/mesh bag or box (as buyer request)	30 kgs/mesh bag or box (as buyer request)
Capacity	Minimum 27 MT per 40'RH container by mesh bag or box	Minimum 27 MT per 40'RH container by mesh bag or box	Minimum 27 MT per 40'RH container by mesh bag or box	Minimum 27 MT per 40'RH container by mesh bag or box
Harvest time	<b>New corp</b>	<b>New corp</b>	<b>New corp</b>	<b>New corp</b>
Place of Origin	Vietnam	Vietnam	Vietnam	Vietnam

### IV. TURMERIC

- **Origin:** Vietnam
- **Crop:** New Crop
- **Color:** Natural Yellow
- **Packing:** 25 - 50 kg PP/PE bags (as per buyer option)

TURMERIC			
Name of goods	Specifications		
	Foreign matter (% max.)	Curcumin content (% min.)	Size (cm)
Fresh Turmeric	1.0		
Sliced Dried Turmeric	1.0	4.0	
Dried Raw Turmeric	1.0	4.0	3-5

**V. VIETNAM DESICCATED COCONUT.**

**A/ VIETNAM DESICCATED COCONUT HIGH FAT GRADE, FINE GRADE**

<b>SPECIFICATIONS</b>	<b>DC FINE</b>
<b>A. PHYSICAL</b>	
Color	Natural White, free from rancidity, musty
Flavor	Mild and sweet coconut taste with no off-flavor
Impurities	Not more than 5 dark or yellow specks per 100 gram
Particle size	About > 2.5 mm < 3mm: 10%; Between 2 - 2.5 mm: 70% ; Below 2mm: 20%
<b>B. CHEMICAL</b>	
Fat Content	65 ± 3 %
Free Fatty Acid (as lauric acid)	0.3 % maximum
Moisture content	3.0 % maximum
Residual SO2	100 ppm maximum
<b>C. MICROBIOLOGICAL</b>	
E.Coli	Negative
Salmonella	Negative

Packing: In 50 kgs or 25 kgs net per bag as buyer i(Inner Kraft paper with PE linner & outer PP bag)

Shipment by Container: 40' fcl = 26 MTS

**B/ VIETNAM DESICCATED COCONUT HIGH FAT GRADE, MEDIUM GRADE**

Packing: In 50 kgs or 25 kgs net per bag as buyer request (Inner Kraft paper with PE linner & outer PP bag)

Shipment by Container: 40' fcl = 26 MTS

- All price above on basic FOB HoChiMinh port of Vietnam (Incoterm 2010)

- This Price valid within 3 working date from date of issue

- Payment term: 30% in advance will be paid within 02 days after signed contract date, the balance by CAD or DP within 7 woking days from Bill's date.

<b>SPECIFICATIONS</b>	<b>DC MEDIUM</b>
<b>A. PHYSICAL</b>	
Color	Natural White, free from rancidity, musty
Flavor	Mild and sweet coconut taste with no off-flavor
Impurities	Not more than 5 dark or yellow specks per 100 gram
Particle size	About 5mm: 10%; Between 3 – 5 mm: 75%; Below 3mm: 15%
<b>B. CHEMICAL</b>	
Fat Content	65 ± 3 %
Free Fatty Acid (as lauric acid)	0.3 % maximum
Moisture content	3.0 % maximum
Residual SO2	100 ppm maximum
<b>C. MICROBIOLOGICAL</b>	
E.Coli	Negative
Salmonella	Negative

**C/ VIETNAM DESICCATED COCONUT LOW FAT AND COCONUT FLACKES.**

<b>VIETNAM DESICCATED COCONUT LOW FAT AND COCONUT FLACKES</b>		
<b>Specifications</b>	<b>Name of goods</b>	
	<b>COCONUT LOW FAT</b>	<b>COCONUT FLACKES</b>
Color	Natural White, free from rancidity, musty	
Flavor	Mild and sweet coconut taste with no off-flavor	
Fat Content (%)	35.0 – 45.0	60.0 – 65.0
Moisture (% max.)	3.0 - 5.0	3.0 - 5.0
Packing & Loading	25kg bags (17 MT/40'FCL)	(See general terms)
Microbiological	E.Coli & Salmonella Negative	

**VI. PEPPER**

<b>PEPPERCORN VIETNAM ORIGIN</b>			
<b>NAME OF GOODS</b>	<b>SPECIFICATIONS</b>		
	<b>Density</b>	<b>Moisture (Max)</b>	<b>Foreign Matter (Max)</b>
Black pepper 500g/l FAQ	500Gr/L	13.0%	1.0%
Black pepper 500g/l cleaned	500Gr/L	12.5%	0.2%
Black pepper 550g/l FAQ	550Gr/L	12.5%	0.5%
Black pepper 550g/l cleaned	550Gr/L	12.0%	0.2%
Black pepper 570g/l FAQ	570Gr/L	12.5%	0.5%
Black pepper 570g/l cleaned	570Gr/L	12.0%	0.2%
Black pepper 5MM	580Gr/L 85% Min on Screen 5MM	12.0%	0.2%
White pepper 630g/l cleaned	630Gr/L	13.5%	0.2%

