

# SFL Metals and Trade LLC

502 W, 7<sup>th</sup> ST, STE 100, ERIE PA, USA, 16502 Ph: +14123782551

Email : [info@sflmetal.com](mailto:info@sflmetal.com) <https://sflmetal.com>

The logo for SFL METALS, featuring the letters 'SFL' in a large, bold, green font, followed by 'METALS' in a smaller, green font. The entire logo is enclosed in a thin green rectangular border.

**SFL/SCO/BL**

**DATE ISSUED:** 01/06/2024.

**VALID TILL:** One Month

**ATTN TO:** End Buyer Company/ Direct Authorized Mandate.

## **SOFT CORPORATE OFFER**

We, **SFL METALS & Trade LLC**, with legal responsibility under penalty of perjury hereby confirm the availability and capability to supply the under-list Product. The Supply is guaranteed to meet the specifications and pass through the stringent requirements of SGS or equivalent. Only direct negotiations from end buyers, end buyer representatives or end buyer mandates will be considered.

### **Products -**

#### **1. JET FUEL A1: EUROPEAN / KAZAKHSTAN ORIGIN**

**First lift:** 500,000 bbls – 2,000,000 bbls

**Contract QTY:** Upto 25,000,000 bbls

**Price:** Gross \$86.00 Per bbl / Net \$82.00 per bbl

**FOB/ TTO:** ROTTERDAM/ HOUSTON / FUJAIRAH/ CHINESE

#### **2. D6 VIRGIN: EUROPEAN/ KAZAKHSTAN /USA ORIGIN**

**First lift:** 50,000,000 MG – 200,000,000 MG

**Contract QTY:** UP TO 200,000.000 MG X 52 Weeks

**Price:** Gross \$1.10 Per gallon / Net \$1.00 per gallon

**FOB/TTO:** ROTTERDAM/ HOUSTON / FUJAIRAH/ CHINESE

#### **3. D2 VIRGIN: EUROPEAN/ KAZAKHSTAN /USA ORIGIN**

**First lift:** 50,000MT – 200,000 MT

**Contract QTY:** Upto 900,000 MT

**FOB:** ROTTERDAM/ HOUSTON / FUJAIRAH

**Price:** \$450.00 per MT Gross \$440.00 PER MT NET

#### **4. EN590 10 PPM: EUROPEAN / KAZAKHSTAN ORIGIN**

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**First lift:** 50,000MT – 200,000 MT

**Contract QTY :** Upto 600,000 MT

**Price:** Gross \$480.00 MT / Net \$470.00 PER MT

**FOB/ TTO:** ROTTERDAM/ HOUSTON / FUJAIRAH/CHINESE

## Note -

All the procedures must start with -

1. LOI to SFL METALS & TRADE LLC, ERIE, PA, USA.
2. FCO from SFL METALS & TRADE LLC
3. Zoom Meeting with the end buyer.
4. Further proceeding with the Suitable Refinery Procedure.

## Procedures -

### 1. DIP & PAY TRANSACTION PROCEDURE FOB - TANK TO TANK

1. Buyer issues ICPO and Company Registration Certificate or any I.D. with TSA for seller's approval.
2. Seller issues Draft Commercial Invoice. Buyer signs and returns the CI to the seller.
3. Seller presents product SGS Report to Buyer's Tank Farm only to verify and confirm product specification.
4. Upon confirmation of SGS report by Buyer tank farm storage company, the seller leases and pays the buyer's tank for 3 days and Buyer does pay his Tank Farm Company for 3 days (**escrow acceptable**) as well alongside the buyer for buyers tank farm to confirm both payments.
5. Seller provides buyer with PARTIAL POP Documents:
  - A. Authority to Sell & Collect (ATSC)
  - B. Letter of Commitment to Supply
  - C. Product Authentication Certificate
  - D. ATV – Authorization For Physical Verification. ATV (Authorization For Physical Verification) is to be signed by the buyer's tank farm and Endorsed.
6. Seller provides buyer with FULL POP Documents:
  - A. Fresh SGS Report less than 48 hours

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- B. Dip Test Authorization- Unconditional
  - C. Injection Report
  - D. Tank Storage Receipt with GPS Coordinates
  - E. Tank Farm Bar-code Information
  - F. Registration Certificate & Export License Copy
  - G. Endorsed Injection Schedule by the buyer & buyer Tank Farm
  - H. Irrevocable Commitment to Supply for Spot and 12 months Contract Injection Schedule signed by buyer & buyer's tank farm.
7. Buyer conducts Dip-Test in seller's tank, via SGS on buyer's cost. Seller injects the fuel into the buyer's tank and buyer makes payment based on Q&Q by MT103 wire transfer/TT according to the final Commercial Invoice, after completion of injection of the agreed volume.
  8. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
  9. Seller pays all the intermediaries involved in the transaction /NCNDA/IMFPA, and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

