



Hydrocarbon # 100

Executive Offer Highlights

- **Refinery-Direct Pricing:** Highly competitive rates **not connected to Platts** and completely free of hidden refinery fees or charges.
- **Guaranteed Immediate Availability:** Constant product supply; the issuance of your Commercial Invoice (CI) acts as the total guarantee of your volume allocation.
- **Global Logistic Flexibility (FOB & CIF):** Key operations and deliveries across the world's major energy hubs, including **Houston, Rotterdam, Fujairah, Jurong, and Qingdao.**
- **Maximum Transactional Security:** Internationally certified Quality & Quantity inspection processes by **SGS or CCIC**, backed by a **2% Performance Bond** for CIF operations.
- **Comprehensive Energy Portfolio:** One-stop access to high-demand Aviation Fuels (A1/JP54), Ultra-Low Sulfur Diesel (EN590), Virgin Fuel (D6), Crude Oils, Chemicals, and Fertilizers like Urea N46, DAP, and NPK.

⚠ Important Note on Procedures: The refinery's operational procedures are strictly **non-negotiable and non-alterable**. Any deviation or attempt to modify the established steps will trigger an immediate red flag and can lead to transaction cancellation. Far from being a constraint, this should be presented to the buyer as a **guarantee of absolute compliance, operational transparency, and legal security**, completely eliminating the risk of financial speculation or unnecessary delays.

FUELS, CHEMICALS & FERTILIZERS

FOB

HOUSTON, ROTTERDAM, FUJAIRAH, JURONG, NINGBO-ZHOUSHAN, AND QINGDAO

Fuel & Measurement	Min/ month	Max/ month	FOB Gross	FOB Net	Comm.
PRODUCTS, QUANTITIES, AND PRICES FOR HOUSTON AND ROTTERDAM					
AVIATION JET FUEL A1, BBLs	350,000	3,000,000	\$74	\$72	\$1 / \$1
EN590 (USLD 10PPM), MT	20,000	300,000	\$480	\$470	\$5 / \$5
VIRGIN FUEL D6, Gallons	25MM	400MM	\$1.00	\$0.95	\$0.025/ea
JP54, COLONIAL, BBLs	350,000	3,000,000	\$76	\$74	\$1 / \$1
DIESEL D2 GASOIL GOST 305-2013, MT	20,000	200,000	\$460	\$450	\$5 / \$5
WEST TEXAS INTERMEDIATE (WTI) BBLs	500,000	3,000,000	\$83	\$81	\$1 / \$1

FOB FUELS ADDITIONAL DETAILS / INFORMATION	
ORIGIN	KAZAKHSTAN
SPECIFICATION & GRADE	STANDARD QUALITY AND GRADE
PAYMENT TERM	T/T & MT 103
CONTRACT TERM	SPOT / TRIAL + CONTRACT AFTER SUCCESSFUL LIFT
COMMISSION STRUCTURE	50% BUY SIDE (OPEN) / 50% SELL SIDE (CLOSED)
MODE OF TRANSACTION	TANK TO TANK (TTT)
FOB LOCATION / LOADING PORT	STORED IN TANKS AT THE PORTS OF HOUSTON, ROTTERDAM, FUJAIRAH, JURONG, NINGBO-ZHOUSHAN AND QINGDAO
MAXIMUM TRIAL LIFTS	2MM BARRELS, 200K METRIC TONS, 2MM GALLONS
FUEL AVAILABILITY	FUELS ON THIS SCO ARE ALWAYS AVAILABLE. YOUR CI IS THE GUARANTEE OF AN ALLOCATION.
PRICES	SUBJECT TO CHANGE WITHOUT NOTICE
PROCEDURES	SELLER PROCEDURES ONLY, NON-NEGOTIABLE
CONTRACTS	INQUIRE ABOUT LARGER MONTHLY CONTRACTS

NOTE ON THE USE OF FIDUCIARY RECEIVERS

Sanction policies, along with their effects on International Banking practices, have dramatically affected the availability of funds when using foreign wire transfers. To facilitate timely transactions, our sellers will use regionally based fiduciary receivers rather than have funds sent directly to the refineries.

