



Hydrocarbons # 86

SOFT CORPORATE OFFER (SCO)

Dip and Pay TTT

Rotterdam – Houston - Jurong

TWO PROCEDURES **FOB** TANK TO TANK (TTT) **DIP & PAY** (A and B)

PRODUCT DETAILS (Procedure A)

PRODUCT	UNIT	MOQ	PRICE (USD)
EN590 10ppm	Metric tons	100,000	\$530 / \$520
Jet A1	Barrel	1,000,000	\$81 / \$79
D6	Gallons	100,000,000	\$0.83 / \$0.79

A. (Procedure A) Buyer and Buyer's tank farm sign the **Inspection Approval Letter (IAL)** and go to >>> (POP)

CONTRACT DURATION: **SPOT**, and/or CONTRACT 12 MONTHS WITH OPTION OF ROLL

PROCEDURE **FOB TANK TO TANK (TTT) DIP & PAY (A)**

(Copy verbatim for ICPO)

1. Buyer issues ICPO, Tank Storage Agreement (TSA), and Buyer passport.
2. Seller issues the Commercial Invoice, ICC Warning letter, and Buyer signs and returns the Commercial Invoice and ICC Warning letter on the due date.
3. Seller releases the Inspection Approval Letter to the Buyer to be signed by the Buyer and the Buyer's Tank Farm.
4. Upon receipt of the signed Inspection Approval Letter from Buyer's Tank Farm, Seller issues the following documents to the Buyer:
 - Quantity and Quality Certificate (SGS) 48 hrs. fresh
 - Tank Storage Receipt (TSR).
 - Product Passport (Dip Test Result).
 - Statement of Product Availability.
 - Refinery Commitment to Supply.
 - Authorization to Sell/Collect (ATSC).
 - Injection Report
 - Dip Test Authorization (DTA)
5. Upon successful verification of documents by the Buyer, Seller C, Buyer's representative, and the SGS Team meet at the seller tank storage for a dip test on the product and presentation of the hard copy Proof of Product documents to the buyer representatives face-to-face.
6. Upon confirmation of product QCQ, Seller seals the tanks in the buyer's name for 10 days, Buyer pays for the product by MT103/ TT, and Seller immediately begins injection into the buyer's tank storage.
7. Seller pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries

PROCEDURE **FOB TANK TO TANK (TTT) DIP & PAY (B)**

*B. Buyer provides signed **TSA and ATV** Authorization to Verify from the buyer's tank farm, and go to >>> (POP)*

Major ports

PRODUCT DETAILS (PROCEDURE B)

PRODUCT	UNIT	MOQ	PRICE (USD)
EN590 10 ppm	Metric tons	100,000	\$590 / \$580
Jet A1	Barrel	1,000,000	\$82 / \$80
D6	Gallons	100,000,000	\$0.83 / \$0.79

PROCEDURE **FOB TANK TO TANK (TTT) DIP & PAY (B)**

(Copy verbatim for ICPO)

1. Buyer confirms soft offer and issues ICPO.
2. Seller issues a commercial invoice (CI) for the available quantity in the seller's storage tank. The Buyer signs the CI and returns the CI to the Seller with the signed tank storage agreement (TSA) for the Seller's approval.
3. Seller issues the following PPOP documents to the Buyer:
 - a) Authorization to Physically Verify Product (ATV) to be endorsed by all Parties. (ATV will be signed and endorsed by the seller, seller's tank farm, buyer, and buyer's tank farm company).
 - b) Authorization to Sell C Collect (ATSC).
 - c) Product Authentication Certificates.
4. Immediately, the buyer returns the signed and endorsed copy of the ATV by the buyer and the buyer's logistics to the seller. The seller releases a fresh SGS report directly to the buyer within 48 hours. (Send it to the buyer's mail).
5. Buyer books the SGS to conduct a Dip Test in the end seller's storage tank, and the Buyer pays SGS from his account for all the SGS charges for inspection and

provides QCQ reports in full. The Buyer will provide the Seller with a copy of the QCQ reports free of charge. The Buyer provides tank details to the end Seller after SGS performs a Dip Test, and then the Seller's injection commences into the Buyer's tank.

6. Within 24 hours, the Buyer makes a 100% TT wire transfer payment to the End Seller, and the End Seller changes the title of ownership to the Buyer while receiving the total amount.
7. Seller pays all Seller's side intermediaries involved in the transaction, and subsequently, the monthly shipment continues as per the terms and conditions of the Commercial Invoice, and extension of the transaction by issuing a twelve (12) month contract to the Buyer for proceedings

IMPORTANT NOTICE

(not to put on ICPO)

IMPORTANT NOTICE (not to put on ICPO): The potential buyer must thoroughly review the procedure before agreeing to issue the ICPO.

This procedure is a fully **NO UPFRONT PAYMENT TO SELLER procedure**, and the Buyer won't have any reason to retract themselves once the procedure Starts and is strictly followed by the SELLER.

Once the ICPO is sent and the Commercial Invoice is released by the End-SELLER/Refinery, in case the Buyer retracts and does not conclude the deal, the Buyer will be subject to a penalty of \$5/MT of the total volume on the ICPO to be paid to the Broker company for the Seller's details disclosed.

Along with ICPO, Buyer must send an undertaking letter signed by Buyer to recognize that Buyer must pay \$5/MT of total volume on ICPO to Broker's company in case Buyer does not conclude the deal, even if SELLER fulfills all requirements stated in the procedure, because retracting will be considered as a circumvention method.