



HYDROCARBONS #6

CIF PROCEDURES:

D2, DIESEL GAS OIL / EN590 CIF

Price USD Gross/ 340 Net \$330

FOB First trial 100,000 MT

Contract: 200,000 MT X 12 months

Commission: + \$5 for buyer side that pay the buyer not included in the Gross and Net price.

AVIATION JET FUEL/JP54 CIF

Price USD \$74 Gross /\$70 Net

FOB First trial 1,000,000 BBLs

Contract: 2,000,000 BBLs X 12 months

Commission: + \$1 for buyer side that pay the buyer not included in the Gross and Net price.

D6, DIESEL OIL CIF

Price USD \$0.78 Gross/ \$0.74 Net

First trial 100,000,000 Gallon

Contract: 200,000,000 Gallon X 12 months

Commission: +\$ 0.1 for buyer side that pay the buyer not included in the Gross and Net price.

PETCOKE CIF

Price USD \$210 NET / \$220 GROSS

First trial 100,000 MT

Contract: minimum 200,000 MT X 12 months

Commission: + \$5 more for buyer side that pay the buyer not not included in the Gross and Net price.

UREA CIF

PRICE USD \$340 Gross / \$330 Net

First trial 100,000 MT

Contract: minimum 100,000 MT X 12 months

Commission: + \$5 more for buyer side that pay the buyer not not included in the Gross and Net price.

LNG / LPG CIF

Price \$310 NET / \$300 GROSS

Contract: minimum 100.000 MT trial + 12 months

Commission : + \$5 for buyer side that pay the buyer not included in the Gross and Net price

PROCEDURE

1) Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller Refinery along with company profile and buyer passport.

2) the seller issue Draft SPA along with ICC warning letter for buyer's review to sign the SPA and return to seller in word format.

3) Seller send SPA to the appropriate Authorities of the ministry of energy along with the below PPOP document.

- A. Product Passport
- B. Certificate of Origin
- C. Statement of Availability of Product
- D. Charter Party Agreement
- E. Copy of readiness to inject

4) Buyer's bank issues MT760/MT199 to seller's nominated bank informing readiness to issue agreed

financial Instrument (SBLC/DLC). Buyer's bank in accordance with seller's verbiage shall issue SBLC/DLC within five (5) working days for first shipment's value to seller's financial bank to enable seller commence loading of product with the shipping company. Seller to finalize loading within five (5) working days. But if buyer fails to issue SBLC/DLC within five (5) working days, as an alternative provision buyer pays freight cost to the shipping company as security guarantee within six to seven working days, which will be deducted from the invoice of the final payment of the product at destination port.

5) After confirmation by seller's bank, seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with submission of nominated Vessel details to buyer

6) Seller's bank responds with contractual operative 2% PB and full POP to buyer's bank within seventy-Two

(72) hours since buyer's instrument confirmed by seller's bank

A, Copy of the Port Storage Agreement. B, Vessel Q88.

FOB PROCEDURE

D2, DIESEL GAS OIL / EN590 FOB/CIF

Price USD Gross/ 340 Net \$330

FOB First trial 100,000 MT

Contract: 200,000 MT X 12 months Commission: + \$5 for buyer side that pay the buyer not included in the Gross and Net price.

AVIATION JET FUEL/JP54 FOB/CIF

Price USD \$74 Gross /\$70 Net

FOB First trial 1,000,000 BBLs

Contract: 2,000,000 BBLs X 12 months

Commission: + \$1 for buyer side that pay the buyer not included in the Gross and Net price.

D6, DIESEL OIL FOB/CIF

Price USD \$0.78 Gross/ \$0.74 Net

First trial 100,000,000 Gallon

Contract: 200,000,000 Gallon X 12 months Commission: +\$ 0.1 for buyer side that pay the buyer not included in the Gross and Net price.

- 1.) Buyer submits company Profile (CP), And Issues ICPO according to the seller's working procedure along with buyer's nominated TSA.
- 2.) Seller issues commercial invoice of the product in tanks at the port, buyer signs and returns commercial invoice along with an acceptance letter.
- 3) Seller issue a copy of SGS report strictly to buyer tank farm Company only, to verify SGS report in their office.
 - ✓ Refinery Commitment to Supply
 - ✓ Certificate of Origin
 - ✓ Statement of availability of product
 - ✓ Product quality passport (Analysis test Report) By Russian standard
- 4) Upon confirmation of a successful verification of SGS report by buyer tank farm Company, buyers provide his tank storage receipt (TSR) from his tank farm company.
- 5) Seller issues following POP documents to buyer, buyer conducts Dip Test on the product.
 - ✓ Q&Q Report Injection Report.
 - ✓ Unconditional Dip Test authorization letter (DTA) Authorization to Sell
 - ✓ Fresh Update SGS Report
 - ✓ Authorization to Verify Physically the Product in Seller's Tank (ATV) Copy of the certificate of origin
 - ✓ Copy of export license Injection Report At Rotterdam Allocation Certificate
 - ✓ Authority To Sell And Collect (ASTC)
- 6) Following the completion of the Dip Test, seller injects the fuel into buyer leased storage tank and seller
- 7) Buyer makes 100% payment by MT103 TT wire transfer OR SBLC MT 760 for the total product and buyer pays commission to all his intermediaries not included in the Gross and Net price within 24 hours after confirmation of the buyer's payment.

TANK TO VESSEL ROTTERDAM /

VLADIVOSTOK

D2, DIESEL GAS OIL / EN590 FOB/CIF

Price USD Gross/ 340 Net \$330 FOB First

trial 100,000 MT Contract: 200,000 MT X

12 months

Commission: + \$5 for buyer side that pay the buyer not included in the Gross and Net price.

AVIATION JET FUEL/JP54 FOB/CIF

Price USD \$74 Gross /\$70 Net FOB

First trial 1,000,000 BBLs

Contract: 2,000,000 BBLs X 12 months

Commission: + \$1 for buyer side that pay the buyer not included in the Gross and Net price.

D6, DIESEL OIL FOB/CIF

Price USD \$0.78 Gross/ \$0.74 NetFirst

trial 100,000,000 Gallon

Contract: 200,000,000 Gallon X 12 months

Commission: +\$ 0.1 for buyer side that pay the buyer not included in the Gross and Net price.

LNG / LPG

Price \$310/\$300

Minimum 100.000 MT trial + 12 months

Commission: + \$5 for buyer side that pay the buyer not included in the Gross and Net price.

Procedure not negotiable

- 1) Buyer submits company Profile (CP), And Issues ICPO according to the seller's working procedure
- 2) Seller issues commercial invoice of the product in tanks at the port, buyer signs and returns commercial invoice along with an acceptance letter.
- 3) Seller issue Unconditional (DTA) to the buyer stated with the Tank information.
- 4) Buyer contacts the storage company to extend seller Tank for 2 days to gain access to the port & perform dip in the seller Tank.
- 5) Upon successful dip test in seller Tank Buyer makes 100% payment by MT103 TT to the seller account.
- 6) Seller inject the product into the buyer vessel & seller pays commissions to his brokers, buyer pays commissions to his brokers which are not included in the difference between gross and net price.

