



FOB STANDARD TRADING PROCEDURE A

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Offer along with tank storage agreement (TSA) as proof of storage.
2. Seller issues commercial invoice (CI), with letter for the available quantity in the storage tank to Buyer, Buyer Signs and returns to Seller NCNDA/IMFPA signed by all Buyer groups with commission structures. \
3. Seller issues, Dip Test Authorization (DTA) to sign by all parties including buyers tank farm for proof of readiness.
4. Seller approves the DTA attached with Analytical Report and Tank receipt to Buyer, Buyer order SGS to conduct Dip test of the product in the Seller's Tank on Buyer's expense.
5. Upon successful dip test, Buyer provides vessel details or Tank details; Seller shall immediately submit the full Proof of Product (POP) to the Buyer, Injection of the product proceeds.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of Buyer's payment.
7. Seller issues draft Contract to Buyer to review for R&E monthly deliveries.
8. Buyer review and approves the contract and issues SBLC/IRDLIC irrevocable, non - transferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift- able as schedule. Buyer pays after dip test by MT 103 wire transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract, and mandates / intermediaries receive their commissions according to monthly deliveries