



SCO HYDROCARBONS # 12 (FOB & CIF)

We, the undersigned, a company duly registered hereby issue this SCO with full legal and corporate responsibility and hereby confirm that we are authorized by our Refinery to offer you the following products per the specification and on the terms and conditions as stated below:

Origin	Qatar
Paperwork/Export	Buyer to select for paperwork from Qatar with export direct from Qatar
Payment Security	For Fob monthly contracts, only after the first successful FOB lift, Buyer must issue payment security: SBLC Swift MT760 - Seller's decision/approval (For DLC MT700, will depend on the issuing bank used by Buyer. Seller issues 2% PB.
Payment	MT103/TT upon satisfactory SGS/INTERTEK/CIQ for Q&Q after Dip Test FOB/ CIF.
Inspection	Dip test by SGS/INTERTEK/CIQ or equivalent at expense of Buyer.

FOB PRICE FOR: HOUSTON / ROTTERDAM / CHINA



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PRODUCTS	PER UNIT	HOUSTON Gross/Net	ROTTERDAM Gross/Net	CHINA Gross/Net	SINGAPORE Gross/Net	AL FUJAHRAI Gross/Net
Jet A1 (MOQ: 1,000,000)	BBL	\$ 135 / 1	\$ 135 / 1	-	-	-
Virgin Oil D6 (MOQ: 100,000,000)	GAL	\$ 1.13 / 1	\$ 1.13 / 1	-	-	-
Diesel D2 (MOQ: 100,000)	MT	\$ 525 / 515	\$ 525 / 515	-	-	-
Diesel EN590 (10PPM) (MOQ: 100,000)	MT	\$ 625 / 615	\$ 625 / 615	\$ 675 / 665	\$ 625/615	\$ 625 / 615
Liquefied Natural Gas (LNG) (MOQ: 100,000)	MT	-	-	-	-	-



FOB HOUSTON / ROTTERDAM PROCEDURES

(TANK TO TANK) - (BUYER WITH TSA & TSR) -

Transaction Procedure 1:

- 1) Buyer issue ICPO along with Company Certificate and Passport/ID, tank storage Agreement (TSA) the paid TSR of 3 days tank to Seller for verification

Note: Refinery/Allotment holder may require buyer to submit Proof of Funds (POF) – (BCL / CURRENT BANK STATEMENT) from Buyer's bank clarifying buyer's financial capability to purchase the product.

- 2) Refinery/Allotment holder issue SPA/MOU (open for any amendments), commercial invoice (CI) and ICC warning Letter to buyer vetting and return back within 48 hours in WORDS FILES for final signature and endorsement by E-Signing

- 3) Refinery/Allotment Holder (Knowns as Supplier/Seller) representative visit buyer's tank farm for TTM with a copy of the SGS and Injection report:

Buyer and buyer's tank farm supports TTIA (Tank to tank injection Agreement) as proof of readiness for buyer to inject from seller tanks to buyer's tank along with the PPOP documents and letter of commitment:

- Statement of Product Availability
- Letter of Guarantee
- C. TTM Letter
- Product Passport
- ATV

Note: During TTM, Buyer storage company to provide updates 3 days TSR for verification.

- 4) Seller issues the UDTA (Unconditional). The buyer arranges SGS/Intertek to make an immersion test of the products in the tank of the Seller.
- 5) Upon successful DIP Test, Seller inject the fuel into buyer lease storage tank and sellers submit the full injection report to the buyer.
- 6) Buyer makes 100% payment by MT103 TT Wire transfer for the total product and the Refinery/Allotment Holder (Knowns as Supplier/Seller) transfers the property title of the product of the buyer. The seller pays commission to all intermediaries involved in the transaction within 72 hours after confirmation of buyer's payment.
- 7) Buyer issues SBLC/IRDLIC irrevocable, transferable, auto-revolving for 12 months + 1 Days shipment value, documentary letter of credit for the length of contract and for each lifting per schedule. Buyer pays after Dip Test by MT 103 Wire Transfer one weekly/monthly quantity.

FOB HOUSTON / ROTTERDAM PROCEDURES

(TANK TO TANK) - (BUYER WITH TSA ONLY) -

Transaction Procedure 2:

- 1) Buyer issue ICPO along with Company Certificate and Passport/ID, tank storage Agreement (TSA) to Refinery/Allotment Holder (Knowns as Supplier/Seller) for verification

Note: Refinery/Allotment holder may require buyer to submit Poof of Funds (POF) – (BCL / CURRENT BANK STATEMENT) from Buyer's bank clarifying buyer's financial capability to purchase the product.

- 2) Refinery/Allotment holder issue SPA/MOU (open for any amendments), commercial invoice (CI) and ICC warning Letter to buyer vetting and return back within 48 hours in WORDS FILES for final signature and endorsement by E-Signing
- 3) Buyer tank storage issues 3 days Injection programming schedule to Refinery/Allotment holder representative to buyer tank storage for TTM and;
Buyer and buyer's tank farm supports TTIA (Tank to tank injection Agreement) as proof of readiness for buyer to inject from seller tanks to buyer's.
- 4) Refinery/Allotment Holder (Knowns as Supplier/Seller) issues to buyer the listed below documents:
 - a) Unconditional dip test authorization (DTA)
 - b) Fresh SGS inspection report (Within 72 Hour)
 - c) Injection Report
 - d) Certificate of Origin
 - e) Authorization to sell & collect (ATSC)
 - f) Tank storage receipt (TSR), (With HUB Number, GPS Coordinate and Bar Codes) - – *verify through the tank storage operator (ATV) – Non physical verification without buyer tank storage receipt (TSR).*
 - g) Commitment letter to supply

Note: *The Port Authority will not allow the Buyer to visit the location where the product is stored without a valid buyer TSR.*

- 5) (Optional) Buyer SGS team re-conducts dip test inspection on the product in seller storage tanks on buyer expense
- 6) Upon successful dip test inspection, buyer within 24 hours TT/MT103 the total product value and Refinery/Allotment Holder (Knowns as Supplier/Seller) inject the product into buyer tank and transfer the title of product ownership to buyer with all export documents. The seller pays commission to all intermediaries involved in the transaction within 72 hours after confirmation of buyer's payment.
- 7) Buyer issues SBLC/IRDLIC irrevocable, transferable, auto-revolving for 12 months + 1 Days shipment value, documentary letter of credit for the length of contract and for each lifting per schedule. Buyer pays after Dip Test by MT 103 Wire Transfer one weekly/monthly quantity.

FOB HOUSTON / ROTTERDAM PROCEDURES

(TANK TO VESSEL) - (BUYER WITH CPA ONLY) -

Transaction Procedure 3:

- 1) Buyer issue ICPO along with Company Certificate and Passport/ID, Charter Party Agreement (CP) to Refinery/Allotment holder for verification

Note: Refinery/Allotment holder may require buyer to submit Proof of Funds (POF) – (BCL / CURRENT BANK STATEMENT) from Buyer's bank clarifying buyer's financial capability to purchase the product.
- 2) Refinery/Allotment holder SPA/MOU (open for any amendments), commercial invoice (CI) and ICC warning Letter to buyer vetting and return back within 48 hours in WORDS FILES for final signature and endorsement by E-Signing
- 3) Refinery/Allotment Holder (Knowns as Supplier/Seller) provide the following documents;
 - Statement of Product Availability in the Storage Tank
 - Export License
 - Product Passport
 - Commitment to Supply
 - Tank Storage Receipt
- 4) Buyer extends Refinery's/Allotment Holder (Knowns as Supplier/Seller) tank storage (Minimum 3 days)
- 5) Refinery's/Allotment Holder (Knowns as Supplier/Seller) provide schedule program injection (TTVIA) to buyer for signing and issues the following documents to buyer.
 - (a) Three days (3) Unconditional Dip Test Authorization (DTA)
 - (b) Fresh SGS Report inspected in Rotterdam Shore tanks
 - (c) Tank Storage Receipt (TSR)
 - (d) Authorization for physical verification of the product (ATV)
 - (e) Injection Report Shore tank in Rotterdam
 - (f) Certificate of origin
 - (g) Commitment to supply
 - (h) Product Passport
- 6) (Optional) Buyer order SGS to Conduct 2nd Dip test of the product in the Seller Tank on buyer expense. Upon successful dip test in tanks, product will immediately be injected into Buyer's tanks.
- 7) Buyer makes 100% payment by MT103 TT Wire transfer for the total product and the seller transfers the property title of the product of the buyer. The seller pays commission to all intermediaries involved in the transaction within 72 hours after confirmation of buyer's payment.
- 8) Buyer issues SBLC/IRDLC irrevocable, transferable, auto-revolving for 12 months + 1 Days shipment value, documentary letter of credit for the length of contract and for each lifting per schedule. Buyer pays after Dip Test by MT 103 Wire Transfer on weekly delivery

FOB CHINA PROCEDURES (DIP & PAY)

