



## RUSSIAN FUEL GRADE – PETCOKE FOR INDIAN MARKET

PRODUCT: FUEL GRADE PETCOKE  
ORIGIN: RUSSIAN FEDERATION  
SPECIFICATION: AS PER BELOW  
QUANTITY: 50,000 MT TO 100,000 MT  
TERMS: CIF MÚNDRA (OR OTHER BUYER SPECIFIED INDIAN PORT)  
PRICE: US\$ 90.00/MT (NET) TO THE BUYER, CIF

### TRANSACTION PROCEDURE (Non-Negotiable)

1. Buyer issues LOI and includes CP and Registration and Product Specification
2. Seller issues FCO and includes confirmed buyer's Product-Specifications
3. Buyer confirms FCO including confirmed Seller Product-Specifications, and Buyer KYC / Buyer Information Sheet and returns all to Seller along with a verifiable proof of fund
4. Seller issues draft SPA for Buyer's review and after endorsement returns to Seller after which both parties lodge SPA with their respective Banks.
5. Seller issues Proforma Invoice for First Lift/First Delivery.
6. Buyer's Bank issues to seller bank, draft confirmed irrevocable DLC (as per UPC 600) payable at sight at Port of Discharge for seller's bank approval
7. In response to the draft, Seller bank will issue a pre-advice 2% PBG Swift to buyer bank
8. Buyer bank will issue a pre-advice DLC via Swift and which will be activated with the 2% PB at the same time between both the banks
9. Upon Seller's Bank approval of DLC, within 5-7 working days Seller's Bank sends to Buyer's Bank following original legal documents:
  - a. Fresh SGS report or equivalent; not older than 72 hours,
  - b. Authority to sell,
  - c. License to export,
  - d. Certificate of Origin,
  - e. Company Registration Certificate,



- f. Charter party agreement (Q88).
- g. Seller's Bank also sends a Loading and Delivery schedule.

10. After a maximum of 10 working days Seller loads First Lift/Trial Shipment at Port of Loading.
11. After loading, Seller's Bank sends to Buyer's Bank Commercial Invoice and full set of Bill of Lading.
12. At Port of Discharge Buyer organizes Q&Q by SGS and after positive report Buyer's Bank releases full CI amount to Seller's Bank-account following DLC and simultaneously Title of Ownership is transferred.
13. After successful completion of First Lift/Trial Shipment further supply continues following SPA, whereby timing of deliveries is planned and agreed upon beforehand between Seller and Buyer in a separate Loading and Delivery schedule.
14. Seller pays commissions to intermediaries on Seller-side and Buyer-side as agreed in SPA or separate agreement.

**Notes:**

1. Should Buyer wish to have any change in Product-Specifications, then Buyer should include these changes prior to the endorsement of the FCO.
2. All docs need to be signed and stamped.
3. The standard set of legal documents can vary on a refinery per refinery basis.
4. Buyer is always entitled to do an additional Q&Q by SGS on Buyer's own expense.
5. Q&Q by SGS or another independent surveyor with same international quality standard.



## FUEL GRADE PETCOKE SPECIFICATION : RUSSIAN ORIGIN

QUALITY PARAMETERS	RESULTS
Fixed carbon wt%	80-95
Hydrogen wt%	3.0-4.5
Nitrogen, wt%	0.1 -0.5
Sulphur wt%	4.5-6.5
Volatile Matter wt%	5-15
Moisture ,wt%	0.5-10
Ash wt%	01-10
Density g/cm <sup>3</sup>	1.2—1.6
Aluminium, PPM	15-100
Boron, PPM	0.1-15
Calcium, PPM	25-500



Chromium, PPM	5-50
Cobalt, PPM	10-60
Iron, PPM	50-5000
Manganese, PPM	2-100
Molybdenum, PPM	10-20
Nickel, PPM	10-500
Potassium, PPM	20-50
Silicon, PPM	50-600
Sodium, PPM	40-70
Titanium, PPM	2-60
Vanadium, PPM	5-500
Gross Calorific Value GCV (ADB)	8100 Kcal /Kg
SIZE	ROC