FOB TANK FARM REQUIREMENT

This Refinery has approved four (4) tank farms for use in FOB transactions across all ports:

- ✓ Motiva Ltd Tank Terminal, Gary Burke, Website: www.motivaterterminal.com
- ✓ PB Tankers Ltd., Shadali B. Shukri, Website: www.pbtankersltd.com
- ✓ Storage Logistics, LLC, Max Ahart, Website: <https://storagelogisticsllc.com>
- ✓ Delcon Maritime, Wayne Brooks, Website: <https://DelconTerminal.com>

1) TANK TO TANK (TTT)

1. Buyer issues ICPO, Company Registration Certificate and TSA.
2. Seller issues a commercial invoice, Buyer signs, and returns the commercial invoice along with an acceptance letter of commitment to execute the transaction.
3. Seller issues to Buyer the below Partial POP Documents:
 - a. Statement of Product Availability.
 - b. Unconditional Commitment to Supply.
 - c. SGS/CCIC Chemical Testing Application Form issued by Seller, to be signed by Buyer for processing of Fresh SGS/CCIC.
 - d. Inspection Approval Letter to be signed by buyer's tank farm, which will require all storage days and codes necessary to complete the trial lift.
4. Upon confirmation of the above documents by Buyer, Seller issues to the Buyer the below Full POP Documents:
 - a. Injection Schedule.
 - b. Act of Transfer / Change of Ownership Documents.
 - c. Authority to Sell and Collect (ATSC)
 - d. Freshly Updated SGS/CCIC Report (72 Hours).
 - e. Injection / Q&Q Report.
 - f. Tank Storage Receipt (TSR) with tank number, GPS coordinates and tank location.

- g. Authorization to Verify (ATV) physical verification.
 - h. Unconditional Dip Test Authorization (DTA).
5. NCNDA/IMFPA is signed by all intermediaries / agents / mandates involved. Upon successful dip test by Buyer, Buyer presents its TSR and Seller injects product into Buyer's tanks and Buyer makes payment for the total value of product injected into the tanks by MT103/TT.
 6. Seller pays all intermediaries / agents / mandates involved in the transaction. Upon satisfaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.
 7. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.

2) TANK TO TANK-DTA

1. Buyer issues ICPO, Company Registration Certificate, and TSA.
2. Seller issues the commercial invoice (CI), Buyer signs and returns the CI along with an Acceptance Letter of commitment to execute the transaction.
3. Seller issues to Buyer the following Partial POP Documents:
 - ~ SGS Chemical Testing Application Form issued by Seller, to be signed by Buyer for processing of Fresh SGS.
 - ~ DTA Letter to be signed by Buyer and Buyer's tank farm
4. Upon confirmation and receipt signed SGS Chemical Testing Application Form and the Inspection approval Letter, Seller issues to the Buyer the below Full POP Documents:
 - ~ Statement of Product Availability
 - ~ Unconditional Commitment to Supply
 - ~ Injection Schedule.
 - ~ Act of Transfer / Change of Ownership Documents.
 - ~ Authority to Sell and Collect (ATSC)
 - ~ Freshly Updated SGS Report (72 Hours).
 - ~ Tank Storage Receipt (TSR) with tank number, GPS coordinates and tank location.
 - ~ Authorization to Verify (ATV) physical verification.
 - ~ Unconditional Dip Test Authorization (DTA).
5. The NCNDA/IMFPA is signed by all intermediaries / agents / mandates involved. Upon successful dip test by Buyer, Buyer presents its TSR and

Seller injects product into Buyer's tanks and Buyer makes payment for the total value of product injected into the tanks by MT103/TT.

6. Seller pays all intermediaries / agents / mandates involved in the transaction. Upon satisfaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.

