



1. Buyer issues Irrevocable Corporate Purchase Offer (ICPO) to seller in line with seller working procedures.
2. Seller issues Sales and Purchase Agreement and Commercial Invoice (SPA & CI), buyer countersign within its validity and Returns signed SPA & CI along with Charter Party Agreement (CPA) from any Russian Shipping company.
3. Seller verifies the Buyer's nominated shipping company and jointly signs the CPA and as well split the freight charges with the buyer. Seller Returns signed CPA along with POP documents:
 - a. Refinery Product Passport,
 - b. Certificate of Origin
 - c. Commitment to supply,
 - d. Export License
4. According to signed CPA by buyer and seller. Nominated shipping company on confirmation of the both parties freight charges will issue copy of Q88 and NOR "Notice of Readiness."
5. Subsequent to Q88 and NOR "notice of readiness". Seller loads the product into vessel and issues all exportation documents to the buyer. Vessel sails to the buyer's destination Port. payment. Buyer's Acceptance:
6. Upon arrival of the vessel at the buyer's discharge port, buyer conducts Q&Q. Subsequent to successful Q&Q report at the buyer discharge port. Buyer makes payment for the total product Quantity via MT103
7. Seller pays commissions to mandates and intermediaries within 24hrs after confirmation of the buyer's payment.

Buyer's Acceptance: