

SOFT CORPORATE OFFER | REF NO: HOCPO0223 | FOR PLANNING



We offer a comprehensive range of products to meet a variety of energy needs. From fueling your car with high-performance petrol and diesel to keeping industrial machinery running smoothly with specialist lubricants, we have a solution for every requirement adhere strictly to specifications and meet the standards set forth by SGS or comparable benchmarks.

### Commodities and Prices:

#### Fuel oil cst-180.

cif price gross: \$ 510.00 per metric ton / cif price net \$ 500.00 per metric ton

fob price gross: \$ 580.00 per metric ton / fob price net: \$ 570.00 per metric ton.

#### Virgin fuel oil d6

cif price gross: \$ 0.97 per gallon /cif price net: \$ 0.95 per gallon

fob price gross: \$ 1.10 per gallon /fob price net: \$1.08 per gallon.

#### Mazut m100

cif price gross: \$ 580.00 per metric ton /cif price net: \$ 570.00 per metric ton

fob price gross: \$ 610.00 per metric ton/ fob price net: \$ 600.00 per metric ton.

#### Jet fuel 54

cif price gross: \$ 84.00 per barrel/ cif price net: \$82.00 per barrel

fob price gross: \$ 88.00 per barrel / fob price net: \$86.00 per barrel.



## HUDSON OIL CORPORATION POLAND

### Liquidified petroleum gas. (lpg)

cif price gross: \$ 590.00 per metric ton/ cif price net: \$ 580.00 per metric ton  
fob price gross: \$ 610.00 per metric ton /fob price net: \$ 600.00 per metric ton.

### Liquefied natural gas (lng)

cif price gross: \$ 570.00 per metric ton/ cif price net: \$ 560.00 per metric ton  
fob price gross: \$ 598.00 per metric ton / fob price net: \$ 596.00 per metric ton.

### Diesel Gas D2 Oil

cif price gross: \$ 480.00 per metric ton/ cif price net: \$ 470.00 per metric ton  
fob price gross: \$ 530.00 per metric ton/ fob price net: \$ 520.00 per metric ton.

### Urea 46% prilled & granular

cif price gross: \$580.00 per metric ton / cif price net \$ 570.00 per metric ton

### Sulfur granular.

cif price gross: \$300 per metric ton /cif price net \$290.00 per metric ton

### Jet A1 fuel

cif price gross: \$ 84.00 per barrel/ cif price net: \$82.00 per barrel  
fob price gross: \$ 88.00 per barrel / fob price net: \$86.00 per barrel.

### Ulsd -en590 10ppm

cif price gross: \$ 540.00 per metric ton / cif price net: \$ 530.00 per metric ton  
fob price gross: \$ 560.00 per metric ton / fob price net: \$ 550.00 per metric ton.

### Petroleum coke

cif price gross: \$ 380.00 per metric ton / cif price net \$370.00 per metric ton

### Light cycle oil

cif price gross: \$540.00 per metric ton /cif price net: \$530.00 per metric ton  
fob price gross: \$560.00 per metric ton / fob price net: \$550.00 per metric ton.

### Other products

bitumen grade 60/70 and 80/100:

cif price gross: \$450 per metric ton /cif price net: \$440 per metric ton

### Gasolene 89 octanes

cif price gross: \$ 540.00 per metric ton / cif price net: \$530.00 per metric ton  
fob price gross: \$ 570.00 per metric ton /fob price net: \$ 560.00 per metric ton.

### Base oil

cif price gross: \$440 per metric ton / cif price net: \$430 per metric ton  
fob price gross: \$480 per metric ton /fob price net: \$470 per metric ton.