3) TANK TO VESSEL

1. Buyer issues ICPO along with Buyer's company certificate of registration.
2. Seller issues commercial invoice of the products in the storage tanks, Buyer signs and return commercial invoice along with an acceptance letter of commitment to execute transaction.
3. Seller issues to Buyer the below Partial POP Documents:
 - Statement of Product Availability in Storage Tank.
 - Tank Storage Receipt (TSR) with verifiable Barcode.
 - Notice of Readiness with tank farm contact details.
 - Tank Extension Invoice issued to the buyer by the tank farm where the product is stored.
4. Buyer makes payment and extends Seller's tank for two days (within 2-3 days after receiving the tank extension invoice issued by the Tank Farm) and obtains fresh TSR on their name & secures the Clearance Access Entrance Permit (CAEP), Inspection Permit and Required Accreditation from the Tank Farm Company for Buyer's representatives & Inspection team to be allowed access/entrance into the Tank Farm Storage Facility Terminal and schedule appointment and conduct/execute the Quality & Quantity (Q&Q) Inspection in Seller's tank by SGS / CCIC or equivalent. (Buyer's financial responsibility).

NOTE: Physical meeting with the Tank Farm and/or entry into the storage facility is ONLY possible upon payment of the tank extension fee to the Tank Farm and confirmation by the Tank Farm.
5. Upon completion of the above, Seller issues to Buyer Change of Ownership Title & Allocation and Transaction Allocation Certificate, the ATV with Physical Verification, Unconditional Dip Test Authorization (D.T.A) with full details of Tank operator and Tank Coordinate and sends to Buyer the Authorization to Sell & Collect (ATSC). Buyer conducts dip test and confirms the Q&Q of the product in the storage tanks. Upon successful dip test, Buyer sends their Charter Party Agreement (CPA) and Vessel's Q88 and Seller injects the product Into Buyer's exit Vessel.
6. Buyer makes payment by MT103 - T/T wire transfer for the total product

available. Seller releases to the Buyer all relevant Documents relating to the exportation of the product. Seller pays all intermediaries involved in the transaction.

7. Upon satisfaction and conclusion of the trial liftable transaction by Buyer, both Buyer and Seller sign a contract for monthly delivery with rolls and extension.

4) VESSEL TO TANK

1. Buyer issues ICPO, Company Registration Certificate and TSA.
2. Seller verifies the TSA, issues the Commercial Invoice along with the Acceptance Letter sample. The Buyer signs and return both documents to the Seller.
3. Seller issues the POP Documents below:
 - Product Passport (Analysis Test Report).
 - Certificate of Origin.
 - Bill of Lading.
 - Cargo Manifest.
4. Within 24-48 hours of receiving the POP documents, the buyer reviews them and if satisfactory, buyer presents their Tank Storage Receipt (TSR) with at least five (5) days validity along with their Authorization Letter to Verify (ATV) from their tank farm for injection programming.
5. Seller programs injection and sends to buyer the below Documents:
 - Injection Schedule outlining the timeline for injecting the product into the Buyer's tanks.
 - NCNDA/IMFPA for all parties to sign.
 - Statement of Product Availability.
 - Commitment to Supply.
 - Act of Transfer / Change of Ownership Documents.
 - Notice of Readiness (NOR) indicating the Seller's readiness to begin injection.
6. Seller injects into buyer's tank and provides the rest FULL POP Documents and shipping documents to buyer such as:
 - Unconditional Dip Test Authorization.
 - Recent SGS / CCIC Quality Survey (conducted within the last 24 hours).
 - Injection Report
 - Ullage Report
 - Master's Receipt of Samples
 - Master's Receipt of Documents for Receiver and Own Use
 - Ship's Tank Dryness / Cleanliness Certificate

• Vessel Questionnaire 88

7. The Buyer will conduct Dip Test inspection of the product with an SGS / CCIC agent at their own tanks. Following a successful Quality and Quantity (Q&Q) Dip Test, the Buyer will make payment for the total value of the product injected into the tanks via TT/MT103.
8. The Seller will settle payments to all intermediaries involved as stipulated in the NCNDA/IMFPA.

