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SUMMARY OF RED ZORIX MESSAGES ON OIL TRADING

Principles · Management · Verification

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Red Zorix Oil Trading: Principles, Management and Verification

A complete collection of one-topic pages. Each page can be read, printed or shared on its own.

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Selling Oil Is Not Just About Price and Product

In oil trading, understanding the buyer is as important as understanding the product.

A buyer does not purchase a product simply because it is available. Whether the buyer intends to consume, process, distribute or resell the product, the purchase must serve a clear commercial purpose and make economic sense within the buyer's own market.

At Red Zorix, we therefore believe that successful sales are not built by simply presenting a product, its specifications and a price. They are built by understanding the business behind the purchase.

Our Approach

- 1 Respect the Customer**
We treat every serious buyer with professionalism, respect and transparency.
- 2 Understand the Customer's Capacity**
We seek to understand the buyer's purchasing capacity, operational capability, financial structure and execution requirements.
- 3 Listen to the Customer**
We listen carefully to what the customer needs, rather than assuming what the customer wants.
- 4 Understand the Customer's Market**
We study the buyer's target market, business model, distribution channels and commercial objectives.
- 5 Understand Requests and Objections**
Questions, concerns and objections are not obstacles to avoid. They are information that helps us understand what must be solved before a transaction can move forward.
- 6 Provide Practical Solutions**
We respond to legitimate concerns with commercially realistic solutions, supported by clear information, documentation and executable procedures.
- 7 Build Confidence Through Evidence**
Trust in oil trading should not depend on words alone. It should be supported by verified information, proper documentation, transparency and demonstrated execution capability.
- 8 Structure the Offer Around the Buyer's Market**
A commercial offer should reflect the buyer's actual market, specifications, logistics, payment structure, delivery requirements and commercial objectives.
- 9 Deliver Commercial Value**
The objective is not simply to sell a cargo. The objective is to provide a product and transaction structure that creates measurable commercial value for the buyer within his target market.

RED ZORIX PRINCIPLE

We do not sell oil by talking about oil alone. We seek to understand who the buyer is, what the buyer needs, where the product will go, how the transaction will be executed, and where the commercial value is created.

For us, successful trading is not merely Product + Price = Sale. It is:

Verified Product + Qualified Buyer + Understanding of the Market + Suitable Commercial Structure + Executable Transaction = Sustainable Business

At Red Zorix, our objective is to build transactions that make commercial sense for all legitimate parties and can move from discussion to documentation, from documentation to execution, and from execution to long-term business relationships.



Oil Supply Chain: More Than Buying and Selling

The oil supply chain is a complete system that manages the movement of product, information, documents, finance and risk from the source to the final buyer.

- 01 Sourcing & Supply**
Identifying reliable producers, refineries, suppliers and legitimate supply sources.
- 02 KYC & Due Diligence**
Verifying identity, authority, ownership, capacity, compliance and counterparties.
- 03 Product Verification**
Confirming product, quantity, specifications, location, ownership and availability.
- 04 Commercial Structure**
Price, pricing formula, quantity, Incoterms, delivery terms and contractual structure.
- 05 Contract & Legal Framework**
SPA, obligations, guarantees, penalties, conditions and dispute mechanisms.
- 06 Trade Finance & Banking**
POF, LC, banking procedures, payment structure and financial risk controls.
- 07 Logistics & Transportation**
Storage, terminal, vessel, loading schedule, transportation and insurance.
- 08 Inspection & Quality Control**
Independent inspection, sampling, quantity measurement and quality verification.
- 09 Documentation Management**
Invoices, B/L, Certificate of Origin, Quality, Quantity, insurance and customs documents.
- 10 Customs & Regulatory Compliance**
Import/export requirements, sanctions, AML, licenses and regulatory obligations.
- 11 Physical Delivery**
Loading, transportation, discharge, transfer of risk and final delivery.
- 12 Settlement & Financial Reconciliation**
Payment, document matching, adjustments, deductions and final settlement.
- 13 Post-Delivery & Risk Management**
Claims, disputes, performance review, risk analysis and continuous improvement.

SUPPLY CHAIN FORMULA

SUPPLY CHAIN = PRODUCT + INFORMATION + DOCUMENTS + FINANCE + LOGISTICS + RISK

FROM VERIFIED SOURCE → TO FINAL DELIVERY

10 Things That Can Destroy an Investor's Capital in Oil Trading

Capital is not usually destroyed by one bad trade alone. It is often destroyed by poor discipline, uncontrolled risk and emotional decisions repeated over time.

- 01 Pride**
After several successful transactions, you may forget risk and begin to believe that you are always right.
- 02 Greed**
Seeking higher profits can lead to larger transaction volumes, excessive leverage or accepting risks beyond your defined limits.
- 03 Impulse**
Entering a transaction based on someone else's ideas, pressure or excitement, without sufficient market knowledge, analysis and verification.
- 04 Envy**
Comparing your results with others can push you to take unnecessary risks simply because someone else appears to be making more money.
- 05 Excess**
Overtrading, overcommitting capital, increasing exposure or taking multiple positions beyond your financial capacity.
- 06 Anger**
Making decisions to recover a loss, prove someone wrong or react emotionally to a dispute can turn a manageable loss into a much larger one.
- 07 Laziness**
Failing to conduct proper KYC, due diligence, product verification, document checks, contract review or risk assessment.
- 08 Overconfidence**
Assuming that a familiar supplier, buyer, product or market will always perform as expected, and therefore reducing controls.
- 09 Ignoring Risk Limits**
Entering a transaction without clearly defining the maximum acceptable loss, exposure, liquidity requirement and exit conditions.
- 10 Emotional Decision-Making**
Allowing fear, greed, pride, pressure, excitement or frustration to replace evidence, analysis and a disciplined decision-making process.

THE PRINCIPLE

PROTECT CAPITAL FIRST. CONTROL RISK SECOND. PURSUE PROFIT THIRD.

In oil trading, profit is an objective, but capital protection is a prerequisite for staying in the market.

5 Common Selling Mistakes in Oil Trading

01 Selling the Product, Not the Value

Do not only talk about the product, specifications and quantity. Explain:

- What problem does it solve?
- What advantage does it offer?
- How does it compare with alternatives?
- What are the price and purchasing terms?
- Can you supply consistently and fulfill your commitments?

A real seller does not simply sell a product. A real seller sells VALUE, CAPABILITY and EXECUTION.

02 Quoting Before Understanding the Market

Do not announce a price before understanding the market, destination, customer requirements, competition and transaction conditions. Know the market and the customer before making the offer.

03 Replacing Evidence with Claims

Do not rely on statements such as "We are direct" or "We have the product." Replace claims with:

Fast + Accurate + Transparent + Verifiable Responses

In oil trading, demonstrated capability is stronger than a claim.

04 Neglecting Professional Follow-Up

Professional follow-up is part of negotiation. It means:

- Summarizing the previous step
- Answering outstanding questions
- Providing required documents
- Confirming the next action
- Respecting agreed timelines

Follow-up is not pressure. It is transaction management.

05 Selling Before Knowing Your Customer

Not every product fits every buyer. Before approaching the market, define:

- Target customer, target market and required volume
- Acceptable terms and commercial objectives
- Risk limits and your actual supply capacity

Successful selling starts with understanding the customer, not with sending a price.

RED ZORIX PRINCIPLE

DON'T JUST SELL THE PRODUCT.

SELL THE VALUE. SELL THE SOLUTION. PROVE THE CAPABILITY. DELIVER THE COMMITMENT.

In Oil Trading, Compete With Yourself

Your strongest competitor should be your own previous performance. Do not waste your energy trying to win on someone else's ground. Build your own ground, improve your capabilities and create your own competitive advantage.

- 01 Improve Yourself**
Focus on becoming more knowledgeable, more disciplined and more capable every day.
- 02 Build Stronger Value**
Create greater value through relationships, networks, knowledge, execution and measurable results.
- 03 Learn from Competitors**
Identify your competitors. Study their performance, strengths and weaknesses. Learn from what they do well and turn those lessons into better results for yourself.
- 04 Follow Professional Rules**
Compete through professionalism, evidence, transparency, reliability and execution, not through unnecessary conflict.
- 05 Measure Your Progress**
Improve your decisions through better results, growth, quality and efficiency.
- 06 Build Your Own Ground**
Develop your own market position, customer base, network, reputation and competitive advantage. Do not spend your energy trying to win on your competitor's ground. Build your own.
- 07 Decide from Data**
Collect facts and market information. Make decisions based on evidence, logic and calculated risk, not emotion, assumptions or pressure.
- 08 Turn Competition into Learning**
Competitors are not only threats. They can also provide market information, benchmarks and lessons that help you improve.
- 09 Control Your Emotions**
Facts help prevent unnecessary conflict, jealousy, personal opposition and emotional reactions.
- 10 Protect Your Opportunities**
The more facts you collect, the less likely you are to enter unnecessary battles, damage your own position or lose valuable opportunities.

RED ZORIX PRINCIPLE

DO NOT COMPETE TO DEFEAT OTHERS. COMPETE TO BECOME BETTER THAN YOU WERE YESTERDAY.

DATA → ANALYSIS → DISCIPLINE → BETTER DECISIONS → BETTER RESULTS

The Oil Trade Is Always Moving

The global oil market is a continuous flow of products, information, relationships and decisions. Every day, buyers and sellers search for opportunities, compare offers, evaluate information and decide whom they can trust.

The Cycle Starts With

- 01 Search**
Finding products, suppliers, buyers and market opportunities.
- 02 Compare**
Comparing price, quality, specifications, terms, logistics and risk.
- 03 Verify**
Checking information, documents, capabilities and transaction conditions.
- 04 Listen**
Understanding what the customer actually needs.
- 05 Ask**
Asking the right questions before making assumptions.
- 06 Solve**
Providing a practical solution to the customer's requirement.
- 07 Create Value**
Demonstrating a real advantage, not simply offering a product.
- 08 Build Trust**
Trust is built through consistency, transparency, evidence and execution.

RED ZORIX PRINCIPLE

DON'T JUST OFFER A PRODUCT.

LISTEN → ASK → UNDERSTAND → SOLVE → CREATE VALUE → BUILD TRUST

That is how commercial relationships become real opportunities in the oil market.

A Real Oil Transaction Is the Reduction of the Gap Between Claim and Proof

In oil trading, a real transaction cannot be established through claims, promises, or written commitments alone. A real transaction begins to take shape when claims can be verified and proven through evidence.

Making a claim is easy. Proving it requires architecture.

Every claim should have supporting evidence. Every piece of evidence should be connected to a real and observable experience or performance. And every real experience should ultimately demonstrate execution capability, a measurable result, and economic value.

Claim → Evidence → Verification → Demonstrated Capability → Execution → Economic Value

This is where commercial talk ends and a real transaction begins.

Following This Chain Creates the Conditions For

Price → Value → Experience → Trust → Preference

When claims are supported by evidence, evidence is verified, capability is demonstrated, and execution produces real results, the commercial relationship begins to move beyond price alone. The buyer can evaluate:

- 01 Price**
Is the offer commercially competitive?
- 02 Value**
What real benefit does the transaction create?
- 03 Experience**
Has the capability been demonstrated in practice?
- 04 Trust**
Can the counterparty be relied upon?
- 05 Preference**
Why choose this counterparty for the next transaction?

PRINCIPLE

Proof creates confidence. Confidence strengthens relationships. Consistent value creates preference.

Team-Based Principles in Oil Trading

In a real oil transaction, the parties should treat each other as commercial partners working toward a common objective.

A successful transaction requires more than price and contractual terms. It requires discipline, coordination, accountability, and respect for the legitimate interests of all responsible parties. The key principles are:

- 1 Mutual Trust**
Build trust through transparency, consistency, verification, and performance.
- 2 Mutual Respect**
Respect each party's position, role, interests, time, and contractual rights.
- 3 Mutual Benefit**
Structure the transaction so that each responsible party has a legitimate and sustainable commercial benefit.
- 4 Effective Communication**
Maintain clear, timely, accurate, and documented communication throughout the transaction.
- 5 Learning and Growth**
Learn from market feedback, transaction experience, challenges, and results to continuously improve.
- 6 Common Objective**
Align the parties around the same transaction objective: a compliant, executable, and successful delivery.
- 7 Supporting Each Other**
Cooperate in solving legitimate operational, commercial, and documentation issues without compromising compliance or contractual obligations.
- 8 Clear Roles**
Each party must understand and accept its specific role, authority, and limits within the transaction.
- 9 Accountability**
Every party must take responsibility for its commitments, decisions, documents, actions, and results.

THE RED ZORIX PRINCIPLE

A real oil transaction is not built by one party winning against another. It is built when every responsible party performs its role, protects the transaction, and receives its legitimate benefit.

Trust creates cooperation. Verification creates confidence. Clear roles create coordination. Accountability creates execution. Mutual benefit creates sustainable business.

Authority and Accountability in an Oil Trading Company

In oil trading, the management structure must clearly define who has the authority to make each decision and who is accountable for its outcome. In a professional oil trading company, it must be clearly established:

- Who is the owner?
- Who is the decision-maker?
- Who is the executor?
- Who is accountable?
- Who is responsible for oversight and control?

Differences of opinion are normal in any company. In fact, constructive disagreement can improve decision-making. The real problem begins when authority is unclear, responsibilities overlap, and there is no clearly identified person accountable for the final decision.

Professionalism Must Come Before Personal Relationships

In a professional company, personal relationships must never replace competence, experience, qualifications, and performance. When professionalism is sacrificed for personal relationships, several problems can arise:

- 1 Decisions based on relationships rather than competence**
People may be given positions or influence because of personal connections rather than their ability to perform the role.
- 2 Demotivation of competent professionals**
Qualified and experienced employees may lose motivation when performance is consistently treated as less important than personal connections.
- 3 Interference and overlapping authority**
People may interfere in decisions outside their assigned authority, creating confusion and weakening management discipline.
- 4 Lack of accountability**
When responsibilities are influenced by relationships, it becomes difficult to identify who is genuinely responsible when a decision fails.
- 5 Increased commercial and operational risk**
In oil trading, poor decisions can result in financial losses, contractual disputes, reputational damage, compliance problems, and legal exposure.

THE MANAGEMENT PRINCIPLE

Ownership, authority, execution, and accountability are different responsibilities and must not be confused. A professional company can have disagreement, debate, and different opinions. What it cannot afford is unclear authority, undefined responsibility, and the absence of a clearly accountable decision-maker.

Relationships may create connections. Competence should create responsibility. Authority must be clearly defined. Decisions must be documented. Execution must be traceable. And accountability must have a clearly identified owner.

15 Essential Questions in an Oil Purchase Strategy

When purchasing an oil product, there are 15 fundamental questions that must be addressed. Under a disciplined purchasing strategy, every answer should be supported by observation, evidence, independent verification, risk assessment, and economic calculation before it enters the decision-making and action process.

- 01 Is the seller a real and legally existing company, and can its identity and authority be verified?
- 02 Is the seller the actual owner of the product, or does the seller have legally verifiable authority to sell it?
- 03 Is the seller's intention to sell genuine and supported by verifiable evidence?
- 04 Does the product actually exist and is it physically available and ready for delivery?
- 05 Does the product meet the agreed quantity, specifications, quality and contractual requirements?
- 06 Is the price genuinely competitive after considering quality, delivery location, logistics, costs and transaction risks?
- 07 Can the agreed loading and delivery schedule realistically be achieved according to the contract and market requirements?
- 08 Are the commercial, ownership, inspection, shipping and export documents genuine, valid and independently verifiable?
- 09 Are all delivery requirements, from inspection, loading and insurance to transportation and final delivery, clearly defined and practically executable?
- 10 Is there an appropriate and enforceable material guarantee or security mechanism to support the parties' contractual obligations?
- 11 Are the legal, financial, banking, operational, compliance and counterparty risks acceptable?
- 12 After calculating all costs, risks and obligations, will the transaction generate a genuine and acceptable profit?
- 13 Do we have a real, qualified and accessible buyer and market for the product?
- 14 Does the transaction have the potential to become a sustainable and repeatable commercial relationship, rather than being only a one-time transaction?
- 15 If the transaction does not proceed as planned, do we have a clear contractual and practical exit route with controlled losses and without disproportionate liabilities?

From Strategy to Decision

A professional oil purchasing process should move through:

Claim → Evidence → Verification → Risk → Economics → Decision → Action

A positive answer to one question alone is not sufficient to justify a purchase. The complete set of evidence must demonstrate that the transaction is credible, executable and economically justified across:

Seller → Authority → Product → Documents → Execution → Risk → Economics → Market → Exit

RED ZORIX PERSPECTIVE

In oil trading, a real opportunity becomes valuable only when it can be verified, executed and converted into controlled economic value. Claims are easy to make. Evidence requires structure. Verification requires discipline. Execution requires capability. Profit requires calculation.

Every important purchasing decision should be based not only on what is promised, but on what can be independently verified, observed, calculated and executed. Ignoring or failing to verify any critical element can result in the loss of capital, time, opportunity, reputation and commercial trust.

Trust should support a transaction, but evidence should drive the decision.

Questions a Seller Should Ask a Buyer

- 01 Is the buyer a real and legally existing company, and can its identity be independently verified?
- 02 Is the person representing the buyer legally authorized to negotiate and conclude the transaction?
- 03 Is the buyer the actual end buyer, a reseller, distributor, or an intermediary representing another party?
- 04 Is the buyer's intention to purchase genuine, specific and supported by a real commercial requirement?
- 05 Does the buyer have a clearly identified market, customer, refinery, distributor or end-user for the product?
- 06 Does the buyer have the financial capacity to complete the transaction under the agreed payment terms?
- 07 Can the buyer provide a verifiable POF or other acceptable evidence of financial capacity through an appropriate banking channel?
- 08 Is the buyer's bank capable of issuing the agreed financial instrument, such as an LC, and can the banking process be independently verified?
- 09 Does the buyer understand and accept the product specifications, quantity, origin, delivery terms, inspection requirements and contractual conditions?
- 10 Is the buyer prepared to follow the agreed transaction procedure without unauthorized changes, delays or additional conditions?
- 11 Can the buyer meet the agreed timeline for contract execution, banking arrangements, inspection, vessel nomination and payment?
- 12 Is the buyer prepared to provide appropriate contractual guarantees or security for its own obligations where required?
- 13 Are the buyer's company, shareholders/representatives, bank, destination, end-use and transaction structure acceptable from a KYC, AML, sanctions and compliance perspective?
- 14 Does the buyer have the operational capability to receive, clear, transport, store and/or distribute the product at the destination?
- 15 If the transaction does not proceed as agreed, is there a clear contractual mechanism for protection, compensation and an orderly exit for both parties?