# HUDSON OIL CORPORATION POLAND

## **1) TANK TO VESSEL DIP AND PAY PROCEDURES FOB ROTTERDAM**

1. Buyer accepts seller's working procedure and issues ICPO, CIS , and Proof of Funds to the Refinery via their representative
2. The seller issues a sales contract and Proforma invoice; the buyer signs and returns the sales contract on the due date along with the Buyer's tank storage agreement.
3. The Seller issues the following POP (inspection report) to the buyer for evaluation:
  - Certificate of Quality and Quantity.
  - Tank To Vessel Injection Agreement
4. The buyer makes a guaranteed deposit of 5% to the Refinery. The seller then issues an Authorization to Verify (Physical) and an Unconditional Dip Test Authorization letter. Buyer orders an independent Quality and Quantity Surveyor or equivalent inspection to conduct the Dip Test of the product (Optional) in the Seller's Tank at the Buyer's expense for SGS.
5. Buyer provides their Notice of Readiness (NOR) to receive the product. The Seller and buyer coordinate with the injection firm to initiate the injection of the fuel into the buyer's vessel. The seller Issues to the Buyer a Title holder transfer agreement and an NCNDA/IMFPA between all intermediaries involved for commission payment to be signed by the buyer and seller before Injection.
6. Upon completion of the injection into the buyer's vessel the Buyer makes a balance payment by MT103 TT wire transfer for the total product upon confirmation of the product payment, the seller issues to the buyer the below documents:
  - . Authorization to collect and sell
  - . Certificate of Ownership
  - . All export documents.
7. Seller will release commission payments to the intermediaries involved within three (03) working days of receiving the Payment for the product from the Buyer's bank.
8. Seller issues draft Sales and purchase agreement to the buyer to review for twelve (12) monthly contract deliveries with role and extension.
9. Buyer reviews and approves the Sales and purchase agreement and issues Letter of credit, Standby letter of credit, or Documentary letter of credit (non-transferable) auto revolving for 12 months shipment value, for the length of contract and for each lift per schedule.
10. The subsequent delivery shall commence according to the terms and conditions of the contract; Seller pays commissions to all intermediaries as per IMFPA/NCNDA within three (03) working days after receiving the product payment from the buyer.



# HUDSON OIL CORPORATION POLAND

## **2) TANK TO TANK FOB DIP AND PAY PROCEDURES (Rotterdam, Houston)**

1. Buyer accepts the seller's working procedure and issues ICPO to the End seller via the Seller's representative.
2. Seller issues contract, proforma invoice, and corporate profile | CIS, and Buyer signs and returns contract on the due date along with Buyer tank storage agreement (TSA).
3. The Seller issues the following PPOP to the buyer for evaluation:
  - Seller's Tank storage agreement
  - Tank to Tank Injection Agreement
4. Upon receipt of the signed Tank to Tank agreement between the buyer and its storage company confirming readiness to receive the product and engage the injection from Sellers' tank to the Buyer's Tank in situ (Stock Transfer), the seller will then issue an injection report, a copy of the Q&Q analysis Report, an Authorization to Verify, and an Unconditional Dip Test Authorization letter to the Buyer. Buyer orders SGS, CIQ, or equivalent inspection to conduct Dip Test of the product (Optional) in the Seller's Tank at Buyer's expense.

**NOTE: If the buyer fails to provide the endorsed Tank, in situ agreement between the buyers and its storage company within five (05) business days, then the buyer shall pay a 2% guarantee deposit to the supplier and the buyer will take over the seller's tank**

5. The Seller, and buyer coordinate with the injection firm to initiate the injection from Seller's tank to the Buyer's Tank, in situ (Stock Transfer). Seller issues to the Buyer Title holder transfer agreement and NCNDA/IMFPA between all intermediaries involved for commission payment to be signed by the buyer and seller prior to Injection.
6. Upon completion of the injection to the buyer's tank, the Buyer makes payment by MT103 TT wire transfer for the total product. Upon confirmation of the product payment, the seller issues to the buyer the below documents
  - . ATCS
  - . COO
  - . All export documents.
7. Seller will release commission payments to the intermediaries involved within three (03) working days of receiving the Payment for the product from the Buyer's bank.
8. Seller issues draft Sales and purchase agreement to the buyer to review for twelve (12) monthly contract deliveries with role and extension.
9. Buyer reviews and approves the Sales and purchase agreement and issues Letter of credit, Standby letter of credit, or Documentary letter of credit (non-transferable) auto revolving for 12 months shipment value, for the length of contract and for each lift per schedule.
10. The subsequent delivery shall commence according to the terms and conditions of the contract; Seller pays commissions to all intermediaries as per IMFPA/NCNDA within three (03) working days after receiving the product payment from the buyer.