5) STORAGE TANK TAKEOVER (STTO)

1. Buyer issues ICPO along with the Buyer's company certificate of registration
2. Seller issues a commercial invoice of the products in the storage tanks, Buyer signs and returns the commercial invoice along with an acceptance letter of commitment to execute the transaction.
3. Seller issues to Buyer the following Partial POP Documents:
 - Statement of Product Availability in Storage Tank.
 - Tank Storage Receipt (TSR) with verifiable Barcode. * Storage Tank Takeover Invoice (5 days minimum tank extension in order to perform dip test).
4. Buyer makes payment and secures Seller's tank for five days (within 2-3 days after receiving the storage tank takeover invoice issued by the Tank Farm) and obtains fresh TSR on their name & secures the Clearance Access Entrance Permit (CAEP), Inspection Permit and Required Accreditation from the Tank Farm Company for Buyer's representatives & Inspection team to be allowed access/entrance into the Tank Farm Storage Facility Terminal and schedule appointment and conduct/execute the Quality & Quantity (Q&Q) Inspection in Seller's tank by SGS / CCIC or equivalent. **(Buyer's financial responsibility).**

NOTE: Physical meeting with the Tank Farm and/or entry into the storage facility is ONLY possible upon payment of the tank extension fee to the Tank Farm and confirmation by the Tank Farm.

5. Upon completion of the above, Seller issues to Buyer Change of Ownership Title & Allocation and Transaction Allocation Certificate, the ATV with Physical Verification, Unconditional Dip Test Authorization (D.T.A) with full details of Tank operator and Tank Coordinate and sends to Buyer the Authorization to Sell & Collect (ATSC). Buyer conducts dip test and confirms the Q&Q of the product in the storage tanks and takes over the storage tanks.
6. Buyer makes payment by MT103 - T/T wire transfer for the total product available, Seller release to the Buyer all relevant Documents relating to the

exportation of the product. Seller pays all intermediaries involved in the transaction.

7. Upon satisfaction and conclusion of the trial liftable transaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.

FOB FUEL PRODUCTS VESSEL TAKE OVER (VTO)

Fuel & Measurement	Min/ month	Max/ month	FOB Gross	FOB Net	Comm.
AVIATION JET FUEL A1, BCLS	1,000,000		\$74	\$72	\$1 / \$1
JP54, COLONIAL, BCLS	1,000,000		\$76	\$74	\$1 / \$1
EN590 (USLD 10PPM) , MT	50,000		\$480	\$470	\$5 / \$5
VIRGIN FUEL D6, Gallons	100 MM		\$1.00	\$0.95	\$0.025/ea.
D2 GAS OIL, GOST: 305-2013, MT	50,000		\$460	\$450	\$5 / \$5
Eastern Siberia Pacific Ocean (ESPO), BCLS	50,000		\$78	\$76	\$1 / \$1
LIGHT CYCLE OIL, MT	50,000		\$380	\$370	\$5 / \$5
MAZUT M100, GOST: 10585-2013, MT	50,000		\$290	\$280	\$5 / \$5
NAPHTHA	50,000		\$380	\$370	\$5 / \$5

ADDITIONAL DETAILS / INFORMATION	
ORIGIN	KAZAKHSTAN
SPECIFICATION & GRADE	STANDARD QUALITY AND GRADE
PAYMENT TERM	T/T & MT 103
CONTRACT TERM	LIFTABLE + CONTRACT AFTER SUCCESSFUL LIFTABLE.
COMMISSION STRUCTURE	50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)
DELIVERY	VESSEL (TANKER) TAKE OVER (VESSEL REROUTE TO BUYER'S DESIGNATED DESTINATION PORT.