**COMMODITY: PEPPER POWDER VIETNAM ORIGIN**

<b>PEPPER POWDER VIETNAM ORIGIN</b>			
<b>SPECIFICATIONS</b>	<b>NAME OF GOODS</b>		
	<b>Black Pepper Fine Grade 1</b>	<b>Black Pepper Fine Grade 2</b>	<b>White Pepper ground</b>
<b>Density</b>	5% max above Mesh 50	5% max above Mesh 50	5% max above Mesh 60
<b>Moisture (% Max.)</b>	12.0	12.0	12.0
<b>Extraneous Matter</b>	Practical Absent	Practical Absent	Practical Absent
<b>Volatile Oil (% min.)</b>	1.5	1.0	1.5
<b>Piperine (% min.)</b>	3.5	3.0	4.0
<b>Total Ash (% max.)</b>	5.0	5.0	5.0

- All price above on basic FOB Hochiminh port of Vietnam (Incoterm 2010)
- This Price valid within 3 working date from date of issue
- Payment term: 30% in advance will be paid within 02 days after signed contract date, the balance by CAD or DP within 7 woking days from Bill's date. Or 100% LC as sight
- Packing: in new jute bags of 60Kg net or new PP bags 50kgs net as your option
- Shipment by container 20 feed = 13,5MTS
- Minimun Order: 1x20'=13,5 MTS

## **VII. RED CHILLI DRIED VIETNAM ORIGIN**

- Moisture: 12% MAX
- Admixture: 0.5% MAX
- size 2-6 cm, natural colour
- Without stems
- **SHU: 61000**

### **Fresh Chillies:**

#### **1 Specification: Size: 3-5cm, Red**

- Packing: Carton, mesh bag or as buyer's request
- Loading: 10-12mt/20'fcl

#### **2 Specification: Size: 5-7cm, Red**

- Packing: Carton, mesh bag or as buyer's request
- Loading: 10-12mt/20'fcl

#### **3 Specification: Size: above 10cm, Red**

- Packing: Carton, mesh bag or as buyer's request
- Loading: 10-12mt/20'fcl

#### **4 Specification: Size: above 10cm, Green**

- Packing: Carton, mesh bag or as buyer's request
- Loading: 10-12mt/20'fcl
- Admixture: 0%
- Impurity: 1%
- No pesticide

## TERMS & CONDITIONS

To provide maximum financial flexibility, we offer the following internationally recognized payment structures:

- **Option 1: T/T Advance & CAD/DP**
  - 30% T/T Advance deposit within 02 business days of contract signing.
  - 70% Balance payment via **Cash Against Documents (CAD)** or **Documents against Payment (DP)** through Prime Banks within 07 days of the Bill of Lading date.
- **Option 2: Irrevocable Letter of Credit (L/C)**
  - 100% Irrevocable L/C at sight, issued or confirmed by a first-class international bank.
- **Option 3: Usance L/C (Deferred Payment)**
  - Applicable only to strategic partners with a proven procurement history (Subject to Credit Risk Assessment).

### 3. Quality Assurance & Inspection

- **Pre-shipment Inspection (PSI):** Quality, Quantity, and Weight are final at the port of loading, verified by **SGS** or **Vinacontrol**.
- **Standard Compliance:** Products are guaranteed to meet the technical specifications of **AFI 2016** or **UNECE DDP-17 2023** as explicitly defined in the Technical Appendix.

### 4. Quantity Tolerance & Shipping

- **Tolerance:** A quantity tolerance of +/- **5%** in weight and value is permitted per container, reflecting standard industrial practice.
- **Shipment Window:** Goods will be ready for dispatch within **15 – 25 days** following the receipt of the Advance Payment or an operative L/C.
- **Minimum Order Quantity (MOQ):** 01 x 20ft Full Container Load (FCL).

### 5. Packaging & Container Hygiene

- **Cashews:** Vacuum-sealed PE bags (2 x 25 lbs or 22.68 kg) or Tin packs, nitrogen-flushed for shelf-life stability, housed in 200-lb test cartons.
- **Sanitation:** Containers are guaranteed odor-free, pest-free, and devoid of chemical residues (Naphthalene/Methyl Bromide prohibited).

## CLOSING STATEMENT

At **Dong Hai Agriculture**, we recognize that every industrial food manufacturing process demands sophisticated and specific technical requirements. DHA provides more than just raw materials; we engineer **Bespoke Supply Chain Solutions** tailored to align seamlessly with your technical SOPs and procurement benchmarks.

We are fully committed to adjusting quality tiers and pricing structures to accommodate your unique production needs. We look forward to establishing a transparent, reliable, and high-performance strategic partnership with your esteemed organization.

**Best Regards,**

Mr. Thuong | Chief Commercial Officer

- **Phone/WhatsApp:** +84 936 111 579
- **Email:** [xuanthuong@donghaiagri.vn](mailto:xuanthuong@donghaiagri.vn)
- **Website:** [www.dohaco.com.vn](http://www.dohaco.com.vn)

Ms. Krystal Nguyen | Sales Representative

- **Phone / WhatsApp:** +84 396 248 369
- **Email:** [krystal@donghaiagri.vn](mailto:krystal@donghaiagri.vn)
- **Website:** [www.dohaco.com.vn](http://www.dohaco.com.vn)