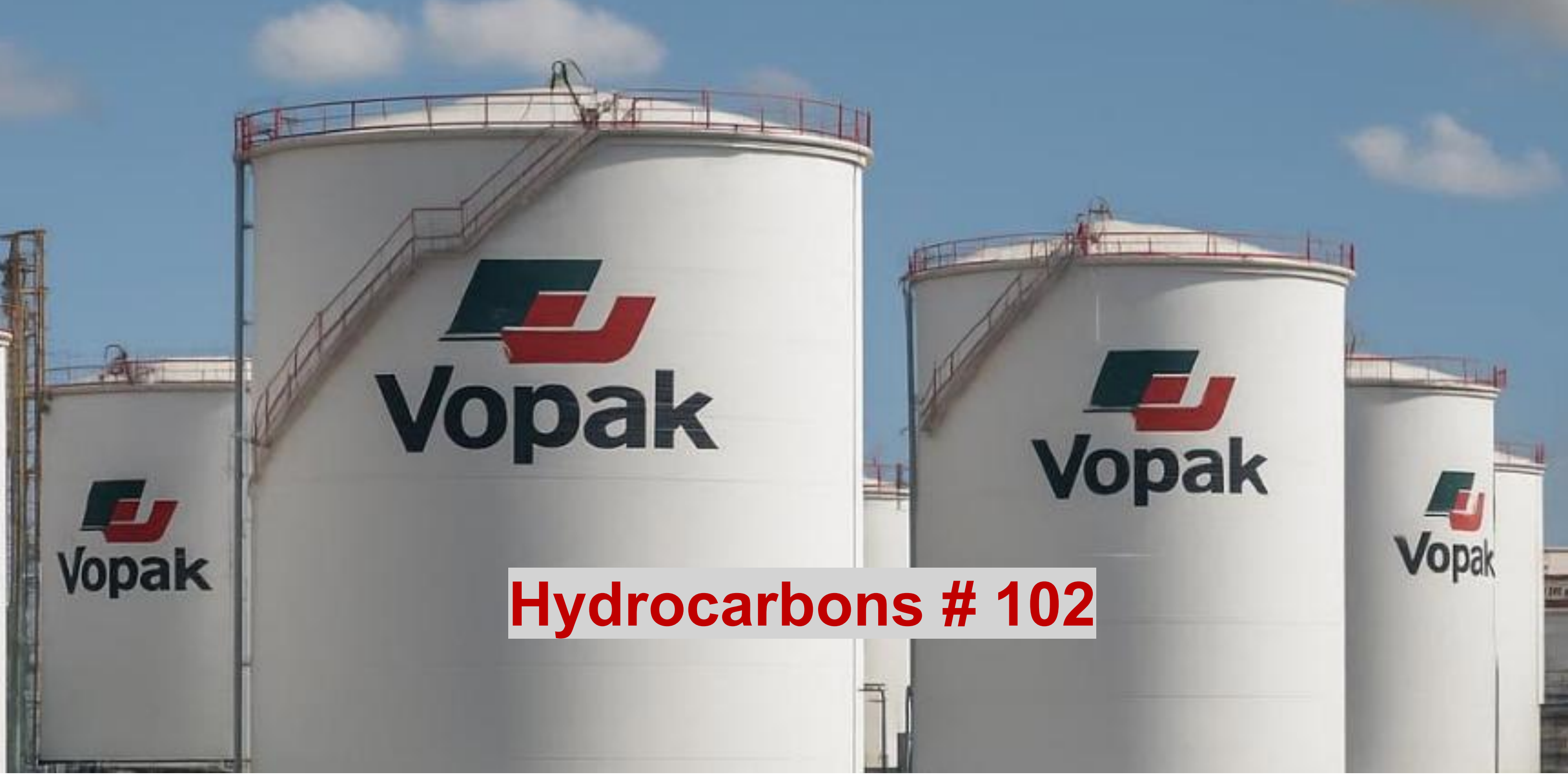

Hydrocarbons # 102

VOPAK to VOPAK
Houston – Rotterdam

EN 590 : Platts minus $25.00
Jet A1 : Platts minus $3.00

Names and codes of the Buyer and Seller
will only be disclosed by the principals in a videoconference

Seller provides Account details to the Buyer during a videoconference
(brokers will not attend)

1. LOI directly from the Buyer's Mandate/Representative/Designated Transaction Professional (not from the Vopak Account Holder) to the Seller's Mandate via corporate email address indicating its fuel requirements (volume required & Port)
2. After submitting the LOI, a videoconference call will be coordinated with the Mandates for a question-and-answer session, and they will then agree to schedule a videoconference between the principals.
3. Videoconference between Seller and Buyer (the Buyer's principal or decision maker must attend this videoconference). The Seller's CEO and

Logistics Director will attend the videoconference. The Buyer must agree to the videoconference with the Seller to share their company's name and codes. Buyers should not be replaced on the video conference by a Mandate or Proxy; **this is a Red Flag** and will result in cancellation.

4. During the video conference:

    a. Seller will provide its Vopak account details to be verified by the Buyer during the call

    b. Seller will show product availability

    c. Seller will provide transparency to the Buyer, so that it can confirm that it is dealing with a serious and legit Seller, ready and able to proceed with the transaction

    d. Buyer must be able to provide its Vopak account details for verification during the call

    e. Buyer must be able to provide proof of funds

    f. After both parties have been duly verified, they will agree on the allocation of the fuel and the terms of the transaction

    g. Next steps will be agreed

Important Notes:

a) The Buyer must agree to the videoconference with the Seller to share their company's name and codes. The Buyer should not be replaced in the video conference by a Mandate or Proxy; this **is a red flag and will lead to cancellation.**

b) This opportunity is subject to availability on a first-come, first-served basis.

c) No JVs and No Proxy Buyers, **only End Buyers (Account Holders).**

d) Commissions: EN590: $1.25 to the Buy Side; Jet A1 0.25 to the Buy Side, one box taken in both cases, Sell Side is closed NON-NEGOTIABLE // We accept only one individual or group ahead of the buyer. Long chains of intermediaries are not accepted.

e) The Buyer's Mandate/Representative/Designated Transaction Professional will allow the Seller's Mandate to know what the Buyer is looking for prior to taking the time to connect.

f) The LOI must at least be cc'd to one intermediary designated by the Seller’s Mandate for a follow-up.