Seller's Decision Framework

The seller should not evaluate the buyer only on POF or ICPO. The stronger sequence is:

Buyer Identity → Authority → Genuine Demand → Market → Financial Capacity → Banking → Compliance → Execution Capability → Contractual Security → Payment → Delivery

RED ZORIX PERSPECTIVE

A serious seller should qualify the buyer with the same discipline that a serious buyer uses to qualify the seller. A buyer's ICPO is a claim. A POF is evidence of financial capacity, not necessarily proof of transaction commitment. A bank instrument is a financial mechanism, not a substitute for due diligence.

The real question is whether the buyer can demonstrate:

Identity → Authority → Intent → Capacity → Banking → Market → Execution → Payment

Only when these elements are sufficiently verified should the seller move from communication → negotiation → contract → financial commitment → execution. A professional oil transaction requires two qualified parties, not one verified seller and an unverified buyer.



Red Zorix: Direct Buyer and First Buyer-Reseller

Red Zorix operates as a direct buyer and first buyer-reseller of petroleum products. We source petroleum products directly from refineries, authorized suppliers, final sellers, and qualified investment-backed supply parties, subject to the specific commercial structure of each transaction.

Depending on the product, origin, supplier, logistics, and transaction structure, purchases may be concluded under different delivery and payment terms, including:

- FOB
- CIF
- CFR
- DAP / DDP where applicable
- DEP & PAY, where commercially and contractually appropriate

After completing supplier, product, authority, documentation, and transaction verification, Red Zorix resells the products to qualified end buyers, importers, distributors, and industrial consumers.

Our role is therefore not to act as a broker or mandate. We participate as a commercial trading party, purchasing and reselling products while managing the commercial, documentary, verification, banking, logistics, and transaction-execution processes required for each deal.

Our Basic Commercial Chain

Verified Supply → Red Zorix Purchase → Transaction Management → Qualified End Buyer → Delivery & Settlement

The exact structure, payment mechanism, delivery terms, and contractual responsibilities are determined separately for each transaction based on the verified capabilities of the parties and the physical and logistical reality of the product.

Professional Performance in Oil Trading

Professional performance in oil trading is built when you know:

- 1 What do you want?**
Your goal and expected outcome.
- 2 What are your capabilities?**
Capital, network, market access, supply and execution capacity.
- 3 What skills do you have?**
Negotiation, analysis, evaluation, trade management and communication.
- 4 How do you manage risk?**
Identify, verify, control and reduce risk.
- 5 How do you plan to reach your goal?**
Define the route, resources, timeline and responsibilities.
- 6 How do you build trust?**
Through transparency, documentation, performance and proof, not just claims.
- 7 How do you make an agreement?**
Define commercial terms, obligations, responsibilities, guarantees and execution procedures.
- 8 How do you evaluate post-trade performance?**
Identify what worked, what failed and what should be improved.
- 9 How do you assess the potential success and benefit of a deal?**
Based on data, costs, risks, margins and realistic scenarios, not optimism.
- 10 How do you turn your goal into action?**

Decision → Action → Execution → Control → Result

Fear Should Never Replace Decision-Making

In oil trading, success does not always come from being fearless or avoiding risk. Professionals also experience fear. The difference is that they do not allow fear to make decisions for them. Even when they feel uncertain, they analyze and manage the risk, then take action.

Success is not created only in the mind, but the path toward success often begins there:

**Seeing the opportunity → Making a decision → Learning → Continuing → Managing risk
→ Knowing the counterparty → Building trust**

These processes begin in the mind, but they create real value only when they are converted into action and transaction execution. Change requires more than knowledge. We must practice through experience, develop new behaviors, and accept the need to change. Change happens when awareness is converted into action.

Statements such as these can become major barriers to success and profit when they turn into excuses without proper analysis:

- "I don't have the capital."
- "I am afraid of failure."
- "I cannot trust them."
- "This is not the right time."

You may lose the opportunity before you even understand the real reason why a deal could fail. An opportunity should not be buried without proper examination. Fear should not prevent decision-making. And analysis should not continue for so long that someone else takes the opportunity and executes the transaction before you do.

THE PRINCIPLE

In oil trading, professionalism does not mean taking reckless risks, nor does it mean being paralyzed by fear. It means identifying the opportunity, assessing the risk, knowing the counterparty, building trust, and converting awareness into timely action.

Five Animal Mindsets for Success in Oil Trading

Success in oil trading requires more than capital, connections, and market information. It also requires the right mindset and professional discipline. Five animal metaphors can help illustrate these principles:

- 1 The Shark Mindset: Movement for Survival**
Sharks are associated with continuous movement. In oil trading, prolonged inactivity can mean losing relationships, opportunities, market visibility, and momentum. Keep moving. Keep learning. Keep taking calculated action.
- 2 The Eagle Mindset: Focus on the Target**
The eagle represents focus and a wider perspective. In oil trading, you need a clear objective and the discipline to avoid distractions, low-quality deals, and opportunities that do not support your strategy. See the target. Control distractions. Stay focused on execution.
- 3 The Bison Mindset: Facing the Storm**
The bison is often used as a symbol of facing difficult conditions rather than simply avoiding them. Challenges, market pressure, negotiations, and risks are unavoidable, and running away from a problem does not make it disappear. Face the challenge, analyze the situation, manage the risk, and move through it.
- 4 The Fox Mindset: Awareness and Adaptation**
The fox is not a symbol of physical strength. It represents awareness, observation, and adaptability. You cannot always control the market, the seller, the buyer, or changing circumstances, but you can observe, gather information, recognize changes, and adjust your decision when necessary. Sometimes strength means knowing how to adapt intelligently.
- 5 The Ant Mindset: Consistency and Discipline**
Ants do not wait for motivation before they work. They continue their tasks with consistency and persistence. Success is rarely the result of one sudden action. It is built through a series of consistent actions:

Follow-up → Learning → Connection → Verification → Improvement → Action

THE PRINCIPLE BEHIND ALL FIVE: DISCIPLINE

Move like the shark. Focus like the eagle. Face challenges like the bison. Adapt like the fox. Persist like the ant.

Mindset without action is not enough. Action without discipline is not sustainable. Real progress begins when mindset, discipline, and action work together.



7 Important Behavioral Principles in Oil Trading

Success is not determined only by the product, price, or capital. Professional behavior and disciplined decision-making also play a critical role.

- 1 Take Responsibility**
Instead of blaming others or external circumstances, take responsibility for your decisions and actions. You cannot control every market condition, but you can control your response, your decisions, and your actions.
- 2 Trade with Purpose**
Set clear short-term and long-term goals and a defined business vision. Every decision, product, buyer, seller, and transaction should be evaluated against your strategic objectives. Without a clear purpose, every apparent opportunity can take you away from your real direction.
- 3 Manage Your Priorities**
Not everything that is urgent is important. Instead of spending all your time on urgent but low-value matters, focus on the activities that contribute to growth, development, risk reduction, and real results.
- 4 Think Win-Win**
Instead of focusing only on competition or trying to outmaneuver others, focus on cooperation and creating mutual value. A sustainable transaction is one in which the buyer, seller, and other legitimate parties can benefit from a logical and transparent structure.
- 5 Seek First to Understand, Then to Be Understood**
Before judging or defending your position, listen carefully and honestly to the other party. Understand their objectives, needs, and limitations. Then communicate your own position clearly and respectfully. In oil trading, verification, proof, and realism must work both ways: the buyer should be verifiable, and the seller should be verifiable.
- 6 Use the Power of Constructive Differences**
Differences of opinion are not always a threat. Different perspectives, experiences, markets, and interests can create opportunities for more creative solutions and better transaction structures. Manage differences constructively and turn them into better solutions.
- 7 Sharpen the Saw**
Never assume that you have learned enough or that your current method will always be the best method. Continuously improve yourself across four critical dimensions:

Quality → Price → Risk → Execution

Markets change. Buyers change. Sellers change. Risks change. Continuous learning, evaluation, adjustment, and improvement are part of being a professional.

RED ZORIX PERSPECTIVE

Responsibility, purpose, prioritization, cooperation, mutual understanding, verification, adaptability, and continuous improvement must be visible in actual behavior and actual transaction execution. Claims are easy. Professional behavior must be demonstrated in practice.

Decision-Making in an Oil Transaction: Think Like a Tree

Think of an oil transaction as a tree. If you only look at the leaves, you may become occupied with operational details and lose sight of the structure supporting the entire transaction. Professional decision-making moves from the leaves to the roots to understand what must be executed, why it must be executed, and whether the transaction is fundamentally worth executing.

- 1 Leaf-Level Decisions: Operational**
Day-to-day execution. Who does what? Which document needs to be submitted? When should we follow up? How should communication be managed? What is the next action? These decisions keep the transaction moving.
- 2 Branch-Level Decisions: Tactical**
Which option is more suitable for price, payment terms, delivery, logistics, documentation, and negotiation? If one route fails, what is the alternative? Which action creates the strongest possibility of real execution? These decisions determine which direction the transaction takes.
- 3 Trunk-Level Decisions: Structural and Commercial**
Who is the real seller? Who is the real buyer? How is ownership or selling authority verified? What is the transaction structure? How are financial, contractual, banking, logistical, and legal risks managed? Is the structure commercially and operationally executable? The trunk connects the strategy to execution.
- 4 Root-Level Decisions: Fundamental and Strategic**
The roots determine whether the entire tree can survive and grow. Does the product actually exist? Does the seller genuinely have the authority to sell it? Does the buyer genuinely have the capacity and intention to purchase? Does the transaction make economic sense? Are the major risks identifiable and controllable? Is the transaction consistent with the company's long-term strategy, reputation, and objectives?

The Core Principle

The closer a decision is to the root, the greater its impact on the entire transaction. A mistake in the leaves may cause a delay. A mistake in the branches may eliminate a transaction route. A mistake in the trunk may damage the entire transaction structure. But a mistake in the roots can mean that the entire transaction was built on a false or unverified foundation.

Healthy Roots → Strong Trunk → Right Branches → Effective Execution

RED ZORIX PERSPECTIVE

Do not start with execution details. Start by proving the foundation of the transaction.

Evidence before assumption. Structure before execution. Verification before commitment.



7 Factors of Success and 7 Factors of Failure in Oil Trading

Success or failure in oil trading is rarely accidental. It is usually the result of multiple choices, decisions, behaviors, and factors that are managed either correctly or incorrectly.

7 Factors of Success

- 1 Deep Market Knowledge and Understanding Customer Needs**
Understand supply, demand, pricing, competition, market conditions, and, most importantly, the real needs of customers.
- 2 Strategic Thinking and Data-Based Decision-Making**
Important decisions should be based on reliable information, analysis, and evidence, not simply on emotions or assumptions.
- 3 Efficient Resource Management and Higher Productivity**
Manage capital, time, human resources, relationships, and other resources effectively to achieve better results with less waste.
- 4 Flexibility and Continuous Learning**
The oil market is constantly changing. A professional company must learn from experience, mistakes, feedback, and market developments and adapt accordingly.
- 5 Accurate Planning and Realistic Goal Setting**
Goals should be clear, measurable, and aligned with the company's actual resources, capabilities, and market conditions.
- 6 Building a Strong Thinking Team and Motivating Employees**
Sustainable business is not built by one person alone. It requires a team that can think, take responsibility, execute, and remain accountable for results.
- 7 Focusing on Value Creation for Customers and Society**
The objective is not simply to complete a transaction. It is to create real value through the right product, proper execution, risk reduction, and a better customer experience.

7 Factors of Failure

- 1 Lack of Market Knowledge and Understanding of Real Customer Needs**
Selling a product that the market does not need can lead to failure, even when the price appears attractive.
- 2 Emotional Decision-Making Instead of Logical Analysis**
Unjustified trust, haste, fear, greed, or excitement can replace proper analysis and verification.
- 3 Poor Resource Management**
Mismanagement of capital, time, human resources, and business relationships can significantly reduce execution capacity.
- 4 Lack of Clear Planning and Objectives**
When the destination, strategy, priorities, and performance criteria are unclear, high activity does not necessarily lead to progress.
- 5 Resistance to Change and Failure to Learn**
A changing market gradually leaves behind companies that refuse to learn, adapt, and improve.
- 6 Selecting or Retaining Inefficient People and Resources**
The wrong team can undermine even a well-designed business strategy during execution.
- 7 Excessive Focus on Competitors Instead of Customers**
Competitors matter, but commercial decisions should begin with customer needs, value, and behavior, not simply with reactions to competitors.

CONCLUSION

Success in oil trading is built on three fundamental elements:

Knowledge → Planning → Correct Execution

For sustainable success, these must be supported by Continuous Evaluation → Learning → Improvement. Having an opportunity is not enough. The real difference comes from recognizing a genuine opportunity, managing its risks, and executing it correctly.



7 Factors of Success in a Real Oil Transaction vs. 7 Warning Signs of a Deal at Risk

A transaction should not be judged by promises, attractive prices, or impressive documents alone. A real transaction is built through verification, evidence, capacity, financial readiness, clear contractual obligations, and correct execution.

7 Factors of Success in a Real Oil Transaction

- 1 **Verified Parties**
The buyer and seller are identifiable, legitimate, authorized, and capable of performing their contractual obligations.
- 2 **Verified Product and Supply**
The product, quantity, specification, origin, availability, and supply capacity can be independently verified.
- 3 **Clear Commercial Terms**
Price, Incoterms, quantity, delivery location, payment terms, timelines, commissions, and responsibilities are clearly defined.
- 4 **Financial Readiness**
The parties have the required financial capacity, and payment instruments and banking procedures can be independently verified.
- 5 **Strong Contractual Structure**
Clear contracts, obligations, conditions precedent, performance requirements, remedies, and appropriate protections for both parties.
- 6 **Physical and Operational Execution**
Storage, terminal, vessel, loading, inspection, documentation, logistics, and other operational requirements are realistically available and coordinated.
- 7 **Continuous Verification and Controlled Execution**
Critical claims are verified before commitments are made, risks are monitored throughout, and each stage is completed before moving to the next.

7 Warning Signs of a Deal at Risk of Failure

- 1 **Unverified Identity or Authority**
The party cannot clearly prove who they are, who they represent, or whether they have the authority to sell or buy.
- 2 **Claims Without Independent Proof**
Large quantities, refinery access, product availability, title, allocation, or supply capacity are repeatedly claimed but cannot be independently verified.
- 3 **Constant Changes in Terms**
Price, quantity, payment procedure, loading location, seller identity, or contractual conditions repeatedly change without a commercially reasonable explanation.
- 4 **Pressure to Commit Before Verification**
The party pushes for money, documents, signatures, financial commitments, or other irreversible actions before essential verification is completed.
- 5 **Weak or Unclear Banking Process**
Banking arrangements are vague, inconsistent, unverifiable, or disconnected from the actual contractual parties and transaction structure.
- 6 **No Credible Physical Execution Path**
No convincing evidence of the terminal, storage, product, vessel, inspection, loading window, or logistics required to execute the transaction.
- 7 **Repeated Delays, Excuses, and Broken Commitments**
Deadlines repeatedly pass without execution, explanations constantly change, and promised actions are not supported by measurable evidence.

RED ZORIX PERSPECTIVE

In real oil trading, trust is not a substitute for verification. The practical sequence is:

Claim → Verification → Evidence → Contract → Financial Readiness → Physical Execution → Delivery

A real oil transaction does not become real because people say it is real. It becomes real when the critical claims can be verified and the transaction can actually be executed.

Evidence over claims. Verification before commitment. Execution over promises.

Negotiation Structure in a Successful Oil Transaction

A successful oil transaction requires more than an attractive price. It requires a structured negotiation. A professional negotiation should, whenever practical, include direct interaction, preferably face-to-face, because understanding the people behind the transaction, their capabilities, authority, communication, and willingness to take responsibility can provide valuable commercial insight. However, physical presence alone does not create trust. Trust must be supported by evidence, verification, and execution capability.

A real oil-trading negotiation should address the critical elements of the transaction and, where problems arise, provide practical solutions for them:

- 01 Price**
Is the price commercially realistic and sustainable?
- 02 Volume**
Is the required quantity genuinely available and deliverable?
- 03 Quality**
Does the product meet the agreed specification and inspection requirements?
- 04 Payment**
Are the payment method, banking process, timing, and conditions clear and verifiable?
- 05 Services**
What additional commercial, logistical, operational, or transaction-management services are required?
- 06 Risk**
What are the major risks, who carries them, and how will they be controlled?
- 07 Guarantees**
What protections and performance commitments are available to both parties?
- 08 Capabilities**
Does each party have the authority, financial capacity, operational resources, and experience required to perform?
- 09 Observations & Verification**
What can be independently observed, inspected, documented, and verified?
- 10 Transaction Management**
Who is responsible for each stage, decision, document, deadline, and corrective action?

The Purpose of Negotiation

Professional negotiation is not simply about winning better terms. Its purpose is to identify the gap between:

What is claimed → What can be proven → What can be executed

A strong negotiator does not only ask questions. They identify problems, test assumptions, evaluate evidence, propose solutions, allocate responsibilities, and establish a practical path toward execution.

RED ZORIX PERSPECTIVE

A real negotiation should move the transaction from discussion to clarity, from clarity to commitment, and from commitment to execution.

Price may open the negotiation. Terms structure the transaction. Evidence supports trust. Solutions remove obstacles. Execution proves the deal.

How to Structure an Oil Transaction for a Better Negotiation

In oil trading, the structure of a transaction can determine the quality of its negotiation and its final outcome. A well-designed transaction should not focus only on reaching an agreement. It should be designed to create:

- More opportunities
- Stronger relationships
- Greater value
- More sustainable agreements
- Better results

The objective is to create shared value, useful relationships, and a practical path toward execution.

Package the Negotiation, Not Just the Price

A professional oil negotiation should treat the major commercial variables as one connected package: price, delivery time, order volume, product quality, services, payment terms, risk allocation, guarantees, responsibilities, and execution conditions. Instead of negotiating each item in isolation, the parties should understand how changing one variable can create flexibility in another:

Price ↔ Volume | Price ↔ Payment Terms | Volume ↔ Delivery Schedule

Payment ↔ Risk Allocation | Services ↔ Price | Delivery Time ↔ Operational Requirements

This creates room for legitimate trade-offs and allows both parties to search for a commercially workable structure.

What Should the Negotiation Manage?

- 1 The risk of inefficient or unsustainable agreements**
An agreement that looks attractive today but cannot be executed commercially is not a successful agreement.
- 2 Increasing friction and making agreement more difficult**
Unclear responsibilities, unrealistic demands, poor communication, and unnecessary conditions can increase friction and delay execution.
- 3 Losing opportunities for trade-offs**
When every issue is treated as fixed, the negotiation loses the flexibility to exchange value across different terms.
- 4 Reducing flexibility in concessions**
Concessions should not be made randomly. Each concession should have a commercial reason and, where appropriate, receive a corresponding benefit from the other side.

The Objective

The goal of professional negotiation is not "How much can I get from the other party?" It is "How can we structure the transaction so that both parties can create, protect, and capture value while maintaining the ability to execute?"

RED ZORIX PERSPECTIVE

A strong oil transaction is not simply negotiated. It is designed.

Value Creation → Trade-offs → Agreement → Execution → Long-Term Relationship

The best negotiation is not necessarily the one where one party gives more and the other gives less. It is the one where both parties find a structure that is commercially valuable, operationally realistic, and sustainable to execute.

10 Pillars of Financial Management in Oil Trading

For effective financial management, it is essential to regularly review whether these ten pillars are sufficient, properly structured, and aligned with the company's current transactions, risks, and growth objectives.

- 01 Cash Flow & Liquidity**
Monitor where money comes from, where it goes, when cash is received, when payments are due, and whether sufficient liquidity exists to execute transactions without unnecessary financial pressure.
- 02 Financing**
Determine how each transaction will be financed, including equity, investors, trade finance, bank facilities, Letters of Credit, and other appropriate instruments.
- 03 Capital Allocation & Working Capital**
Decide where capital should be deployed, how much capital each transaction requires, and how long that capital will remain committed.
- 04 Deal Economics & Profitability**
Evaluate the complete economics of every transaction. A transaction should be financially understood before it is operationally committed.

Purchase Price → Financing Cost → Logistics → Insurance → Fees & Charges → Selling Price → Net Profit Margin

- 05 Financial & Credit Risk**
Assess the financial exposure associated with buyers, sellers, banks, countries, currencies, prices, payment terms, delays, non-performance, and counterparty default.
- 06 Valuation & Return Analysis**
Measure the economic value and expected return of capital through indicators such as ROI, ROIC, Net Margin, Cash-on-Cash Return and the Risk/Return relationship.
- 07 Financial Reporting & Transparency**
Maintain accurate and timely records of transactions, receivables, payables, cash positions, liabilities, revenues, costs, profits, and losses.
- 08 Revenue Forecasting & Growth Planning**
Forecast sales volumes, revenues, margins, capital requirements, and growth capacity based on realistic data, market conditions, and clearly defined scenarios.
- 09 Cost Control & Financial Discipline**
Control unnecessary expenditure, hidden costs, excessive commissions, avoidable fees, and financial commitments without a clear commercial justification.
- 10 Financial Resilience & Cross-Functional Coordination**
Prepare for delayed payments, failed transactions, price volatility, banking restrictions, logistics disruptions, or liquidity shortages. Coordinate with Commercial, Legal, Operations, Logistics, Compliance and Banking.

THE CORE PRINCIPLE

Financial management should not begin after a transaction is secured. It should begin when the opportunity is first evaluated.

Opportunity → Deal Economics → Risk → Financing → Capital Allocation → Execution → Cash Flow → Profit → Reporting → Reinvestment

The more important questions are: How much capital is required? How long will the capital be committed? What is the realistic net return? What can cause a loss? What is our maximum exposure? And what happens if the transaction does not proceed according to plan? This transforms financial management from a back-office function into a financial decision-making system for every oil transaction.

10 Qualities for Achieving Better Results Through Positive Thinking in Business

Positive thinking in business is not simply expecting good outcomes. It is the ability to maintain a constructive mindset, make rational decisions, and continue taking disciplined action despite uncertainty, pressure, and setbacks.

- 01 Self-Confidence**
Believe in your ability to learn, decide, negotiate, solve problems, and create value without becoming overconfident.
- 02 Determination & Persistence**
Stay committed to meaningful objectives and continue working through obstacles instead of abandoning the goal at the first setback.
- 03 Calmness**
Maintain emotional control under pressure and avoid allowing fear, anger, excitement, or urgency to make financial and commercial decisions for you.
- 04 Patience**
Serious business relationships, negotiations, financing, and transactions often require time. Do not create unnecessary risk simply because you want immediate results.
- 05 Focus**
Concentrate your time, energy, capital, and attention on the opportunities and activities that can create measurable value.
- 06 Optimism**
Look for possibilities and solutions while remaining realistic about risks, evidence, market conditions, and limitations.
- 07 Enthusiasm**
Bring energy, curiosity, and genuine interest to your work, relationships, negotiations, and continuous learning.
- 08 Integrity**
Do what you say you will do, communicate honestly, respect commitments, and build your reputation through consistent actions.
- 09 Discipline**
Convert positive thinking into structured action through planning, follow-up, verification, documentation, risk control, and consistent execution.
- 10 Courage**
Have the courage to act when the evidence supports action, and the courage to say "No" when the facts do not support the transaction.

THE CORE PRINCIPLE

Positive Thinking → Clear Thinking → Disciplined Action → Better Decisions → Better Results

Positive thinking does not mean believing that every deal will succeed. It means believing that, regardless of the outcome, you can observe, learn, adapt, decide, and act professionally.

What a CEO Must Be Able to Understand and Execute in Oil Trading

In oil trading, a CEO must have the ability to clearly understand, communicate, manage, and execute the following areas:

- 1 Financial Performance & Transparency**
The CEO must understand the company's financial position, cash flow, profitability, capital requirements, liabilities, and financial exposure, and be able to explain them clearly.
- 2 Building Trust with Investors & Banks**
Demonstrate financial discipline, transparency, credibility, transaction capability, and a clear business model to establish and maintain confidence with investors and financial institutions.
- 3 Identifying Strengths & Weaknesses**
Objectively identify the company's competitive advantages, limitations, operational gaps, financial weaknesses, and areas requiring improvement.
- 4 Risk Forecasting & Risk Management**
Anticipate commercial, financial, counterparty, banking, legal, logistical, market, and geopolitical risks and establish practical measures to control or reduce them.
- 5 Strategic Planning for the Future**
Have a clear vision of where the company is going and translate that vision into realistic objectives, priorities, financial requirements, execution plans, and measurable milestones.
- 6 Communication & Alignment with Teams and Partners**
Communicate clearly, listen effectively, align teams and partners around common objectives, resolve conflicts, and ensure that responsibilities and expectations are understood.
- 7 Leadership Through Execution**
A CEO must not only understand these areas conceptually, but accompany the process, make decisions, allocate resources, remove obstacles, monitor performance, and ensure execution.

THE CEO PRINCIPLE

Understand → Clarify → Decide → Align → Execute → Measure → Improve

In oil trading, a CEO's role is not simply to have a vision. The CEO must turn vision into structure, structure into decisions, decisions into execution, and execution into measurable results.

Fast Growth Is Good, Emotional Growth Is Toxic

In oil trading, fast growth can be good, but emotional and uncontrolled growth can be toxic. If you do not treat every oil transaction as a separate project; if you do not assign each transaction its own value, time, cost, risk, team, resources, responsibilities, and execution plan; if you take on multiple transactions without understanding and analysing your actual capacity to manage and execute them, you are creating a serious risk of failure.

What Happens When Growth Is Emotional and Unplanned

- Transactions are not executed properly or on time.
- Transactions remain incomplete, delayed, or poorly managed.
- The company's credibility and reputation decline.
- Valuable opportunities for sustainable growth are lost.
- Financial, contractual, legal, and operational risks increase.
- Management capacity becomes overstretched, creating confusion and loss of control.

How to Escape This Cycle

- 1 Treat Every Transaction as a Separate Project**
Define its objective, value, timeline, responsibilities, resources, risks, and expected outcome.
- 2 Measure Your Real Execution Capacity**
Know how many transactions your team, capital, banking structure, management, and operational systems can realistically handle at the same time.
- 3 Prioritize Before You Commit**
Do not accept every opportunity. Select transactions according to commercial value, feasibility, risk, strategic importance, and available capacity.
- 4 Assign Clear Ownership and Accountability**
Every transaction must have a responsible person, defined authority, measurable milestones, and a clear reporting structure.
- 5 Control Growth Through Systems**
Build the financial, commercial, legal, banking, compliance, documentation, and operational systems before increasing transaction volume.
- 6 Scale Only When Capacity Supports It**
Increase the number and size of transactions only when your capital, people, systems, controls, and execution capacity can support the additional workload.

THE PRINCIPLE

Growth without capacity creates pressure. Growth without systems creates disorder. Growth without control creates risk. Growth with structure creates sustainable value.

Do not grow simply because opportunities are available. Grow when you have the capacity to execute them successfully.

What Does a Real Seller Bring to an Oil Transaction?

In oil trading, a seller is not simply someone who presents a product. A real seller must be able to create value, prove that value, and convert it into an executable transaction.

- If a seller does not create real value for the counterparty, the transaction becomes nothing more than commercial activity without a meaningful purpose.
- If a seller cannot attract the buyer's attention and confidence through real evidence, valid documentation, and verifiable information, the transaction is likely to fail.
- If a seller creates value but cannot convert that value into sustainable revenue and profit, the business model is economically unsustainable.
- If a seller makes promises but repeatedly fails to perform, trust and commercial credibility are destroyed. Where deception and intent can be proven, the matter may also have legal or criminal consequences.
- If someone offers a product for sale without actually having access to or control over that product, this is not merely a commercial weakness. It may constitute a false representation or fraudulent conduct, depending on the facts and whether intent can be established.

A Reality of the Market

In the oil market, some individuals who present themselves as sellers, suppliers, mandates, or representatives may have objectives other than executing a genuine transaction. For example, they may want to:

- 01 Identify the buyer's financial capacity and purchasing capability.
- 02 Use their relationship with a credible buyer to make their own position appear stronger or more valuable than it actually is.
- 03 Use access to qualified buyers to build commercial, banking, or investment credibility.
- 04 Use a proposed transaction or project to attract investors, even when the underlying transaction is not sufficiently verified.
- 05 Obtain or misuse sensitive buyer documents, such as CIS, POF, ICPO, or banking information.
- 06 Use the buyer's information to approach other parties or establish direct relationships outside the agreed transaction structure.
- 07 Use the buyer's name, credibility, or documents to strengthen their position with sellers, banks, or investors.
- 08 Present themselves as a Seller, Mandate, Title Holder, or authorized representative without verifiable authority.
- 09 Create an apparent transaction without verifiable access to the product, using layers of intermediaries to make the opportunity appear more substantial than it is.
- 10 Seek information, relationships, credibility, or opportunities rather than focusing on the actual execution of the transaction.

Therefore, a Professional Buyer Should Not Ask Only "What is your price?"

The buyer should also ask: Who are you? What is your authority? What do you actually control? Where is the product? Who owns it? Can you prove it? Can the transaction be independently verified? Can you actually execute what you promise?

THE RED ZORIX PRINCIPLE

A Claim is not Proof. A Price is not Value. A Document is not automatically Evidence. A Promise is not Performance. Access is not Ownership. Representation is not Authority.

In oil trading, a genuine transaction begins to take shape when the gap between claim and proof, promise and performance, product and ownership, and price and value is closed through independently verifiable evidence. Real oil trading is not about who can make the biggest claim. It is about who can create value, prove it, and execute it.

Essential Questions in an Oil Transaction (1/2): The Seller's Questions

A professional oil transaction requires both sides to qualify each other.

Seller's Questions to the Buyer

The seller should understand the buyer's identity, requirements, capacity, and ability to execute.

- 01 Who are you?**
What is your company, business activity, and role in the transaction?
- 02 What product are you looking to buy?**
What are the exact product specifications and quality requirements?
- 03 How much do you want to buy?**
What is the required quantity, frequency, and potential contract volume?
- 04 Where do you want the product delivered?**
What is the destination, discharge port, terminal, or delivery location?
- 05 Under what conditions do you want to buy?**
What are your preferred Incoterms, payment terms, delivery terms, inspection requirements, and contractual conditions?
- 06 When do you need the product?**
What is your required delivery schedule, first lifting date, and contract duration?
- 07 What is your financial capacity to execute the purchase?**
What payment instrument and banking structure will be used?
- 08 Who has the authority to make the purchase decision?**
- 09 Can you provide the required corporate and financial documentation?**
- 10 Can you demonstrate that you are ready and capable of executing the transaction?**

Essential Questions in an Oil Transaction (2/2): The Buyer's Questions

A professional oil transaction requires both sides to qualify each other.

Buyer's Questions to the Seller

The buyer should independently evaluate the seller's identity, authority, product, ownership, and execution capability.

- 01 **Who are you?**
What is your legal entity, business activity, and role in the transaction?
- 02 **What authority do you have?**
Are you the title holder, producer, refinery, supplier, or an authorized representative?
- 03 **What do you actually control?**
What product, supply allocation, contract, storage, or delivery capacity do you directly control?
- 04 **Where is the product?**
What is its current physical location, storage facility, terminal, or loading point?
- 05 **Who owns the product?**
Who holds title or has the legal right to sell it?
- 06 **Can you prove it?**
Can ownership, authority, availability, specifications, and supply capacity be independently verified?
- 07 **Can the transaction be independently verified?**
Can the relevant company, product, authority, terminal, documents, and contractual chain be verified through reliable sources?
- 08 **Can you actually deliver what you promise?**
Do you have the operational, logistical, contractual, and financial capacity to perform according to the agreed terms?
- 09 **What is the exact delivery structure?**
What are the origin, loading point, destination, Incoterms, inspection procedure, shipping arrangements, and delivery schedule?
- 10 **What happens if you fail to perform?**
What contractual protections, guarantees, penalties, and remedies are available to the buyer?

The Principle of Mutual Qualification

A professional oil transaction is not Buyer → POF → Seller, nor is it Seller → Offer → Buyer. It is:

Buyer Qualification ↔ Seller Qualification → Product Verification → Commercial Agreement → Financial Structure → Contract → Execution

Both parties have the right, and the responsibility, to ask questions. The buyer must prove that it can buy. The seller must prove that it can sell and deliver.

Trust may open communication. Evidence creates confidence. Verification supports commitment. Performance creates a real transaction.

The 4 Drivers of Oil Product Sales

In oil trading, successful product sales can be understood through four interconnected drivers:

40% — RELATIONSHIP & TRUST

The buyer must have confidence in the seller, the source, the information provided, and the ability to execute the transaction.

30% — DESIRE, NOT JUST NEED

A successful sale is driven not only by what the buyer needs, but by what the buyer genuinely wants to acquire when the opportunity is presented.

20% — PRODUCT ADVANTAGE & BUYER BENEFIT

The product must provide a clear commercial advantage or measurable benefit to the buyer — such as price, quality, availability, logistics, margin, or security of supply.

10% — DEAL CLOSING

The final stage is converting commercial interest into an executable transaction through clear terms, documentation, negotiation, contracting, and agreed procedures.

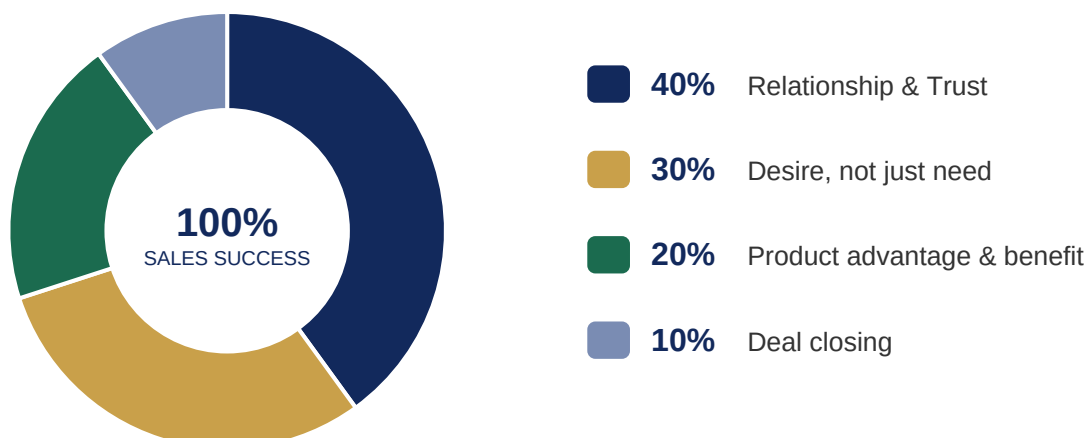
THE SALES FORMULA

40% RELATIONSHIP & TRUST

- 30% DESIRE
- 20% PRODUCT BENEFIT
- 10% CLOSING = SALES SUCCESS

In oil trading, people do not buy a product simply because it exists. They buy when they trust the source, want the opportunity, see the benefit, and are able to complete the transaction.

The 40/30/20/10 Sales Model at a Glance





The Success Cycle of a Real Oil Trading Manager

In the oil trading business, a real manager must be capable of continuously operating and connecting the Success Cycle.

The Six Core Elements

1. **PRODUCT** Real supply, quality, specifications, volume, origin, ownership, and reliable availability.
2. **MARKETING** Market intelligence, identifying demand, building commercial relationships, and reaching qualified buyers.
3. **SALES** Negotiation, pricing, contracting, closing transactions, and converting opportunities into executable deals.
4. **BRAND** Credibility, reputation, trust, corporate identity, track record, and long-term commercial relationships.
5. **FINANCE** Capital, liquidity, banking capacity, cash-flow management, trade finance, and financial structure.
6. **TEAM** Qualified people, clear responsibilities, accountability, coordination, and execution capability.

THE REAL MANAGEMENT PRINCIPLE

A successful oil trading manager does not manage these six elements separately.

He connects them into one continuous business cycle:

PRODUCT → MARKETING → SALES → BRAND → FINANCE → TEAM →

PRODUCT The objective is to create a system that can repeatedly convert: **REAL**

PRODUCT → REAL MARKET → REAL SALES → REVENUE → CAPITAL →

EXECUTION → SUSTAINABLE GROWTH A real oil trading manager is not simply a deal maker. He is the person who can make the entire business cycle work repeatedly, safely, and profitably.



Central Transaction Communication & Document Coordination

At Red Zorix, we coordinate and manage the central communication and document flow of a transaction to ensure that commercial communications, information, instructions, and transaction documents move through the transaction chain in a structured, controlled, and coordinated manner.

WHAT WE COORDINATE & MANAGE

- Commercial Negotiations
- Document Exchange
- Transaction Instructions
- Sensitive Commercial Information
- Price Negotiations
- Requirements of the Parties
- Transaction Structure
- Offers & Counteroffers
- Commercial Correspondence
- Confidential Documents
- Party Information
- Contractual Amendments & Revisions
- Negotiations & Future Commercial Opportunities

OUR ROLE Red Zorix helps maintain clarity, continuity, and controlled communication throughout the transaction process.

