

Hydrocarbons # 46

Origin: Norway, Oman, Netherlands

1) SGS - TANK TO TANK (TTT) PROCEDURE - FOB: HOUSTON, ROTTERDAM, JURONG & CHINA PORTS.

- 1, Buyer sends ICPO & TSA
- 2, The Seller issues CI to the buyer
- 3, Buyer returns signed CI to The Seller
- 4, (**Refinery**) Issues commitment to supply document to buyer

To: Buyer,

Kindly be informed that our Commitment and Authenticity Assurance to supply letter comprises of our assurance and our capability to supply the buyer with the agreed/specified product Quality and Quantity with a clause of Refinery being responsible to undergo legal claims and charges of the buyer if we default.

- 5, Buyer Issues 5 days TSR
- 6, (Refinery) Issues fresh SGS report of less than 48 hours to **Buyer & Buyer's tank farm for verification.**
- 7, Upon successful verification of the SGS report, the buyer obtains full POP

and the seamless injection of the SGS verified product into the buyer's tank.

8, (Refinery) injects the product into the buyer's leased tank and provides a successful injection report to the buyer.

9, The Seller signs NCNDA/IMFPA

10, Buyer makes 100% payment via MT103 T/T within 48 hours to The Seller's nominated bank account. The Seller transfers title in favor of buyer. The Seller pays intermediaries.

11, subsequently monthly contract continues.

2) TTM Table-Top Meeting for TTV & TTT PROCEDURE FOB: HOUSTON, ROTTERDAM, JURONG, FUJAIRAH & CHINA PORTS.

1. Buyer submits an ICPO along with a Company Registration Certificate or any valid identification document and **CPA/TSA**, for the Seller's verification and registration.
2. The Seller issues a draft Commercial Invoice (CI) to the buyer.
3. The buyer signs and returns the CI to The Seller.
4. The Seller sends a **Draft TTM appointment request letter** to the buyer for approval by the buyer's nominated Logistics Company.
5. Buyer returns the **Approved TTM appointment letter from the buyer's nominated Logistics Company**. This enables the buyer's and The Seller's inspectors and representatives to conduct a TTM at the buyer's designated logistics terminal.
6. Upon approval of the TTM by the buyer's logistics company, the meeting is scheduled for a specific date and time. The meeting agenda includes:
 1. Verification of identification documents for all attendees.
 2. Presentation of Proof of Funds (POF) by the buyer.

3. Presentation of hardcopy Proof of Product (POP) documents and SGS certification by THE SELLER within 48 hours of fresh inspection.
4. The Seller's inspection of the buyer's designated tank/vessel to ensure smooth operational execution during the injection process.
7. After a success full meeting, the buyer may choose to conduct an additional Dip-Test in The Seller's tank at the buyer's expense.
8. The Seller issues NCNDA /IMFPA to Intermediaries for further processing.
9. The Seller injects the product into the buyer's tank/vessel.
10. The buyer makes the full payment for the confirmed product as indicated in the CI.
11. The Seller transfers ownership of the product to the buyer as per the buyer's instructions.
12. The Seller pays all intermediaries involved in the transaction. Subsequently, monthly contract proceeds as outlined in the terms and conditions of the sales and purchase agreement between the buyer and The Seller.

3) TANK TO TANK PROCEDURE (TTT) DIP & PAY FOB: HOUSTON, ROTTERDAM, JURONG, FUJAIRAH & CHINA PORTS.

1. Buyer issues ICPO and TSA.
2. The Seller issues the Commercial Invoice, Buyer signs & return.
3. The Seller pays the buyer's tank farm for **3 days lease**. The Buyer pays buyer's tank farm for **3 days lease** after buyer's tank farm confirms receiving The Seller's payment to their account.
4. The Seller provides buyer with ALL ORIGINAL PROOF OF PRODUCT

(POP) DOCUMENTS face- to-face at buyer's tank farm facility for confirmation.

5. The Seller issues NCNDA/IMFPA to Intermediaries for further processing.
6. Buyer conducts Dip-Test in The Seller's storage tank; via SGS (Q&Q inspection) on The Seller's cost.
7. The Seller's inject the fuel into buyer's tank and buyer makes payment after injection based on Q&Q by MT103 wire transfer/TT according to The Seller's nominated account provided along with original POP Documents.
8. The Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
9. The 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 The Seller.

4) TANK TO TANK PROCEDURE (TTT)

FOB: HOUSTON, ROTTERDAM, JURONG, FUJAIH & CHINA PORTS.

