

**Lab Chemicals International (LCIL) UK is the official representative of a verified supplier/title holder who has been successfully delivering below fuel products to our potential buyers.**

<b>PRODUCT # 1:</b>	<b>JET-A1 AVIATION KERESENE</b>
<b>INSPECTION:</b>	SGS OR SIMILAR
<b>ORIGIN:</b>	GERMANY
<b>MINIMUM QUANTITY:</b>	2 000 000 BARRELS
<b>INCOTERMS:</b>	CIF - COST, INSURANCE FRIEGHT, STS - SHIP TO SHIP TRANSFER, VTO - VESSEL TAKE OVER
<b>*PRICE:</b>	7% DISCOUNT ON NWE PLATTS AND/OR PLATTS US GULF WATERBOURNE ASSESMENTS ( <b>LARGER THE VOLUME, BETTER DISCOUNTS</b> )
	*THE PRICING AGAINST PLATTS IS SET ON THE 'DATE' OF THE PRE-ADVICE (MT799) INWARD TRANSMISSION FOR THE [FIRST] SHIPMENT.  SUBSEQUENTLY, THE PRICING AGAINST PLATTS IS SET ON THE DATE OF THE BILL OF LADING FOR SHIPMENTS [TWO TO TWELVE].
<b>COMMISSION: *</b>	SELL SIDE - 0.5% CLOSED : BUYER SIDE - 0.5%
<b>PAYMENT TERM:</b>	WIRE TRANSFER MT103 "FINAL PAYMENT REMUNERATED SUBSEQUENT TO DELIVERY & QUALITY REPORT AT DESTINATION
<b>BANKING INSTRUMENT FOR CONTRACT:</b>	SBLC - MT760 "AS PAYMENT GUARANTEE" FROM A TOP TIER BANK ISSUED VIA SWIFT MT760
<b>CONTRACT TERM:</b>	12 MONTHS WITH R&E PLUS ADDITIONS ( NO SPOT / TRIAL)

<b>PRODUCT # 2:</b>	<b>GASOIL 10PPM , GASOIL 50 PPM</b>
<b>INSPECTION:</b>	SGS OR SIMILAR
<b>ORIGIN:</b>	GERMANY
<b>MINIMUM QUANTITY:</b>	50,000 MT
<b>INCOTERMS:</b>	CIF - COST, INSURANCE FRIEGHT, STS - SHIP TO SHIP TRANSFER, VTO - VESSEL TAKE OVER
<b>*PRICE:</b>	6.5% DISCOUNT ON NWE PLATTS AND/OR PLATTS US GULF WATERBOURNE ASSESMENTS ( <b>LARGER THE VOLUME, BETTER DISCOUNTS</b> )
	*THE PRICING AGAINST PLATTS IS SET ON THE 'DATE' OF THE PRE-ADVICE (MT799) INWARD TRANSMISSION FOR THE [FIRST] SHIPMENT.  SUBSEQUENTLY, THE PRICING AGAINST PLATTS IS SET ON THE DATE OF THE BILL OF LADING FOR SHIPMENTS [TWO TO TWELVE].
<b>BUYER SIDE COMMISSION: *</b>	SELL SIDE - 0.5% CLOSED : BUYER SIDE - 0.5%
<b>PAYMENT TERM:</b>	WIRE TRANSFER MT103 "FINAL PAYMENT REMUNERATED SUBSEQUENT TO DELIVERY & QUALITY REPORT AT DESTINATION
<b>BANKING INSTRUMENT FOR CONTRACT:</b>	SBLC - MT760 "AS PAYMENT GUARANTEE" FROM A TOP TIER BANK ISSUED VIA SWIFT MT760
<b>CONTRACT TERM:</b>	12 MONTHS WITH R&E PLUS ADDITIONS ( NO SPOT / TRIAL)

## PROCUREMENT & DELIVERY PROCESS

### 1. Commercial Offer

- 1.1. "The Seller" issues a Commercial Offer.
  - The Commercial Offer exhibits information such as Specific Prices, Volume, Load/Discharge Ports, Delivery Timeline, Product Specifications, Etc.
- 1.2. "The Buyer" formalizes and returns the Commercial Offer in conjunction with a Banker Signed Ready Willing and Able (RWA) letter stating to issue a Collateral Instrument on behalf of "The Buyer".
- 1.3. "The Seller" issues an 'Authorization to Verify (ATV)', which is transmitted between Bankers.
  - The ATV is to validate/confirm the Seller's:
    - a) Liquidity.
    - b) Hydrocarbon Trading Experience.

(See Note\* this step is optional only if buyer wants)

### 2. Sales Agreement

- 2.1. "The Seller" issues the Sales & Purchase Agreement.
  - The Sales & Purchase Agreement exhibits information such as Price, Index Discount, Volume, Load/Discharge Ports, Delivery Timeline, Product Specifications, Banking Coordinates, and other tacit data.