Transaction Procedure

- 1) Buyer issues an official ICPO along with company certificate of registration, copy of passport/ID and require buyer to submit Proof of Funds (POF) – (BCL / CURRENT BANK STATEMENT) from Buyer's bank clarifying buyer's financial capability to purchase the product to the Refinery/Allotment Holder for verification and approval
- 2) Refinery/Allotment Holder issue contract (SPA)/MOU, (open for any amendments) and Commercial Invoice (CI) and ICC Warning Letter to buyer's review and forward back to seller in WORDS FILE for final signing and endorsement.
- 3) Buyer load USD500,00 into Buyer Attorney Escrow (Hong Kong) as security commitment deposit.
- 4) Upon receive the signed agreement and security commitment deposit, Refinery's/Allotment Holder (Knowns as Supplier/Seller) forward buyer's the following documents
 - a. CIQ (China inspection and Quarantine).
 - b. Tank storage receipt. (TSR). China
 - c. (ATV) Authorization for physical verification of the product.
 - d. Injection Report Shore Tank
 - e. Certificate of Origin.
 - f. Product passport.
 - g. 3 Days (Three) Unconditional dip test authorization (DTA).
 - h. Authorization to Sell and collect (ATSC)
 - i. Allocation Title Ownership Certificate
- 5) After the buyer verifies the POP documents, buyer to submit surveyor/inspection team details for registration with port terminal to grant access to seller tank storage and the Refinery/Allotment Holder unconditionally arranges for the buyer surveyor/inspection team to access the storage tank for Dip test inspection (At buyer expenses). Upon satisfy test result from SGS/INTERTEK/CIQ/CICC within 48 hours buyer make the full amount by MT103 / TT wire transfer and within 48 hours at the same time seller issues the Title of the Ownership Certificate and all export documents to buyer.
- 6) Buyer's to extent 3 days tank storage to arrange own vessel/logistic to load the product.
- 7) Buyer issues SBLC/IRDLIC irrevocable, transferable, auto-revolving for 12 months + 1 Days shipment value, documentary letter of credit for the length of contract and for each lifting per schedule. Buyer pays after Dip Test by MT 103 Wire Transfer one weekly/monthly quantity.

FOB FUJAIRAH, UAE PROCEDURES (TANK EXTENSIONS)

- 1) Buyer issues ICPO, Company Certificate and Passport/ID to Refinery/Allotment holder for approval.
- 2) Refinery/Allotment Holder SPA/MOU (open for any amendments), Commercial Invoice (CI) and Warning Letter to buyer vetting and return back within 48 hours in WORDS FILES for final signature and endorsement by E-Signing
- 3) Refinery/Allotment Holder Issue Tank Storage Invoice for 3 days extension to gain full access for dip test. (or Alternative buyer issue 1% BG of the total value as guarantee security commitment payment)
- 4) Upon receive the signed Commercial Invoice (CI) and Proof of Payment for tank extensions, Refinery's/Allotment Holder (Knowns as Supplier/Seller) forward the following documents to buyer;
 - Injection Report
 - Injection Schedule
 - Dip Test Authorization (DTA)
 - Commitment to Supply
 - Tank Storage Receipt (TSR) with GPS locations
 - Authorization to sell and collect
 - Product Passport (Certificate of Quantity/Analytical Report)
 - Fresh SGS Report (not more than 48 hours)
- 5) After the buyer verifies the POP documents, buyer to submit surveyor/inspection team details for registration with port terminal to grant access to seller tank storage and the Refinery/Allotment Holder unconditionally arranges for the buyer surveyor/inspection team to access the storage tank for Dip test inspection (At buyer expenses). Upon satisfy test result from SGS/INTERTEK within 48 hours buyer make the full amount by MT103 / TT wire transfer and Refinery/Allotment issues the Title of the Ownership Certificate and all export documents to buyer.

(Optional) order SGS to conduct 2nd Dip Test in the seller tank on buyer's expense and make payment for the total quantity of the product via MT103 / TT Wire transfer
- 6) Buyer makes 100% payment by MT103 TT Wire transfer for the total product and the seller transfers the property title of the product of the buyer. The Refinery/Allotment Holder pays commission to all intermediaries involved in the transaction within 72 hours after confirmation of buyer's payment.
- 7) Buyer issues SBLC/IRDLIC irrevocable, transferable, auto-revolving for 12 months + 1 Days shipment value, documentary letter of credit for the length of contract and for each lifting per schedule. Buyer pays after Dip Test by MT 103 Wire Transfer on weekly delivery

