



## **FUELS TRADING**

### **VERY IMPORTANT NOTICE TO POTENTIAL BUYER**

DATE:

REF NO.:

Due to the surge of scammers and fake documents in our industry, we as sellers require this document to be reviewed and accepted by all our buyers.

This will apply to all the buyers when submitting LOI, ICPO, RWA, BCL, SBLC, etc.

It is important to inform all clients who will be working with our providers, that our refineries will respect and follow all of the international codes of trades in all their dealings; therefore, please refrain from submitting any documents that you are NOT ABSOLUTELY positive about the accuracy of the content. These include submitting NCND/IMFPA, LOI, ICPO, RWA, BCL, SBLC, etc. through emails and/or hard copies.

Our refineries keep the rights to take actions against entities when there is any violation from a buyer who is issuing or submitting any document that is not real, true and/or actually verified to be inaccurate information. The name and information of that entity and buyer who take that action could be reported to ICC and database of refineries.

**The reason for this measure is to protect the fuels industry which is a fundamental part of the world's economy.**

### **UNDERSTANDING PROCEDURES**

Potential Buyers of fuels from manufacturers need to understand what they are looking for from a Seller BEFORE engaging in any transaction. This will ensure a successful lift and minimize the possibility of failure.

1. Pricing is "refinery direct" and is not connected to Platts, which is based upon "traders" prices.
2. These refineries have been in business for years and have delivered fuels of all types for decades, successfully.

**LIONSTONE ENERGY SDN BHD (201201014937)**

Unit 7-01, Level 7, Lagenda Tower, No. 3 Jalan SS20/27, 47400 Petaling Jaya, Selangor, MALAYSIA.

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3. Manufacturers have a massive investment in their fuels through refining, transporting, and storing them at the major ports around the world, so they expect Buyers to make a similar investment prior to transferring fuel to them.
4. Thus, manufacturers do **NOT PROVIDE PROOF OF PRODUCT (POP) FOR FREE**. Buyers must demonstrate an INVESTMENT in the ability to RECEIVE fuel prior to receiving POP in a transaction, REGARDLESS OF PROCEDURE.
5. These investments are paid to 3<sup>rd</sup> party logistics providers, NOT to the manufacturers themselves. Manufacturers take no fees and only make money by SELLING FUEL.
6. This policy favors Buyers with **currently rented tanks or marine vessels**, which is a de-facto demonstration of an investment in the ability to receive fuel once POP is approved.
7. Manufacturers' Procedures CANNOT be changed in any way. **DO NOT ATTEMPT to negotiate the Procedure once a transaction starts**. This will ONLY lead to cancellation.
8. If you EXPECT problems during a transaction, you will certainly find one. This will terminate an otherwise good transaction. **Do your any Due Diligence BEFOREHAND.**

I have read and understood the severity of the warning above and do realize the serious impact that  
pertains to all oil and other commodities transactions.

BUYER	
NAME:	
TITLE:	
COMPANY:	
PASSPORT NUMBER:	
SEAL & SIGNATURE	

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## ACCEPTANCE LETTER

**TO: LIONSTONE ENERGY SDN BHD**

**Dated:**

**Ref No:**

We, ..... **(company name)** , with registered office at .....**(address)** ,

duly registered in the ..... (country) with registration number ....., represented by Mr. ...., ..... **(title)** do hereby state and represent that it is our intention to purchase .....MT/Barrels of EN590( 10 PPM) / Jet Fuel A1 as per your terms and conditions.

We hereby confirm that we are Ready, Willing and Able to purchase said Commodity and guarantee that funds will be paid from our Bank in the .....(country).

This representation is made with Full Corporate Authority and Legal Responsibility, pursuant to International Chamber of Commerce (ICC600) rules for International Trade, INCOTERMS 2020 Edition.

Yours faithfully

Name: .....

Title:

.....

(sign&seal)

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