



Hydrocarbons # 2

REF: SGC-SA/FOB_CIF/092822

October 22, 2022

To: The Principal Buyer / Affiliated Buyer's Representative

We, _____ **Gas Company, SA** issued Soft Corporate Offer with given terms and conditions and confirm our readiness, willingness ability to issue straight to Sales & Purchase Agreement MOU. The supply of products from _____ **Refinery** is guaranteed to meet the standard specifications and to pass the stringent requirement of SGS or equivalent incompliance international regulations.

COMMODITY: AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL/JET A1

Supply Ability: 500,000-barrels to 10,000,000-barrels

FOB Price per Barrel: US\$56 Gross/US\$54 Net... . ROTTERDAM / HOUSTON

COMMODITY: VIRGIN FUEL OIL D6

SUPPLY ABILITY: 100,000,000 Gallons, 300,000,000-Gallons

FOB Price: GROSS US\$062/ NET \$0.60 FOB ROTTERDAM / HOUSTON

COMMODITY: DIESEL GAS OIL ULSD EN590. 10PPM

SUPPLY ABILITY: 20,000-MT SPOT LIFT, 200,000-MT PER MONTH

CIF Price: US\$270 Gross, US\$260 Net per MT – ASWP

LIQUIDIFIED NATURAL GAS

Supply Quantity from: 30,000 - 100,000 Metric Tons per Month

CIF Price: Gross US\$270.00-MT, Net US\$ 260 .00-MT CIF ASWP

PRODUCT: UREA N46% GRANULAR / PRILLED

Supply Ability: 50,000-MT to 200,000-MT per month

PRICE CIF US\$360 Gross, US\$350 Net per Metric TonCIF ASWP

ADDITIONAL INFORMATION:

ORIGIN: **NON RUSSIAN**

LOADING PORT: Red Sea Port or Arabian Sea Port.

DELIVERY: Rotterdam / Houston and CIF ASWP

INSPECTION: SGS test report will be conducted at the loading port by SGS

PAYMENT INSTRUMENT: MT103/T.T/DLC MT700

PERFORMANCE BOND (PB): 2% PB to be issued by Seller's Bank in favor of the

Buyer.SHIPMENT METHOD: Via Vessel

COMMISSION: Split 50/50, Seller side closed, Buyer side ope



PROCEDURES FOR FOB PORT ROTTERDAM & HOUSTON.

1. Buyer issues ICPO according to seller's procedure with their banking details along with passport copy.
2. Seller issue commercial invoice to buyer and buyer sign and return the signed commercial invoice.
3. Seller provides to buyer tank storage agreement (TSA) from a certified tank farm recommended by the refinery.
4. All parties sign the NCNDA/ IMFPA commission protection fee
5. Buyer contact Tank Farm and lease tank storage for 3 days minimum to obtain Tank Storage Receipt TSR and inspection permit for buyer to perform SGS inspection or dip test.
Seller sends to buyer the following POP Documents.
 - a. Dip Test Authorization (DTA)
 - b. Certificate Of Origin
 - c. Dip Test Product
 - d. Passport
 - e. SGS Q&Q Report
 - f. Authorization To Sell & Collect (ATSC)
 - g. Authorization To Verify (PHYSICALLY)
6. Upon the certified SGS Quantity and Quality confirmation by the buyer and their bank, buyer pays 100% of the available product via MT103 before injection or product transfer commence.
7. Buyer provides Tank receipt (TR) and Injection Authorization Schedule (IAS) or vessel details plus Notice of Readiness (NOR) to Seller, for product transfer.
8. Seller change the title of the ownership to buyer's name and buyer pay the buyer side commission and seller pay the seller side commission per the official prices in the CI according to the signed NCNDA/IMFPA..

C.I.F. BANK TO BANK PROCEDURES

1. Buyer issues Purchase Order ICPO upon receipt in acceptance of seller's Soft Offer with Company registration copy and passport copy.
2. Seller issues Draft Sales and Purchase Agreement Contract and, Commercial Invoice for buyer's review and signing.
3. Buyers sign the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller.



4. Seller registers and legalizes the signed Sales and Purchase Agreement Contract with the Saudi Arabia ministry of Oil & Gas. Buyer pays for the legalization fee.
5. Seller sends legalized contract and below Partial POP Documents to buyer as listed below:
 - a. Certificate of Origin,
 - b. Commitment to Supply,
 - c. Product Passport,
 - d. Statement of Availability of the product,
 - e. Export license copy
 - f. Verbiage for DLC MT700 or SBLC MT760
6. Buyer issues their Financial Guarantee (DLC MT700 or SBLC MT 760) to cover the first shipment to seller's bank in Five (5) working Days.
7. If Buyer fails to issue DLC-MT700 or SBLC MT 760 in 7 Banking days, in alternative buyer shall make Security Guarantee Deposit of 3% via T.T Wire from total value of the first shipment to seller fiduciary bank account as performance to secure the allocation, which will be deducted from the first shipment.
8. Upon confirmation of buyer's DLC-MT700 or Security Guarantee Deposit of 3% via T.T Wire to Fiduciary Seller's bank, seller will issue 3% Performance Bond, Full POP and Shipping Documents via SWIFT bank-to- bank as shown below:
 - a) Product Allocation Export Permit,
 - b) Allocation Title Ownership Certificate,
 - c) Loading Port storage agreement,
 - d) Charter party Agreement to transport the product to discharge port,
 - e) Tank Storage Receipt,
 - f) SGS Quality and Quantity Certificate,
 - g) Bill of Landing,
 - h) Vessel Questionnaire 88.
9. Shipment commences and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS Inspection and makes operative SBLC/DLC or makes payment for the full shipment via TT Wire or MT103.

The above **Soft Corporate offer with the FOB Rotterdam/Houston Transaction Procedure & CIF ASWP Transaction Procedures** is accepted to the Buyer, May kindly issue us an Official ICPO with the Seller's Transaction Procedure address to **SAUDI ARAMCO REFINERY via SOUTHERN GAS CO. SA** along with Buyer's copy of passport & Company Profile.

Sign & Sealed

Chief Operating Officer