Hydrocarbons # 104

SOFT CORPORATE OFFER from QATAR

Advantages of this procedure

- **Maximum Origin Credibility:** The offer is structured to be processed directly with **Qatar Energy**, one of the most solid state-owned corporations in the world, which eliminates fraudulent intermediaries and guarantees an authentic supply source.
- **Strategic Delivery Hubs:** The procedure offers FOB deliveries across the planet's most critical maritime distribution and storage centers**: Houston, Rotterdam, Fujairah, and Jurong.**
- **Protected Payment Scheme (Dip & Pay):** The buyer transfers 100% of the funds via MT103/TT **only after** their own inspection team successfully validates the product or upon the complete compliant injection into their tanks or vessels. There are absolutely no blind, upfront payments for the hydrocarbon.
- **Logistical Co-financing (TTT):** In the Tank-to-Tank modalities, the seller covers a portion of the buyer's tank lease costs in advance to facilitate the injection process (e.g., the seller pays for 2 or 4 days of the TSR).
- **Absolute Refund Guarantee (TTV):** In Tank-to-Vessel operations, the required tank extension invoice is 100% refundable if the fuel fails the quality inspection, or fully deductible from the final price if the buyer waives their own dip test in favor of the seller's SGS report.

- **Unconditional Right to Testing**: The protocol requires the issuance of an Unconditional Dip Test Authorization (DTA/UDTA) prior to payment, legally empowering the buyer to conduct quality and quantity (Q&Q) testing using their preferred inspection firm, such as SGS or an equivalent.
- **Prior Document Traceability:** It stipulates the advance delivery of crucial Proof of Product (POP) documents, including product passports, certificates of origin, and highly fresh SGS reports (not older than 24 to 48 hours), ensuring the absolute legitimacy of the cargo in the tanks.

Executive Summary: This is a highly balanced commercial procedure. It fully protects the buyer's liquidity and legal security by conditioning every payment upon successful physical and documentary verification of the fuel.

Origin	Qatar
Delivery	FOB Houston, Rotterdam, Fujairah & Jurong
Payment Terms	MT103/ TT Wire SBLC, DLC
Inspection	SGS or equivalent

PROCEDURE FOB TTT # 1 [NON-NEGOTIABLE]

1. Buyer issues ICPO with banking details along with Tank Storage Agreement (TSA) as proof of storage tank availability
2. Seller issues Commercial Invoice (CI), for the available quantity, buyer signs and returns to seller within its validity, buyer asks for their Tank farm to issue Two (2) payment invoices, one for four (4) days for the refinery and the other for Three (3) days in the name of the Buyer, and sends Invoices for seller verification.
3. Seller pays to Buyer tank for four (4) days. After confirmation of the Buyer's payment from the Buyer's tank farm, the Buyer has three (3) days to complete the seven (7)-day TSR, and the Seller issues the Injection Report.

NCNDA/IMFPA signed by all parties involved in the transaction and sent to the seller for Endorsement.

4.Seller issues the following POP documents to Buyer:

a.Injection Report of Product
b.Dip Test Authorization (D.T.A.) - Unconditional
c.Fresh SGS Report (Not older than 48 hours)
d.Reception Report
e.Product Certificate of Origin f. Storage Reservoir Receipt with Scanned Barcode
g.Authorization to Sell and Collect (A.T.S.C.
h.Product Allocation Certificate
f. Endorsed NCNDA/IMFPA by seller, and registered & legalized by seller's bank, and a copy shall be sent to the intermediaries' representative to secure commission payment

5.Buyer conducts a dip test on the product in the Seller Tank and makes the payment for the total value of the product injected into the tanks through the means of MT103- TT.

6.Seller and Buyer pay all intermediaries involved in the Transaction according to the Signed NCNDA/IMFPA within 24 hours of Buyer payment and send SPA to Buyer for one year. Subsequently, monthly shipments continue in accordance with the terms and conditions of the sale and purchase agreement between Buyer and Seller.

TRANSACTIONS WORKING PROCEDURES FOB TANK TO TANK / TTT # 2 [NON-NEGOTIABLE]

1.Buyer issues ICPO on receipt of Seller's Soft Offer along with Tank Storage Agreement (TSA) as proof of storage availability.

2.Seller issues a commercial invoice for the available quantity in the storage tank to the Buyer. The Buyer signs the CI and returns it to the Seller, including a copy of the NCNDA/IMFPA signed by all buyer groups with commission structures.

3.Seller issues the Dip Test Authorization letter for the buyer and Buyer's Tank

Farm endorsement, along with the following PPOP documents:

a. Product Passport
b. Availability of Product Endorsed
c. Guarantee Letter to Supply

4. Seller issues a Complete DTA attached with a fresh SGS Report and Tank Receipt to Buyer, Buyer orders SGS to conduct Dip Test of the product in the Seller's Tank on Buyer's expenses, and submits the full injection report to the Buyer,
5. Upon successful Dip Test, sellers inject the fuel into the buyer's lease Storage Tank and submit the full injection report to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product, and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.
7. Seller issues draft SPA to buyer to review for R&E monthly deliveries
8. Buyer reviews and approves the SPA and issues an SBLC/IRDLC irrevocable, nontransferable, auto-revolving for 12 months shipment value, a documentary letter of credit for the length of the contract, and for each lift per schedule. Buyer pays after the Dip Test by MT103 Wire Transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract
10. Seller and Buyer pay commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from Buyer.

