SCO > QATAR CRUDE OIL

1. Strategic Financial Profitability

- **Price Structure:** Aggressive discount of **PLATTS minus USD $18 Gross / $16 Net** per barrel.
- **Delivery Terms: CIF** delivery to any port in the world that is not in conflict or at war. The seller manages the logistics and transportation risks under CIF terms.
- **Arbitrage Margin:** The deep net discount yields superior margins for sophisticated global refineries equipped to handle sulfur.

2. Technical Advantages (Light & Sour)

- **API Gravity (39.4° to 40.5°):** Classified as a light, low-density crude oil. It maximizes the straight-run production of high-value products like gasoline and jet fuel.
- **Sulfur Content (~1.35%):** Classified as a "sour" crude. It serves as a highly desirable feedstock for sophisticated global refineries equipped to process sulfur.
- **Water Content (0.0%):** Pure configuration showing 0.0% water content by volume. It ensures maximum operational safety and protects processing equipment from internal corrosion.

3. Total Operational Risk Mitigation

- **Supply Flexibility:** Immediate availability for Spot sales starting at **1,000,000 barrels** up to monthly Contract sales of **5,000,000 barrels**.
- **Performance Guarantee:** The seller provides a **3% Performance Bond (PB)** to guarantee the execution of the transaction.

- **Zero Risk at Destination:** 100% payment via bank transfer (MT103/TT) is executed within 3 business days. This payment is strictly contingent upon a satisfactory Quality and Quantity (Q&Q) inspection by SGS or an equivalent agency at the destination port.

TERMS OF TRANSACTION

TRANSACTION: CIF

PORT: TO ANY PORT IN THE WORLD THAT IS NOT IN CONFLICT OR AT WAR

PAYMENT TERM: MT103, T/T WIRE, SBLC, DLC,

ORIGIN: QATAR ORIGIN

INSPECTION: ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION

COMPANY COMMISSION: TO BE SHARED 50%, EACH BY BOTH SIDES

CRUDE OIL DIESEL

Minimum Quantity: 1,000,000 Barrels

Maximum Quantity: 5,000,000 Barrels per Month

PROCEDURES

PROCEDURE CIF - QATAR COMPANY

1. The buyer issues an Irrevocable Corporate Purchase Order (OCI) with complete bank references, a Company Profile (PC), Commercial Registry Certificate, a copy of the passport of the buyer's authorized signatory, and a Return Merchandise Authorization Letter (ADM) signed by two of the buyer's bank officers and issued to the seller. This letter stipulates that the buyer is authorized to issue a Letter of Credit (LCB) as a guarantee of payment for the ordered goods.
2. Upon receiving the OCI and the ADM from the buyer, the seller issues a draft Contract (which is subject to change) and a copy of the Proforma Invoice to the buyer, along with the Non-Return Merchandise Agreement (NCND) or the Goods

Transfer Agreement (IMFPA) completed by the seller's agent/broker.

3. The buyer returns the signed and stamped pro forma invoice to the seller, along with the duly completed and signed Purchase Agreement (SPA), Intergovernmental Financing Agreement (IMFPA), or Buyer-Seller Confidentiality Agreement (NCNDA) by the buyer, their facilitator/representative group, and all intermediaries.
4. The seller issues the approved, endorsed, and stamped Purchase Agreement, which now incorporates the NCNDA/IMFPA as an annex. Both the buyer and seller deposit the legalized Purchase Agreements with their respective banks.
5. The seller issues the Public Offering Document (PPOP), which will consist of the following documents:
   a. Product Analysis.
   b. Authorization for Sale (ATS).
   c. Supply Commitment.
   d. Product Availability Declaration.
6. The buyer verifies the PPOP and, if satisfied with the result, issues a contingent letter of credit (SBLC) or a deferred letter of credit (DLC), either transferable or non-transferable (at the buyer's option), within ten (10) business days. If the buyer is unable to provide the bank instrument within the established timeframe, the buyer makes a 3% payment as a guarantee of the transaction.
7. The seller issues a 3% performance bond (PB) to the buyer.
8. The seller provides COMPLETE PROOF OF PRODUCT, which shall include:
   - Copy of the Export License (if applicable)
   - Copy of the Export Authorization
   - Copy of the Certificate of Origin
   - Copy of the Declaration of Availability
   - Vessel details, IMO Q88

- Charter Party Agreement (CPA)
- Recent SGS report of the vessel at the port of loading A new SGS/CIQ inspection will be carried out at the port of discharge.
- On-Board Immersion Test Authorization (DTAOB)
- Shipping Authorization (ATB)
- Bill of Lading (B/L) Cargo Manifest
- Certificate of Authenticity
- Certificate of Quality (issued by the designated Inspection Agency at the port of loading)
- Certificate of Quantity (issued by the designated Inspection Agency at the port of loading)
- Tanker Space Measurement Receipt
- Ship's Captain's Receipt for the Sample
- Ship's Captain's Receipt for the Documents

9. The vessel arrives at its destination. The port and quality (Q&Q) inspection is carried out by a designated inspection agency, such as SGS or an equivalent agency, on the goods and verifies the information using the Bill of Lading (BL) and the commercial invoice. Following a satisfactory inspection report, the buyer makes payment via bank transfer (MT103/TT) to the seller's bank (100% per shipment) within 3 business days.
10. Shipping Documents (to be issued after loading):
    - One complete set of Bill of Lading (3/3);
    - SGS Quality Certificate (Q/Q) (2/2) at the port of loading;
    - Certificate of Origin (1/2);
    - Signed Commercial Invoice according to the quantity and quality delivered on board;
    - Cargo Manifest (1 original);

- Captain's Receipt of all documentation for the loaded product (1/1).

11. Upon confirmation of payment, the seller will instruct the ship's captain to unload the goods.
12. The seller will send the title documents to the buyer.
13. The seller will pay the commissions of all intermediaries, in accordance with the International Maritime Property Protection Act (IPPFA), within 24 hours of receiving payment from the buyer for the shipment.

Qatar's onshore crude oil is classified as light and sour crude. This combination makes it a highly desirable feedstock for sophisticated global refineries equipped to process sulfur and maximize the production of high-value products such as gasoline and jet fuel.

Key physicochemical specifications include:

API Gravity: ~39.4° to 40.5° API (indicating a light, low-density crude) Density: 0.8274 kg/L at 15°C
Total Sulfur Content: ~1.35% by weight (classifying it as "sour") Water Content: 0.0% by volume

CIF Price: Platts minus Gross USD $. **18** /$ **16** Net

DATA SHEET

These specifications are for information purposes only and shall not be binding upon the Seller. The Seller will bear no liability for delivering crude that doesn't conform to these specifications.

Test	Method	Unit	Value
API Gravity @ 60^0 F	Calculated	° API	40.5 - 39.4*
Density @ 15^0 C	ASTM D5002	kg/L	0.8274
Specific Gravity @ $60/60^0$ F	Conversion	-	0.8278
Total Sulphur	ASTM D4294	% Wt.	1.35
Mercaptan Sulphur	UOP 163	ppm wt.	220
Hydrogen Sulphide	UOP 163	ppm wt.	110
Total Acid Number	ASTM D664	mgKOH/g	0.10
Pour Point	ASTM D97	°F	< - 22
Reid Vapour Pressure	ASTM D5191	psi	5.35
Kinematic Viscosity @ 15^0 C	ASTM D445	cSt	6.208
Salt Content	ASTM D3230	PTB	3.8
Wax Content	UOP 46	% Wt.	< 5
Water Content	ASTM D4006	%Vol.	0.0

*The API may vary due to weather conditions and/or mix of different grades of crude.