6) VESSEL TAKE OVER (VTO)

1. Buyer issues an official ICPO with the company registration license.
2. Seller issues Takeover of Contract MOU to buyer, buyer signs and returns the Takeover of Contract MOU with an official acceptance letter to execute the transaction.
3. Seller legalizes the Takeover of Contract MOU and, within 48 hours, releases copies to the buyer with the PPOP/Shipping Documents:
 - a. Bill of lading
 - b. Vessel tanker details

- c. Cargo manifest
 - d. Product Passport (Analysis Test Report)
 - e. 3% payment invoice
4. Upon receipt of the above documents by the buyer, the buyer verifies product availability/vessel positioning via the vessel master/captain and shipping company; the buyer, within 48 hours, makes the 3% partial payment of the on-board product quantity as a transaction commitment and security guarantee deposit/payment via T/T-MT103 to the seller's nominated fiduciary bank. **(Note: The 3% partial payment will be deducted from the product's total value.)** NCNDA/IMFPA is signed by all parties.
 5. Upon receipt confirmation of the above payment, seller issues the Act of transfer/change of ownership title documents, loading port SGS Test Report, Product Approval to Export Certificate, Product Export License Certificate, Certificate of Origin, Authorization to Board the Vessel (ATB) and Dip test Authorization (DTA) and all shipping documents will be re-issued in buyer's name and vessel will be sent/rerouted to the buyer's discharge port.
 6. Upon arrival of the vessel at the discharge port and on successful discharge port SGS or equivalent inspection, the buyer pays 97% balance payment of the total product value via T/T-MT103
 7. Seller pays commission to all parties stipulated in the signed NCNDA/IMFPA within 72 hours.

CIF

Fuel & Measurement	Min/ month	Max/ month	CIF Gross	CIF Net	Comm.
JET FUEL - BBLs					
AVIATION JET FUEL (TURBINE) A1	450,000	5,000,000	\$76	\$74	\$1 / \$1
AVIATION JET FUEL (KEROSENE) JP54	450,000	5,000,000	\$78	\$76	\$1 / \$1
DIESEL FUEL - MT					
DIESEL D2 GASOIL GOST 305-2013	50,000	500,000	\$470	\$460	\$5 / \$5
DIESEL FUEL EN590 EURO 5 (ULSD 10PPM)	50,000	500,000	\$490	\$480	\$5 / \$5
DIESEL FUEL EN590 EURO 6 (ULSD 10PPM)	50,000	500,000	\$490	\$480	\$5 / \$5
DIESEL D2 AUTOMOTIVE GAS OIL {AGO}	50,000	500,000	\$500	\$490	\$5 / \$5
DIESEL FUEL EURO 4 (ULSD 50PPM)	50,000	500,000	\$490	\$480	\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 15PPM	50,000	500,000	\$490	\$480	\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 500PPM	50,000	500,000	\$490	\$480	\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 1000PPM	50,000	500,000	\$490	\$480	\$5 / \$5

