

石油油品交易程序

Oil trading procedures

Our Company oil supplier is Luke Company

我司油品供應商是盧克公司

CIF Transaction Process (ASWP)

CIF 交易流程 (ASWP) :

The buyer provides LOI → The seller provides SCO → Buyer to provide complete and detailed ICPO (The bank coordinates, Photocopy of the passport of the representative and the business license of the company) to seller → Contract of SPA issued by the seller to the buyer → Buyer will sign the contract and send it back to Seller in PDF format → The seller will notarize the contract which has been signed formally → Buyers and sellers send contracts to their respective banks → The seller provides the buyer with part of POP documents → Buyer issues DLC/RDLC (13 times per year) within 5 bank working days → The seller's bank received the DLC/RDLC start the transportation of oil, After 5 days, through bank to bank provides the full set of POP documents for Q88 without leaking outside of the bank, The bill of lading is not provided → Buyer pays the seller the full payment → The transaction is completed.

買方提供 LOI → 賣方提供 SCO → 買方提供完整詳細的 ICPO (銀行座標及公司代表人護照複印本和公司營業執照複印本) 給賣方 → 賣方發出 SPA 草約合同給買方 → 買方將合約簽署完成並用 PDF 格式回傳給賣方 → 賣方將已經簽訂正式後的合約進行公證 → 買賣雙方把合約送到各自銀行 → 賣方向買方提供部分 POP 文件 → 買方在 5 個銀行工作日內簽發 DLC/RDLC (年單 13 次) → 賣方銀行收到信用證就開始進行油品運輸, 5 天后以不落地方式銀行對銀行提供 Q88 全套 POP 文件, 提貨單不提供 → 買方向賣方支付貨款 → 交易完成。

The following is a description:

以下為說明：

- 1. Buyer sends ICPO with full banking details, CP, Passport copy and Company registration.**
買方發送 ICPO 與完整的銀行詳細信息，CP，護照副本和公司註冊營業登記證。
- 2. Seller issue draft contract to Buyer along with verbiage DLC/DLS which shall be open for amendment.**
賣方向買方發出附有詳細清楚的合同草案，DLC/DLS 將開放供修改。
- 3. Buyer reviews and endorsed the final agreed contract and return it to Seller in Word format and PDF format.**
買方審查並認可最終商定的合同，返還給賣方並將其以文字格式和 PDF 格式。
- 4. The seller provides part of the POP documents to the buyer.**
賣方向買方提供部分 POP 文件

Part of the POP document :

部分 POP 文件：

- I. Statement of availability of product : 產品可用性聲明**
 - II. Commitment to supply : 供應承諾**
 - III. Certificate of Origin : 原產地證書**
 - IV. Fresh Copy of Quality and Quantity (Ingenious Analysis Report) :**
質量與數量新產生的副本和（有專門性的分析報告）
- 5. Seller appoints shipping company that will export the product and signs Charter Party Agreement (CPA),to be endorsed by both Seller and Buyer.**
賣方指定將出口產品的船運公司並簽署特許方協定（CPA），由賣方和買方雙方認可。
 - 6. After the signed (CPA) by both parties, Buyer contact the shipping company to have the Product Tracking Reference Report and Analysis to confirm the existence of the storage product at the port terminal – Which is Confirmable, Track-able, and Trace-able for the product reference and existence of the product at the storage tank at the port terminal and finalize the shipping schedule.**
雙方簽署（CPA）後，買方聯繫船運公司進行產品跟蹤參考報告和分析，以確認港口碼頭的存儲產品的存在 - 哪些是可確認的，可跟蹤的，並可跟蹤的產品參考和產品的存在在港口碼頭的儲油罐，最後確定運輸時程表。

7. Buyers bank issues in accordance to seller verbiage DLC/RDLC within 5 Banking working days for the first shipment value to the seller's financial bank to enable the seller proceed with the shipping to the buyer designated port CIF and to release the full POP document the to BUYER via email and also send to the Buyer's bank along with 2% Performance Bond. and If the buyer fails to issue the DLC/RRDLC within 5 Banking working days' buyer and seller will make deposit of the 50% each freight charges on the CPA to the Shipping company within 48 hours as guaranty performance acknowledgment, for us to proceed further with the shipping and the release of the full POP listed below to the buyer, via bank to bank, In which the 50% freight charges on the CPA payment made by the buyer, will be deducted from the total cost of the product face value when the final payment is made.

買方銀行發行根據賣方措辭 DLC/RDLC 在 5 銀行工作日內為賣方的金融銀行的第一次發貨價值，使賣方繼續航運到買方指定的港口 CIF，並釋放完整的 POP 檔給買方，使賣方能夠繼續向買方運送貨物指定埠 CIF 和釋放完整的 POP 文檔的買家通過電子郵件，也發送到買方銀行以及 2% 的履約保證金。如果買方未能在 5 個銀行工作日內簽發 DLC/RDLC，買方和賣方將在 48 小時內將取得成本 50% 的訂金按行為付費 CPA 給航運公司，作為擔保履約確認，對於我們進一步進行運輸和釋放下面列出的全部 POP 給買方，通過銀行到銀行，其中 50% 的運費按行為付費 CPA 由買方支付的訂單的成本付款，將從產品面值的總成本中扣除，當最終付款。

8. Shipment commences immediately as per schedule.

裝運按照計劃立即開始。

9. Upon the arrival of the cargo at destination port and upon inspection of the goods, Seller injects product into Buyer's tank storage, Buyer releases payment via SWIFT MT103 wire transfer to Seller's bank.

貨物抵達目的地港口並檢查貨物後，賣方將產品注入買方的儲罐存儲，買方通過 SWIFT MT103 電匯向賣方銀行付款。

10. Within 3 banking days after successful SGS inspection and quality and quantity survey and on receipt of payment for the product, Seller releases payment to all intermediaries involved as per the signed NCNDA/IMFPA. Subsequently monthly shipments continue and Buyer's bank issues SWIFT DLC MT700 to Seller's bank and Seller's bank issues SWIFT 2% PB with full POP documents.

在 SGS 檢查和質量數量調查成功以及收到產品付款後 3 個銀行工作日內，賣方根據已簽署的 NCNDA/IMFPA 向所有參與的中間人發放付款。隨後每月發貨繼續和買方的銀行發行 SWIFT DLC MT700 給賣方銀行和賣方銀行發行 SWIFT 2% PB 與完整的 POP 文檔。

