

### **SOFTCORPORATE OFFER**

We, QATAR INTERNATIONAL PETROLEUM MARKETING COMPANY LIMITED (TASWEEQ) in conformity with the Ministry of Energy and Industry of The State of Qatar and fulfilling the responsibility placed upon us by QATAR ENERGY under the wise leadership of H.E. Saad Sherida Al-Kaabi announce and confirm the availability of the under listed Product. 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.

#### **TERMS OF TRANSACTION:**

TRANSACTION PORT: MESAIEED/HAMAD/RAS LAFFAN /ROTTERDAM/ HOUSTON/ FUJAIRAH

PAYMENT TERM: MT103, T/T WIRE, SBLC , DLC

ORIGIN: QATARI ORIGIN

INSPECTION: ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY

#### **PRODUCT LIST**

##### **JET FUEL OIL (JP54/JPA1)**

Minimum Quantity: 500,000 BBL

Maximum Quantity: 5,000,000 BBL Monthly

Price FOB : \$70 Gross / \$66 Net

CIF Price: \$74 Gross/ \$70 Net

##### **ARABIAN LIGHT CRUDE OIL**

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 66.00BBL NET/ USD \$64.00 NET on CIF

FOB Price: Gross USD \$ 64.00BBL NET / USD \$60.00 NET on FOB

##### **DIESEL GAS D2 OIL**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 400.00MT NET / USD \$ 390.00MT on CIF

FOB Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on FOB

##### **UREA FERTILIZER**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$385.00/ USD \$ 375.00 NET on CIF

##### **VIRGIN FUEL OIL D6**

Minimum Quantity: 100,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

CIF Price: Gross USD \$ 0.76 / USD \$ 0.74 NET on CIF

FOB Price: Gross USD \$ 0.74 / USD \$0.70 NET on FOB

**City Tower, Floor No 8-14, West Bay, near  
Marriot - Renaissance Hotel, adjacent to  
City Center, Doha 24183, Qatar.**

### **REFINERY FOB PROCEDURES**

1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.
2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice and tank storage agreement (TSA).
- 3 Seller provide buyer with the below listed PPOP.
  - A. Authorization To Verify (ATV)
  - B. Product Passport (product analysis report)
  - C. Irrevocable Commitment Letter to Supplier
  - D. Statement of Product Availability
  - D. Tank-to-Tank Injection Agreement (TTIA) to be signed by all parties.
4. Seller provides buyer with SGS report, Injection Report, unconditional DTA.
5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR) seller proceed for Tank to Tank injection and provide buyer with the injection report of the product into buyer tanks.
6. Buyer make payment for total cost of product injected into buyer tanks via MT103,
- 7.Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
8. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

### **DIP AND PAY/TANK TO VESSEL**

- 1.Buyer issues official ICPO addressed to the refinery or representative.
- 2.Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to the seller.
- 3.Seller issues to the buyer the partial proof of product documents:
  - ATSC - Authority to sell and collect

Buyer jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. The fee would later be refunded /deducted when the Buyer is paying for the total product cost.

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends
6. To the buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
7. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents:
  - ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - ~ Injection Report
  - ~ Product Allocation Certificate.
  - ~ Allocation Title Transfer Certificate.
  - ~ Export License
  - ~ Export Approval
  - ~ Tank Receipt.
  - ~ Dip Test Authorization.
8. Seller issues the commercial invoice and sends to the Buyer. Seller to lodge and activate a 3% PB (Performance Bond/Performance Guarantee) in the favour of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 3% Performance Bond will be paid/forfeited to the Buyer.
9. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer).
10. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank
11. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for the total.

**SIGNED:**



MOHAMMED MUSHIN MM KHUWAR  
SALES REPRESENTATIVE  
QATAR INTERNATIONAL PETROLEUM MARKETING COMPANY LIMITED

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Marriot - Renaissance Hotel, adjacent to  
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