NAPHTHA - MT					
NAPHTHA	50,000	500,000	\$410	\$400	\$5 / \$5
BITUMEN - MT					
BITUMEN 30/40	50,000	500,000	\$340	\$330	\$5 / \$5
BITUMEN 40/50	50,000	500,000	\$360	\$350	\$5 / \$5
BITUMEN 50/70	50,000	500,000	\$380	\$370	\$5 / \$5
BITUMEN 60/70	50,000	500,000	\$410	\$400	\$5 / \$5
BITUMEN 80/100	50,000	500,000	\$400	\$390	\$5 / \$5
BITUMEN 100/120	50,000	500,000	\$370	\$360	\$5 / \$5
BITUMEN VISCOSITY GRADE-10 (VG-10)	50,000	500,000	\$320	\$310	\$5 / \$5
BITUMEN VISCOSITY GRADE-20 (VG-20)	50,000	500,000	\$340	\$330	\$5 / \$5
BITUMEN VISCOSITY GRADE-30 (VG-30)	50,000	500,000	\$330	\$320	\$5 / \$5
BITUMEN VISCOSITY GRADE-40 (VG-40)	50,000	500,000	\$360	\$350	\$5 / \$5
MARINE FUEL / GAS OIL (MGO)	50,000	500,000	\$480	\$470	\$5 / \$5
AUTOMOTIVE DIESEL OIL (ADO)	50,000	500,000	\$490	\$480	\$5 / \$5
VIRGIN D6 - GALLONS					
VIRGIN FUEL D6	25MM	400MM	\$1.10	\$1.05	\$0.025/ea.
LPG - MT					
LIQUEFIED PETROLEUM GAS (LPG) BUTANE 50 / PROPANE 50	50,000	500,000	\$420	\$410	\$5 / \$5
LIQUEFIED PETROLEUM GAS (LPG) 60/40	50,000	500,000	\$410	\$400	\$5 / \$5
LIQUEFIED PETROLEUM GAS (LPG) 70/30	50,000	500,000	\$400	\$390	\$5 / \$5
LIQUEFIED PETROLEUM GAS C4	50,000	500,000	\$390	\$380	\$5 / \$5
MAZUT - MT					
MAZUT M100	50,000	500,000	\$320	\$310	\$5 / \$5
CRUDE OIL - BARRELS					
R EXPORT BLEND CRUDE OIL GOST 51858-2002 (REBCO)	500,000	5,000,000	\$76	\$74	\$1 / \$1
R EXPORT BLEND CRUDE OIL GOST 9965-76 (REBCO)	500,000	5,000,000	\$74	\$72	\$1 / \$1
EASTERN SIBERIAN PACIFIC OCEAN (ESPO) CRUDE OIL	500,000	5,000,000	\$70	\$68	\$1 / \$1
LNG - MT					
LIQUIFIED NATURAL GAS (LNG)	50,000	500,000	\$380	\$370	\$5 / \$5
LIGHT CYCLE OIL	50,000	500,000	\$410	\$400	\$5 / \$5

GASOLINE (RON 87 - 97) - MT					
GASOLINE - 87 OCTANE	50,000	500,000	\$360	\$350	\$5 / \$5
GASOLINE - 89 OCTANE	50,000	500,000	\$350	\$340	\$5 / \$5
GASOLINE - 91 OCTANE	50,000	500,000	\$380	\$370	\$5 / \$5
GASOLINE - 93 OCTANE	50,000	500,000	\$410	\$400	\$5 / \$5
GASOLINE - 95 OCTANE	50,000	500,000	\$390	\$380	\$5 / \$5
GASOLINE - 97 OCTANE	50,000	500,000	\$400	\$390	\$5 / \$5
BASE OIL - MT					
BASE OIL SN 100	50,000	500,000	\$350	\$340	\$5 / \$5
BASE OIL SN 150	50,000	500,000	\$390	\$380	\$5 / \$5
BASE OIL SN 300	50,000	500,000	\$400	\$390	\$5 / \$5
BASE OIL SN 500	50,000	500,000	\$410	\$400	\$5 / \$5
BASE OIL BS 150	50,000	500,000	\$370	\$360	\$5 / \$5
N 40	50,000	500,000	\$420	\$410	\$5 / \$5
FUEL OIL - MT					
FUEL OIL CST 180	50,000	500,000	\$380	\$370	\$5 / \$5
FUEL OIL CST 280	50,000	500,000	\$370	\$360	\$5 / \$5
FUEL OIL CST 380	50,000	500,000	\$360	\$350	\$5 / \$5
PET COKE - MTW					
PET COKE (ALL GRADES), MT	100,000	750,000	\$200	\$190	\$5 / \$5
ALCOHOLS (CHEMICALS) - MT					
ETHANOL	30,000	500,000	\$510	\$500	\$5 / \$5
METHANOL	30,000	500,000	\$470	\$450	\$5 / \$5

