FOB TANK TO TANK PROCEDURE-TTT (1)

1. Buyer issues LOI with complete purchase requirements and KYC + CP
2. Seller issues FCO
3. Buyer issues Irrevocable Corporate Purchase Order (ICPO) accepting seller's price, terms and procedures along with valid TSA
4. Seller issues draft of Sale and Purchase Agreement (SPA) contract along with Commercial Invoice. The buyer signs SPA and returns to seller along with the commercial Invoice.
5. Seller provides the following Partial Proof of Product (PPOP) documents via Email or Fax to Buyer.
   A. Authorization/Authority to Sell (ATS)
   B. Product Quality Passport (Dip Test result of Product)
   C. Letter of Commitment to Supply
   D. Statement of Product Availability
6. Within 3 days of the receipt and verification of the above PPOP documents, the Buyer provides a verifiable Tank Storage Receipt (TSR).
7. All parties sign NCNDA/IMFPA.
8. Seller issues fresh SGS report not older than 48 hours, (DTA) Dip Test Authorization for Q&Q along with complete Fuel Injection Report from the Pipeline/ Transportation Company.
9. (Optional to buyer) buyer conducts dip test for Q&Q at the seller's tanks. Upon satisfactory Q&Q/Dip Test Inspection carried out by either SGS or similar inspection agency, Buyer releases full cost of the liftable product via MT103 TT wire transfer to Seller's nominated Account within 72 hours and injection to buyer's tanks commences.
10. Seller issues the Title Transfer of Product Ownership / Certificate of Ownership to buyer's company along with all necessary Export Documents.
11. Seller pays all intermediaries involved in the transaction as per IMFPA/NCNDA.

FOB TANK TO TANK PROCEDURE-TTT (2)

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
2. Seller issues Commercial Invoice (CI) and ICC Warning Letter, buyer signs and returns to seller with his TSA. The seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.
3. Seller leases and pays the buyer's tank for 3 days for the Injection Process. Buyer pays his Tank Farm Company for his two (2) days' tank storage costs, (totaling a five (5) day TSR)
4. Seller issues the following:
    A. Injection Report
    B. Authorization to verify
    C. Product Passport
    D. Fresh SGS Report (48 hours)
    E. Product Certificate of Origin
    F. Tank Storage Receipt (TSR)
    G. Authorization to sell and collect
    H. Unconditional Dip Test Authorization
5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT and then seller issues the Product Title Holder Transfer Agreement to the buyer.
6. Seller pays all intermediaries involved via NCNDA/IMPFA and subsequently, monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between the buyer and seller

FOB TANK TO TANK PROCEDURE-TTT (3)

1. Buyers send a full ICPO, a current and valid (TSA) and buyer passport data page.
2. The seller issues a Commercial Invoice of the product in the seller's tanks at the port, and the buyer signs and returns the commercial invoice with an acceptance letter.
3. Seller submits a 48-hour old hard copy of fresh SGS Report to buyer Tank Farm Company for verification of the SGS report with SGS in the port of transaction.
4. Upon confirmation of SGS Report by Buyer's Tank Company, Seller requests for buyers active & Operational TSR in seller's name for injection

program. (TSR days depend on the quantity to be injected). Seller injects product to buyer’s tank and issues following POP documents to the buyer:

A. Q&Q analysis report done by Indigenous Lab at the port of Origin.
B. Full Injection report
C. ATV / UDTA
D. Copy of product Certificate of Origin
E. Allocation transfer Certificate.
F. Authority to sell and collect (ATSC).

5. Buyer conducts Dip test on the product at the buyer's cost for reconfirmation. (OPTIONAL TO THE BUYER)
6. Upon confirmation of the SGS test by the buyer for quantity and quality, the buyer makes 100% payment via MT103 for the total value of the injected into the buyer’s tanks.
7. Seller pays all intermediaries involved via NCNDA/IMPFA and subsequently, monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between the buyer and seller

FOB TANK TO VESSEL-TTV

1. Buyer issues official ICPO addressed to the refinery or representative.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to seller.
3. Seller issues to buyer the partial proof of product documents:

A. **ATSC** - Authority to sell and collect
B. **DTA** - Dip Test Authorization
C. STATEMENT OF PRODUCT AVAILABILITY
D. COMMITMENT LETTER TO SUPPLY

4. Buyer extends seller’s tank for 3 days and receives full GPS coordinates of the tanks, Hub Numbers, terminal access permit and dip test is conducted immediately with buyer’s team to obtain fresh SGS report.
5. After the successful Dip Test in Seller’s tanks, Buyer takes over seller’s tank or Seller injects into buyer’s vessel / Tank and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
6. After a successful Q &Q Dip test on the product, the buyer makes the payment for the total value of the product injected into the tanks through the means of MTI03 - TT.
7. Upon the seller receiving the payment for the product from the buyer, the seller issues the buyer the title ownership of the product and all exporting documents for the product. The seller pays all intermediaries involved in the

transaction.

