

The cover features a vibrant blue background with a dynamic, abstract pattern of curved, overlapping lines that create a sense of motion and depth. The lines are in various shades of blue, from light to dark, and are set against a lighter blue sky-like background with wispy clouds. The entire image is framed by a thick, bright green border. In the top left corner, the text 'NESTE OIL' is written in a bold, blue, sans-serif font.

NESTE OIL

NESTE OIL (SUISSE) S.A.
GENERAL TERMS AND CONDITIONS
FOR SALES OF BASE OIL PRODUCTS

EDITION
June 2011

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PART I: GENERAL PROVISIONS AND TRUCK DELIVERY PROVISIONS

1. Definitions

"Acknowledgement of Order" shall mean any written confirmation by Seller of Buyer's acceptance of Seller's Product offer, whether such offer being on an individual basis and/or if applicable pursuant to an existing agreement between Parties.

"Affiliate" means, in relation to a Party, a company or corporation: (i) that is directly or indirectly controlled by such Party; (ii) that directly or indirectly controls such Party; or (iii) that is directly or indirectly controlled by a company or corporation that also directly or indirectly controls such Party. For the purposes of this definition, "control" means the right to exercise or cause the exercise of the vote of fifty percent (50%) or more of all voting shares of such company or corporation;

"Agreement" means:

- (a) The General Terms and Conditions; and
- (b) The Commercial Terms;

"API" means: American Petroleum Institute;

"Banking Day" means a day other than a Saturday or Sunday on which banks are open for business in the country where the payment will be received;

"Barge" means a self propelled vessel or towed/pushed craft for use in port areas and/or sheltered waterways;

"Berth" means any safe berth, dock, anchorage, sea Terminal, single point or other mooring facility, or other place including alongside lighters or other Vessels, at which the Product may be loaded or discharged (whichever is applicable);

"Bill of Lading Date" means the conclusive date on which Completion of Loading occurs in respect of any Product delivered by Vessel in accordance with the Agreement;

"Buyer" means the person/entity as specified as Buyer in the Commercial Terms;

"Certificate of Quality" means the certificate issued by the independent inspector, or as the case may be by an institution such as, but not limited to a laboratory at Load Port, in accordance with the Agreement which verifies the Quality of the Product loaded or delivered (whichever is applicable);

"Certificate of Quantity" means the certificate issued by the independent inspector, or as the case may be by an insti-

tution such as, but not limited to a laboratory at Load Port, in accordance with the Agreement which verifies the Quantity of the Product loaded or delivered (whichever is applicable);

"CFR" has the meaning specified in the Incoterms;

"Charter Party" means a charter party with respect to the Vessel or, in case the Vessel is time chartered or bare boat chartered to or owned by Buyer or Seller (whichever is applicable) or any of their Affiliate (whichever is applicable) or similar arrangement which shall apply in lieu of the Charter Party;

"CIF" has the meaning specified in the Incoterms;

"Commercial Terms" means the commercial terms and conditions as agreed upon between Buyer and Seller, including its appendices and in which the General Terms and Conditions are referenced and incorporated. An Acknowledgement of Order is understood and acknowledged by Parties as being one form of Commercial Terms;

"Completion of Discharge" means the time and date when discharging of the Product at the Discharge Port is completed and all hoses are disconnected at the outlet flange;

"Completion of Loading" means the time and date when loading of the Product at the Load Port is completed and all hoses are disconnected at the outlet flange;

"day" means a full calendar day;

"DDP" has the meaning specified in the Incoterms;

"DDU" has the meaning specified in the Incoterms;

"delivery" / "delivered" means placing the Products at the disposal of Buyer at the time, place and Incoterms agreed upon in the Commercial Terms;

"Delivery Date" means the delivery period or date agreed upon in the Commercial Terms;

"Delivery Point" means agreed place of delivery as set out in the Commercial Terms;

"DES" has the meaning specified in the Incoterms;

"Discharge Port" means the agreed Berth at which the Product is to be discharged;

"ETA" means the estimated date and time of arrival;

"Excise Duty" means any customs duty as provided for in the European Community Council Regulation 2913/92 (or



any other legislation adopted or enacted in substitution therefore), any excise duty as provided for in the European Community Council Directive 2003/96 (or any other legislation adopted or enacted in substitution therefore) and any other duty of a similar nature imposed in any part of the world;

“**FCA**” has the meaning specified in the Incoterms;

“**FOB**” has the meaning specified in the Incoterms;

“**Force Majeure Event**” has the meaning given to such term in article 5 of Part I;

“**General Terms and Conditions**” means these general terms and conditions dated June 2011;

“**Incoterms**” means, subject to the second line of this definitions, the 2010 edition of the International Rules for the Interpretation of Trade Terms prepared by the International Chamber of Commerce, and any subsequent edition that may apply from time to time. For DES and DDU deliveries, the 2000 edition of the International Rules for the Interpretation of Trade Terms prepared by the International Chamber of Commerce will apply;

“**ISM Code**” means International Safety Management Code and any subsequent revision thereof;

“**ISPS Code**” means the legislation at the Load Port or Discharge Port (whichever is applicable) which incorporates the International Ship and Port Facility Security Code and the relevant amendments to chapter XI of the International Convention for the Safety of Life at Sea 1974;

“**Laytime**” means the time allowed to Seller for loading or time allowed to Buyer for discharge (whichever is applicable);

“**LIBOR Rate**” means the arithmetic mean of the offered rates for 30-day US Dollar deposits which appear on the Reuters Screen LIBO Page (i.e. the display designated as Page “LIBO” on the Reuters Monitor Money Rates Service or such other page as may replace the LIBO page on that service for the purpose of displaying London inter bank offered rates of major banks) at approximately 11:00 a.m. (London time), or, if this rate is not available, then the rate quoted for 30-day US Dollar deposits by the British Bankers' Association, unless otherwise specified in the Commercial Terms;

“**Load Port**” means the agreed port at which the Product is to be loaded;

“**Loading Date**” means the date range or date as specified in the Commercial Terms;

“**Loading Point**” means agreed place of loading as set out in the Commercial Terms;

“**MPMS**” means API’s Manual of Petroleum Measurement Standards;

“**Neste Oil Ship Vetting**” means the department, part of Neste Oil Corporation corporate risk management, being responsible for any and all matters and things related to ship vetting activities of Neste Oil Corporation and its Affiliates.

“**N.O.R.**” means a valid notice of readiness to load or discharge (whichever is applicable) as given by the master of the Vessel to the port operator;

“**Parties**” means Buyer and Seller collectively and “**Party**” means each or either of them individually;

“**person**” means a natural person, or a corporate or unincorporated body (whether or not having separate legal personality);

“**Port Regulations**” means without limitation all conditions, directions, guidelines or legislation controlling or regulating the anchorage, pilotage, navigation, berthing, mooring, loading, discharge or other operations or the provision of any goods or services at the Load Port, Discharge Port or Berth (whichever is applicable);

“**Product**” means the product(s) agreed upon in the Commercial Terms;

“**Quality**” means the Specifications of Product to be purchased and sold under the terms and conditions of the Agreement and as specified in the Commercial Terms;

“**Quantity**” means the quantity in metric tonnes, barrels or M3 of Product to be purchased and sold under the terms and conditions of the Agreement and as specified in the Commercial Terms;

“**Seller**” means the person as specified as Seller in the Commercial Terms;

“**Specification**” means the specification of the Product described in the Commercial Terms. Specification may be referred to as Quality throughout the Agreement;

“**Tax**” means any tax, levy, impost, duty or other charge or withholding of a similar nature;

“**Tax Authority**” means any governmental state, federal or other fiscal, revenue, customs or excise authority, department, agency, body or office having any authority or jurisdiction for any Tax purpose;

“**Terminal**” means the terminal facilities where the Berth is located at the Load Port or Discharge Port (whichever is applicable), comprised of the facilities for production and processing of the Product and the port, storage and other



facilities from which or through which the Product is loaded onto the Vessel or discharged (whichever is applicable), and where the context requires, also means the operator and owner of those Terminal facilities;

"VAT" means value added tax as provided for in the European Union Council Directive 2006/112 (or any other legislation adopted or enacted in substitution therefore) and any other tax of a similar nature imposed in any part of the world;

"Vessel" means a sea carrying ship for the purpose of product carriage;

"Working Day" means a day, not being a holiday or weekend at Seller's address in the Commercial Terms;

"Working Hours" means normal working hours during a Working Day, including but not limited to Switzerland 0830-1600.

"Worldscale" means the New Worldwide Tanker Nominal Freight Scale (as revised effective 1 January 2009) applying to the carriage of Product in bulk.

2. Applicability and Interpretation

2.1 Unless otherwise expressly agreed in writing the General Terms and Conditions shall apply to all Commercial Terms concluded by or on behalf of Neste Oil Suisse S.A. and/or its Affiliates into which they are incorporated by reference.

2.2 Part I of these General Terms and Conditions is applicable to all deliveries, unless stated for specific deliveries, including but not limited to truck deliveries. Part II of these General Terms and Conditions is applicable to Vessel deliveries. Part III of these General Terms and Conditions is applicable to tank transfers. Part II (to the extent applicable) and Part IV of these General Terms and Conditions are applicable to Barge deliveries.

2.3 Incoterms shall apply as supplementary provisions to the Agreement. In case of conflict between the provisions of the Agreement and the Incoterms referred to herein, the provisions of the Agreement shall prevail.

2.4 The Agreement contains the entire Agreement between Seller and Buyer and supersedes all representations and warranties, prior agreements, oral or written related to the subject matter of the Agreement. Parties each warrant that it has in connection with the Agreement not relied upon any representations and warranties, written or oral, made by or on behalf of the other Party, except for those representations and warranties expressly set out in the Agreement, and have relied exclusively on its own knowledge and judgment.

2.5 References to an English legal term for any action, remedy, method of judicial proceeding, legal document, legal

status, court, official or any other legal concept shall, in respect of any jurisdiction other than England, be deemed to include the legal concept which most nearly approximates in that legal jurisdiction to the English legal term.

2.6 The "liquidation", "winding up" or "administration" of a company or corporation shall be construed so as to include any equivalent or analogous proceedings under the law of the jurisdiction in which such company or corporation is incorporated or any jurisdiction in which such company or corporation carries on business, including proceedings whereby liquidation, winding-up, reorganization, dissolution, administration, arrangement, adjustment, protection or debtor's relief is sought.

2.7 The appendices form part of the Agreement and shall be construed and have the same force and effect as if expressly set out in the main body of the Agreement, and any reference to the Agreement shall, unless otherwise stated (or unless the context otherwise implies), include the appendices. However, in the event of any ambiguity, inconsistency or conflict between the main body of the Agreement and the appendices the provisions of the former shall prevail.

2.8 Unless the context requires otherwise, a reference to an article, an appendices or a schedule is a reference to an article of, or an appendices to, the Agreement.

2.9 In the event there is any inconsistency or conflict between the Commercial Terms including the Appendices thereto and the General Terms and Conditions, the Commercial Terms including the Appendices thereto, shall prevail over the General Terms and Conditions.

3. Price and Payment Terms

3.1 Unless expressly provided else in the Commercial Terms, payment shall be made by Buyer to Seller in respect of each delivery of Product under the Agreement and in accordance with the Commercial Terms and against presentation of Seller's invoice (fax invoice is acceptable).