We coordinate the flow of information between relevant parties while maintaining proper document control, communication discipline, confidentiality, and transaction alignment.

**THE PRINCIPLE ONE TRANSACTION ONE CONTROLLED COMMUNICATION
FLOW.CLEAR DOCUMENTATION.CLEAR RESPONSIBILITIES.CONTROLLED EXECUTION.**



Roles, Authority & Complexity in Oil Trading

Another common misconception in oil trading concerns the role of intermediaries and other commercial participants.

The international commodities market includes:

- Brokers
- Facilitators
- Agents
- Advisors
- Transaction Coordinators
- Commercial Representatives
- Strategic Partners

These roles can create significant value when they operate transparently, ethically, and within clearly defined contractual authority.

However, confusion regarding authority, representation, responsibility, and contractual standing has also contributed to numerous failed transactions and commercial disputes.

KNOW WHO IS ACTING — AND UNDER WHAT AUTHORITYBefore

negotiations begin, every participant:

- IDENTITY
- ROLE
- AUTHORITY
- RESPONSIBILITY
- CONTRACTUAL POSITION

should be clearly established and independently verified.

A title or introduction does not, by itself, establish legal or commercial authority.



The Globalization of Energy Trading

The increasing globalization of energy markets has created extraordinary commercial opportunities while simultaneously increasing transaction complexity.

Modern energy transactions may be affected by:

- International Sanctions
- Anti-Money Laundering Requirements
- Environmental Regulations
- Export Controls
- Financial Compliance Obligations
- Cybersecurity Risks
- Geopolitical Developments

These considerations can materially affect the structure, feasibility, timing, and execution of significant energy transactions.

THE MODERN OIL TRADER

Modern oil trading therefore requires knowledge beyond pricing and negotiation.

Professional traders must understand — or have qualified specialists who understand —:

- BANKING & TRADE FINANCE
- LOGISTICS & SHIPPING
- INTERNATIONAL COMMERCIAL LAW
- REGULATORY COMPLIANCE
- INSURANCE
- TAXATION
- CONTRACT MANAGEMENT
- RISK ANALYSIS
- CROSS-BORDER TRADE PRACTICES

THE PROFESSIONAL REALITY

OIL TRADING IS NOT JUST A PRICE GAME.

It is the coordinated management of people, authority, documents, finance, compliance, logistics, contracts, risk, and execution across jurisdictions.

THE MORE COMPLEX THE MARKET BECOMES, THE MORE IMPORTANT STRUCTURE, VERIFICATION AND PROFESSIONAL DISCIPLINE BECOME.

Clarity of Role. Verification of Authority. Control of Execution.

Trust Is Not Enough in Oil Trading: Trust Alone Is Never Enough

Successful oil traders understand that every document exchanged, every banking instrument issued, every inspection conducted, every contractual commitment accepted, and every commercial representation made can carry significant legal and financial consequences.

One of the defining characteristics of the international oil market is simple:

Professional relationships matter.

However, commercial decisions must always be supported by objective evidence, independent verification, documented procedures, and contractual certainty.

PROFESSIONAL ORGANIZATIONS DO NOT RELY SOLELY ON:

- Verbal assurances
- Marketing claims
- Personal introductions
- Unverified representations
- Informal commitments

Instead, they rely on:

- VERIFIED CORPORATE INFORMATION
- VALID & AUTHENTIC DOCUMENTATION
- FINANCIAL CAPABILITY ASSESSMENT
- OPERATIONAL DUE DILIGENCE
- INDEPENDENT VERIFICATION
- LEGALLY ENFORCEABLE AGREEMENTS

THE PROFESSIONAL PRINCIPLE

TRUST OPENS THE DOOR. EVIDENCE JUSTIFIES THE DECISION. VERIFICATION REDUCES UNCERTAINTY.

CONTRACTS DEFINE RESPONSIBILITY. EXECUTION PROVES CAPABILITY.

A structured verification approach protects legitimate participants while reducing unnecessary commercial, financial, operational, and legal risk.

RED ZORIX STANDARD

WE DO NOT REJECT TRUST. WE BUILD TRUST ON EVIDENCE.

Verify Before You Commit. Control Before You Execute.



The Reality of International Oil Trading

International oil trading is one of the world's largest, most important, and strategically complex industries.

It connects a global network of:

- Natural Resource Producers
- Refineries
- Governments & State Entities
- Financial Institutions
- Logistics & Shipping Providers
- Insurers
- Inspection Companies
- Buyers & Sellers
- Facilitators & Intermediaries
- Financial & Legal Advisors
- End Users

A LEGITIMATE OIL TRANSACTION IS A CHAIN

Every legitimate international oil transaction involves a precise and coordinated sequence of:

- COMMERCIAL
- LEGAL
- FINANCIAL
- TECHNICAL
- OPERATIONAL

activities.

Each component must be properly verified, coordinated, documented, and executed at the right stage and in the correct sequence.

A weakness in one part of the chain can affect the entire transaction.

THE PROFESSIONAL REALITY

Finding a buyer and a seller is only the beginning.

The real challenge is to ensure that:

THE PARTIES ARE REAL.

THE AUTHORITY IS REAL.

THE PRODUCT IS REAL.

THE CAPACITY IS REAL.

THE DOCUMENTS ARE VALID.

THE BANKING PROCESS IS EXECUTABLE.

THE LOGISTICS ARE FEASIBLE.

THE CONTRACTUAL COMMITMENTS ARE ENFORCEABLE.

AND THE ENTIRE TRANSACTION CAN BE EXECUTED.

RED ZORIX PRINCIPLE

IN INTERNATIONAL OIL TRADING, SUCCESS DOES NOT COME FROM CONNECTIONS ALONE.

IT COMES FROM BUILDING A VERIFIED, COORDINATED AND EXECUTABLE TRANSACTION SYSTEM.

From Verification to Execution



Every Transaction is a Project

International oil trading is not ordinary retail or wholesale selling.

Every transaction is a complex commercial project that requires structured planning, coordination, control, and execution.

EVERY TRANSACTION HAS:

- Commercial Objectives
- Financial Objectives
- Operational Milestones
- Document Requirements
- Banking Procedures
- Inspection Plans
- Shipping & Logistics Plans
- Legal & Contractual Obligations
- Risk Factors
- Completion Criteria

EVERY STAGE IS CONNECTED

Each stage depends on the successful completion of the previous stage.

A missing document, delayed bank communication, incorrect vessel nomination, expired certificate, or improperly structured contractual obligation can delay — or even terminate — the entire transaction.

THE PROFESSIONAL APPROACH

Professional oil traders do not manage transactions through informal communication alone.

They manage them through:

PROJECT MANAGEMENT

- VERIFICATION
- DOCUMENT CONTROL
- BANKING COORDINATION
- RISK MANAGEMENT
- MILESTONE MONITORING
- EXECUTION CONTROL

RED ZORIX PRINCIPLE

DON'T TREAT AN OIL DEAL AS A SIMPLE SALE. TREAT IT AS A PROJECT THAT MUST BE PLANNED, VERIFIED, CONTROLLED AND SUCCESSFULLY COMPLETED.

From Verification to Execution



Oil Trading is Not Simply the Exchange of Commodities

Professional oil traders understand that oil trading is not merely a transaction involving the exchange of a commodity.

It is the management of a highly structured international commercial project.

OIL TRADING IS A SYSTEMS-BASED BUSINESS

Many newcomers believe that success depends primarily on finding the “right buyer” or the “right supplier.”

Experienced professionals understand that sustainable success depends on building and operating reliable, repeatable, and verifiable systems.

A sustainable trading organization develops standardized procedures for:

- Commercial Qualification
- Customer Verification
- Supplier Verification
- Product Verification
- Banking Coordination
- Document Control
- Risk Assessment
- Contract Management
- Logistics Planning
- Transaction Monitoring
- Regulatory Compliance
- Post-Shipment Management

Without standardized systems, every transaction becomes an independent experiment with unpredictable outcomes.

Professional organizations reduce unnecessary uncertainty by implementing repeatable operating procedures, documented controls, verification mechanisms, and disciplined execution.

THE OBJECTIVE IS NOT TO DEPEND ON LUCK OR INDIVIDUAL JUDGMENT.

THE OBJECTIVE IS TO BUILD A SYSTEM THAT PRODUCES CONSISTENT, VERIFIABLE AND MANAGEABLE RESULTS.



Red Zorix Management & Customer Value Framework

At Red Zorix, our approach is built on disciplined growth, evidence-based decision-making, risk prevention, and long-term customer value.

1. SUSTAINABLE GROWTH & MARKET DEVELOPMENT

We focus on sustainable business growth, market expansion, and the development of long-term commercial opportunities.

2. DATA-DRIVEN DECISION-MAKING

We make decisions based on reliable data, detailed analysis, verified information, and measurable evidence.

3. PLANNING & TEAM EMPOWERMENT

We strengthen our organization through structured planning, clear responsibilities, continuous development, and empowered teams.

4. FUTURE-ORIENTED OPPORTUNITY DEVELOPMENT

We anticipate market changes, identify emerging opportunities, and develop the capabilities required to act on them.

5. COMPREHENSIVE PERFORMANCE EVALUATION

We evaluate performance through processes, capabilities, execution quality, measurable results, and long-term outcomes — not through short-term results alone.

6. RISK PREVENTION THROUGH SYSTEMS & PROCESSES

We aim to prevent problems before they occur by establishing effective systems, verification procedures, controls, and clearly defined processes.

7. CUSTOMER SUPPORT & NEW CUSTOMER DEVELOPMENT

We support existing customers while continuously developing relationships with new qualified customers and expanding our commercial network.

8. MAXIMIZING CUSTOMER LIFETIME VALUE

We focus on creating sustainable value throughout the customer relationship rather than pursuing one-time transactions.

9. TRANSACTION SUPPORT & SOLUTION-ORIENTED EXECUTION

We provide practical support, structured solutions, and transaction-management guidance designed to help all qualified parties move toward proper, transparent, and successful execution.

OUR PRINCIPLE

A SUCCESSFUL TRANSACTION IS NOT ONLY ABOUT CLOSING A DEAL.

It is about creating a process in which:

THE INFORMATION IS VERIFIED.

THE RISKS ARE IDENTIFIED AND CONTROLLED.

THE PARTIES ARE CAPABLE OF PERFORMING.

THE PROCESS IS CLEAR.

THE COMMITMENTS ARE EXECUTABLE.

AND THE CUSTOMER RECEIVES REAL, LONG-TERM VALUE.

RED ZORIX — BUILDING VALUE THROUGH VERIFICATION, SYSTEMS, EXECUTION AND TRUST.



Four Types of Leaders in Oil Trading

In the oil business, we encounter four types of managers and traders:

1. THE PAST-ORIENTED

Looks at previous transactions, past experience and historical results.

2. THE PRESENT-ORIENTED

Focuses on current conditions, current opportunities and immediate results.

3. THE FUTURE-ORIENTED

Anticipates changes, identifies future opportunities and prepares for what is coming.

4. THE FUTURE-BUILDER

Does not simply predict the future — creates it through strategy, innovation and action.

THE FEAR ZONE

For some managers, progress is blocked by:

- Fear of the Unknown
- Low Self-Confidence
- Seeking Others' Approval
- Making Excuses
- "I Don't Know Where to Start"
- "I Cannot Clearly See the Future"

THE DANGER OF LIVING ON PAST SUCCESS

Many managers become dependent on their previous successful transactions.

But in an industry where competition, market conditions, technology and transaction structures change rapidly, looking backward and relying only on incremental improvement may not be enough.

THE FUTURE SHOULD NOT BE BUILT BY SIMPLY REPEATING THE PAST.

When incremental change is no longer sufficient:

CHANGE THE MODEL.

CHANGE THE MINDSET.

CHANGE THE GAME.

WHEN CHANGE IS NOT ENOUGH, TRANSFORMATION IS REQUIRED.



Fear — a Barrier to Oil Transaction Execution

What prevents a buyer from progressing, changing, and taking practical action?

Fear of Trusting

Fear of Failure

Fear of Judgment

Fear of the Past

Fear of Losing Money and Time

Fear of Not Succeeding

Fear of Taking Responsibility and Suffering a Loss

THE SHORTCUT TO OVERCOMING THESE FEARS

IS NOT TO IGNORE RISK — IT IS TO VERIFY, ANALYZE, CONTROL, AND ACT.

RED ZORIX STANDS WITH YOU FROM VERIFICATION TO EXECUTION.



Red Zorix Seller Verification Standard

After receiving a purchase offer from a seller, Red Zorix requires transparent verification of:

1. COMPANY EXISTENCE

The company must be independently verified.

2. CLAIMS & CAPABILITIES

All commercial claims and stated capabilities must be verified.

3. AUTHORITY TO SELL

The seller's legal and commercial authority to sell the product must be verified.

4. PRODUCTION / SUPPLY CAPACITY

The actual production or supply capacity must be verified.

5. PRODUCT EXISTENCE

The physical existence, availability, ownership and/or right to supply the product must be verified.

6. TRANSACTION EXECUTION CAPABILITY

The seller's actual ability to execute the transaction according to the agreed terms must be verified.

MOST IMPORTANT

WE TRUST A COMPANY ONLY TO THE EXTENT THAT ITS CLAIMS CAN BE INDEPENDENTLY VERIFIED.



Red Zorix Management & Business Principles

1. Focus on Sustainable Growth and Market Development

We focus on sustainable business growth, market expansion, and the creation of long-term value.

2. Data-Driven Decision-Making and Accurate Analysis

Our decisions are based on reliable data, detailed market analysis, evidence, and comprehensive risk assessment.

3. Planning and Team Empowerment

We focus on effective planning, clear responsibilities, continuous development, and empowering our team to achieve measurable results.

4. Forward Thinking and Opportunity Development

We anticipate market changes, identify emerging opportunities, and develop practical strategies to turn opportunities into sustainable business growth.

5. Comprehensive Evaluation and Long-Term Results

We evaluate performance through processes, skills, execution quality, measurable results, and long-term business value.

6. Systematic Prevention of Problems and Risks

We do not rely solely on reacting to problems. We establish systems and processes to identify, prevent, control, and reduce risks before they become major issues.

7. Customer Support and New Customer Acquisition

We focus on supporting existing customers, understanding their needs, strengthening business relationships, and continuously developing new customer opportunities.

8. Increasing Customer Lifetime Value

Our objective is not simply to complete a single transaction. We aim to create sustainable value and long-term commercial relationships with our customers.

9. Comprehensive Solutions for Proper Transaction Execution

We provide practical solutions, processes, coordination, and commercial support designed to facilitate the proper execution of transactions while reducing unnecessary risks.

10. Customer Satisfaction Through Professional Execution

Customer satisfaction is achieved through transparency, reliability, professional execution, fulfillment of commitments, and the creation of genuine commercial value.

At Red Zorix, we believe that sustainable success is built through systems, processes, evidence, disciplined execution, customer value, and long-term relationships.



In Oil Trading, the Success of a Transaction Depends on Four Essential Foundations:

1. AUTHENTICITY OF THE SELLER — 25%

The seller must be real, identifiable, authorized, and genuinely connected to the transaction.

2. AUTHENTICITY OF THE BUYER — 25%

The buyer must be real, identifiable, capable, and genuinely interested in completing the transaction.

3. SELLER'S COMMITMENT & EXECUTION CAPABILITY — 25%

The seller must provide verifiable commitments and evidence demonstrating the ability and genuine intention to execute the transaction.

4. BUYER'S COMMITMENT & EXECUTION CAPABILITY — 25%

The buyer must provide verifiable commitments and evidence demonstrating the ability and genuine intention to perform its obligations.

THE CRITICAL PRINCIPLE

IF ANY ONE OF THESE FOUR FOUNDATIONS IS INCOMPLETE, HIGH-RISK, SUSPICIOUS, OR PROVEN FALSE, THE TRANSACTION CAN BREAK DOWN.

The consequences may include:

Termination of communication

Loss of time and opportunity

Exposure to unnecessary risk

Failure of the transaction

RED ZORIX PRINCIPLE

A REAL TRANSACTION REQUIRES REAL PARTIES, REAL COMMITMENTS, VERIFIABLE CAPABILITY, AND EXECUTABLE INTENT.

NO VERIFICATION — NO CONFIDENCE.

NO CAPABILITY — NO EXECUTION.

NO REALITY — NO DEAL.

RED ZORIX

Verify Before You Commit.

Four Foundations, 25% Each

25% Seller authenticity	25% Buyer authenticity	25% Seller commitment	25% Buyer commitment
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At Red Zorix, a Real Oil Trading Negotiation Does Not Start with an Offer. It Starts with the Right Questions.

During negotiations, we ask the counterparty:

1. What exactly is most important to you in this transaction?
2. What is your biggest concern about this transaction?
3. If your concern is resolved, what could still prevent you from making a decision?
4. What are your decision-making criteria?

PRICE? QUALITY? SPEED? HONESTY & TRUST?

A REAL NEGOTIATION IS BUILT THROUGH:

QUESTIONING → LISTENING → DISCOVERING NEEDS → UNDERSTANDING CONCERNS → CREATING VALUE → ADDRESSING OBJECTIONS → MAKING AN OFFER → SILENCE → SUMMARIZING → MUTUAL AGREEMENT

Professional negotiation is not simply about persuading the other party.

It is the process of discovering needs, identifying obstacles, creating value, and reaching an agreement with clear interests, responsibilities, and commitments for both parties.

THE PRINCIPLE OF OIL TRADING NEGOTIATION

TALK LESS.

ASK MORE.

LISTEN CAREFULLY.

DISCOVER THE REAL NEED.

CREATE REAL VALUE.

CLARIFY EVERYTHING BEFORE AGREEMENT.

RED ZORIX

Ask. Listen. Understand. Create Value. Agree.



In Oil Trading, Every Customer is an Asset.

A common mistake is to constantly search for new customers while neglecting existing ones.

A valuable competitive advantage is to retain existing

customers and make the relationship more profitable over time.

In oil trading, long-term continuity with an existing customer can create significant commercial value because an established relationship can lead to:

Greater mutual trust

Stronger mutual benefit

Lower transaction risk

Better understanding of each party's requirements

More efficient execution

Long-term business growth

BUSINESS GROWTH IN OIL TRADING STARTS HERE:

1. RETAIN YOUR EXISTING CUSTOMER.

Protect the relationship through consistent performance and credibility.

2. DEVELOP THE RELATIONSHIP.

Understand the customer's changing needs and build greater commercial cooperation.