8. Seller pays all intermediaries involved via NCNDA/IMPFA and subsequently, monthly shipments continue as per the terms and conditions of the sales and purchase agreement contract between the buyer and seller.

CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
    A. Refinery Commitment to Supply.
    B. Certificate of Origin.
    C. Statement of availability of product.
    D. Product quality passport (Analysis test Report) By Saudi Arabia standard gost R.
3. Within 5 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760/DLC MT700 Documentary Letter Credit according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, should buyer fail to issue payment instrument within 5 banking days, buyer will make cash deposit of $ 550,000 by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port,

    Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB).
    A. Copy of license to export, issued by the department of the Ministry of Energy, Saudi Arabia.
    B. Copy of Approval to Export, issued by the Ministry of Justice, Saudi Arabia.
    C. Copy of statement of availability of the product.
    D. Copy of the refinery commitment to producing 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.
K. Dip test Authorization (DTA) & ATB
L. NOR /ETA.
M. Certificate of Ownership Transfer.
N. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

4. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport HA3BA.
5. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

TTO APPROVED AND NON-NEGOTIABLE PROCEDURE
إجراء معتمد وغير قابل للتفاوض من قبل TTO

1. Buyer issues ICPO with exact quantity in MOU.
2. Seller issues original MOU.
3. Buyer countersigns MOU and forward back. Upon the receipt of the countersigned MOU, the seller emails the buyer the listed documents:
   A. !. Certificate of origin.
   B. !. Statement of product availability.
   C. !. Product Passport (Quality and Quantity dip test analysis report).!. Bill Of Lading.
   D. !. Q88 of vessel.
   E. !. Vessel Details.
   F. !. Ullage Report.
   G. !. Tanker Cargo Manifest.
   H. !. Invoice for tanker takeover fee.
   I. !. Sanitized SGS onboard vessel Quality and Quantity Report.
4. Upon buyer receipt of documents, the buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover of the tanker/transaction guarantee which amounts to the sum of $520,000.00 USD (Five hundred and twenty thousand USD) and **it will be deducted from the total product cost.**
5. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and also re-issues all other

outstanding documents to the potential buyer company's name and send via swift from seller's bank to buyer's bank to full prove the product.
6. Vessel arrives at the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes the remaining payment by MT103 T/T for the full product to the seller.

PROCEDIMIENTOS EN ESPAÑOL:

PROCEDIMIENTO FOB TANQUE A TANQUE-TTT (1)

1. El comprador emite la LOI con los requisitos de compra completos y KYC + CP
2. El vendedor emite FCO
3. El comprador emite una Orden de Compra Corporativa Irrevocable (ICPO) aceptando el precio del vendedor, los términos y procedimientos junto con una TSA válida
4. El vendedor emite un borrador de contrato de Compraventa (SPA) junto con la Factura Comercial. El comprador firma el SPA y lo devuelve al vendedor junto con la Factura comercial
5. El Vendedor proporciona los siguientes documentos de Prueba Parcial de Producto (PPOP) vía Email o Fax al Comprador.
    A. Autorización/Autoridad para Vender (ATS)
    B. Pasaporte de calidad del producto (resultado de la prueba de inmersión del producto)
    C. Carta de compromiso de suministro
    D. Declaración de disponibilidad del producto
6. Dentro de los 3 días siguientes a la recepción y verificación de los documentos PPOP anteriores, el Comprador proporciona un Recibo de Almacenamiento en Tanque (TSR) verificable.
7. Todas las partes firman la NCNDA/IMFPA.
8. El Vendedor emite un nuevo informe SGS con una antigüedad no superior a 48 horas, (DTA) Autorización de Prueba de Inmersión para Q&Q junto con el Informe de Inyección de Combustible completo de la Compañía de Oleoductos/ Transporte
9. (Opcional para el comprador) el comprador realiza la prueba de inmersión para Q&Q en los tanques del vendedor. Tras una inspección satisfactoria de Q&Q/Dip Test llevada a cabo por SGS o una agencia de inspección similar, el Comprador libera el coste total del producto elevable mediante

transferencia bancaria MT103 TT a la Cuenta designada del Vendedor en un plazo de 72 horas y comienza la inyección en los tanques del comprador

10. El vendedor emite el Título de Transferencia de Propiedad del Producto / Certificado de Propiedad a la empresa del comprador junto con todos los Documentos de Exportación necesarios.
11. El vendedor paga a todos los intermediarios implicados en la transacción según IMFPA/NCNDA.