1. Buyer issues ICPO and TSA.
2. The Seller issues the Commercial Invoice, Buyer signs & return.
3. **The Seller Issues Commitment to Supply Document.**
4. Buyer **Provides Commitment Letter** from buyer's Tank Farm Company to The Seller.
4. The Seller provides buyer with ALL ORIGINAL PROOF OF PRODUCT (POP) DOCUMENTS face- to-face at buyer's tank farm facility for confirmation.
5. The Seller issues NCNDA/IMFPA to Intermediaries for further processing.

6. Buyer conducts Dip-Test in The Seller's storage tank; via SGS (Q&Q inspection) on The Seller's cost.
7. The Seller's inject the fuel into buyer's tank and buyer makes payment after injection based on Q&Q by MT103 wire transfer/TT according to The Seller's nominated account provided along with original POP Documents.
8. The Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
9. The 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 The Seller.

5) CIF PROCEDURE - ASWP

1. **Issuance of ICPO:** Buyer issues ICPO
2. **Draft Contract Issuance:** THE SELLER provides the buyer with a Draft SPA.
3. **Contract Review and Execution:** Buyer reviews, signs, and returns the signed SPA to THE SELLER.
4. **Contract Legalization:** THE SELLER acknowledges the executed SPA and proceeds to legalize it through the Ministry of Energy of Kazakhstan on THE SELLER's Cost.
5. **Partial Proof of Product (PPOP) Issuance:** THE SELLER provides the following PPOP documents to the buyer:
 1. Statement of Product Availability
 2. Product Passport
 3. Commitment to Supply
 4. Certificate of Origin
 5. Export License issued by the Kazakhstan Ministry of Energy.

6. **Bank Instrument Issuance:** Upon receipt of the Partial PPOP, the buyer must issue **DLC within 7 working days** to The Seller's nominated bank **(Extension is prohibited)**.
 7. **Alternative Performance Guarantee (if DLC is not issued):** If the buyer fails to issue the DLC within 7 working days, the buyer must instead make a guaranteed deposit of **USD 150,000 (One Hundred & Fifty Thousand)** toward the total contract value. This performance deposit secures the allocation and will be deducted from the first shipment invoice. Within 24 hours of confirmation of the instrument/deposit, THE SELLER will: Transfer Allocation Title Ownership, Obtain Cargo Export Permit, Sign the Charter Party Agreement, Release full PPOP documents along with a 2% Performance Bond to the buyer's bank.
- Full PPOP Documents include:**
Allocation Title Ownership Certificate, SGS Quality and Quantity Certificate, Transneft Transportation Contract, Tank Storage Receipt, Charter Party Agreement, Port Storage Agreement, Vessel Q88, Bill of Lading.
8. **NCNDA/IMFPA Documentation:** THE SELLER/Seller intermediaries complete and sign NCNDA/IMFPA agreements for processing and commission allocation.
 9. **Shipment and Discharge:** Shipment commences. Upon vessel arrival at the discharge port, the buyer conducts SGS/CIQ inspection and settles the remaining balance to THE SELLER via TT Wire or MT103.
 10. **Commission Payment:** THE SELLER pays all intermediaries their respective commissions as per the signed NCNDA/IMFPA agreement.

PRICES IN THE NEXT PAGE:

Note: Prices may vary, as may origin, depending on the market and the time of purchase.

First or small orders will be billed by the Mandate / Reseller Company.

Large orders will be billed directly by The Refinery (AT THE SAME PRICE).

PRODUCT, PRICE, & INCOTERM AVAILABILITY STATUS

DIESEL EN590

Min Quantity: 100.000 Metric Tons Monthly Max Quantity: 500.000 Metric Tons Monthly Price: USD\$570 / **USD\$560**

Commission: \$5 Seller side Close / \$5 Buyer side Open

Origin: Norway, Oman, Netherlands

JET FUEL (JET A1)

Min Quantity: 1.000.000 Barrels Monthly Max Quantity: 5.000.000 Barrels Monthly Price FOB: USD\$77 / **USD\$73**

Commission: \$2 Seller side Close / \$2 Buyer side Open

Origin: Norway, Oman, Netherlands

VIRGIN FUEL OIL D6

Min Quantity: 100.000.000 Gallons Monthly Max Quantity: 300.000.000 Gallons Monthly Price FOB: USD\$1.13 / **USD\$1.09**

Commission: \$ 0,02 Seller side Close / \$ 0,02 Buyer side Open

Origin: Norway, Oman, Netherlands

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