## **2. DIP & PAY TRANSACTION PROCEDURE FOB - TANK TO VESSEL (TTV)/ VESSEL TO TANK (VTT)/ VESSEL TO VESSEL- SHIP TO SHIP (STS)**

1. Buyer issue ICPO containing the seller's working procedure and banking details along with buyer's nominated TSA, company registration Certificate.
2. Seller issues a Commercial Invoice of the product in tanks at the port, buyer sign and return commercial invoice along with an acceptance letter.
3. Upon receipt of the commercial invoice above, by Buyer's, Buyer within 24 hours Buyer's make 3% Allocation deposit to Seller USA Escrow Account, **(Percentage negotiable with the Escrow Agent).**
4. Seller issues PPOP to Buyer -
  - A. Certificate of Origin
  - B. Bill of Lading
  - C. Ullage Report
  - D. Cargo Manifest

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5. Upon confirmation of successful endorsement of INJECTION PERMISSION AGREEMENT signed by buyer and buyer's Tank Farm.
6. Seller issues to buyer below Product POP .
  - A. Fresh SGS report of less than 24 hours on buyer's company name
  - B. Q&Q Report and Injection Report.
  - C. Authorization to verify physically the product in the sellers' vessel on receipt of vessel arrival.
  - D. Complete Shipping documents.
7. Buyer conducts a Dip test on the product in the vessel and makes the payment for the total value of the product via MT103-TT to enable the injection process into buyer Nominated tanks. Seller transfers title Ownership to the buyer with All export documents required of buyer for the transaction.
8. Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and condition of the sales and purchase agreement contract between buyer and seller.

### **3. COST INSURANCE & FREIGHT PROCEDURE (CIF): 1**

1. Buyer issues an official Irrevocable Corporate Purchase Order (ICPO), with Seller's procedures.
2. Seller issues Sales and Purchase Agreement (SPA) open for amendment via Co-Buyer to Potential Buyer.
3. Potential Buyer countersigns, duly initial by Co- Buyer and sends back to Seller the aforesaid SPA in Acceptance.
4. Seller requests the nominated shipping company to issue the Charter Party Agreement (CPA) for Seller to sign with the shipping company as the Consignee to be shown on the Bill of Lading to whom the shipment is consigned.
5. Seller submits the Contract to the Ministry of Energy for Legalization and final approval and notarization (if required), then Seller furnishes Potential Buyer with the Duplicate Copy of CPA via Co- Buyer along with the following Partial POP Documents:

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- A. Certificate of Origin
  - B. Commitment to Supply
  - C. Product Passport
  - D. Allocation Guarantee Letter
  - E. Statement of Availability of the product
  - F. Commercial Invoice
6. Seller issues the INVOICE instruction of Freight Payment (50/50 between Seller & Potential Buyer). Such payment shall be deducted from the final cargo payment.
  7. All parties involved in this transaction sign the NCNDA/IMFPA to product for all intermediary's commission(s) as payable by each side oneself separately.
  8. Once Receipt of Payment as aforesaid Seller commences loading of the product into the chartered oil tanker vessel and provides the following shipping documents via Co-Buyer to the Potential Buyer after loading: -
    - A. Ocean Bill of Lading
    - B. Fresh SGS Report
    - C. Cargo Manifest
    - D. Certificate of Insurance
    - E. Certificate of Ownership
    - F. Ullage Report
    - G. SDS (Safety Data Sheet)
    - H. The Quota Allocation Certificate issued by the Ministry of Energy.
  9. Upon vessel arrival at the Discharge Port, Seller issues ATB/DTA via Co-Buyer to Potential Buyer and meantime directs the captain to dock with the shipping agent along with the inspection team to conduct Dip Test in the Vessel Tanker to confirm Q&Q.
  10. Upon successful RESULT of Dip Test, Potential Buyer causes his bank to pay via Swift MT103 by T/T wire.