CIF FUELS ADDITIONAL DETAILS / INFORMATION	
ORIGIN	GEORGIA, KAZAKHSTAN, R FEDERATION
SPECIFICATION & GRADE	STANDARD EXPORT QUALITY AND GRADE
INSPECTION	CIQ, SGS OR EQUIVALENT
PERFORMANCE BOND (PB)	2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER
PAYMENT TERM	T/T, MT 103, SBLC MT760 & DLC MT700
CONTRACT TERM	TRIAL SHIPMENT + CONTRACT WITH ROLLS & EXTENSION
COMMISSION STRUCTURE	50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)
LOADING PORTS	PRIMORSK, VLADIVOSTOK, KOZMINO, NOVOROSSIYSK, SAKHALIN, UST-LUGA, POTI, BATUMI, SUKHUMI, AKTAU, ATYRAU, OSKEMEN, SEMEY, PAVLODAR ETC.

FERTILIZERS CIF:
STANDARD BANKING PROCEDURES -
INSTRUMENT

1. Buyer issues an ICPO along with the Buyer's company registration certificate.
2. Seller issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs, and return the SPA in WORD format to Seller within seven (7) banking days along with buyer's Client Information Sheet (CIS) and stating the exact bank issuing the Financial Instrument and the Financial Instrument issuer's Client Information Sheet (CIS) "**if different from the buyer's company name**". Seller sends Final Approved SPA to Buyer in PDF Format along with the Proforma Invoice for buyer's issuance of SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank confirming their readiness and capability to execute the transaction.
3. Buyer sends swift copy of their issued SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank. Upon confirmation, Seller issues to Buyer via email the following transaction documents (Partial POP):
 - ~ Unconditional Commitment to Supply.
 - ~ Certificate of Analysis (COA) also known as Product Passport.
 - ~ Statement of Product Availability.
 - ~ Commercial Invoice for the total 1st shipment product value.
4. Within seven (7) banking days, Buyer's bank, in accordance with seller's verbiage, issues a SWIFT fully funded SBLC MT760 or DLC MT700 to Seller's fiduciary bank account to cover the 1st shipment total product value and send a SWIFT copy to Seller to enable Seller to commence loading of product with the shipping company. Seller's bank issues 2% PB to Buyer's bank to activate Buyer's financial instrument within seven (7) days.

NOTE: If, for any reason, the buyer can't issue the SBLC MT760 / DLC MT700 pre-advice or RWA MT999/199/799 in procedure #2, the buyer is to request the Commercial Invoice for the direct issuance of SBLC MT760 or DLC MT700 immediately after signing the Contract. Meanwhile, the alternative solution for all is to request an invoice and make a REFUNDABLE/DEDUCTIBLE 3% security guarantee deposit of the total 1st shipment value via T/T Wire Transfer after signing the contract. Upon confirmation, Seller will proceed straight into shipment and furnish the buyer with the FULL POP Documents via bank-to-bank. The duration of the financial instrument must be more than

366 days.

5. Upon the Seller's bank's successful exchange of the instrument method with the buyer's bank or REFUNDABLE/DEDUCTIBLE Security Guarantee Deposit / Payment of 3% of the total 1st shipment product value via T/T Wire to the seller's fiduciary bank, the Seller to finalize loading within five - seven (5-7) working days. Seller invites buyer for a visitation to witness the final inspection and TTM for negotiation

If future transactions (Optional to Buyer). Seller loads product within six (6) international working days, signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank and registers & legalizes the contract and sends to Buyer the following Full POP Document by swift via bank to bank and a copy via email to buyer and representative. Seller sends one full set of ORIGINAL POP documents to our authorized Customs Clearance agent at the destination port, sends one full set of COPIES of POP documents to the Buyer's address via DHL or FedEx expedited (overnight) service, and provides tracking numbers. (17 sets below):

