



Hydrocarbons # 23

FOB Rotterdam or Houston #1

1. The buyer issues the ICPO, TSA and company registration certificate.
2. The seller issues the draft contract, the commercial invoice (CI), the buyer signs and returns it to the seller for further proceedings.
3. Seller issues Dive Test Authorization (DTA) and Physical Verification Authorization (ATV), which must be signed by all parties, including buyer's tank farm.
4. The seller sends the following PPOP document to the buyer
 - A. Tank Storage Receipt (TSR)
 - B. Injection report
 - C. Dive Test Authorization Letter (DTA): Unconditional for 5 days.
 - D. Authorization for Sale and Collection (ATSC)
 - E. New SGS report
 - F. Authorization for Physical Verification (ATV)
 - G. Analysis for the assessment of the Products.
5. Buyer performs DIP Test on the product at the seller's rented tank and inserts the product into the buyer's tank and makes payment for the total value of the product injected into the seller's tanks via MT103-TT.
6. The seller pays the mandates of his intermediaries, and the buyer pays the commissions to his intermediaries which do NOT fall between GROSS and NET prices.

Thereafter the monthly shipment continues according to the terms and conditions of the sales and purchase contract between buyer and seller.

BANKING TERMS AND PROCEDURES

TANK TO VESSEL / TANK TO TANK #2

1. The buyer sends an ICPO along with CPA/TSA.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice back to seller via electronic email.
3. The Seller and buyer sign the escrow agreement (The buyer is welcome to visit the ESCROW Attorney offices in the USA optional). And each party deposit 5% of the nominal cost of the product for Performance guarantee. Either party that defaults forfeit the 5% deposit to the offended party.
4. Buyer upon verification of the BELOW product POP, Buyer presents the tank storage receipt (TSR) or Q88.
Seller sends:
 - a. CERTIFICATE OF ORIGIN
 - b. TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES)
 - c. AUTHORIZATION TO VERIFY (ATV)
 - d. INJECTION REPORT SHORE TANK IN FOB LOADING PORT TERMINAL
 - e. SGS ANALYSIS REPORT INSPECTED IN FOB LOADING PORT TERMINAL
 - f. AUTHORIZATION TO SELL (ATSC)
5. Buyer conduct Dip Test in Seller's tanks, Seller injects into buyer's vessel tanker.
6. Buyer makes the payment for total value of the product deducting the 5% deposit to the escrow via MT103-TT.
7. Upon seller receives the payment for the product, the seller pays the commissions of his intermediaries, and the buyer pays the commissions to his intermediaries which do not fall between GROSS and NET prices.

TANK-NAVELLI PROCEDURE FOB ROTTERDAM AND VLADIVOSTOK #3

1. Buyer issues ICPO + Company Profile to Seller via Seller Representative.
2. The seller issues a commercial invoice (CI) for the buyer to countersign and return to the seller with the provision of the buyer's nominated shipping company (for CPA) for the seller's verification and acceptance.
3. After checks by the shipping company nominated by the Buyer and acceptance by the seller, the buyer submits its charter party (the CPA must reflect the name of the seller's refinery as the supplier).
4. After receiving and verifying the CPA, the seller issues the following documents to the buyer:
 - a) Commitment to provide letter
 - b) Product Certificate of Origin
 - c) Analysis report carried out by the indigenous laboratory at the port of origin (passport)
 - d) Notice of readiness to begin injecting the Product into the buyer's vessel.
 - e) Company registration certificate
5. The Buyer provides Q88 with full details of the Captain and availability to receive fuel in the vessel (RTRF) to the Seller.
6. The seller provides the buyer with Dive Test Authorization (DTA), Pre-Injection Report, Verification Authorization (ATV), Fresh SGS Report and ATSC. TSR AND EXPORT LICENSE.
7. The buyer instructs its SGS or equivalent testing teams to conduct the immersion test in the seller's tank prior to injection into the buyer's vessel or alternatively conducts the immersion test upon completion of the injection to verify the quality and the quantity of the product.
- 8) After injection into the buyer's vessel, the seller issues the sell and collect authorization to the buyer, and the buyer makes 100% payment via MT103/T/T to the bank designated by the seller.

9) Seller releases title ownership documents to buyer after confirming buyer's payment.

10) The seller pays the mandates of his intermediaries, and the buyer pays the commissions to his intermediaries which are not included between the GROSS and NET prices.

NEW CIF – PROCEDURE #4

1. Buyer issues ICPO, company registration certificate and passport copy of the signatory to seller and upon confirmation and verification.

2. Seller sends open draft spa to buyer for review, both parties endorses the final contract and buyer sign and send it to seller along with commitment letter to perform, seller notarize the contract with the ministry of energy and

Send to buyer in pdf format.

3. Seller and buyer appoints and signs charter party agreement with the shipping company that will transport the product to the discharge port.

4. Seller sends partial proof of product documents (PPOP)

A) statement of product availability

B) commitment to supply

C) certificate of origin of the product

D) certificate of incorporation

E) passport analysis Q & Q report done by indigenous lab (product passport).

5. Both parties finalize the logistics/shipping schedule date with the nominated shipping company, buyer pays the \$205,000 each for the products, after which the refinery get the injection permit and loads the product into vessel and shipment commences to buyer's destination as mutually agreed by both parties.

6. Upon successful leasing and loading of the vessel/carrier, seller issue dip-test authorization (DTA) and sends the remaining proof of product (pop) and shipping documents to buyer as listed below

A). Bill of lading,

- B). Q&Q inspection report, “as per the seller Standard GOST R”
 - C). Endorsed CPA “charter party agreement”
 - D). Certificate of origin
 - E). Vessel’s Q88 and ETA
 - F). Injection report.
7. Upon arrival of vessel at port of destination, buyer conduct inspection and dip-test at the discharge port, after successful inspection and upon confirmation of product by SGS buyer release payment to seller’s bank within 5 banking days.
8. Seller releases all other documents of product to the buyer and transfers the product title to buyer.
9. The buyer pays the commissions to his intermediaries which do not fall between GROSS and NET prices, only by Consulting Fee.

PRICES, **JUNE 24 – 2024**

	PRODUCT	Measure	\$ GROSS	Consulting Fee	FINAL COST
FOB	EN 590	MT	\$ 340.00	\$ 25.00	\$ 365.00
CIF	EN 590	MT	\$ 340.00	\$ 25.00	\$ 365.00
FOB	JET A 1	BBL	\$ 74.00	\$ 4.00	\$ 78.00
CIF	JET A 1	BBL	\$ 74.00	\$ 4.00	\$ 78.00
FOB	D6	Gal	\$ 0.78	\$ 0.04	\$ 0.82
CIF	D6	Gal	\$ 0.78	\$ 0.04	\$ 0.82