## **4. COST INSURANCE & FREIGHT PROCEDURE (CIF): 2**

1. Buyer issues Purchase Order upon receipt in acceptance of seller's offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and

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- signing.
3. Buyers sign the Sales and Purchase Agreement Contract back to the seller.
  4. Seller approves Sales and Purchase Agreement Contract. Seller sends letter of contract and below Partial POP Documents to buyer as listed below:
    - A. Commitment to Supply
    - B. Authorization to Sell & Collect (ATSC)
    - C. Statement of Availability of the product,
  5. Buyer issues their Financial Guarantee pre-advise (SBLC) to cover the first shipment to the seller's bank in Five (7) working Days.
  6. If Buyer fails to issue SBLC MT760 in 5 working days, in alternative buyer shall make Security Guarantee Deposit of 3% via T.T Wire from total value of the first shipment to seller fiduciary bank Account as performance to secure the allocation which will be deducted from the first shipment.
  7. Upon confirmation of buyer's SBLC or Security Guarantee Deposit of 3% via T.T Wire to Fiduciary seller's bank, seller will issue 3% Performance Bond, Full POP and Shipping Documents via SWIFT bank-to-bank as shown below:
    - A. Product Allocation Export Permit,
    - B. Allocation Title Ownership Certificate,
    - C. Contract to transport the product to the loading port,
    - D. Port storage agreement,
    - E. Charter party Agreement to transport the product to discharge port,
    - F. Tank Storage Receipt,
    - G. SGS Quality and Quantity Certificate,
    - H. Bill of Lading,
    - I. Vessel Questionnaire 88.
  8. Shipment commences and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS Inspection and makes operative SBLC or makes payment for the full shipment via TT Wire or MT103

## 5. TTO APPROVED WORKING PROCEDURE

1. Buyer issues ICPO with Seller procedure.
2. Seller issues draft contract / MOU (open for any amendments) to Buyer, Buyer signs, seals, and returns the draft Contract to the Seller for final endorsement.
3. Seller issues takeover commercial invoice for review and endorsement by all parties. Buyer signs and sends back the contract.
4. Upon receipt of the commercial invoice above, by Buyer's, Buyer within 24 hours Buyer's make 3% Allocation Title Ownership Transfer deposit to Seller USA Escrow Account, **(Percentage negotiable with the Escrow Agent)**. Seller Transfer Product Title to Buyer's

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Company, for buyer to engage full set of proof of product along with shipping documents

5. Seller issues Proof of Product and Shipping Documents as listed below;
  - A. Product Origin Certificate.
  - B. Product Passport Certificate.
  - C. Official Guarantee Letter.
  - D. Bill of Lading.
  - E. Invoice for allocation title ownership transfer f. Onboard product Statement of availability.
  - F. Cargo Manifest h. Vessel Q88.
6. Seller issue original POP Documents to Buyer, The Ship's Owner entrusts and Authorize shipping agency to handle maritime registration and the port authority issues the "notice letter of ship discharging goods" while Buyer pays in full after positive SGS/CIQ or equivalent inspection at the discharge Port via T/T wire transfer
7. Mandates/ intermediaries receive their Commissions according to spot delivery Kindly issue your ICPO, inserting our bank approved working procedure for further proceedings.

## **6. F.O.B. FREE ON-BOARD ROTTERDAM /HOUSTON TANK TO VESSEL PROCEDURE (DIP AND PAY)**

1. Buyer issues official ICPO addressed to the refinery or representative.
2. Buyer sign and return to seller along with verifiable CPA, Hub number, Port Clearance.
3. Seller issues Commercial Invoice. Buyer signs CI and returns to seller.
4. Buyer extends the seller's tank for 4 days and receives full GPS coordinates of the tanks, hub numbers, and terminal access permit.
5. Seller issues to the buyer the partial proof of product documents:
  - A. ATSC - authority to sell and collect
  - B. DTA - Dip Test Authorization
  - C. Product passport - product analysis report from a renowned inspection company.
  - D. Statement of product availability
  - E. Commitment letter to supply
  - F. ATV – authority to verify the existence of a product via email or phone call.
  - G. Fresh SGS (less than 72hrs)
6. Dip test is conducted immediately with the buyer's team to obtain a fresh SGS report and confirmed quantity.

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7. After a successful dip test in the seller's tanks, the buyer takes over the seller's tank or the seller injects into buyer's vessel / tank and buyer conducts its dip test inspection for Q&Q of the petroleum products aboard vessel / tank.
8. 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 or vessel through the means of MT103 - TT.
9. 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.
10. The seller pays all intermediaries involved in the transaction

Note: Please note that the prices of the products mentioned above, are duly assigned by the refinery and are subject to change timely, depending on the fuel market statistics.

A business card for SFL Metals and Trade LLC. The card is white with blue text. It reads: 'SFL Metals and Trade LLC, 83-2288452 PA, USA'. There is a handwritten signature in blue ink over the text.

**Dr. Divya Madan,**  
(Director & CEO)  
**SFL METALS & TRADE LLC**  
(Direct Vendor to Refinery)