FOB TRANSACTION PROCEDURE TTT # 3 [NON-NEGOTIABLE]

1. Buyer issues an ICPO addressed to the Seller with the Seller's procedure incorporated on it, the buyer's company details, banking details, a passport copy with a letter confirming readiness, willingness, and capability to carry out the transaction.
2. Seller receives buyer's ICPO. The seller issues a Commercial Invoice (CI) for the total quantity of product in the seller's leased tank at the port terminal.
3. Buyer signs and returns to the seller a signed and sealed Commercial

Invoice along with the buyer's own or leased Tank Storage Agreement (TSA) as proof of the buyer's availability of a storage facility.

4. Seller accept the signed and sealed Commercial Invoice (CI) and verify buyer's Tank Storage Agreement (TSA) and make 2 days tank lease payment to the buyer tank farm for the Injection Process, Buyer pays his Tank Farm Company for 3 days tank storage costs, (bringing it to a total of 5 days TSR) after his Tank Farm Company has received the payment from Seller Company 2 days cost.

5. Upon receipt of the TSR, Seller issues the POP documents.

    a. Unconditional DTA.
    b. SGS Report.
    c. Injection Report.
    d. Product Passport.
    e. Tank Storage Receipt (TSR).
    f. Authority to Sell and Collect. vii. NCNDA/IMFPA Agreement.

6. Upon successful verification of POP documents, Buyer orders his SGS inspection team to conduct a Q&Q test on the product in the seller's tank at Buyer's expense.

7. Following the successful completion of the Q&Q test with a result consistent with the specification on the commercial invoice (CI). Buyer provides ATI from his logistic company, and the seller injects fuel into the buyer's leased tanks.

8. Upon completion of the Injection, Seller submits the full Injection report to the buyer.

9. Buyer makes 100% payment by MT 103 TT wire transfer for the total product injected into the tank.

10. Seller transfers the Title Ownership of the product to the buyer's company name.

11. Seller and Buyer pay commission to all intermediaries involved. In the transaction, within 24 hours after confirmation of the buyer's payment.

TRANSACTIONS PROCEDURES FOR DIP AND PAY

IN SELLERS TANKS [NON-NEGOTIABLE]

1)Buyer issues the ICPO,
2)Seller issues the CI to Buyer, Buyer signs the CI, and returns it to Seller.
3)Seller releases the following PPOP documents:
   a. DIP TEST AUTHORIZATION (DTA)
   b. INVOICE for 3 DAYS PAYMENT TO GAIN FULL ACCESS PERMIT TO TANK FARM
   c. Legalized Commercial Invoice (CI)
   d. Product Passport
   e. Availability of Product Endorsed.
   f. Certificate of Origin.
   g. Authority to Sell & Collect (ATSC)
4)The buyer instructs SGS to carry out the Immersion test of the Product in the Seller's tank at the buyer's expense.
5)Upon successful DIP test from SGS, BUYER will inject into his vessel. 6) BUYER makes 100% payment by SWIFT MT-103 TT Wire Transfer for the total product. Within 24 hours of confirmation of the Buyer's payment, the seller transfers title to the Buyer, along with all export documents required of the Buyer for the transaction.

PROCEDURE FOB TTV [NON-NEGOTIABLE]

1.Buyer sends Seller an ICPO with banking details, company information, and passport after review of Seller’s Soft Corporate Offer.
2)Seller issues a Commercial Invoice (CI) for the available quantity to the Buyer. The Buyer signs, seals, and returns the CI to the Seller.
3)Seller issues to Buyer the following:
   A. Product Passport
   B. Certificate of Origin
   C. Commitment Letter to Supply
   D. Authorization to Sell and Collect

E. Statement of Product Availability

F. Minimum of Three (3) Day Tank Extension Fee Invoice (**refundable if Seller's fuel does not pass inspection and deductible from the cost of the fuel if Buyer waives its own dip test in favor of verifying Seller's SGS**).

4) Buyer pays for the Tank Extension, and upon Seller confirmation of the payment, Seller issues the following POP along with NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.

A. SGS Test (24 hours)
B. Unconditional Dip Test Authorization (UDTA)
C. Authorization to Verify (ATV)
D. Tank storage receipt (TSR)
E. Injection Report

5) Upon the countersigning of the UDTA, the Buyer has the option to schedule SGS/Intertek to conduct a DIP Test of the product in the Seller's Tank at the Buyer's expense.

6) Upon successful Dip Test OR acceptance of the Seller's SGS report, Buyer provides Vessel details (Q88) to Seller, and Seller shall immediately submit the Notice of Readiness to Inject.

7) Seller commences injection into the Buyer's Vessel and issues the Injection Report to the Buyer. Upon confirmation of the total quantity injected into the Buyer's vessel, the Buyer makes 100% payment by MT103/TT Wire Transfer for the total product. Seller transfers Title and Ownership of the product to the Buyer.

8) After successful Trial Lift (First Lift) Seller issue SPA/Contract for 12 months with R&E to Buyer for processing.

9) Within 24 hours of the completion of the injections, the Seller and the Buyer pay commissions to all intermediaries involved for the initial lift and subsequent lifts.

PRICES:

PRODUCT	UNIT	MOQ.	GROSS	NET
Ultra-Low Sulphur Diesel EN590 (10 PPM)	Metric Tons	100,000	**$ 570.00**	**$ 560.00**
Aviation turbine Fuel Jet A-1	Barrels	1.000.000	**$ 99.00**	**$ 97.00**
D6	Gallons	100.000.000	**$ 1.04**	**$ 1.02**

***Note**: Prices are subject to change due to market price uncertainties.*