



## **SOFT CORPORATE OFFER**

We "LIMITED LIABILITY COMPANY "AL DHAKHIRA PETROLEUM" a mandate and intermediary company with registration number: 00019808 located at Q92Q-H7F, Al Khor Qatar on behalf of our END SELLER / REFINERY with corporate and legal rights under penalty and Perjury hereby confirm the availability of the under listed Products. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations.

PRODUCT ORIGIN: RUSSIA /QATAR/ **KAZAKHSTAN**

TRANSACTION TYPE : CIF/FOB/TTO/DIP & PAY

INCOTERMS: COST INSURANCE AND FREIGHT

LOADING PORT: NOVOROSIYSK / PRIMORSK / VLADIVOSTOK / KOZMINO/  
ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: SBLC/DLC/BGT/T WIRE TRANSFER AND MT103

INSPECTION: SGS OR IT'S EQUIVALENT

INSURANCE: 110% OF THE SHIPMENT VALUE PAID BY THE SELLER.

## **PRODUCT LIST**

### **EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)**

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 74.00BBL NET/ USD \$70.00 NET on CIF

FOB Price: Gross USD \$ 70.00BBL NET / USD \$66.00 NET on FOB

### **DIESEL GAS D2 OIL GOST 305-82**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 350.00MT NET / USD \$ 324.00MT on CIF

FOB Price: Gross USD \$ 340.00MT NET / USD \$ 330.00MT on FOB





## FOB TRANSACTION PROCEDURE

### FOB TRANSACTION PROCEDURES

1. Buyer issues an official ICPO along with and company certificate of registration, Valid means of identification and tank storage agreement.
2. Seller issues product commercial invoice (CI)
3. Buyer signs and returns the commercial invoice
4. Seller issues to buyer the listed below documents:
  - PRODUCT PASSPORT
  - ATSC
  - AUTHORITY TO VERIFY (e-verification)
  - STATEMENT OF PRODUCT AVAILABILITY
5. Buyer issues to seller either of the following documents: (TSR/ATV/TTIA/)
6. Seller issues to buyer the full POP documents:
  - (UDTA) Unconditional Dip Test Authorization
  - Fresh SGS report (24/48 hours)
  - Injection report
  - Certificate of Origin
7. Buyer conducts dip test inspection on the product in seller tanks (OPTIONAL)
8. Upon successful Verification of the SGS , seller transfer product to buyer's tank. Buyer conduct dip test of the product in buyer's tank. Buyer pays for the total product
9. Seller immediately transfer the title of product ownership to buyer with all export documents

### FOB TRANSACTION PROCEDURES 2

1. Buyer issues an official ICPO along with Tank Storage Agreement (TSA) accompanied by company certificate of registration and valid means of identification.
2. Seller issues:
  - commercial invoice (CI) for the available quantity in the storage tank
  - product passport (Product Analysis Report),
  - Notarized Statement of availability of product • Authority to verify (ATV) via email or phone call.
  - Notice of Readiness (NOR)
3. Buyer returns the commercial invoice and NOR duly signed by the buyer and buyer's logistic company.
4. Seller issues to buyer the listed below documents:





- COMMITMENT LETTER TO SUPPLY
  - ATV – Authority to verify the existence of product via email or phone call.
4. Buyer obtains port and terminal access permit through the tank farm in order to gain access to conduct dip test
  5. After a successful Dip Test in Seller's tanks, Buyer takes over seller's tank or Seller injects into buyer's vessel / Tank and buyer conducts its DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
  6. Buyer after a successful Q & Q Dip test on the product, the buyer makes the payment for the total value of the product injected into the tanks through the means of MTI03 - TT.
  7. Upon seller receives the payment for the product from the buyer, the seller issues to the buyer the Title ownership of the product and all exporting documents of the Product. The seller pays all intermediaries involved in the transaction

