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**COMMODITY LIST AND PRICES**

diesel fuel en590-10ppm

- 1、 min. Quantity: 50.000 mt
- 2、 Max. Quantity: 200.000 mt per month. Price cif: \$380 Fob: \$375
- 3、 payment terms: mt103 & tt
- 4、 origin: georgia

**JSC GEORGIAN OIL AND GAS CORPORATION**  
**FOB VESSEL TO TANK (CHINA)**

transaction procedure vessel to tank china or any

1. upon acceptance of seller' s procedure by mail, buyer issues purchase order (icpo), together with tsa.
2. upon acceptance of buyer icpo/tsa, seller issues commercial invoice (ci) to be signed by seller and buyer.
3. buyer signs the commercial invoice and returns to the seller the signed ci. the seller issues the pop documents as shown below:
  - A.q&q report
  - B.ullage report
  - C.clean-on-board ocean bill of lading / q88
  - D.export license
  - E. cargo manifest
4. upon buyer confirmation of the above pop on the arriving loaded vessel, buyer provide below tank details within 3 days to enable seller commence injection once the vessel is moored;
  - A.tank receipt valid for 7 days
  - B.notice of readiness issued by storage tank company c.authority

letter to verify / inject

5. upon vessel arrival at buyer' s nominated port, vessel captain shall berth the vessel at the buyer' s tank terminal for injection process to take place and trans loading / injection commences and upon completion of injection into buyer' s tank, the sgs inspector' s team will be invited for carrying out the dip test q&q.
6. upon successful q&q including dip test, buyer pays for product by wire transfer / swift mt 103 into the seller' s account.
7. seller transfers the ownership of the product to the buyer and hands over all documents including certificate of origin.
8. seller pays commissions to all intermediaries. both parties proceed with the signing of a 12 month fob contract upon completion of the first trial order, payment sbic + mt103 for long term contract.

### **CIF PROCEDURE TO ANY SAFE PORT**

1. buyer issues icpo (irrevocable corporate purchase order) with cpa (charter party agreement) from buyer's shipping company after acceptance of seller's terms and procedure.
2. seller issues draft contract, buyer countersigned and returns back for seller to proceed.
3. seller request notice of readiness from the buyer shipping company to verify the vessel.
4. upon buyer vessel verification, seller issues partial pop documents to buyer to verify the availability of the product
  - \*product passport,
  - \*dip-test certificate,

- \*refinery commitment to supply,
- \*refinery statement of product, availability
- \*certificate of origin.

ncnda/imfpa to be filled and signed by all intermediaries

5. within 72 hours of receipt of above ppop documents, seller and buyer the shipping cost.seller pay 70% and buyer pay 30% each to the buyer' shipping company to transport the product to buyer destination port, which serves as commitment assurance that buyer will not default in the transaction. the payment shall be deducted from the total cost of the product.

6. upon shipping company confirmation of both buyer and seller shipping fee, seller provide buyer with the full pop documents as stated below;

- a) certificate of incorporation
- b) product passport
- c) commercial invoice
- d) company tax payer certificate
- e) fresh q&q report
- f) tank receipt
- g) q88 and quality
- h) export license issued by govnmnt of georgia
- i) certificate of origin
- j) bill of lading
- k) cargo manifest

7. delivery commences as schedule.

8. upon arrival of product at buyer's destination port, buyer conduct dip test inspection of the product by sgs/ ciq inspection and makes payment

for the product (-  
30% shipping cost) by mt103 after q&q inspection.

9. seller makes payments to all involved intermediaries / mandates in accordance with the signed ncnda/imfp

以上内容翻译:

### 商品清单及价格

柴油 en590-10ppm

- 1、最小订货量: 50,000 吨
- 2、最大订货量: 每月 200,000 吨。到岸价: 380 美元; 离岸价: 375 美元
- 3、付款方式: MT103 和 Tt
- 4、产地: 格鲁吉亚

### **格鲁吉亚石油天然气股份公司 FOB 船到罐 (中国)**

交易程序: 船到罐, 中国或任何地区

1. 买方通过邮件接受卖方程序后, 发出采购订单 (ICPO) 和运输安全管理局 (TSA)。
2. 卖方接受买方 ICPO/TSA 后, 发出商业发票 (CI), 由买卖双方签字。
3. 买方签署商业发票并将签字的 CI 交回卖方。卖方发出以下 POP 文件:
  - A. 油品及质量报告
  - B. 空位报告
  - C. 清洁已装船海运提单 / q88
  - D. 出口许可证
  - E. 货物舱单
4. 买方确认上述已装船 POP 文件后, 买方应在 3 天内提供以下油罐详情, 以便卖方在船舶停泊后开始注油;

- A. 储罐收据有效期为7天
- B. 储罐公司签发的就绪通知书 c. 核实/注油授权书
5. 船舶抵达买方指定港口后，船长应将船舶停泊在买方的油罐码头进行注油作业，并开始转载/注油。注油完成后，SGS检验团队将受邀进行浸油测试(Q&Q)。
6. 成功完成Q&Q（包括浸油测试）后，买方通过电汇/Swift Mt 103将货款支付到卖方账户。
7. 卖方将产品所有权转让给买方，并移交所有文件，包括原产地证书。
8. 卖方向所有中介机构支付佣金。完成首笔订单后，双方签署为期12个月的FOB合同，长期合同的付款方式为SBLC+MT103。

### **CIF 至任何安全港口的流程**

1. 买方接受卖方的条款和流程后，向买方船运公司签发不可撤销的采购订单(ICPO)，并附上租船协议(CPA)。
2. 卖方出具合同草案，买方签字确认后返回，卖方继续操作。
3. 卖方要求买方船运公司提供就绪通知，以核实船只。
4. 买方核实船只后，卖方向买方出具部分 POP 文件，以核实产品的可用性。
  - \*产品护照，
  - \*浸渍测试证书，
  - \*炼油厂供货承诺，
  - \*炼油厂产品可用性声明，
  - \*原产地证书。

所有中间商须填写并签署 NCNDA/IMFPA。

5. 收到上述 POP 文件后 72 小时内，买卖双方需支付运费。卖方支付 70%，买方支付 30%，买方的船运公司将产品运送至买方目的港，以此作为买方不违约的承诺保证。该款项将从产品总价中扣除。

6. 船运公司确认买卖双方运费后，卖方需向买方提供以下完整的 POP 文件：
  - a) 公司注册证书
  - b) 产品护照
  - c) 商业发票
  - d) 公司纳税人证明
  - e) 新鲜 Q&Q 报告
  - f) 油罐收据
  - g) Q88 和质量报告
  - h) 格鲁吉亚政府签发的出口许可证
  - i) 原产地证书
  - j) 提单
  - k) 货物舱单
7. 按计划开始交货。
8. 产品抵达买方目的港后，买方通过SGS/CIQ对产品进行浸渍测试检验，并在Q&Q检验后通过MT103支付产品款项（扣除30%运费）。
9. 卖方根据签署的NCNDA/IMFP协议向所有相关中介机构/委托人付款。