3. INCREASE TRANSACTION VOLUME.

Create opportunities for more frequent and larger transactions when commercially justified.

4. INCREASE CUSTOMER VALUE AND PROFITABILITY.

Build a relationship that generates sustainable value for both sides.

5. THEN EXPAND YOUR CUSTOMER BASE.

New customers should complement your existing business— not replace the relationships you have already built.

THE PRINCIPLE

DO NOT BUILD YOUR BUSINESS ONLY BY FINDING MORE CUSTOMERS.

BUILD IT BY CREATING MORE VALUE FROM TRUSTED RELATIONSHIPS.

RED ZORIX

Trust. Continuity. Mutual Value. Sustainable Growth

In Oil Trading Negotiations, Understanding the Counterparty is Critical.

Before presenting an offer or pushing for a decision, you need to understand:

1. WHAT PRODUCT DOES THE COUNTERPARTY ACTUALLY NEED?

Product specification, quantity, origin, destination, delivery terms, and timing.

2. WHAT IS THE COUNTERPARTY CONCERNED ABOUT?

Price risk, product quality, delivery risk, documentation, payment security, counterparty credibility, or execution risk.

3. WHAT DOES THE COUNTERPARTY VALUE MOST?

Is the priority PRICE, QUALITY, SPEED, or TRUST?

4. WHY HAS THE COUNTERPARTY NOT MADE A DECISION YET?

Identify the missing information, unresolved risk, internal approval, financial issue, or lack of confidence preventing the decision.

5. WHAT ARE THE COUNTERPARTY'S DECISION CRITERIA?

What specific conditions must be satisfied before they are prepared to proceed?

A PROFESSIONAL NEGOTIATOR DOES NOT ONLY PRESENT AN OFFER.

First, understand the need.

Then identify the risk.

Then understand the value.

Then identify the decision criteria.

Only then structure the transaction.

RED ZORIX

Understand Before You Negotiate.



Oil Trading is a Systems Business

Professional traders know: Oil trading is not simply buying and selling a commodity. It is the management of a structured international commercial project.

SUCCESS IS NOT JUST FINDING:

THE RIGHT BUYER + THE RIGHT SELLER

SUCCESS REQUIRES:

- VERIFICATION
- RISK CONTROL
- BANKING COORDINATION
- DOCUMENT CONTROL
- CONTRACT MANAGEMENT
- LOGISTICS
- COMPLIANCE
- TRANSACTION MONITORING

WITHOUT A SYSTEM:

EVERY DEAL BECOMES AN EXPERIMENT.

WITH A SYSTEM:

UNCERTAINTY IS REDUCED. RISKS ARE CONTROLLED. EXECUTION BECOMES REPEATABLE.

RED ZORIX PRINCIPLE DON'T BUILD YOUR BUSINESS AROUND ONE DEAL. BUILD A SYSTEM THAT CAN EXECUTE THE NEXT 100 DEALS.



Oil Trading Through Red Zorix is Not Limited to Buying or Selling.

We provide a complete package of essential options and

services designed to support a healthy, transparent, and executable oil transaction.

1. ECONOMIC & COMMERCIAL OPTIONS

Price, profitability, transaction structure, costs, and commercial interests.

2. EXECUTION & MANAGEMENT OPTIONS

Coordination, transaction management, communication, scheduling, and follow-up of contractual obligations.

3. STANDARDS & VERIFICATION OPTIONS

KYC, document verification, product verification, ownership, authority to sell, and assessment of the parties' real capacity to perform.

4. PROFESSIONAL & SPECIALIST OPTIONS

Transaction structuring, risk analysis, commercial documentation, and professional execution planning.

5. CONSULTING OPTIONS

Professional guidance to identify risks, evaluate alternatives, structure the transaction, and support informed decision- making.

6. FACILITATION OPTIONS

Facilitating communication, coordination, documentation, and the movement of a transaction from verification toward execution.

OUR OBJECTIVE

We do not simply seek to complete a transaction.

We seek to create a transaction pathway that is verifiable, structured, transparent, and executable.

RED ZORIX

From Opportunity to Verified Execution



Five Essential Needs of an Oil Trading Manager

1. MANAGEMENT PERSPECTIVE

See your business from above.

Know where you are.

Know what is happening.

Know which direction you are moving.

2. ROADMAP

Know the route from your current position to your destination.

Know where you are now.

Know what your next step is.

Know where you want to arrive.

3. SALES MANAGEMENT

Understand the product, market and customer.

Know what product you are selling.

- Know your customer and who you are selling to.

Know how and why you are selling.

4. GUIDE / NAVIGATOR

Know how to navigate the path.

Know how to continue the journey.

Know who your guide or navigator is.

Know how to obtain effective support and cooperation from your guide.

5. SAFETY & RESILIENCE

The ability to survive, recover and rebuild.

Have reliable support or a protective system.

Be able to survive and operate through a crisis.

- Have the capacity for growth, correction and

rebuilding.

MANAGEMENT PRINCIPLE:

A successful manager is not merely a seller.

A successful manager sees the direction, knows the route, manages sales, has the right guidance, and can withstand crisis.

What a Buyer Evaluates: Price, Quality, Speed, Trust

In Oil Trading

Before taking a buying decision, a buyer typically evaluates four essential factors:

1. PRICE

Is the price competitive and commercially viable?

2. QUALITY

Does the product meet the agreed technical specifications and standards?

3. SPEED

Can the seller execute and deliver within the agreed timeframe?

4. TRUST

Is the seller verifiable, reliable, and capable of fulfilling its commitments?

KEY PRINCIPLE:

Price attracts the buyer's attention;
quality satisfies the requirement;
speed makes execution possible;
and trust enables the transaction to proceed.



In Oil Trading Three Essential Questions You Should Ask Yourself:

1. What benefit does my counterparty receive from my success?
2. What benefit does my counterparty receive from my loss or failure?
3. Can my counterparty make a decision in my interest, even when it goes against their own interest?

Conclusion:

When the counterparty's interests are not aligned with your success, trust must never replace verification.

In a real transaction, do not look only at promises;
examine the counterparty's incentives and interests as well.



The Market Does Not Reward Trust Alone

In Oil Trading

The market does not reward a trader simply for being trusting.

A high-risk trader is someone who trusts the counterparty and enters a transaction based on verbal commitments, without

verifying the counterparty's actual capability.

The market rewards the trader who makes it costly for others to harm them.

The trader who deserves this reward is the one who builds trust based on:

Observation → Analysis → Verification → Realism → Understanding Counterparty Capability

In Oil Trading:

Trust is the result of proof — not a substitute for proof.



4 Keys to Risk Management in Oil Trading

For Success and Business Survival

Risk management is not limited to identifying or eliminating threats.

1. UNDERSTANDING CONNECTIONS

Risk management must be able to identify and analyze the **connections between crises, claims, and their consequences.**

2. SCENARIO PLANNING

Risk management must be able to develop different **scenarios to contain, control, and reduce risk.**

3. DECISION-MAKING UNDER UNCERTAINTY

Risk management must be able to make strategic decisions **under ambiguity and uncertainty.**

4. PRESERVING BUSINESS CONTINUITY

The objective of risk management is not only to prevent losses; it must also preserve the organization's ability to **continue operations, adapt, recover, and grow.**

KEY PRINCIPLE:

Risk management means preparing for what may happen—not merely reacting to what has already happened

RISK MANAGEMENT

Risk management does not only protect a company; it also helps build its future.

By identifying threats, reducing vulnerabilities, preparing for uncertainty, and building response and recovery

capacity, risk management helps a company not only survive, but also prepare for sustainable growth.

KEY PRINCIPLE:

Risk Management is not only about protection — it is also about building the future.



Risk Management is More Than Analysis

Risk management means analyzing, acting, deciding, and influencing a set of interconnected factors.

A Risk Manager Must:

1. Analyze and diagnose vulnerabilities

Identify and analyze risks, weaknesses, and organizational vulnerabilities.

2. Design future scenarios

Prepare plausible scenarios and appropriate responses for different conditions.

3. Understand complex systems

Understand the relationships between internal and external factors and their interactions.

4. Make decisions under ambiguity

Make rational and timely decisions under uncertainty based on available information.

5. Manage the relationships between risks

Identify and manage dependencies and interactions among different risks.

6. Analyze the interaction between crises

Assess how one crisis may trigger, intensify, or influence another.

7. Strengthen organizational resilience

Increase the organization's capacity to withstand, adapt, continue operating, and recover.

8. Manage crises

Coordinate the organizational response and maintain effective action during a crisis.

9. Monitor and anticipate the future

Analyze trends, warning signals, and environmental changes to improve organizational preparedness.

10. Influence strategic decisions

Risk management should be part of the organization's strategic decision-making process—not a function operating separately from it.

KEY PRINCIPLE

A risk manager does not only ask, “What could go wrong?”

The real question is, “If it happens, what will we do—and how will we protect and strengthen the organization?”



Expertise & Experience in Oil Trading

The Key to Closing Deals, Reducing Risk & Achieving Sustainable Success

Before Entering Any Oil Transaction:

1. Identify & Understand the Market 2. Verify the Counterparty's Capability 3. Master the Transaction Execution Process 4. Analyze Profitability, Opportunity & Risk 5. Leverage Knowledge & Experience 6. Enter the Deal with Confidence & Professional Courage

Knowledge reduces uncertainty.

Experience reduces mistakes.

Risk analysis protects the transaction.

Professional confidence drives execution.



Real Power & Value in Oil Trading

True strength and sustainable profit are built on partnerships based on:

1. MUTUAL BENEFIT

Creating value for all parties

2. SUPPORT

Standing together throughout the transaction

3. INTEGRITY

Keeping commitments and telling the truth

4. TRANSPARENCY

Clear information, clear terms, clear actions

5. MUTUAL UNDERSTANDING

Understanding each other's needs, responsibilities & objectives

A strong partnership creates stronger transactions.

IN OIL TRADING, MISTAKES CAN HAPPEN.

PROFESSIONALS HAVE THE COURAGE TO ACKNOWLEDGE, CORRECT & ACT.

Three Sentences Every Professional Should Be Ready to Say:

1. "I MADE A MISTAKE.

I WILL CORRECT IT."

2. "I WILL REVIEW THE MATTER
AND PROPOSE A SOLUTION."

3. "THIS IS HOW I UNDERSTOOD THE MATTER.

I WILL REASSESS IT AND MAKE THE NECESSARY CORRECTION."

ACCOUNTABILITY BUILDS TRUST.

CORRECTION PRESERVES



In Oil Trading, the Market Does Not Reward Blind Trust.

A good trader is not someone who trusts verbal promises or unverified commitments without assessing the counterparty's capability.

THE MARKET REWARDS THE TRADER WHO:

OBSERVES before trusting

- ANALYZES before deciding
- VERIFIES before committing

THINKS REALISTICALLY before acting

UNDERSTANDS THE COUNTERPARTY'S ACTUAL
CAPABILITY

BUILDS TRUST ON EVIDENCE, NOT PROMISES

A STRONG TRADING RELATIONSHIP IS ONE WHERE BREACHING THE
COMMITMENT HAS A REAL COST.

TRUST SHOULD BE EARNED THROUGH EVIDENCE — NOT GIVEN THROUGH W



4 Keys to Risk Management in Oil Trading

The capabilities that support success and prevent costly failure.

1. GO BEYOND RISK IDENTIFICATION

Risk management is not limited to identifying or avoiding threats.

It must anticipate, control and respond to them.

2. UNDERSTAND RISK INTERCONNECTIONS

Understand how different risks, crises, claims and events can influence one another.

3. PLAN MULTIPLE RISK SCENARIOS

Develop alternative scenarios and response strategies to contain and mitigate risks.

4. MAKE STRATEGIC DECISIONS UNDER UNCERTAINTY

When information is incomplete and conditions are changing, make disciplined, evidence-based strategic decisions

RISK MANAGEMENT IS NOT ABOUT ELIMINATING ALL RISK. IT IS ABOUT UNDERSTANDING, CONTROLLING & NAVIGATING RISK.



14 Buyer Mindsets in Oil Trading

1. Price-Oriented

Focuses mainly on the lowest price.

2. Quality-Oriented

Prioritizes product specifications, standards, analysis, and quality.

3. Comparison-Oriented

Compares multiple offers, prices, sellers, and trading terms.

4. Research-Oriented

Investigates the product, seller, market, documents, and risks before making a decision.

5. Hesitant

Receives information but delays the final decision.

6. Risk-Averse

Prioritizes reducing financial, legal, operational, and credit risks.

7. Fast Decision-Maker

Makes decisions quickly after receiving the necessary information.

8. Relationship-Oriented

Values trust, previous cooperation, and personal or business relationships.

9. Distrust-Oriented

Does not accept claims without proof and demands verification.

10. Bargain-Oriented

Negotiates price, payment terms, delivery, guarantees, and other conditions.

11. Emotion-Driven

Makes decisions influenced by personal trust, time pressure, excitement, fear of missing an opportunity, or emotional reactions.

12. Logic-Driven

Makes decisions based on data, documents, calculations, risk analysis, and economic logic.

13. Risk-Tolerant

Accepts higher levels of risk in pursuit of potentially higher returns.

14. Deceptive / Fake Thinking

Uses false appearances, claims, or documents to create trust or pressure while actual capacity or intentions do not match the presentation.

RED ZORIX PRINCIPLE

Understand the Mindset → Verify the Facts → Observe the Capability → Manage the Risk → Execute the Trade

Different Mindsets. One Goal: A Successful Trade.



Five Red Flags — Walk Away From the Deal

If you encounter any of these five conditions, **DO NOT ENTER** the oil transaction:

1. “My procedure is non-negotiable.”

→ No room for verification or reasonable negotiation.

2. “Pay three days of tank farm storage fees first.”

→ No payment before independently verified product and authority.

3. “Send the money or open the LC first; documents will follow.”

→ No financial commitment before proof.

4. The seller refuses a mutual Penalty Guarantee or the agreed 2% Bonus.

→ No balanced commitment to performance.

5. The seller prevents physical verification of the product and relies on verbal promises.

→ No proof. No deal.

REAL OIL TRADING IS BASED ON PROOF, VERIFICATION AND PERFORMANCE — NOT PROMISES.



SOP — Standard Operating Procedure

Red Zorix manages oil transactions according to a defined Standard Operating Procedure (SOP), not according to personal interests, relationships, promises, or assumptions.

Our Core Execution Standards

1. Verification

We verify the identity, authority, credibility, documents, product, ownership, and transaction capacity of the counterparties.

2. Demonstrated Capability

We require the counterparty to demonstrate its actual ability to perform. Claims and promises alone are not sufficient.

3. Written Commitments

Material commitments must be formally documented, clearly defined, and accepted by the relevant parties.

4. Exchange of Penalty Guarantees

Where required by the transaction structure, reciprocal penalty guarantees are exchanged before material financial commitments are made.

5. Integrity, Transparency & Performance

We expect honesty in communication, transparency in conduct, and performance in execution.

6. Risk Management & Risk Reduction

Commercial, legal, financial, banking, product, logistics, and execution risks are identified, assessed, managed, and reduced before the transaction proceeds.

OUR FUNDAMENTAL PRINCIPLE

In oil trading, nobody delivers a product or releases money simply because of beautiful words or promises. A genuine transaction is not executed on verbal commitments, unsupported claims, or unverifiable representations.

It proceeds only when the counterparty's capability, authority, product, documentation, financial capacity, and ability to perform are sufficiently verified and demonstrated.

RED ZORIX PRINCIPLE

We do not trade on promises. We trade on verified capability, documented commitments, and demonstrated performance.



Oil Trading Depends on Two Main Factors

1. Internal Factors

- Management Structure
- Financial Resources
- Technical Resources
- Human Resources
- Execution Capability
- Organizational Culture
- Organizational Knowledge
- Organizational Strategy

2. External Factors

- Economic Conditions
- Laws & Regulations
- Market Conditions
- Competition
- Technology
- Government & Regulatory Institutions
- Suppliers
- Customers

These factors influence the company's strategic direction, management system, capabilities, and ability to achieve its expected results.



Our Vision

To establish an active and trusted presence in the global oil trading market and create sustainable value for our customers through efficiency, transparency, integrity, reliability, and quality in every transaction.

We work with our customers based on a structured understanding of:

- Strengths and weaknesses
- Opportunities and threats
- Strategic objectives and priorities
- Transaction risks and critical factors
- Operational and commercial requirements

Our approach is built on four fundamental principles:

Risk Identification → Opportunity Creation → Corrective Action → Preventive Action

By setting clear priorities and identifying the key commercial, financial, legal, logistical, and operational factors of each transaction, we seek to protect our customers, improve transaction performance, reduce risks, create opportunities, and support sustainable business growth

Our Mission

We maintain an active and broad presence in the global oil trading market and create value for our customers through efficiency, transparency, integrity, reliability, and quality in the execution of oil transactions.

We work with our customers through a structured assessment of strengths, weaknesses, opportunities, and threats, aligned with strategic objectives, priorities, risk management, business growth, protection of interests, and continuous improvement.

Our approach is built on four fundamental principles:

Risk Identification → Opportunity Creation → Corrective Action → Preventive Action

By identifying priorities and evaluating the key commercial, financial, legal, banking, logistical, and operational factors of each transaction, we seek to reduce risks, create opportunities, improve transaction performance, and protect the legitimate interests of our customers and business partners.



Our Values

Integrity & Transparency We communicate commercial information, capabilities, conditions, and risks as clearly and accurately as possible.

Trust & Commitment We consider trust a fundamental commercial asset and remain committed to our legitimate obligations and relationships.

Professionalism We conduct our activities based on knowledge, experience, reliable information, sound judgment, and international business practices.

Mutual Benefit We seek to create sustainable, mutually beneficial relationships among genuine and capable trading partners.

Risk Awareness We identify, assess, and seek to mitigate commercial, financial, legal, operational, and logistical risks.

Accountability We take responsibility for our decisions, commitments, and performance.

Quality & Effectiveness We pursue accurate, efficient, controlled, and effective execution of every transaction.

Long-Term Relationships We focus not only on individual transactions, but on building lasting professional relationships with reliable customers and business partners.



Our Policy

Red Zorix is committed to conducting its business in accordance with applicable laws and regulations, international trade principles, transparency, integrity, responsible risk management, and professional business practices.

In our oil and energy transactions, we:

- Conduct reasonable due diligence on the identity, authority, capability, and legitimacy of transaction parties.
- Review and verify commercial information and documentation before entering into material commitments.
- Do not rely solely on verbal promises, unverifiable claims, or questionable documentation.
- Identify and assess commercial, financial, legal, banking, logistical, and operational risks.
- Protect the legitimate interests of our customers and business partners within the framework of applicable law and contractual obligations.
- Reject circumvention, misrepresentation, document fraud, and other unethical or unprofessional business practices.
- Base commercial decisions on verifiable facts, reliable documentation, actual capacity, and executable transaction conditions.
- Pursue appropriate corrective and preventive actions whenever deficiencies or material risks are identified.
- Respect the confidentiality of legitimate commercial information and maintain professional conduct with all transaction parties.

Our policy is designed to establish a transparent, responsible, controlled, and trustworthy business environment for our customers and partners.



Red Zorix Commercial Capital & Capabilities in Oil Trading

Red Zorix's ability to create, develop and execute oil trading opportunities is not based solely on financial capital. It is built on a combination of financial, human, intellectual, relational and reputational capital that together creates a strong commercial platform for sustainable growth.

Our key commercial assets and capabilities include:

- Financial Capital and Financing Capacity to participate in and support the execution of viable transactions;
- Banking and Financial Expertise, including knowledge of international trade finance, banking procedures, Letters of Credit and transaction structures;
- Oil Market Knowledge and Industry Experience, including an understanding of products, supply and demand, pricing, market participants and transaction risks;
- Commercial Trust and Credibility among traders, product owners, buyers, sellers and investors;
- Negotiation Capability to structure commercially viable and mutually beneficial transactions;
- Capital Attraction Capability, with the ability to identify, approach and build confidence among investors and financing partners for transaction execution;
- A Broad and Continuously Expanding Business Network connecting traders, product owners, buyers, sellers, investors and other strategic partners;
- Personal and Social Reputation, supporting access, communication and the development of long-term commercial relationships;
- Transaction Management Capability, from opportunity identification and due diligence through negotiation, contracting, financing, logistics and completion;
- Risk and Crisis Management Capability, enabling Red Zorix to identify potential risks, resolve commercial challenges and protect the legitimate interests of the parties;
- Investor Confidence Building, through transparency, verification, structured transactions and professional execution;
- Commercial Connectivity, linking genuine buyers, sellers, product owners, investors and relevant commercial participants within a coordinated transaction structure.

The Red Zorix Advantage

The core strength of Red Zorix is not simply having capital, contacts or market knowledge individually. It is the ability to combine these different forms of capital into an integrated commercial platform capable of identifying opportunities, connecting credible parties, attracting financing, negotiating transactions, managing risks and taking viable oil trading opportunities toward successful execution.

In simple terms: Red Zorix seeks to convert relationships, knowledge, credibility and capital into real, verifiable and executable commercial transactions.



Payment and Product Acceptance Principles

We do not conduct any oil, gas, or petroleum products transaction based solely on verbal promises, commercial representations, unverifiable documents, or documents that do not provide legally reliable evidence.

Our payment and product acceptance process is strictly based on the following principles:

1. Exchange of Penalty Guarantee Undertakings

Before entering into financial commitments, both parties must formally exchange mutually agreed contractual undertakings and Penalty Guarantee obligations, providing a clear and enforceable remedy in the event of non-performance.

2. Verification of Identity, Authority and Capacity

Both parties must exchange and verify their corporate registration documents, identification documents, authorized signatories, legal authority of representatives, relevant licenses, and evidence demonstrating their genuine capacity to perform the transaction.

3. Bank-to-Bank Exchange of Transaction Documents

The transaction contract and principal commercial documents must be exchanged through official, verifiable banking channels between the respective banks, or through another mutually agreed and independently verifiable banking mechanism.

4. Proof of Product, Ownership, Right to Sell and Financial Capacity

The Seller must provide verifiable evidence confirming that:

- the product physically exists and is available for delivery;
- the Seller is the legal owner of the product or has legally authorized rights to sell and deliver it;
- the quantity, specification, location and status of the product can be independently verified;
- the Seller has the legal and operational capacity to deliver the product in accordance with the contract.

Evidence of payment, product shipment, transfer of title/ownership and other material transaction documents must also be verifiable through the agreed banking and documentary channels.

5. Verification of Final Shipping Documents Before Release of Funds

Before the release of funds, the Buyer must receive and verify the applicable final shipping and commercial documents in accordance with the agreed transaction and payment structure, including, where applicable:

- Booking Confirmation;
- Final Commercial Invoice;
- Bill of Lading;
- Certificate of Origin;
- Inspection/Quality Certificate;
- and any other documents required under the contract or Letter of Credit.

OUR FUNDAMENTAL PRINCIPLE IS SIMPLE:

No payment will be released solely against verbal promises, personal assurances, screenshots, copies of documents, unverifiable emails, or unsupported claims of product ownership or availability.

Every payment must be supported by legally enforceable contractual obligations, verified identity and authority of the parties, verifiable proof of the product and the Seller's ownership/right to sell, authentic transaction documents, and fulfillment of the agreed contractual conditions.

These requirements are established to protect both parties and to eliminate the risks of forged documents, fictitious transactions, financial abuse, non-delivery, and misrepresentation of product ownership or availability.



5-Why Analysis in Oil Transaction

Case: Deal Failed After Buyer Sent LOI

Why did the deal fail?

Because the seller did not proceed after receiving the LOI.

Why didn't the seller proceed?

Because the buyer did not provide acceptable POF.

Why was the POF not acceptable?

Because the buyer only sent a bank screenshot instead of a verifiable instrument.

Why did the buyer send a screenshot instead of a real instrument?

Because the buyer did not have a ready LC/SBLC or RWA from their bank.

Why didn't the buyer have a ready LC/SBLC/RWA?

Because the buyer was not financially prepared and was testing the market rather than executing a real transaction.

Resulting Insight

In oil trading, 90% of failed deals trace back to one root cause:

The buyer is not financially ready, even if they appear serious.



Standard Operating Procedure (SOP)

We operate our oil-trading activities under a strict Standard Operating Procedure (SOP).

Our decisions, actions, and commitments are driven by structured processes — not emotions, personal preferences, or verbal assurances.

SOP Framework

1. Verification Process
2. Capability Assessment
3. Written Obligations
4. Penalty & Guarantee Exchange
5. Integrity & Transparency Standards
6. Risk-Mitigation Management

Operational Principle

In the oil market, trust is built through documents, capability, compliance, and performance — not through verbal promises or unverified claims.

A real transaction only proceeds when the counterparty's financial, logistical, and operational capability is clearly demonstrated and validated.

Corporate Belief At Red Zorix, we believe that every successful deal must be grounded in transparency, verification, and accountability.

Our SOP ensures that each transaction meets international standards of due diligence and professional integrity.



Five Keys to Success in Oil Trading

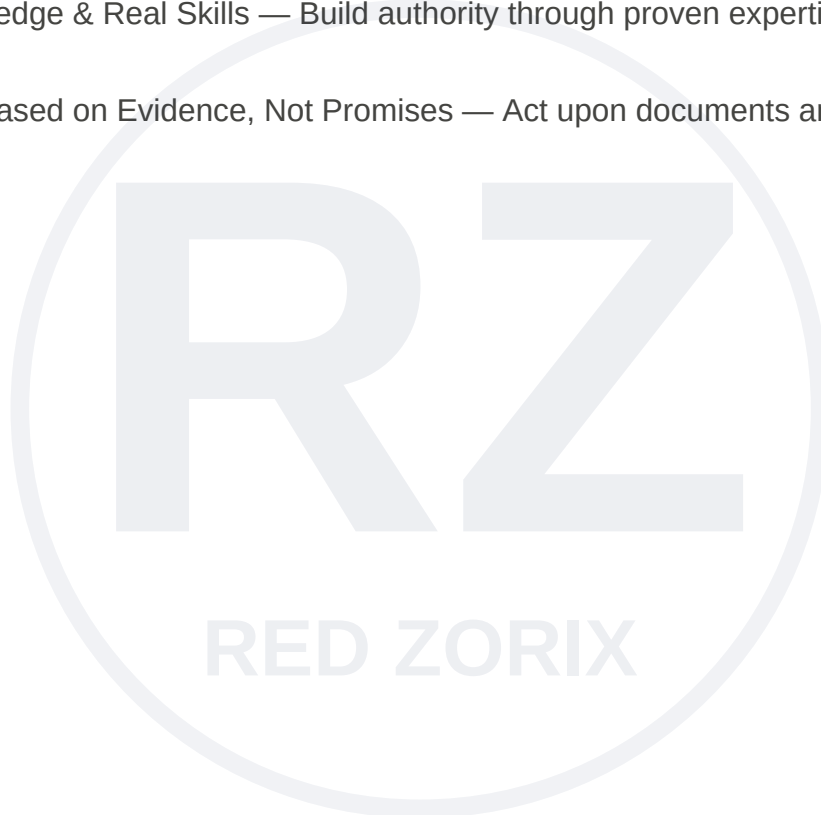
Consistency — Stay persistent and disciplined in every deal.

Depth, Transparency & Realism — Operate with clarity and genuine understanding of the market.

Financial & Emotional Intelligence, Networking & Risk-Taking — Combine smart decision-making with courage and strong connections.

Experience, Knowledge & Real Skills — Build authority through proven expertise and continuous learning.

Decision-Making Based on Evidence, Not Promises — Act upon documents and facts, not verbal commitments.





Ten Legal & Commercial Clauses in Oil Trade Contracts

- Governing Law
- Sanctions Clause
- Liability Limitations
- Payment Mechanism & Currency Risk
- Intellectual Property & Confidentiality
- Guarantees & Proof Documents
- Damages & Penalty Guarantee
- Force Majeure
- Exit & Termination Conditions
- Arbitration Clause in Case of Non-Performance



Actionable Oil Trading Sales Process

The 40 / 30 / 20 / 10 Sales Operating System

STAGE 1 — QUALIFY THE MARKET

Objective: Find a real buyer before presenting a product.

Actions:

- Identify the buyer's company and business model.
- Identify the actual decision-maker.
- Understand product requirements, destination, volume, frequency and specifications.
- Establish whether the buyer has the financial and operational capacity to transact.
- Verify the buyer before investing significant time.

Exit condition:

We know who the buyer is, what they can buy, and what they are realistically looking for.



40% — Relationship & Trust

STAGE 2 — BUILD CREDIBILITY

Objective: Make the buyer comfortable doing business with you.

Actions:

- Introduce the company professionally.
- Establish your role and authority in the transaction.
- Communicate clearly and consistently.
- Never exaggerate the product, source, allocation or mandate.
- Provide verifiable corporate and commercial information.
- Understand the buyer before aggressively presenting the offer.
- Keep commitments — especially small ones.

Rule:

Never ask for a high level of commitment before establishing a high level of trust.

Exit condition:

The buyer is willing to share commercially meaningful information and continue the conversation.



30% — Desire

STAGE 3 — CREATE COMMERCIAL INTEREST

Objective: Move the buyer from “I need this” to “I want this opportunity.”

Actions:

- Identify the buyer’s commercial objectives.
- Discover what makes the transaction attractive to them.
- Understand their pain points and current alternatives.
- Ask questions before presenting solutions.
- Present the opportunity around the buyer’s objectives, not around your own product.
- Create urgency only when genuine — never through fabricated scarcity.

Key questions:

What are you trying to achieve?

What is preventing you from achieving it?

What would make this transaction commercially attractive?

What conditions would allow you to move forward?

Exit condition:

The buyer expresses a clear commercial interest and wants to examine the opportunity seriously.



20% — Product Benefit

STAGE 4 — PROVE THE VALUE

Objective: Demonstrate why this specific transaction makes commercial sense.

Build the offer around:

PRODUCT → PRICE → QUALITY → LOGISTICS → DELIVERY → SECURITY → MARGIN

Show the buyer:

- Product specification
- Origin/source
- Available volume
- Pricing mechanism
- Delivery terms
- Payment terms
- Logistics
- Documentation
- Compliance requirements
- Expected commercial benefit

The critical question:

“What does the buyer gain by doing this transaction with us rather than using another available option?”

The answer must be specific and demonstrable.

Exit condition:

The buyer accepts that the transaction has sufficient commercial value to justify proceeding.



Stage 5 — Due Diligence & Deal Validation

Objective: Prevent a good-looking opportunity from becoming a bad transaction.

Before moving toward closing:

Seller verification

- Corporate existence
- Authority to sell
- Product/source verification
- Mandate or title where applicable
- Commercial documents
- Compliance/KYC

Buyer verification

- Corporate existence
- Decision-making authority
- KYC
- Financial capability
- Ability to perform under the proposed payment structure

Transaction verification

- Product
- Quantity
- Specification
- Price
- Incoterms
- Delivery location
- Timing
- Payment instrument
- Inspection
- Documentation
- Compliance

Exit condition:

Both parties and the transaction structure have passed the required commercial and compliance checks.



10% — Closing

STAGE 6 — CONVERT INTEREST INTO COMMITMENT

Objective: Remove uncertainty and obtain a clear commercial commitment.

Do not keep selling after the buyer is ready.

Move systematically:

Interest → Terms → Agreement → Contract → Performance

Closing checklist:

1. Confirm commercial terms.
2. Resolve outstanding objections.
3. Confirm authority of both parties.
4. Agree documentation.
5. Agree payment mechanism.
6. Agree delivery and inspection procedures.
7. Execute the contract.
8. Establish the transaction timeline.
9. Assign responsibilities.
10. Move immediately into execution.

Exit condition:

A legally and commercially executable agreement is in place.



Stage 7 — Execution & Repeat Business

A transaction is not truly successful when the contract is signed.

It is successful when:

PRODUCT DELIVERED → PAYMENT RECEIVED → CUSTOMER SATISFIED → TRUST INCREASED → NEXT TRANSACTION

After completion:

- Confirm successful delivery.
- Confirm payment.
- Resolve problems quickly.
- Conduct a post-deal review.
- Ask about the buyer's next requirement.
- Record the buyer's preferences and transaction history.
- Develop the next opportunity.

This converts one transaction into an account.

The Complete Sales Funnel

1. QUALIFY



2. BUILD TRUST — 40%



3. CREATE DESIRE — 30%



4. PROVE VALUE — 20%



5. VALIDATE THE DEAL



6. CLOSE — 10%



7. EXECUTE



8. REPEAT

The Sales Funnel at a Glance





The Manager's Control Panel

Every salesperson should be able to answer these eight questions for every active buyer:

Question Status

Who is the real buyer?

Have we established trust?

What does the buyer actually want?

What is the buyer's commercial motivation?

What measurable benefit do we provide?

Have buyer, seller and transaction been verified?

What exactly is preventing closing?

What is the next concrete action and deadline?

THE CORE MANAGEMENT PRINCIPLE

Do not measure a salesperson only by how many offers they send.

Measure the movement of opportunities through the cycle:

CONTACT → TRUST → DESIRE → QUALIFIED OPPORTUNITY → VERIFIED DEAL → CONTRACT → EXECUTION → REPEAT ORDER

That is how the 40/30/20/10 model becomes a real sales machine rather than just a sales philosophy.



Bad Management vs. Good Management in Oil Trading

In oil trading, a bad manager is not necessarily the manager who does not know every transaction principle.

The greater problem is the manager who does not want to learn, does not accept what he does not know, and refuses to operate within a disciplined system.

A BAD MANAGER:

- Thinks he already knows everything and becomes resistant to learning.
- Prevents the organization from developing proper transaction knowledge and institutional learning.
- Replaces systems, procedures, and evidence with personal judgment and emotional decisions.
- Suppresses team creativity by discouraging questions, alternative views, and constructive challenge.
- Fails to identify, control, mitigate, and manage transaction risks systematically.
- Reduces motivation, accountability, and opportunities for professional growth.
- Prevents healthy professional relationships from developing within the team and with business partners.
- Allows personal preferences and subjective judgments to replace objective criteria, documented procedures, and earned trust.
- Creates dependency on the manager instead of building an independent and capable organization.

A GOOD MANAGER DOES THE OPPOSITE:

- Accepts that continuous learning is part of management.
- Builds transaction knowledge into the organization.
- Makes decisions through systems, evidence, analysis, and defined procedures.
- Encourages the team to question, analyze, innovate, and propose better solutions.
- Identifies risks early and establishes controls and mitigation strategies.
- Develops people, increases motivation, and creates measurable opportunities for growth.
- Builds professional relationships based on competence, transparency, consistency, and mutual respect.
- Separates personal preference from commercial decision-making.
- Builds a team that can perform effectively without depending on one individual's personal judgment.

THE CORE PRINCIPLE

A weak manager builds dependency on himself. A strong manager builds a system that makes the entire team stronger.

IN OIL TRADING:

- PERSONAL OPINION → SYSTEM
- EMOTION → EVIDENCE
- ASSUMPTION → VERIFICATION
- FEAR → RISK MANAGEMENT
- DEPENDENCY → TEAM CAPABILITY
- PERSONAL PREFERENCE → OBJECTIVE CRITERIA

INDIVIDUAL KNOWLEDGE → ORGANIZATIONAL KNOWLEDGE

The real measure of a manager is not how much he personally knows, but how effectively he builds a team and system that can learn, verify, decide, manage risk, and execute.



Efficiency and Effectiveness in Oil Trading

In oil trading, successful transaction management requires both Efficiency and Effectiveness.

EFFECTIVENESS — DOING THE RIGHT DEAL

Effectiveness means selecting and pursuing a transaction that is commercially sound and executable.

An effective oil trader asks:

- Is the product real and verifiable?
- Is the seller authorized and capable of performing?
- Is the buyer real, qualified, and capable of performing?
- Is the price commercially viable?
- Are the quality and specifications acceptable?
- Are the delivery terms realistic?
- Are the payment conditions workable?
- Are the risks identified and controllable?
- Is there a realistic path from contract to physical performance?

Effectiveness answers:

Are we doing the right transaction?

EFFICIENCY — EXECUTING THE DEAL CORRECTLY

Efficiency means achieving the required result with minimum unnecessary time, cost, resources, delays, and operational friction.

An efficient trading team:

- Qualifies opportunities quickly.
- Verifies information systematically.
- Avoids unnecessary negotiations.
- Uses clear SOPs and documentation.
- Coordinates buyer, seller, banks, inspectors, logistics, and legal/compliance functions.
- Identifies bottlenecks before they become failures.
- Makes decisions within defined authority.
- Records lessons from every transaction.

Efficiency answers:

Are we executing the transaction in the right way?

THE CRITICAL DISTINCTION

Effectiveness without efficiency can produce a good opportunity that is executed too slowly, expensively, or poorly.

Efficiency without effectiveness can produce a perfectly organized process for the wrong transaction.

Therefore:

FIRST CHOOSE THE RIGHT DEAL. THEN EXECUTE THE RIGHT DEAL RIGHT.