- Copy of the Charter Party Agreement(s) to Transport the Product to Discharge Port.
- Act of Transfer/Change of Ownership Title.
- Certificate of Incorporation.
- Registered & Legalized Contract.
- Allocation Title Ownership Certificate.
- Copy of License to Export.
- Copy of Approval to Export.
- Port Storage Tank Agreement.
- Tank Receipt
- Certificate of Origin
- Notice of Readiness (NOR)
- SGS/Saybolt Certificate of Quality and Quantity, One (1) Original and three (3) copies.
- Cargo Manifest
- Vessel Ullage report
- Vessel Q88
- Bill of Lading
- Estimated Time of Arrival (ETA)

6. Buyer notifies seller by official written notice of his bank receiving seller's POP documents. Shipment commences as per the contract schedule, and the product is shipped to the buyer's designated discharge port.

Upon arrival of the cargo at the discharge port, the buyer's inspection team carries out CIQ, SGS, or equivalent inspection to ascertain quality and quantity.

7. Product is discharged into the buyer's destination port/storage facility after successful inspection. The buyer releases payment via SWIFT MT103/TT within 3 to 5 banking days to the seller for the total shipment value, after discharge of the product at the destination port/storage facility and receipt of all relevant shipping documents. Seller pays the intermediaries involved within 48 hours, in accordance with the signed & notarized NCNDA/IMFPA. Second, and succeeding shipments continue.

CIF FERTILIZERS

Product & Measurement	Min/ month	Max/ month	CIF Gross	CIF Net	Comm.
FERTILIZERS - MT					
UREA N46 - PRILLED	10,000	500,000	\$450	\$440	\$5 / \$5
UREA N46 - GRANULATED	10,000	500,000	\$430	\$420	\$5 / \$5
DAP – DI-AMONIUM PHOSPHATE	10,000	500,000	\$490	\$480	\$5 / \$5
NPK	10,000	500,000	\$460	\$450	\$5 / \$5
SULPHUR	10,000	500,000	\$410	\$400	\$5 / \$5
AMMONIUM NITRATE	10,000	500,000	\$530	\$520	\$5 / \$5
MOP - POTASSIUM CHLORIDE/ MURIATE OF POTASH	10,000	500,000	\$480	\$470	\$5 / \$5
CIF NON-FUEL ADDITIONAL DETAILS / INFORMATION					
ORIGIN	R FEDERATION / GEORGIAN / KAZAKHSTANI				
SPECIFICATION & GRADE	STANDARD EXPORT QUALITY AND GRADE				
INSPECTION	CIQ, SGS OR EQUIVALENT				
PERFORMANCE BOND (PB)	2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER				
PAYMENT TERM	T/T, MT 103, SBLC & DLC MT700				
CONTRACT TERM	TRIAL SHIPMENT + CONTRACT WITH ROLLS & EXT.				
COMMISSION STRUCTURE	50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)				
SHIPMENT & DELIVERY METHOD	CIF VIA VESSEL TO BUYER'S DISCHARGE PORT.				
LOADING PORT	PRIMORSK, VLADIVOSTOK, KOZMINO, NOVOROSSIYSK, SAKHALIN, UST-LUGA, POTI, BATUMI, SUKHUMI, AKTAU, ATYRAU, OSKEMEN, SEMEY, PAVLODAR ETC.				

NOTES:

1. Pricing is “refinery direct” and is not connected to Platts
2. Refineries take no fees
3. Refineries’ Procedures are not negotiable; do not attempt to negotiate the Procedure once a transaction starts.
4. Do not substitute Logistics Companies in the middle of a transaction; this is a red flag.
5. Please make sure the Buyer understands what is required in any given Procedure, and he will receive POP at the appropriate point in the Procedure and not beforehand.
6. Buyers are expected to be able to demonstrate storage in place.
7. Prices and Procedures are subject to change without notice.
8. The Refinery does not accept any form of procedure negotiation, alteration, or performance conditions from any buyer. Any deviation from the Procedure will raise a red flag and may lead to cancellation. All documents will be issued at the appropriate stage of the transaction, strictly in accordance with the Refinery’s Procedure.