# HUDSON OIL CORPORATION POLAND

## **3) VTTO PROCEDURE (VESSEL TITLE TAKEOVER)**

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract with Proforma invoice for buyer's review and signing.
3. Seller issues the Proof of Product documents in the buyer company's name as listed below.
  - Ullage Report after loading
  - Cargo Manifest
  - Notice of Readiness
  - Vessel Q88.
  - Master receipt of documents
  - Receipt of Sample
  - Vessel Tank Data
  - Vessel's Quantity at Loading
  - Bill of Lading
  - Invoice for 2% (Security deposit)
4. The buyer makes a guaranteed deposit of 2% via MT103. Upon receipt of the buyer's payment, the seller issues Certificate of Quality and Quantity (SGS report) and certificate of Origin. The seller notifies the vessel master to re-route the vessel to the buyer's discharge port.
5. Seller and Buyer sign the title transfer affidavit and the title ownership certificate is issued in the buyer's company name.
6. The buyer provides their shipping agent contact information for the ship owner to open communication, issue a Notice of Readiness (NOR) and Power of Attorney to the buyer's shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge ports.
7. Seller instructs the vessel master to send the complete set of maritime and shipping documents to enable the buyer shipping agent to file for the maritime report and make all preparations to receive the vessel tanker at the destination port terminal.
8. Upon arrival of the vessel tanker at the destination port and completion of CIQ inspection, the buyer pays for full cargo value via MT103/TT Wire within three banking days
9. Seller pays the intermediaries within three banking days after receipt of payment of the product from the buyer.

#### **4) CIF TRANSACTION SELLING PROCEDURES**

1. Buyer issues ICPO with sellers' procedure along with the Buyer's CIS to Refinery via their representative.
2. Seller Issues Sale and purchase Agreement (SPA) and Commercial Invoice. Buyer reviews, amends, signs, and returns the CI and SPA to Seller within 3 banking days.
3. Seller issues to the Buyer via email the following transaction documents:
  - A. Commitment to supply
  - B. Statement of product availability
  - C. ATCS. The buyer confirms the receipt of the documents by mail and issues a confirmation letter within 24hrs.
4. The buyer pays the Refinery 2% of the total cargo value. The Seller then makes arrangements for the chartered freight vessel with a renowned shipping company for the transportation of the product to the buyer's designated discharge port. Both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company. **(The 2% fee will be deducted when the Buyer is paying for the total product cost).**
5. After completing the above, the Seller issues the Buyer a product title transfer agreement. The buyer signs and returns it. The seller legalizes the joint Contract with the authorities in charge and sends the buyer the legalized contract and the certificate of product title transfer. Then, the seller proceeds with the port and customs clearance of the product and all internal routine operations accordingly.
6. 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 to release the below Proof of Product Documents:
  - ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - ~ Injection Report
  - ~ Product Allocation Certificate.
  - ~ Authorization to sell and collect.
  - ~ Allocation Title Transfer Certificate.
  - ~ Export License
  - ~ Export Approval
  - ~ Tank Receipt.
  - ~ Dip Test Authorization.
7. The product SGS inspection charges will be borne by the Seller at the loading port. The Refinery Rep invites the buyer for visitation to witness the final SGS inspection and a TTM for negotiation for future transactions (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
8. Loading & Shipment of the product commences as per schedule. Upon the Vessel's arrival and finalization of SGS at the destination port, the Buyer releases payment via MT103 / telegraphic transfers (TT) within 5 banking days to the Seller for the total shipment value after discharge of the product at the destination port and receipt of the entire relevant shipping and export documents. Seller, within 72 hours, pays the intermediaries involved according to signed & notarized IMFPA.



9. Seller issues draft Sales and purchase agreement to the buyer to review for 12 monthly contract deliveries with role and extension.

10. Buyer reviews and approves the Sales and purchase agreement and issues Letter of credit, Standby letter of credit, or Documentary letter of credit (non-transferable) auto revolving for twelve (12) months shipment value, for the length of contract and for each lift per schedule.

11. Upon the product's arrival at the port of delivery the vessel captain will hand over the entire original POP documents to the buyer's or buyers' representative, the buyer pays for each shipment after SGS, CIQ, or equivalent inspection at the discharge port, the Buyer release payment within 5 to 7 banking days via MT103 / telegraphic transfers (TT) on each monthly quantity delivery.

12. The subsequent delivery shall commence according to the terms and conditions of the contract; the Seller pays commissions to all intermediaries as per IMFPA/NCNDA 72 hours after receiving the product payment from the buyer.

HUDSON OIL CORPORATION POLAND  
Spółka z o.o.  
02-182 Warszawa, ul. Ruchliwa 15  
NIP 1070021545, REGON 145946800