FOB TANK TO TANK PROCEDURE-TTT (2)

1. El comprador emite ICPO, y certificado de registro de la empresa y página de datos del Pasaporte del comprador o cualquier identificación
2. El vendedor emite la Factura Comercial (CI) y la Carta de Advertencia ICC, el comprador firma y devuelve al vendedor con su TSA. El vendedor completará la verificación en el TANK FARM de el comprador antes de hacer su pago de tres (3) días de arrendamiento del tanque.
3. El vendedor arrienda y paga el tanque del comprador por 3 días para el Proceso de Inyección. El Comprador paga a su Compañía de Granjas de Tanques por sus dos
(2) días de 'costos de almacenamiento del tanque, (totalizando un cinco (5) días de TSR)
4. El vendedor emite lo siguiente:
    A. Informe de inyección
    B. Autorización de verificación
    C. Pasaporte de producto
    D. Informe SGS fresco (48 horas)
    E. Certificado de origen del producto
    F. Recibo de Almacenamiento en Tanque (TSR)
    G. Autorización de venta y recogida
    H. Autorización de prueba de inmersión incondicional
5. El comprador realiza la prueba de inmersión del producto y efectúa el pago por el valor total del producto inyectado en los tanques mediante el MT103-TT y a continuación el vendedor emite el Contrato de Transferencia de Titularidad del Producto al comprador.
6. El vendedor paga a todos los intermediarios implicados a través de NCNDA/IMPFA y, posteriormente, continúan los envíos mensuales a según los términos y condiciones del contrato de compraventa contrato entre el comprador y el vendedor

PROCEDIMIENTO FOB TANQUE A TANQUE-TTT (3)

1. El comprador envía una ICPO completa, una página de datos del pasaporte actual y válida (TSA) y del comprador.
2. El vendedor emite una Factura Comercial del producto en los tanques del vendedor en el puerto y el comprador firma y devuelve la factura comercial con una carta de aceptación
3. El vendedor presenta una copia impresa de 48 horas del Informe SGS fresco al comprador Tank Farm Company para la verificación del informe SGS con SGS en el puerto de la transacción.
4. Tras la confirmación del Informe SGS por parte de la Compañía de Tanques del Comprador, el Vendedor solicita al comprador TSR activo y Operativo a nombre del vendedor para el programa de inyección. (Los días de TSR dependen de la cantidad a inyectar). El vendedor inyecta el producto en el tanque del comprador y emite los siguientes documentos POP al comprador:
   - A. Informe de análisis Q&Q realizado por el laboratorio local en el puerto de origen.
   - B. Informe de inyección completo
   - C. ATV / UDTA
   - D. Copia del Certificado de Origen del producto
   - E. Certificado de transferencia de asignación.
   - F. Autoridad para vender y recoger (ATSC).
5. El comprador realiza la prueba Dip en el producto a su cargo para su reconfirmación. (OPCIONAL PARA EL COMPRADOR)
6. Tras la confirmación de la prueba SGS por parte del comprador en cuanto a cantidad y calidad, el comprador realiza el pago del 100% a través de MT103 por el valor total de lo inyectado en los tanques del comprador.
7. El vendedor paga a todos los intermediarios implicados a través de NCNDA/IMPFA y, posteriormente, continúan los envíos mensuales según los términos y condiciones del contrato de compraventa entre el comprador y el vendedor

Products manufactured by this refinery

Aromatic hydrocarbons

- Toluene oil (GOST 14710-78)
- Petroleum benzine (GOST 9572-93)

Ammonia

- Ammonia anhydrous liquefied. Specifications (GOST 6221-90)

Petrol

- Automobile petrol unleaded brand “AI-80” (GOST 32513-2013)
- Automobile petrol unleaded brand “AI-92” (GOST 32513-2013)
- Automobile petrol unleaded brand “AI-95” (GOST 32513-2013)
- Automobile petrol unleaded brand “AI-98” (GOST 32513-2013)
- Automobile petrol unleaded brand “Normal-80” (GOST R 51105-97)
- Automobile petrol unleaded brand “Regular-92” (GOST R 51105-97)
- Gasoline unleaded brand “Premium Euro-95” (GOST R 51866-2002)
- Gasoline unleaded brand “Super Euro-98” (GOST R 51866-2002)
- Petrol for industrial purposes (STO 05766480-006-2010)
- Stable reformat (TU 19.20.23.190-40-05755480-2017)

Diesel fuel

- Fuel diesel EURO (GOST 32511-2013)
- Fuel diesel (SRT 05766480-010-2011)
- Fuel diesel EURO (GOST R 52368-2005)
- Vacuum gas oil (TU 38.1011304-2004)

Kerosene

- Aviation fuel for gas turbine engines JET A-1 (GOST R 52050-2006)
- Fuel for jet engines (GOST 10227-86)

Oxygen

- Oxygen technical (GOST 5583-78)

Fuel oil

- Fuel oil (GOST 10585-2013)
- Technological Export Fuel (TU 38.001361-99)

Oil bitumen

- Bitumens petroleum insulating (GOST 9812-74)
- Bitumens petroleum road viscous (GOST 22245-90)

- Bitumens petroleum road improved from the West Siberian oils (TU 0256-096-00151807-97)
- Oil bitumen for the production of roofing and waterproofing materials (TU 0256-017-05766480-2003)
- Bitumens petroleum construction (GOST 6617-76)
- Bitumens petroleum road viscous (GOST 33133-2014)

Solvents

- Nefras-S 50/170 (GOST 8505-80)
- Solvent of oil superheavy (TU 38.1011049-98)

Sulfur technical

- Technical sulfur (GOST 127.1-93)
- Sulfur technical gas granulated. Technical conditions (STO 05766480-008-2011)

Sulfuric technical acid

- Sulfuric technical acid (GOST 2184-2013)

Liquefied gases

- Gases hydrocarbon liquefied fuel for municipal consumption (GOST 20448-90)
- Normal butane (SRT 05766480-005-2010)
- Isobutane (SRT 05766480-004-2010)
- Gases hydrocarbon liquefied fuel (GOST R 52087-2003)

Commercial xylenes

- Paraxylene (TU 38.101255-87)
- Orthoxylene (TU 38 101254-72)

Ship fuel

- High-viscosity marine fuel E (TU 38.1011314-2001)

Some Prices:

Please request a formal quote for the products you are looking for. These prices are **for informational purposes only,** but may change without prior notice, depending on the fuel and petroleum products market.

ORIGIN: Saudi Arabia and Qatar

الأصل: المملكة العربية السعودية وقطر

# 43	PRODUCT	Measure	NET	Commissions to all	FINAL COST GROSS	MOQ	MAX QUANTITY
FOB	EN 590 10 ppm	MT	$ 550.00	$ 10.00	$ 560.00	20,000	500,000
CIF	EN 590 10 ppm	MT	$ 560.00	$ 10.00	$ 570.00	50,000	500,000
FOB	JET Fuel A 1 / or 54	BBL	$ 76.00	$ 3.00	$ 79.00	500,000	5,000,000
CIF	JET Fuel A 1 / or 54	BBL	$ 78.00	$ 3.00	$ 81.00	2,000,000	6,000,000
FOB	Diesel D6	Gall	$ 0.79	$ 0.03	$ 0.82	200,000,000	800,000,000
CIF	Diesel D6	Gall	$ 0.84	$ 0.03	$ 0.87	84,000,000	840,000,000
FOB	Diesel Gas D2 Oil	MT	$ 550.00	$ 10.00	$ 560.00	10,000	500,000
CIF	Diesel Gas D2 Oil	MT	$ 560.00	$ 10.00	$ 570.00	50,000	500,000
FOB	LPG	MT	$ 465.00	$ 10.00	$ 475.00	10,000	1,000,000
CIF	LPG	MT	$ 475.00	$ 10.00	$ 485.00	50,000	1,000,000
FOB	LNG	MT	$ 475.00	$ 10.00	$ 485.00	100,000	400,000
CIF	LNG	MT	$ 485.00	$ 10.00	$ 495.00	100,000	400,000
FOB	MAZUT M100	MT	$ 280.00	$ 10.00	$ 290.00	10,000	500,000
CIF	MAZUT M101	MT	$ 290.00	$ 10.00	$ 300.00	50,000	500,000
FOB	Auto Gas Oil (AGO)	MT	$ 340.00	$ 10.00	$ 350.00	50,000	500,000
CIF	Auto Gas Oil (AGO)	MT	$ 355.00	$ 10.00	$ 365.00	50,000	500,000
CIF	PET COKE	MT	$ 240.00	$ 10.00	$ 250.00	50,000	400,000
CIF	UREA 46%	MT	$ 340.00	$ 10.00	$ 350.00	25,000	300,000
FOB	MT103 / BTC / USDT		Rotterdam, Houston, Fujairah				
CIF	SBLC / DLC / & MT 103. Seller Issues 2% or 3% PB After Warranty, depent the procedure.						
TERM	12 Months or more						