**Lab Chemicals**

International  
Catalysts for Analysts

Lab Chemicals International Ltd

Second Floor, Berkeley Square House, Berkeley Square, Mayfair  
London, W1J 6BD Phone +44 (0) 207 993 6060

E-mail [santosh.rout@labchemicalsinternational.com](mailto:santosh.rout@labchemicalsinternational.com)

Website [www.labchemicalsinternational.com](http://www.labchemicalsinternational.com)

- The delivery timeline is contingent on the Volume, Load/Discharge Ports, and Vessel Availability.
3. **Formalization/Banking**
    - 3.1. “The Buyer” formalizes and submits the Sales & Purchase Agreement within (3) Business Days.
    - 3.2. The Sales & Purchase Agreement is lodged with “The Buyer’s” and “The Seller’s” Bank.
    - 3.3. “The Buyer’s” Banker transmits a Pre-Advice via SWIFT MT799.
    - 3.4. “The Buyer’s” Banker transmits the Collateral Instrument via SWIFT MT760.
    - 3.5. “The Seller’s” Banker issues a 2% Performance Bond.
  4. **Loading/Documentation**
    - 4.1. Subsequent to the validation of the Collateral Instrument, “The Seller” loads the vessel (At own expense) and issues the Product & Delivery Documentation.
      - Product & Delivery Documentations are submitted digitally and via courier when created. Documentation comprises of, but is not limited to; Charter Party Agreement, Vessel Questionnaire 88, Vessel/Product Insurance Policy (Lloyds), Commitment to Supply/Commercial Invoice, Statement of Product Availability/Certificate of Origin, Bill of Lading/Cargo Manifest, Ullage Report, Certificate of Quality, Notice of Readiness/ETA to Destination, Etc.
      - “The Buyer” may track and/or communicate with the vessel at their convenience.
      - *Option – If buyer prefers after loading the vessel is handed over to the Buyer. This is also doable.*
  5. **Delivery/Discharge**
    - 5.1. Per standard shipping protocols, “The Shipper” contacts “The Buyer” and “Target Harbormaster” within a 48-hour arrival date/time.
    - 5.2. “The Seller” issues the Authorization to Board (ATB) and the Dip Test Authorization (DTA).
    - 5.3. Customs will accompany “The Buyer” per local rules.
    - 5.4. “The Buyer” executes an MT103 Wire Transfer within (24) hours subsequent to the Quality/Quantity Inspection and in accordance to the final Invoice.
    - 5.5. “The Seller” transfers the Certificate of Ownership (Title) subsequent to the receipt of payment.
    - 5.6. Shore tanks are injected per the harbormaster’s directives.

**Note\*** – If buyer wants - Seller will offer an ATV (Authorization To Verify) to the Buyer after point 1.2 for Buyers Due Diligence (Bank to Bank) on seller financial capacity and hydrocarbon trading experience. This document is transmitted purely between bankers and done subsequent to the receipt of an RWA from the buyer (Step 1.2). This would give you 100% security before proceeding with issuance of your financial instrument.

#### **IMPORTANT NOTES:-**

1. PRODUCT DOCUMENTATION IS NOT CREATED UNTIL THE SELLER PROCURES THE FUEL (AT THEIR OWN EXPENSE) AND THE SELLER DOES NOT PROCURE THE FUEL UNTIL THE COLLATERAL FINANCIAL INSTRUMENT FROM THE BUYER IS IN PLACE.
2. THE SELLER DOES NOT DO SPOT DEALS OR TRIALS. SELLER OPERATES ON WHOLESALE AND ANNUAL CONTRACTS ONLY. OF COURSE, THE BUYER CAN TERMINATE THE CONTRACT IF THE SELLER IS IN VIOLATION OF CONTRACT TERMS.
3. FUEL IS NOT FREELY STORED AND AVAILABLE IN HOPE THERE IS A BUYER WHO CAN PERFORM. THE SELLER ‘DOES NOT’ UNDER ANY CIRCUMSTANCE LOAD A VESSEL OR STORE FUEL IN TANKS (AT ORIGIN PORT) WITHOUT COLLATERAL (BANK INSTRUMENT) FROM THE BUYER. THUS, NO PRODUCT DOCUMENTATION EXISTS NOR IS CREATED UNTIL COLLATERAL IS ESTABLISHED.
4. SELLER DOESN’T DO DIP AND PAY, SPOT OR TRIAL. SELLER DON’T STORE FUEL NOR DO THEY HAVE STORAGES TO DO SO. THE BASICS – SELLER HAVE THEIR VESSELS, THE PRODUCER HAS STORAGES. SELLER HOOK EACH OTHER UP, THEY LOAD. SO LIKE EVERYONE ELSE – SELLER CHARTER THEIR VESSEL, BERTH, HOOK UP AND LOAD. LOADING TAKES PLACE FROM BREMERHAVEN OR HAMBURG, GERMANY.

