

Petroleum Supply Chain Overview

Afri-Fuel-Consult (Pty) Ltd

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1. Introduction

Afri-Fuel-Consult (Pty) Ltd (AFC) is a Botswana-registered physical commodity trading company specialising in the procurement, sourcing, and delivery of refined petroleum products across Sub-Saharan Africa and selected international markets. This document provides a structured overview of the petroleum supply chain as it applies to AFC's operations, covering origin sourcing, logistics, documentation, quality assurance, and final delivery.

AFC operates across the full supply chain spectrum, from FOB origin transactions at Baltic, Belarusian, Middle Eastern, and Asian loading terminals, through to CIF and delivered-basis arrangements serving government entities, corporates, and large-volume commercial buyers.

2. Supply Chain Stages

Stage 1: Origin and Procurement

Refined petroleum products are sourced from approved refinery origins including Baltic terminals (Primorsk, Ust-Luga), Belarusian refineries, Middle Eastern hubs (Fujairah), and Asian trading centres. AFC evaluates each origin on product specification compliance, price competitiveness, loading feasibility, and counterparty credibility before contract execution.

Stage 2: Trade Documentation

All transactions require a complete documentation package prior to cargo movement. This includes: Sales and Purchase Agreement (SPA), Commercial Invoice, Certificate of Origin, Bill of Lading (B/L), SGS or equivalent Quality and Quantity (Q&Q) Inspection Certificate, Customs Export Declaration, and applicable Letters of Credit or payment instruments. AFC maintains strict documentation discipline as a baseline commercial standard.

Stage 3: Freight and Vessel Nomination

Vessel selection is conducted according to voyage requirements, cargo volume, and route risk profile. AFC works with approved shipping agents and charterers to nominate compliant, seaworthy vessels. Charter parties are reviewed for clause alignment with the underlying sale contract, particularly regarding NOR, laytime, demurrage, and port rotation.

Stage 4: War Risk and Marine Insurance

All cargo movements are covered by marine cargo insurance and, where route risk dictates, war-risk insurance. Insurers approved by AFC include both Western P&I clubs and non-Western providers such as Ingosstrakh, Sogaz, PICC, and GIC Re/New India Assurance, depending on route, origin, and counterparty jurisdiction.

Stage 5: Quality Inspection and Quantity Verification

Independent inspection at load port and, where contractually required, at discharge port, is conducted by internationally recognised inspection firms (SGS, Intertek, Bureau Veritas). Inspection covers density, sulphur content, flash point, cetane index, and full EN590 specification compliance where applicable. Q&Q certificates form part of the final document package.

Stage 6: Delivery and Discharge

Final delivery is executed on an agreed Incoterms basis. AFC manages CIF, DAP, and DES delivery structures depending on buyer requirements and destination port infrastructure. Discharge coordination, outturn reconciliation, and demurrage resolution are handled by AFC's logistics desk in collaboration with appointed port agents.

Stage 7: Post-Delivery Settlement

Following confirmed outturn and inspection, final invoicing and settlement are completed in accordance with the payment terms agreed in the SPA. AFC maintains full audit trail documentation for all completed transactions, including copies of all shipping, inspection, and banking records.

3. Risk Management Framework

AFC applies a structured risk assessment to each transaction prior to commitment. Key risk dimensions evaluated include:

- Counterparty credibility and track record
- Origin compliance and sanctions exposure (assessed on a jurisdiction-specific basis)
- Route risk including war risk, piracy, and port congestion
- Payment instrument quality and banking chain integrity
- Freight and insurance availability at viable cost
- Documentary completeness and timeline feasibility
- Force majeure and geopolitical event exposure

AFC does not proceed with transactions where any of the above dimensions cannot be adequately assessed and mitigated. Commercial opportunity is always evaluated alongside operational deliverability.

4. Principal Trade Lanes

Origin	Primary Routes	Typical Basis
Baltic (Primorsk / Ust-Luga)	West Africa, Southern Africa, Asia	FOB / CIF
Belarus Refineries	East & West Africa, Middle East	FOB / DAP
Fujairah / Middle East	East Africa, South Asia, Far East	FOB / CIF
ARA / Rotterdam	West Africa, South America	CIF
Singapore / Jurong	East Africa, Pacific	FOB / CIF

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