THE OIL TRADING FORMULA

EFFECTIVENESS = RIGHT OPPORTUNITY + RIGHT COUNTERPARTIES + RIGHT COMMERCIAL STRUCTURE

EFFICIENCY = RIGHT PROCESS + RIGHT PEOPLE + RIGHT TIMING + RIGHT CONTROL

THE REAL OBJECTIVE The goal of an oil trading company is not simply to complete more transactions. It is to: **SELECT THE RIGHT TRANSACTIONS → VERIFY THE**

FACTS → CONTROL THE RISKS → EXECUTE EFFICIENTLY → PROTECT THE

MARGIN → DELIVER THE RESULT → BUILD REPEAT BUSINESS A professional oil trader therefore measures both:

WHAT WE CHOOSE TO DO and HOW WELL WE EXECUTE WHAT WE CHOOSE.

Efficiency protects resources. Effectiveness protects direction. Together, they create sustainable trading performance.



What Does a Buyer Really Pay for in Oil Trading?

In oil trading, a strong track record, positive reports, attractive numbers, and good performance indicators are valuable.

But none of them, by themselves, make a transaction real.

A real transaction is built on:

TRUST + ACCOUNTABILITY + REALISM + EXECUTION

- Trust — Can the parties rely on each other?
- Accountability — Will each party take responsibility for its commitments?
- Realism — Are the product, price, terms, timeline, and capabilities consistent with reality?
- Execution — Can the transaction actually move from agreement to physical and financial performance?

THE MORE IMPORTANT QUESTION:

WHAT IS THE BUYER ACTUALLY PAYING FOR?

The buyer is not simply paying for a commodity.

The buyer is paying for a commercial outcome.

1. THE PRODUCT

The buyer pays for a product that meets the agreed:

- Specification
- Quantity
- Quality
- Origin
- Delivery requirements
- Contractual conditions The product is the foundation of the transaction.

2. THE BUYER'S ECONOMIC BENEFIT

The buyer must obtain a commercially meaningful benefit from the transaction.

That benefit may come from:

- Competitive pricing
- Quality
- Reliable supply
- Logistics
- Availability
- Margin opportunity
- Cost reduction
- Supply security

If the transaction does not create sufficient economic value for the buyer, the product alone may not be enough to close the deal.

3. THE COMMERCIAL SYSTEM

A serious buyer is also buying the ability to move the product through a reliable commercial system.

That includes:

Sourcing → Verification → Contracting → Finance → Logistics → Inspection → Delivery → Payment

The buyer therefore values reliability and execution capability, not merely an offer document.

4. COMPETITIVENESS & RESILIENCE

A reliable supply arrangement can strengthen the buyer's ability to:

- Compete in its market
- Maintain production or distribution
- Reduce supply disruption
- Diversify sources
- Respond to market volatility
- Protect its commercial position

Therefore, the transaction may contribute to both competitiveness and business resilience.



The Real Value Equation

PRODUCT

- ECONOMIC BENEFIT
- RELIABLE COMMERCIAL SYSTEM
- COMPETITIVENESS / RESILIENCE

= COMMERCIAL VALUE TO THE BUYER

But there is one critical principle:

A buyer does not pay because the seller has a good story, impressive reports, or positive numbers. The buyer pays when the promised value is credible, verifiable, contractually defined, and capable of being delivered.

THE REAL TEST OF AN OIL TRANSACTION

Can you prove what you are selling?

Can you prove what the buyer will receive?

Can both parties perform their commitments?

Can the transaction survive verification, payment, logistics, and delivery?

If the answer is yes, the transaction has a foundation in reality.

In oil trading, credibility creates the opportunity, value creates the reason to buy, and execution creates the transaction.



What Builds Trust in Oil Trading?

In oil trading, trust is not built by attractive words, ambitious promises, or professional appearances.

Trust is built when words, capabilities, and actual behavior consistently support each other.

1. MEASURE YOUR CAPABILITY BEFORE MAKING A COMMITMENT

Before making a promise, ask:

Do I have the authority, resources, knowledge, time, and capability to deliver it?

If you cannot perform, making a promise does not build trust — it creates risk.

2. IF YOU DO NOT KNOW, DO NOT PRETEND THAT YOU KNOW

Saying:

“I do not know. I need to verify it.”

is more professional than giving an unsupported answer.

Admitting that you do not know does not destroy trust; pretending to know can.

3. WHEN YOU MAKE A MISTAKE, TAKE RESPONSIBILITY

Do not make a mistake worse through excuses, concealment, or blaming others.

Acknowledge it → Correct it → Prevent it from happening again.

A meaningful apology should be followed by corrective action.

4. STATE YOUR REQUEST CLEARLY

The other party should understand:

What you need, why you need it, who needs to provide it, and when it is required.

Ambiguity creates misunderstanding.

Clarity creates effective cooperation.

5. DO NOT CHANGE YOUR PRINCIPLES AT THE FIRST SIGN OF RESISTANCE

Disagreement should not automatically change your position.

However, a professional manager understands the difference between principles and methods:

Be firm in your principles and flexible in your methods.

If credible new evidence proves that your previous position was wrong, changing it is not weakness — it is professional judgment.

6. IF YOU ACCEPT RESPONSIBILITY, DO NOT WAIT TO BE CHASED

Responsibility means:

Commitment → Action → Follow-up → Result

Someone who acts only after repeated reminders has not fully taken ownership of the responsibility.

7. BE PREDICTABLE UNDER PRESSURE

Trust is not truly tested when everything is easy.

When a transaction faces delays, disputes, financial pressure, documentation problems, or operational obstacles, the other party should know how you will behave.

Professional behavior during difficult situations should be guided by:

Principles + Contract + Evidence + Process —not anger, fear, or emotion.



The Key Principle in Oil Trading

When selecting a business partner, do not focus only on:

“Who speaks better?”

Look at:

Who keeps their commitments?

Who communicates information transparently?

Who accepts responsibility for mistakes?

Who remains accountable under pressure?

Who behaves consistently and predictably?

In oil trading, rely on people whose behavior is predictable — not merely on people whose words are attractive.

TRUST IS BUILT THROUGH:

HONESTY + CAPABILITY + ACCOUNTABILITY + CONSISTENCY + EXECUTION

And most importantly:

Trust is not built by one promise. It is built through a consistent pattern of verifiable behavior over time.

Decision-making in Oil Trading

In oil trading, a decision must not remain an idea.

It must be converted into a clear and accountable execution process.

1. DECISION

What needs to change, be corrected, or be achieved?

2. ACTION

What exactly needs to be done to execute the decision?

3. RESPONSIBILITY

Who is responsible for executing it?

4. DEADLINE

By when must it be completed?

5. VERIFICATION

How will we verify that the action has actually been completed?

MANAGEMENT PRINCIPLE

Clearer Decisions Clearer Responsibilities Faster Execution Verifiable Results

DECISION → ACTION → RESPONSIBILITY → DEADLINE → VERIFICATION →

RESULT A decision without a responsible person, a deadline, and verification is not an executable decision.

The Right Response to a Suspicious Oil Offer

In oil trading, the best response to a suspicious offer is not always a response.

It is a boundary.

When an offer cannot be independently verified, contains serious inconsistencies, or shows clear risk indicators, do not waste time trying to convince the other party.

DO NOT:

- Make unnecessary calls
- Distribute the offer to your network
- Provide sensitive buyer or seller information
- Enter prolonged arguments
- Try to convince the other party
- Make financial or operational commitments
- Give the offer access to your transaction network

INSTEAD:

VERIFY → SET A CLEAR BOUNDARY → DOCUMENT THE RISK → RESTRICT ACCESS → DISENGAGE

If the required evidence cannot be provided, the transaction stops.

THE PRINCIPLE

You do not have to prove that a suspicious offer is fraudulent before protecting your business.

In oil trading, professional risk management means knowing when to investigate, when to request evidence, and when to walk away. Do not fight a suspicious offer. Control your exposure to it.

6 Financial Reports Every Senior Oil-trading Manager Should Know

In oil trading, a senior manager should not only understand purchases, sales, and contracts.

They must also understand and continuously monitor the company's financial position, liquidity, and capital requirements.

Every senior manager should be able to read and understand these six key financial reports:

1. CASH FLOW REPORT

Where is the money coming from, where is it going, and how much cash is currently available?

2. RECEIVABLES & COLLECTIONS REPORT

How much money is owed by customers, when is it due, and how much is overdue?

3. PROFITABILITY REPORT

How much revenue, gross margin, and net profit is generated by each transaction, product, or customer?

4. WORKING CAPITAL REPORT

How much capital is tied up in purchases, inventory, receivables, logistics, and ongoing transactions?

5. EXPENSE REPORT

How much is being spent on operational, financial, administrative, and transaction-related costs?

6. BUDGET & VARIANCE REPORT

How does actual financial performance compare with the approved budget, and where are the significant variances?

MANAGEMENT PRINCIPLE

A senior oil-trading manager must know not only how much the company sells, but where the money is, when it will be collected, how much capital is tied up, how much is being spent, and how much profit is actually being generated.

SALES SHOW ACTIVITY.

CASH FLOW SHOWS LIQUIDITY.

PROFITABILITY SHOWS ECONOMIC PERFORMANCE.

WORKING CAPITAL SHOWS CAPITAL PRESSURE.

BUDGET VARIANCE SHOWS FINANCIAL CONTROL.



5 Weekly Reports Every CEO Should Review

A CEO should not manage the business only through daily conversations and isolated updates.

A professional CEO needs a weekly management dashboard built on reliable, relevant, and timely data.

1. SALES PERFORMANCE REPORT

What was sold, what was achieved against target, and where are the gaps?

2. FINANCIAL STATUS REPORT

What is the current cash position, receivables, payables, expenses, and profitability?

3. HUMAN RESOURCES REPORT

What is the status of the team, productivity, staffing needs, performance, and critical responsibilities?

4. CUSTOMERS & MARKET REPORT

What is happening with customers, demand, competitors, market conditions, and commercial activity?

5. OPPORTUNITIES & THREATS REPORT

What new opportunities are emerging, what risks are developing, and what requires management attention?

THE CEO PRINCIPLE

A professional CEO makes decisions based on reliable data, supported by experience and sound managerial judgment—not emotion alone.

A WEEKLY MANAGEMENT DASHBOARD helps you:

- Identify problems earlier
- Make faster decisions
- Allocate resources more effectively
- Track business performance continuously
- Focus management attention on what requires action

WHAT GETS MEASURED GETS MANAGED. WHAT GETS REVIEWED GETS CONTROLLED. WHAT GETS ACTED UPON CREATES RESULTS.

Management Decision-making Framework for Oil Trading

A successful oil trading manager first answers these eight questions:

1. Where are we?

What is our current position in terms of business, finance, customers, suppliers, market, capacity, and risk?

2. Where do we want to go?

What are our specific targets for volume, revenue, profit, market, customers, and business position?

3. Which customers and markets will we focus on?

Which products, countries, ports, buyers, and market segments are our priorities?

4. How will we create revenue and profit?

What is our business model? Where will our margin come from, and how will we control transaction costs, working capital, and risk?

5. What resources do we need?

Capital, reliable suppliers, qualified buyers, banking capacity, people, logistics, contracts, market intelligence, and operational infrastructure.

6. How will we measure success?

Which KPIs will we use to measure performance, profitability, execution, cash flow, transaction success, risk, and market development?

7. What will we change if our assumptions change?

If prices, supply, demand, financing, regulations, customers, or logistics change, which parts of our plan must be adjusted?

8. What decisions do these answers create?

Every analysis must lead to a clear decision: what should be done, by whom, by when, with what resources, and according to which success criteria?

THE MANAGEMENT CYCLE

PLAN → EXECUTE → MEASURE → ANALYZE → IDENTIFY DEVIATION → CORRECT → ADAPT → REPEAT

In practical management:

Planning → Execution → Measurement → Analysis → Deviation Identification → Corrective Action → Adaptation → Re-execution

CORE MANAGEMENT PRINCIPLE

Plan ≠ Actual → Identify the Deviation → Find the Cause → Take Corrective Action → Re-measure

A successful oil trading manager does not simply execute a plan. He continuously tests assumptions, measures actual results against the plan, identifies deviations, and adjusts decisions before deviations become losses.



Customer-Centered Approach

Customer satisfaction is at the heart of everything we do. We support our business partners throughout the entire transaction lifecycle, both before and after the transaction.

Our experienced and dedicated team carefully and responsibly manages and follows up on the entire supply and transaction process—from the initial request through sourcing, coordination, documentation, logistics, and final delivery—with a strong commitment to accuracy, accountability, and integrity.

We provide sustainable commercial solutions, competitive offers, standardized transaction procedures, and globally aligned risk-management practices, structured around the requirements and expectations of our buyers and business partners.

Through our international supply chain and the business network we have developed over the years, we have established and continue to develop active commercial relationships with buyers, importers, distributors, and industrial companies across more than 50 countries worldwide.

For us, every successful transaction is the beginning of a strategic, long-term, and mutually beneficial business relationship.

At Red Zorix, our objective is to create measurable value for our business partners and build lasting commercial relationships by combining global supply-chain capabilities, market experience, disciplined transaction management, and a commitment to responsible business practices.

RED ZORIX



CEO Message

In a world where energy is fundamental to progress, security, and economic stability, we at Red Zorix are committed to building our journey on trust, transparency, and professional excellence.

Our vision goes beyond fuel facilitation. We aim to create long-term value for our partners, strengthen the global energy supply chain, and contribute to a safer and more stable energy future.

With expertise, responsibility, and innovation as our core pillars, we strive to bridge producers and consumers with reliability, integrity, and purpose.

Sincerely, Afghanzai

ceo@redzorix.com

Our Vision

Our vision is to be a governance-driven and trusted partner in the global oil and gas market, recognized for transforming volatility into certainty.

Our Responsibilities

Ensure transparency and due diligence in all transactions

Maintain ethical trade standards and legal compliance

Protect client interests and deliver on commitments

Foster strong, long-term partnerships through trust and performance

Three Risk Levels in Oil Trading

1. IMAGINARY SYSTEM

- Ambiguity in verification
- Non-negotiable or unclear procedures
- No reliable independent verification
- Reliance on verbal promises and commitments

RISK LEVEL: VERY HIGH

2. FORMAL SYSTEM

- Documents and company information can be verified
- Formal procedures and contracts are available
- However, the underlying facts of the transaction cannot be independently observed or Confirmed

RISK LEVEL: MEDIUM — CAUTION REQUIRED

3. REAL / VERIFIED SYSTEM

- Counterparties and authorities are verified
- Product existence and availability can be independently confirmed
- Ownership or right to sell can be established
- Quantity, quality, logistics and transaction documents can be verified
- Execution is aligned with verified facts and contractual obligations

RISK LEVEL: CONTROLLED — SUBJECT TO DUE DILIGENCE OUR PRINCIPLE DON'T TRADE ON PROMISES.

TRADE ON VERIFIED FACTS.

CLAIM → DOCUMENT → VERIFICATION → OBSERVATION → EXECUTION



Response to a Seller: Four Points to Confirm

Thank you for your offer. We genuinely feel that you have the product and the capability to execute the transaction properly.

However, the main question is:

How can we, Red Zorix, facilitate a transaction exceeding USD 10 million through LC/CIF, or through the proposed and mutually agreed transaction structure, without physically seeing, verifying, and establishing the existence of the product and the seller's actual capability to perform?

At Red Zorix, we follow one fundamental and non-negotiable principle in our responsibilities and transactions:

We believe in seeing and verifying, not merely hearing and relying on promises.

Therefore, if you are serious and genuinely committed to conducting this transaction with us, please confirm or reject the following four specific points clearly:

1. Mutual Guarantee of Transaction Commitment

Is the Seller willing, before the complete exchange of the Buyer's documents, to provide a mutual guarantee demonstrating the seriousness and genuine commitment of both parties to the transaction?

For example, each party may place USD 200,000 through a mutually acceptable and verifiable mechanism, such as an Escrow Deposit, Bank Guarantee, Company Cheque, Joint Account, or verified bank/exchange transfer, as a good-faith performance guarantee.

The purpose of this amount is not to pay any transaction costs or fees. It is solely intended as a mutual security mechanism to demonstrate the seriousness, capability, and genuine commitment of both parties to completing the transaction.

2. Confirmation of the 2% Pro forma Bonus

Is the Seller's bank willing, before activation of the LC, to formally confirm and provide an enforceable undertaking regarding the agreed 2% Pro forma Bonus, subject to the final contractual terms and applicable banking procedures?

3. Bank-to-Bank Submission of CI and SPA

Is the Seller willing to submit the Commercial Invoice (CI) and SPA through the official Bank-to-Bank channel to the Buyer's bank, allowing the authenticity of the documents and the Seller's banking relationship and authority to be independently verified?

4. Physical Inspection of the Product Before LC Activation

After the mutual guarantee has been established and before activation of the LC, is the Seller willing to allow an authorized representative of the Buyer to physically inspect and verify:

- The actual stock/product;
- The quantity available;
- The product prepared and available for loading;
- The storage location;
- The Title Holder and ownership/authority over the product; and
- The Seller's actual ability to deliver and perform the transaction.

If the Seller's answer to all four points is positive and verifiable, we are prepared to move forward to the serious and practical stage of negotiations and transaction execution.

For us, these four points are not unnecessary additional conditions. They represent a preliminary framework for building mutual trust, reducing transaction risk, and establishing the real and executable capability of the transaction.

If the Seller genuinely has the product, the legal authority to sell it, the required stock available for loading, and a legitimate banking structure, we believe these verification steps should be reasonable and manageable.

Therefore, we kindly request a clear response to each of the four points above — YES or NO, together with the proposed mechanism and supporting confirmation where applicable. Upon receiving positive and verifiable responses, we will be ready to proceed to the practical phase and coordinate the next steps with the Buyer,



Response to Unverified Brokers and Offers

“Hello, Thank you for sharing your offer and your interest. We must highlight that many individuals without any commercial identity, using only a WhatsApp number, present themselves as brokers and circulate non-genuine offers in the market. This causes financial loss, confusion, and wasted time for legitimate companies.

Therefore, as a registered UAE company, we cannot proceed unless mutual trust is established, an in-person meeting is held, and an official contract confirming the legal responsibility and authenticity of your offer is signed.

We only work with brokers and companies that demonstrate responsibility, accountability, and full transparency. Airborne offers without legal guarantees are not acceptable, as they may harm the buyer and expose our company to legal liability under Dubai commercial courts.

We reiterate that Red Zorix Oil Trading LLC is a registered UAE company and negotiates only with verified brokers and entities with valid commercial identity.