#### **Questions you may have:-**

- **German origin \*strange\*** - Be advised, the products in question are primarily loaded from the Port of Hamburg, with their Certificate of Origin indicating their German provenance.
- **We also don’t issue proof of funding before verifiable fuel.** - The Seller engages solely in Forward Annual Contracts and does not maintain a fuel inventory for immediate purchase. The Seller will undertake procurement, vessel leasing or chartering, loading, and dispatching (all at their own expense) only upon validation of a collateral (Bank Instrument) by the Buyer. Upon formalization of the Commercial Offer, the Buyer is expected to furnish a Banker Signed RWA to assure the issuance of collateral by the Buyer’s bank. The collateral will be held by the Seller and not transferred, and will be returned upon the fulfillment of the contract. The final payment will be processed through MT103 only AFTER delivery and Q&Q at the port of discharge.
- **Finally, the pricing** - Please be advised that the discounts being offered are not 7 dollars, but rather 7% (Seven Percent), a significant discount by any measure.

Today's prices will vary until the time a contract is signed.

Prices for the 1st Shipment is locked on the day *Pre-Advice (MT799) inward transmission is received*. Shipment 2 to 12 is set on the date of the B/L.

Let's suppose there's a Jet Fuel Buyer issues the *Pre-Advice (MT799) inward transmission* today, he would be offered a 7% discount on today's assessment. Assuming Jet today is \$100/BLS, buyer would be paying \$93/BLS. This is just an example.

Hence, the [Price is assigned] on the 'Date' of the *Pre-Advice (MT799) inward transmission for the 1st shipment*. And The [Price is assigned] on the 'Date' of the Bill of Lading for shipments 2 to 12

- Seller will provide Buyer with a **2% Performance Bond**, which covers all Buyer's cost of issuance of a financial instrument and, in addition, seller will also provide an **insurance policy from Lloyds of London for 110% of the cargo value**, so Deutsche Bank and Lloyds, not seller, are the companies who are ensuring all potential risks and liabilities arising out of our potential future contracts.
- **Bankers:** The Seller's Bankers are Deutsche Bank AG Germany or in certain cases The Industrial Bank Co. Ltd., China
- **The Seller** is a secondary market participant who is a Latvian registered entity conducting business in association with a UK-registered co-venturer. The signatory is a Spanish citizen and is an attorney by profession.

**LPG - LIQUIFIED PETROLEUM GAS - German Origin - discount of 10% based on Saudi Aramco Futures.**

**The products below are in accordance with the specifications requested by "The Buyer" or presented by "The Seller"**



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## PRODUCT COMPOSITION / SPECIFICATION – JET A1

Component	Result
Total Acid, MGKOH/G	0.10
Aromatic Content, VOL%	25
Naphthalene, VOL%	3
Mercaptan Sulphur, WT%	0.003
Total Sulphur, WT%	0.30
Initial Boiling Point, CELSIUS	Report
Final Boiling Point, CELSIUS	300 (572)
Residual, VOL%	1.5
Loss, VOL%	1.5
Flash Point, CELSIUS	38 (100)
Viscosity, CST	8
Gravity, API	37 - 51
Density, KG/M3	775 - 840
Freeze Point JET A-1, CELSIUS	-47.0 (-53)
Heat Content, BTU/LB	18400
Net Heat of Combustion, MJ/KG	42.8
Smoke Point, MM	18
Copper Corrosion, CODE	1
Stability - P, MM HG	25
Preheat Code, CODE	<3
Existent Gum, MG/100ML	7
Water Separation, MSEP	85



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### ULTRA-LOW SULFUR DIESEL 10 PPM (GASOIL 0.001%S) - TECHNICAL SPECIFICATION SHEET

Component	Value
Acid Number, MG KOH/G	0.3 MAX
Appearance @ 25°C	Clear & Bright, Without Undissolved Sediment or Free Water
Ash Content, Mass %	0.01 MAX
Cetane Index	46 MIN
Cetane Number	51 MIN
Carbon Residue, Mass %	0.2 MAX
CFPP, °C	MINUS 5 MAX
Cloud Point, °C	MINUS 1 MAX
Color	2.0 MAX
Conductivity @ 20°C, PS/M	150 MIN
Copper Corrosion 3 HRS @ 50°C	1 MAX
Density @ 15°C, G/ML	0.82 MIN – 0.845 MAX
Distillation T90 (90% Recovered), °C	
Distillation T95 (95% Recovered), °C	360 MAX
Distillation Volume Recovered @ 250°C	65 MAX
Distillation Volume Recovered @ 350°C	85 MIN
Filter Blocking Tendency @ 40°C, MM2/G	2 MAX
Flash Point, °C	61.5 MIN
Kinematic Viscosity @ 40°C, CST	2.0 MIN – 4.5 MAX
Lubricity @ 60°C, Microns	460 MAX
Oxidation Stability, MG/L	25 MAX
Particulate Matter, MG/KG	24 MAX
Polyaromatic Hydrocarbons, Mass %	11 MAX
Pour Point, °C	
Sulfur Content, PPM	10 MAX
Water Content, MG/KG	200 MAX
Water & Sediment, Volume %	0.05 MAX
Odour	Merchantable