

VEGETABLE OILS

PROCEDURES

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- 1- Buyer sends LOI
- 2- Seller's agent issues SCO and sends it directly to buyer
- 3- The buyer, within 5 working days:
 - a- Signs the SCO and issues an ICPO including a soft probe authorisation signed and his bank sends it to the seller's agent.(The ICPO by the buyer must be issued according to ICPO sample reported on the last page)
 - b- Signs and notarizes an IMFPA to pay the intermediaries, if any, and send it to the seller's agent with documents above.
- 4- Seller's bank check the soft probe and if this is positive, requires to bank of buyer a RWA.
- 5- Buyer's bank issues a RWA and sends it to seller's bank by SWIFT MT 799 and the buyer sends a copy of this RWA to seller's agent.
- 6- The bank of seller, checked the RWA, sends a RW Aby SWIFT MT 799 with a guarantee that the seller is capable and ready to load and deliver (and with PB 2% and PPOP or similar documents as the two banks have accorded).
- 7- The seller, received the approval of his RWA from buyer, within 5 working days, issues the draft contract (CTR) and sends it to the buyer, open for any simple changes.
- 8- The buyer, checked this document, within 5 working days, signs the draft contact and sends it to the seller's agent.
- 9- The seller checks and countersigns the draft contract and sends it to the buyer.
- 10- The buyer instructs his bank to issue, within 5 working days, the guarantee / financial instrument in one of the following forms:
 - a- BG – Bank guarantee
 - b- Or SBLC – Standby Letter of Credit Transferable
 - c- Or IRDLC – Irrevocable Revolving Documentary Letter of Credit Transferable (not always accorded)

These guarantees must have the value of one shipment monthly (x, 000MT) and duration of the contract and one day. These guarantees will be sent via SWIFT MT 760 to the bank of seller and receipt copy to seller's agent.
- 11- The seller, after checking of financial instrument, realizes the loading of goods.
- 12- After delivering of the order to the buyer port of destination, after SGS test, against consignees shipping documents, the buyer will pay with SWIFT MT 103, according to buyer and seller's bank.

PROCEDURES TERMS - Small Quantity from 100 MT to 1999 MT – No Payments In Advance

PAYMENT TERM

Upon the signature of the agreement, buyer bank send to seller bank irrevocable, transferable SBLC auto-revolving payable at sign after SGS inspection at loading port, issued for total value shipment every month for the term of the contract.

Procedures

- 1- The buyer issues the LOI
- 2- Seller's agent sends SCO or seller send FCO issues the FCO and sends it to the buyer who signs the document and returns it to seller's agent for acceptance.
- 3- Seller's agent sends pro-forma a ICPO or a draft contract (CTR) to buyer open for amendments.
- 4- The buyer, within 5 working days, signs and sends back ICPO or the draft contract to seller's agent who sends it to the seller.
- 5- The seller shall check and countersign for acceptance the draft contract.
- 6- Together with the CTR signed, the buyer will instruct his bank to issue the proof of funds as annex (POF) with SWIFT MT 799 with SBLC transferable, divisible revolving payable at sign for one supply and sends it to the seller's bank for verification named below in red colour, and will send the receipt of this POF to the seller's agent.
- 7- Upon this step, the seller's bank shall send complete proof of product (POP) with dip test, SGS report, allocation certificate and ISCC with Swift MT 799 to the buyer's bank.
- 8- Seller shall start the loading process after the approbation by buyer of the POP.
- 9- After delivering of the order to the buyer port of loading, after SGS test, against consignees shipping documents, the buyer will pay with Swift MT 720 or MT 103 T/T with accordance from buyer's bank and seller's bank.

By deferred payment up to 60 and 120 days, LC opening

It is a new delivery system, reserved to customers of secure financial reliability. After a full bank data LOI, sent to seller, the client is subjected to a refinery or seller bank verification, on a reliably and economically capable result, the bank will set a payment delay from 60 days or more (up to 120 days) in favour of the customer.

By LC

Upon the signature of agreement (IFCO) and draft contract, buyer's bank open an irrevocable revolving documentary letter of credit TRANSFERABLE and NONOPERATIVE of value of one shipment, issued by prime bank, which shall guarantee each and every payment of goods throughout the life of this agreement. The seller send number registration to ISCC to buyer who will make operational the IRDLC.

Loading of the first tanker vessel shall start within 15 (fifteen) days from receipt of the IRDLC operative by seller's bank. Each and every subsequent tanker vessel shall be loaded, as per attached delivery schedule, upon receipt to full payment of previous delivery via Swift MT 103, for an amount equivalent to the relevant tanker vessel's invoiced quantity value.

SHIPPING DOCUMENTS (2,000 Mt Min)

- 1- Bill of landing marked "freight prepaid" issued to the order of consignee.
- 2- Signed commercial invoice (including packing details)
- 3- SGS certificate of quality and quantity
- 4- SGS certificate of origin
- 5- Certificate of ownership
- 6- Certificate of insurance
- 7- Sustainability certificate
- 8- Phytosanitary certificate, NO OGM and NO radioactivity
- 9- Packing list
- 10- Charter part agreement
- 11- Certification: Eur 1+T2L or form A
- 12- Vessel register certificate (age less than 20 years)

PROCEDURES 2000 MT Min

- 1- The buyer issues the LOI > Without this letter, the deal cannot go ahead and move on to the next step;
- 2- Seller issues the IFCO and sends it to buyer who signs the document and returns it to seller's agents for acceptance.
- 3- Seller issues the draft contract (CTR)
- 4- Buyer, with eventual underline amendments, signs and seals the draft contract and then returns it to seller.
- 5- The seller signs the contract and return.
- 6- Buyer's bank sends via Pro POF for each shipment (non block fund)
- 7- Seller's bank sends POP (pro PUF product)
- 8- Buyer's bank opens an irrevocable revolving documentary letter of credit, transferable and non operative.
- 9- Seller's bank opens 2% of performance bond.
- 10- Seller sends to buyer ICDD registration number certificate and IRDLC becomes operational within 5 working days.
- 11- Seller shall start the loading process within 15 working days after the approbation of operative IRDLC
- 12- After delivering of the order to the buyer port of destination, after SGS test, against consignees shipping documents (with LSCC certificate and sustainability certificate), the buyer will pay with TT swift MT103 with accordance from buyer's bank and seller's bank.