Official Notice Regarding Unauthorized Oil Sale Representations

Any individual claiming to offer crude oil or petroleum products valued at tens or hundreds of millions of dollars must possess the legal authority to do so.

At a minimum, such a person must hold one of the following:

- Legal ownership of the product.
- A valid Power of Attorney (POA) from the legal owner.
- An official Seller's Mandate or exclusive authorization issued by the owner or the authorized seller.

If a person:

- Is not the legal owner of the product;
- Does not hold a valid Power of Attorney;
- Does not possess an official Seller's Mandate or Letter of Authorization;
- Has no legal control over the product documentation;
- Has no authority to arrange a tank inspection or Dip Test;
- Has no legal authority to negotiate or conclude a sale;
- Cannot determine or execute the transaction procedure on behalf of the owner;

then that person has no legal or commercial right to:

- Claim that they are selling the product.
- Represent that the product is available.
- Meet buyers online or in person as the seller or seller's representative.
- Request or collect buyer documentation.
- Request or receive a POF (Proof of Funds) from any buyer.

Requesting confidential buyer documents, especially a POF, without legal selling authority is a serious breach of commercial ethics and, depending on the applicable jurisdiction, may constitute fraud, misrepresentation, attempted deception, or other civil and criminal violations.

Professional participants in the international oil trade conduct business only with parties who can demonstrate clear legal authority and a verifiable chain of authorization.

If you cannot prove your legal authority to sell, do not represent yourself as a seller



10 Critical Questions for the Buyer to Ask Tomorrow (English Version)

1) Official Authorization

Could you please provide your official authorization letter issued by the real seller?

2) Seller Mandate

Do you have a seller mandate? If yes, please show the document.

3) Product Access

Can you confirm that you have legal access to the product and permission for Deep Test?

4) Proof of Ownership

Can you show any proof of ownership, such as a Letter of Allocation?

5) POF Handling

On what legal basis did you receive our POF, including bank-to-bank details?

6) Role Clarification

In the previous meeting, you introduced yourself as the seller.

Today, what exactly is your role? Seller? Mandate? Broker? Or none of these?

7) Deep Test Permission

If you are the seller, why are you unable to provide Deep Test authorization?

8) Logistics Authority Do you have official permission to access the storage facility and coordinate with port operators?

9) Direct Seller Contact

Can you provide direct contact with the real seller for verification?

10) Legal Liability

Are you aware that receiving POF, presenting yourself as the seller, and inviting us to your location without official authority may create legal liability for you?

Why these questions are extremely powerful

- They are not accusations — only professional questions.
- They force him to prove his authority, which he cannot.
- They expose that he illegally received POF.
- They show he has no access to product.
- They make him realize that continuing this behavior risks legal investigation.
- They rebuild buyer confidence because the buyer sees you are protecting them.
- You stay 100% safe, professional, and legally protected.

Common Signs of a Fake Seller, Fake Mandate, or Unqualified Intermediary in the Oil

Trade

- No clear, logical, and verifiable negotiation procedure.
- Claims of readily available stock in multiple ports and countries simultaneously.
- Claims the ability to supply 200,000–500,000 MT per month of any petroleum product without proof of allocation, ownership, or refinery access.
- Requests POF, TSR, SBLC, DLC, or other financial instruments before proving product ownership and selling authority.
- Requests payment for temporary tank farm rental (1–5 days) under the pretext of conducting a dip test.
- Insists that its procedure is “non-negotiable” and must be followed exactly without reasonable due diligence.
- Refuses to identify the actual title holder, allocation holder, refinery source, or product owner.
- Uses copied, manipulated, or look-alike websites, logos, corporate identities, and documents resembling reputable companies.
- Presents forged terminal documents, storage agreements, certificates, or corporate records.
- Provides false, inconsistent, or unverifiable information regarding product location, ownership, or storage.
- Conducts all communications exclusively online and avoids physical meetings, site visits, or independent verification.
- Refuses direct contact with terminal operators, product owners, or responsible corporate officers.
- Cannot arrange a legitimate dip test, SGS inspection, or physical verification of the product.
- Uses temporary phone numbers, generic email addresses, or unverifiable contact information.
- Introduces multiple intermediaries while concealing the principal seller.
- Frequently changes procedures, company names, product origins, or transaction details.
- Claims unlimited supply capacity without supporting documentation.
- Requests fees, deposits, registration charges, or commissions before proving control of the product.
- Uses fake identities, fake tank holders, fake mandates, or fabricated corporate representatives.
- Avoids KYC and corporate due diligence while demanding extensive buyer disclosures.
- Relies on urgency, pressure tactics, and unrealistic promises to accelerate commitment.

Fundamental Principle A genuine seller first proves product ownership, allocation rights, storage control, and selling authority Financial instruments, banking procedures, and commercial commitments come only after the product and the seller’s authority have been independently verified.



Your Trusted Partner in Energy and Oil

We are your reliable partner in the energy and oil sector, fully committed to providing the specialized services you need to achieve your business goals. Whether you are looking to purchase, sell, supply, or distribute petroleum products, or require professional support in transaction facilitation, we are here to support you at every step.

Our services and transactions are designed to deliver maximum performance and efficiency while minimizing risk. By leveraging the latest technologies and advanced transaction-structuring techniques, we ensure that every service and deal meets the highest international standards and serves your best interests.

We professionally manage oil trading so you don't have to expose your products or capital to parties lacking genuine purchasing capacity or intent to sell. Our expertise in identifying, verifying, and evaluating real oil and gas traders guarantees the security and reliability of your transactions.

Our Core Pillars of Performance

Our performance pillars reflect the principles that guide everything we do, ensuring trust, transparency, and sustainable success for our partners:

- Trust and Professional Partnership

Building long-term relationships based on integrity, transparency, and mutual commitment.

- Transaction Risk Reduction

Intelligent risk management at every stage of a deal to safeguard your capital and interests.

- Expertise in Oil Trading and Transaction Facilitation

Professional execution of transactions with precise structuring according to international standards.

- Verification of Genuine Traders

Accurate identification and assessment of buyers and sellers with real capacity and intent.

- Focus on Shared Business Goals and Interests

Aligning strategies to achieve sustainable growth and mutual success.



Our method for successful transaction execution

We enter into transactions with you based on the following principles and procedural steps:

1. During a Face-to-Face (F2F) meeting, we present the buyer's documents to the seller, including:

ICPO – CIS – CPA/STA – POF.

2. In the same Face-to-Face meeting, we review and verify the seller KYC, POP documents. Plus, Ownership Title deed.

After mutual verification and approval of the documents by both parties, we are able to Send the buyer document to seller and provide a bank check in the amount of USD 100,000 as a-mutual guarantee and proceed to the operational phase.

(Optional)

3. The seller and buyer sign the CI. Or CPA 4.The seller issues and presents the Deep Test Authorization to the buyer.

5.The buyer shall conduct the dipping test at his own expense.

6.After the dipping test, the Seller shall injection 50% into the Buyer's tank or vessel.

7. The Buyer shall make the 50% payment.

8. The Seller shall inject the remaining 50%.

9. The Buyer shall pay the remaining 50% simultaneously upon receiving the Title Transfer and all POP documents.

10. Pay all commissions and successfully close the transaction.

This is our execution procedure, as it ensures clarity, security, and a successful transaction for all parties involve



Our Transparent 7-Step Procedure for Successful Oil Transactions in the UAE

To ensure a safe, secure, and risk-free transaction, our procedure is fixed and non-negotiable:

1. Physical Meeting Between Buyer and Seller

During the meeting, both parties present their documents to each other.

Buyer presents:

- Company documents (CIS)
 - Official purchase request (LOI)
 - Tank or vessel Agreement (TSA or CPA)
 - Proof of Funds (POF)
- Seller presents:
- Proof of Product (POP) confirming product availability in tanks
 - Company documents and proof of ownership of the product

2. After POP Verification

- The Buyer hands over all official documents to the Seller during the meeting.
- At the same time, the Commercial Invoice (CI) or Contract is signed by both parties.
- Both parties proceed to the next operational steps.

3. Dip Test at Buyer's Cost

A formal dip test is conducted at the Buyer's expense, supervised and verified by the tank farm or port authority.

4. Start of Injection (Stage by Stage as Agreed)

Injection of the product from Seller's tank to Buyer's tank or vessel begins according to the agreed schedule.

5. Payment (Stage by Stage as Agreed)

Payments are made progressively according to the volume injected and as specified in the contract.

6. Transfer of Ownership Documents to Buyer

After the agreed payments are completed, all ownership documents and related certificates are transferred to the Buyer.

7. Payment of Commissions Commissions to intermediaries are paid according to the agreed NCNDA/IMFPA.

Conclusion Any seller who agrees to this procedure — which guarantees full transparency, trust, and zero risk for both parties — is welcome to begin the transaction with



Buyer Due Diligence Requirements

To proceed with the transaction, the Buyer is required to provide the following documents for verification:

- Valid Company License / Certificate of Incorporation
- Company Profile
- Official Company Website
- Official Company Email & Contact Number listed on the website
- Business History & Evidence of Financial Capacity
- International Trade Compliance / KYC information
- CEO / Authorized Signatory Passport Copy
- ICPO and CIS
- Valid CPA or TSA, where applicable, confirming the Buyer'

loading/receiving and storage arrangements All documents must be genuine, valid, and verifiable. Red Zorix reserves the right to conduct the necessary KYC, compliance, and commercial verification before proceeding with the transaction



Red Zorix – Buyer Due Diligence & Transaction Readiness Standard

To ensure transparency, compliance, and a secure and efficient transaction process, all prospective buyers are required to provide the following documents and information for verification prior to proceeding with the transaction:

1. Company License / Certificate of Incorporation

A valid copy of the company's registration certificate, trade license, or certificate of incorporation showing the company's legal name, registration number, registered address, and date of incorporation

2. Company Profile

A detailed company profile including the company's business activities, management structure, principal products/services, markets, and relevant trading experience.

3. Official Company Website

The buyer must provide an active and verifiable official company website.

4. Official Company Email & Contact Details

The buyer must provide an official company email address and contact telephone number. Where applicable, the email domain and contact details should correspond with the company's official website.

5. Business History & Financial Capacity

The buyer should demonstrate a credible business history and sufficient financial capacity to perform the proposed transaction. Where required, appropriate financial evidence such as POF, Bank Comfort Letter, or bank-to-bank confirmation may be requested, subject to the transaction structure and applicable compliance requirements

6. International Trade & Compliance

The buyer must be able to demonstrate compliance with applicable international trade standards, including relevant KYC, AML, sanctions, and other applicable compliance requirements.

The buyer, its directors, beneficial owners, and relevant transaction parties may be subject to appropriate compliance screening.

7. CEO / Authorized Signatory Passport Copy

A clear copy of the passport of the CEO, Director, or duly authorized signatory responsible for the transaction and execution of the relevant documents.

8. ICPO – Irrevocable Corporate Purchase Order

A formal ICPO issued on the buyer's official company letterhead and duly signed by an authorized representative, clearly stating the required product, quantity, specifications, delivery terms, destination, payment terms, and other essential commercial conditions.

9. CIS – Customer Information Sheet

A completed CIS containing the buyer's legal company information, registration details, registered address, management information, authorized representative, contact details, and other information reasonably required for KYC and transaction verification.

10. Loading / Receiving & Logistics Documentation

Depending on the agreed transaction structure and delivery procedure, the buyer may be required to provide valid logistics documentation demonstrating its readiness and capability to receive the product, such as:

- CPA – Charter Party Agreement, where applicable; or
- TSA – Tank Storage Agreement, where applicable. Any CPA or TSA submitted must be genuine, valid, relevant to the proposed transaction, and capable of independent verification with the relevant shipping company, vessel owner, terminal, or storage provider where required.

Verification Principle Red Zorix reserves the right to verify the authenticity and consistency of all documents and information provided by the buyer.

The submission of documents does not automatically constitute acceptance of the buyer. The transaction may proceed only after satisfactory completion of the applicable

KYC, compliance, commercial, financial, and logistical verification.

Our objective is simple: to work only with verified, financially capable, compliant, and genuine trading partners and to maintain a transparent and secure transaction environment for all parties.



Our truth is like this

At Red Zorix Oil Trading LLC, we believe that successful trading is more than buying and selling commodities—it is about building trust, managing risk, and creating long-term value for our business partners.

Customer satisfaction is at the heart of everything we do.

We support our partners throughout every stage of the transaction—from the initial inquiry and sourcing process to contract execution, logistics, delivery, and post-transaction support—ensuring a smooth, transparent, and reliable trading experience.

Our experienced and dedicated team professionally manages every aspect of procurement, supply chain coordination, commercial operations, and transaction management with precision, integrity, accountability, and full compliance with international business standards. Our objective is to deliver efficient, secure, and successful transactions while minimizing commercial and operational risks.

Leveraging our international supply chain and extensive global business network, we provide sustainable trading solutions, competitive offers, standardized transaction procedures, and effective risk management strategies tailored to the expectations of buyers, importers, distributors, and industrial clients worldwide.

Over the years, we have established and continue to expand strong business relationships with producers, refineries, suppliers, buyers, importers, distributors, and industrial companies across more than 20 countries, enabling us to respond quickly and efficiently to the evolving demands of global markets.

Our business covers the trading and commercial management of petroleum products, petrochemicals, natural gas, chemicals, fertilizers, and other industrial commodities. Through market expertise, commercial intelligence, and a reliable international network, we help our partners execute complex cross-border transactions with confidence.

For us, every successful transaction marks the beginning of a long-term strategic partnership—not the end of a deal.

We are committed to creating sustainable value, strengthening business relationships, reducing risk, and supporting the long-term growth and success of our partners.

Our vision is to become one of the region's most trusted and respected energy trading and transaction management companies, recognized globally for integrity, transparency, reliability, operational excellence, and customer-focused solutions. Red Zorix connects global supply with global demand—delivering confidence, creating value, and building lasting partnerships.



Our Services for the Buyer

At Red Zorix Oil Trading, we stand by buyer with full commitment and professionalism.

Upon your initial confirmation, we provide a complete and transparent set of services throughout the transaction process:

1. Receiving and reviewing all documents — analyzing and verifying buyer protocols and requirements.
2. Issuing the PI and draft contract — preparing the initial version and coordinating the final signing.
3. Facilitating negotiation between the final buyer and the title holder — creating operational flexibility and direct coordination between both parties.
4. Transparency meetings — arranging online or in- person sessions with the title holder to build mutual trust.
5. Official invitation — issuing a valid invitation letter for visiting the stock during loading.
6. Professional analysis and consultation — providing precise solutions for a smooth-and successful transaction
7. Supervision of the final contract — ensuring full compliance by both parties with all-contractual terms.
8. Management of documents and transaction workflow — organizing and following up all documentation between buyer and seller.
9. Supervision of loading and shipment — full control over loading operations, dispatch, and cargo movement.
10. Secure payment coordination — managing the correct, safe, and timely execution of the transaction and payments.



Official Communication to Brokers / Intermediaries

Dear respected intermediaries, First of all, we sincerely appreciate your continuous efforts and dedication in facilitating petroleum transactions. We understand that you work hard, and although in 99% of cases deals do not reach completion, your commitment is valued.

At Red Zorix, we have now entered into a formal contract and mutual obligations with a real, capable, and verified seller. Therefore, if you are able to introduce a buyer under these specific conditions, we will be pleased to cooperate with you.

For every successful transaction completed with your introduced buyer, we will pay you a commission of USD 2 per metric ton.

Buyer Requirements

- Buyer must be real and verifiable.
- Buyer must prove financial capability and provide a vessel suitable for the nominated loading quantity.
- Buyer must have a legitimate commercial identity (company registration).
- Buyer must place a 20% deposit in his own exchange OR provide a corporate guarantee / penalty guarantee cheque of USD 200,000.
- Buyer must sign the contract directly with Red Zorix.
- Product will be delivered to the buyer's vessel within 48 hours after contract signing, at offshore Khorfakkan or Shinas.
- If the seller fails to fulfill his obligation, Red Zorix will compensate the buyer with USD 100,000.

Important Note This transaction method is completely different, secure, and fully guaranteed for the benefit of both buyer and seller. It is far from the common fake or non-performing deals circulating in the market.

If you genuinely have a buyer who is ready to accept these conditions,

20 Management Mistakes That Can Destroy an Oil Trading Company

In the oil business, a company can lose far more than a single transaction when its management develops the wrong habits.

#	Management Mistake	Impact
01	Being excessively strict	Creates fear and reduces initiative and creativity within the team.
02	Trying to control everything	Takes away authority, ownership, and responsibility from managers and employees.
03	Unclear expectations from the team	When success is not clearly defined, accountability becomes difficult.
04	Focusing only on results	Ignoring the process can encourage shortcuts and increase operational and compliance risks.
05	Failing to provide feedback	Mistakes are repeated, and employees do not know what needs to be improved.
06	Ignoring progress and achievements	Reduces motivation, engagement, and commitment.
07	Keeping unsuitable employees	Weakens overall performance and can negatively affect capable employees.
08	Failing to lead by example and keep promises	Destroys trust in management.
09	Having no fair reward and accountability system	Makes strong and weak performance appear equal.
10	Ignoring the chain of command	Creates confusion, overlapping responsibilities, and disorder.
11	Not valuing teamwork	Turns the company into a collection of individuals rather than an integrated organization.
12	Ignoring team and system problems	Allows small problems to become major operational and financial risks.
13	Ignoring data, market intelligence, and marketing	Separates management decisions from actual market realities.
14	Not taking discipline and accountability seriously	Weakens execution and contractual performance.
15	Lacking customer focus	Disconnects the company from real customer needs and market demand.
16	Using a rigid and subjective management style	Makes decisions dependent on the manager's personal preferences rather than clear systems and standards.
17	Having no plan for future challenges	Leaves the company vulnerable to market changes, crises, and failed transactions.
18	Taking personal credit for the company's successes	Undermines the contribution of the team and the organizational system.
19	Blaming the team for every loss or shortcoming	Creates a culture of blame instead of solving the root causes of problems.

#	Management Mistake	Impact
20	Treating customers and business partners according to personal preference	Makes commercial relationships inconsistent, subjective, and unprofessional.

THE PROFESSIONAL MANAGEMENT PRINCIPLE

A professional oil-trading manager does not manage transactions alone.

They manage people, systems, information, risk, capital, customers, business relationships, and decision-making processes.

In the oil business, poor management can destroy more than a single transaction.

It can destroy team trust, company reputation, commercial relationships, and future opportunities.

The 20 Mistakes Grouped by Management Theme

Number of mistakes in each theme (mistake numbers in brackets)

