



Hydrocarbons # 33

FOB TANK TO TANK PROCEDURE ROTTERDAM/HOUSTON/FUJAIRAH

1. Buyer issues ICPO and Company Registration Certificate or any I.D. With TSA for Seller's Verification.
2. Seller issue Draft Commercial Invoice, Buyer signs and returns to Seller with his Tank Storage Agreement.
3. Seller pays the Buyer's tank for 3 days for the Injection Process, Buyer pays 2 days and only after his Tank Farm Company has received the payment from Seller Company.
4. Seller provides Buyer with FULL POP Documents.
 - A. Fresh SGS Report less than 48 hours
 - B. Dip Test Authorization-Unconditional
 - C. Injection Report
 - D. Tank Storage Receipt with GPS Coordinates
 - E. Tank Farm Bar-code Information
 - F. Letter of Commitment to Supply.
 - G. Registration Certificate & Export License Copy
 - H. Authority to Sell & Collect (ATSC)

I. Endorsed Injection Schedule by the buyer & buyer Tank Farm

J. ATV – For Physical Verification.

K. Irrevocable Commitment to Supply for Spot and 12 months Contract.

L. Injection Schedule signed by Buyer & Buyer's tank farm.

5. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense, Seller injects the fuel To Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer / TT According to the final Commercial Invoice.

6. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.

7. Seller pays all intermediaries involved in the transaction and subsequently monthly contract Shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and Seller.

FOB TANK TO VESSEL (TTV) TRANSACTION PROCEDURE:

1. Buyer Issue official ICPO addressed to the Refinery.

2. Seller Issue commercial invoice (CI), Buyer signs and Returns the signed CI.

3. Seller issue to Buyer the Partial Proof of Product Documents POP:

A. ATSC

B. DTA

C. PRODUCT PASSPORT

D. ATV

4. Buyer extend seller's tank (per one day) to have authorization pass that will allow Buyer vessel or team go into terminal and conduct a successful dip test, CIQ Inspection & SGS.

5. Buyer Takes over seller's Tank or Seller's injects into Buyer's vessel / tank and Buyer conducts its own Dip Test inspection for Q&Q of the petroleum product aboard vessel / tank.
6. NCNDA / IMFPA Is signed with all the intermediaries.
7. Payments for the full product is made and injection commence.

ALTERNATIVE CIF PROCEDURE ASWP
STANDARD WORKING PROCEDURES CIF - ASWP
& PAYMENT TERMS:

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) in Seller name along with Company import licenses, and along with buyer's passport copy.
2. Seller issues SPA to Buyer within 48 hours Buyer signs seals and returns the SPA to seller.
3. Seller notarizes the contract at its own expenses and submits Partial Proof of Product (PPOP via email) as follows: A) Refinery Commitment to Supply B) Product Passport C) Certificate of Origin D) Export License E) Performa invoice for the first value month
4. Within seven (7) banking days, Buyer's bank in accordance issues swift fully funded SBLC MT760 or DLC MT700 to our fiduciary nominated bank account covering the 1st shipment of total product value and send swift copies. NOTE, If due to any reason End buyer cannot be able to issue the said SBLC MT760 / DLC MT700 signed in the contract within the (7) banking day, End Buyer is to pay alternate **a REFUNDABLE / DEDUCTIBLE (\$345,000** Three Hundred and Fourth Five Thousand United State Dollars) OR it equivalent in Chinese (RMB) for security guarantee deposit of the total 1st shipment value via MT103 T/T or action will be taken against the end buyer's company by the Refinery legal department.
5. Seller will proceed straight into shipment and furnish End buyer with the FULL PPOP Documents. a) Copy of license to export b) Copy of Approval to Export c) Copy of statement of availability of the product d) Copy of the refinery commitment to produce the product e) Copy of Transnet contract

to transport the product to the loading port f) Copy of the port storage agreement g) Copy of the charter party agreement to transport the product to discharge port h) Copy of Vessel Questionnaire 88 I) Copy of Bill of Lading j) SGS Report at loading port

6. All parties finalized the signing of the NCNDA/IMFPA.

7. Seller clears vessel from the commercial's terminal (Kazakhstan Shore), the buyer confirms shipping documents with ship master while seller affects delivery to buyer destination according to the contract schedule.

8. Upon the arrival of cargo at the discharge port, and after SGS/Q&Q at discharge port buyer pay to seller's bank full payment by TT/MT103 within 24 hours.

9. Seller release payment to all intermediaries as per signing NCNDA IMFPA within 48 hours of receiving the payment for the product from the Buyer's bank.

	PRODUCT	Measure	\$ GROSS	Consulting Fee	FINAL COST	MOQ	MAX QUANTITY	
FOB	EN 590 10 ppm	MT	\$ 470.00	\$ 20.00	\$ 490.00	50,000	500,000	
CIF	EN 590 10 ppm	MT	\$ 490.00	\$ 20.00	\$ 510.00	100,000	500,000	
FOB	JET Fuel A 1	BBL	\$ 80.00	\$ 2.00	\$ 82.00	500,000	5,000,000	
CIF	JET Fuel A 1	BBL	\$ 85.00	\$ 2.00	\$ 87.00	2,000,000	4,000,000	
FOB	Diesel D6	Gall	\$ 0.70	\$ 0.02	\$ 0.72	84,000,000	500,000,000	
CIF	Diesel D6	Gall	\$ 0.74	\$ 0.02	\$ 0.76	84,000,000	168,000,000	
FOB	MT 103 / TT	Rotterdam, Houston, Jurong, Fujairah.						
CIF	SBLC / & MT 103. Seller Issues 2% PB After SBLC							
TERM	12 Months or more							