CIF PRICE FOR ASWP

PRODUCTS	PER UNIT	EUROPE / USA Gross/Net	SOUTH AMERICA Gross/Net	ASIA Gross/Net	MIDDLE EAST / AFRICA Gross/Net	CHINA Gross/Net
Jet A1 (MOQ: 1,000,000)	BBL	\$ 135 / 131	\$ 135 / 131	\$ 135 / 131	\$ 135 / 131	\$ 135 / 131
Virgin Oil D6 (MOQ: 100,000,000)	GAL	\$ 1.15 / 1.13	\$ 1.15 / 1.13	\$ 1.15 / 1.13	\$ 1.15 / 1.13	\$ 1.15 / 1.13
Diesel D2 (MOQ: 100,00)	MT	\$ 530 / 520	\$ 530 / 520	-	-	-
Diesel EN590 (10PPM) (MOQ: 100,000)	MT	\$ 625 / 615	\$ 625 / 615	\$ 530 / 520	\$ 685 / 675	\$ 530 / 520
Liquefied Natural Gas (LNG) (MOQ: 100,000)	MT	\$ 680 / 670	\$ 680 / 670	\$ 670 / 660	\$ 780 / 770	\$ 670 / 660
PETROLEUM COKE (MOQ: 100,000)	MT	\$ 460 / 456	\$ 440 / 436	\$ 380 / 376	\$ 380 / 376	\$ 340 / 336
PRILLED & GRANULAR UREA 46% - FERTILIZER (MOQ: 100,000)	MT	\$ 440 / 430	\$ 440 / 430	\$ 410 / 400	\$ 410 / 400	\$ 420 / 410
BITUMEN GRADES : 40/50, (MOQ: 100,000)	MT	\$ 480 / 470	\$ 480 / 470	\$ 480 / 470	\$ 480 / 470	\$ 480 / 470
BITUMEN GRADES: 60/70 & 80/100 (MOQ: 100,000)	MT	\$ 490 / 480	\$ 490 / 480	\$ 490 / 480	\$ 490 / 480	\$ 490 / 480
EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO) (MOQ: 1,000,000)	BBL	\$ 210 / 207	\$ 210 / 207	\$ 210 / 207	\$ 210 / 207	\$ 210 / 207
LIQUIDIFIED PETROLEUM GAS. (LPG)	MT	\$ 590 / 580	\$ 590 / 580	\$ 580 / 570	\$ 580 / 570	\$ 580/570
LIGHT CYCLE OIL (LCO)	MT	\$ 610 / 600	\$ 610 / 600	\$ 560 / 550	\$ 610 / 600	\$ 560 / 550

CIF TRANSACTION PROEDURE ASWP

- 1) Buyer issues official ICPO with included Business Registration Certificate and copy of Passport/ID.
- 2) Seller issues Draft Sales and Purchase Agreement (SPA), (open for any amendment), Commercial Invoice (CI) and ICC Warning Letter for buyer review and return back to seller's in WORD FILE within three (3) working days.
- 3) Seller issues Partial Proof of Products as listed below to buyer;
 - (a) Refinery Commitment to Supply.
 - (b) Statement of Availability of Product.
 - (c) Certificate of origin.
 - (d) Export License Certificate
 - (e) Product Quality Passport
- 4) Upon receipt of the PPOP documents, within 5 banking days buyer instruct its bank to issue a transferable irrevocable operative SLBC MT760 according to seller's nominated bank verbiage to seller nominated offshore bank account. And whereby if buyer fails to issue payment instrument SBLC MT760 within 5 banking days, in alternative provisional buyer will immediately (within 72 hours) make 5% of the total value of one-month shipment via MT103/TT wire transfer as allocation and performance guarantee to Seller's nominated Bank, and this payment shall be deducted from the total cost of product after inspection at discharge port. (Pls Note: 2% PB will not be issued by sellers for alternative provisional guaranteed performance payment)
- 5) Seller's Bank Issues Full POP Documents to the Buyer's Bank via Swift and Email to Buyer, alongside with 2% Performance Bond (PB2%).
 - (a) Copy of statement of availability of the product.
 - (b) Copy of the refinery commitment to produce the product.
 - (c) Copy of Transnet contract to transport the product to the loading port.
 - (d) Copy of the port storage agreement.
 - (e) Copy of the charter party agreement to transport the product to discharge port.
 - (f) Copy of Vessel Questionnaire 88.
 - (h) Copy of Bill of Lading.
 - (i) SGS Report at loading port.
 - (j) Dip test Authorization (DTA) & ATB
 - (k) NOR /ETA
 - (l) Certificate of Ownership Transfer

- 6) Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 15- 20 calendar days. The SGS inspection will be borne by the Seller's at the loading seaport and Buyer at the unloading seaport.
- 7) Upon arrival at the unloading discharge destination, buyer conducts SGS/CIQ inspection and within 48 hours makes 100% operative payment for the full shipment via telegraphic transfer (T/T) MT103 to seller nominated fiduciary bank account.

If you accept this offer, please return signed with your company details, and we will send you an FCO or SPA if you send us an ICPO first. Thanks for trusting us.

FIRMA / SIGN

Name:

Company:

Email:

Phone:

Address: