



Hydrocarbons # 48

EN590

JET A1

D6

Strong Re-Seller:

Tier 1 and & Tier 2 Account Holders



TO



TO



TO



ROTTERDAM AND FUJAIRAH
Sometimes in HOUSTON

Seller from UK

Seller operates business contractually, is very connected in the industry and has been in business for several decades. The company's successful track record will be made available to qualified Buyers. To ensure a swift transaction, Seller requests the preparation and submission of:

- **Send a complete LOI on letterhead (Template, here on the last page) from the Buyer signed by the CEO, and Complete KYC/CIS**

- **The buyer suggests the maximum expected purchase price.**

This will enable Seller to issue a tailored soft corporate offer which can then be discussed with Buyer, this is when pricing is also presented. ICPOs will be processed on a first-come, first-served basis.

- a) The LOI, must include a complete set of details regarding the business sought by the Buyer, including his acceptable methods of payment, acceptable terms and conditions, type of entity, quantities, trial, etc. Only upon receiving complete details will a tailored offer be processed and provided.
- b) Seller is flexible in his business practices and can structure (customize) his operations in various ways to meet specific needs mutually beneficial to both parties. Consequently, Seller prefers to understand what terms the Buyer can accept, and Seller will tailor his offer accordingly.
- c) At Seller's discretion, a Soft POP may be provided.
- d) Seller encourages arranging videoconferences with Buyer at mutually convenient times, contingent upon receiving a brief, clear agenda in bullet-point format in advance.
- e) Seller is flexible in discussing and exploring ways to do business that are collaborative and mutually beneficial.
- f) Seller is committed to flexibility in exploring and discussing business methods that go beyond mere transactions, focusing on leveraging the intrinsic value of fuels for mutual benefit. Rather than just selling commodities, Seller's aim is to cultivate stable, reliable, and long-term partnerships that enhance value for all parties.

- g) A videoconference will be coordinated between Seller and Buyer and an officially Authorized Buyer's Representative/Mandate for a question-and-answer session, Buyer's CEO must be on the call to answer and conduct business. Prior to the meeting, the Buyer and/or Buyer's Representative/Mandate must provide the full names, titles, and companies represented by each participant.

Remarks:

1. Additional information (e.g. Pricing) regarding Seller's Procedures will be discussed in the videoconference.
2. Availability of fuel at Houston needs to be confirmed in the videoconference.
3. One ICPO at a time.
4. ***Fuel is in Tier 1 and Tier 2 Tank Farms so the applicable Procedures will apply; Vopak, Kinder Morgan and other Premium Tank Farms can be made available but need to be discussed in the videoconference.***
5. **Commissions to Seller Side: 40% closed and Buyer side 60% open**
6. **No Subleases are accepted.**
7. If a Proxy Buyer or Financier is funding, they must submit KYC/POF. On Proxy and Exit Buyer or Financier they must come forward with bank details and account number and name on bank account, all at once. A letter between the Proxy Buyer or Financier and End Buyer tying them together must also be submitted.
8. Prices will be subject to change based on market Platts to be mutually agreed upon by Buyer and Seller.
9. Payment needs to be from top 25 banks with SBLC/DLC.

ALSO SELLING TO "NORMAL" Tier 2 TANKS FARMS, USING TSA & TSR.

LOI TEMPLATE 🖐️ !!

Note: all requested information must be provided in full detail, website included on letterhead of Buyer's company (not on Proxy nor Mandate's letterhead). Filled in fields in red are for illustration purposes only and need to be adapted. **(Use Company Letterhead)**

LETTER OF INTENT

To:

Attn: Dr. _____, CEO.

_____ London EC1V 2NX UK

Via: Mr. Schermerhorn, Snr / Mrs. Berrigan / Mr. Godinez / Mr. Gomez

Date:

We the undersigned, ... (CEO, Company), hereby state and represent that it is our corporation intention and that we..... are ready, willing and able to purchase the commodities in the quality and quantity as specified in the terms and conditions stated below and subject to final contract. This representation is made with full corporate authority and responsibility of the above stated buyer.

(example)

Commodity

- 1) **JET FUEL A1** (AVIATION GRADE KEROSENE COLONIAL GRADE A1) Trial 2 M BBL / Spot/Trial + 4 M BBL x 12 months minimum (with rolls and extensions) Minimum order 1.000.000 BBL
- 2) **DIESEL EN 590** Trial 200.000 MT Spot/Trial + 400.000 MT x 12 months minimum (with rolls and extensions) Minimum order 100.000 MT Quality: As per specification attached. Origin: TBD (ex: non-sanctioned)

Shipment: FOB (Port) or CIF (Port)

Delivery: Tank to Tank (TTT) procedure or Tank to Vessel (TTV) procedure

Loading Port: TBD

Inspection by: SGS

Price: Subject to change based on market Platts to be mutually agreed upon by Buyer and Seller

Procedure: According to Seller's procedures

Payment: Top 50 Rank Bank guarantee Irrevocable, Confirmed, Transferable
DLC/SBLC-MT700 MT103 Instant transfer

Contract: To be mutually agreed upon by Buyer and Seller.

BUYER'S INFORMATION

Company name / address:

City / zip / country:

Company tel / fax:

E-mail:

Website:

Legal representative name and title CEO:

Tel / Mobile:

BUYER'S BANK COORDINATES

Bank name / address:

City / zip / country:

Bank tel / fax:

Bank officer's name / title:

Direct Tel / fax:

Account name / number / Swift Code:

All banking discussions and decisions will take place between Dr. _____ and the Buyer's CEO. Seller's procedures will be forwarded together with prices in the Soft Corporate Offer (SCO) from

CEO to CEO.

Yours truly,

Name / Title:

Signature & Corporate Seal