3.2 All sums payable by Buyer under the Agreement are due thirty (30) days after date of invoice (unless expressly provided otherwise in the Commercial Terms). All sums payable by Buyer under the Agreement shall be made in Euros (€) (unless expressly provided otherwise in the Commercial Terms) by wire transfer of immediately available funds to such bank account as is notified in writing by Seller to Buyer. All sums payable by Buyer under the Agreement shall be paid without any set-off or counterclaim, and shall be paid free and clear of all charges, deductions or withholdings whatsoever, save only as may be required by law. If any deduction or withholding in respect of Tax is required by law to be made from any sums payable by Buyer to Seller under the Agreement, Buyer shall pay Seller such greater sum as will, after such deduction or withholding as is required to be made, leave Seller in receipt of the same



amount it would have received had no such withholding or deduction been required. Payments to agents are considered no-existing.

3.3 Where the price terms for the Product to be supplied hereunder are not available as such, and do not allow a final invoice to be dispatched in time for payment by the due date, Seller may invoice Buyer on a provisional basis. The provisional invoice shall be based upon the price information available to Seller at the time it issues the provisional invoice. An adjustment invoice will be dispatched to Buyer by Seller as soon as practicable. Any resultant additional payment will be due by Buyer to Seller or refunded by Seller to Buyer within seven (7) days of the date of the adjustment invoice.

3.4 If the payment due date falls on a Saturday, or on a day that is not a Banking Day, payment shall be made on the last Banking Day prior to such payment due date. If the payment due date falls on a Sunday, payment shall be made to Seller on the next Banking Day after such payment due date.

3.5 Payment by Buyer must be received by Seller into Seller's nominated bank account no later than 12 noon on the last day upon which payment is required hereunder. Any payment received after 12 noon shall be deemed to have been received on the next Banking Day.

3.6 Any amount payable by Buyer to Seller hereunder shall, if not paid when due and without prejudice to any rights and remedies which Seller may have under this Agreement or otherwise, bear interest from (and including) the due date until (and including) the date payment is received by Seller, at the LIBOR Rate plus five (5) percentage points applicable on payment due date.

3.7 If Seller and Buyer disagree on the correct amount owing under Seller's invoice, Buyer shall make provisional payment of the full amount of Seller's invoice. After agreement or final determination of the correct amount owing, any necessary correction payment shall be made as soon as practicable after agreement or determination of the correct amount.

3.8 Seller may in its reasonable discretion and by written notice require Buyer to provide payment security (at Buyer's cost and expense) in Seller's favor in the form of:

- (a) an irrevocable letter of credit or stand-by letter of credit in the form set out in Part V.I or Part V.II for an amount specified by Seller and issued by a bank acceptable to Seller; or
- (b) such other form (acceptable to Seller) of security reasonably required by Seller, including insurance and payment in advance.

3.9 Unless otherwise requested by Seller the security shall be provided no later than end of a Banking Day, ten (10)

days before the agreed Loading Date. Buyer shall comply with any amendment requested by the bank.

3.10 If for any reason the Agreement is varied or the loading is expected not to take place within any period specified in, or the term of, the payment security document, or Seller reasonably considers that the payment security document requires amendment, extension or reissue, then Buyer shall at its cost and expense immediately upon request from Seller procure the necessary amendments or extension to the payment security document to ensure its validity, or provide a new security document on terms acceptable to Seller.

3.11 If Buyer fails to provide to Seller the required payment security document in the form and within the time prescribed then upon the occurrence of such a breach and for as long as such breach is continuing, Seller may at any time by notice to Buyer terminate the Agreement and without prejudice to the right to terminate, suspend all or any of Seller's obligations, including for the supply of Product, under this Agreement and under any other agreement for the sale of Product by Seller to Buyer. Buyer shall be liable for all costs and expenses suffered by Seller as a result of Buyer's breach and the provisions of article 10 of Part I shall apply upon termination.

3.12 In accordance with the terms of the payment security documents, if applicable, Seller shall deliver to Buyer the commercial documents as set out under such payment security documents.

3.13 Should after Buyer's reception of Commercial Terms, raw material prices for relevant Products increase or should there be a change in the rate of exchange which affects Seller's costs of purchasing, production, conveyance or any similar measures relating to the Products, Seller is entitled to revise the price accordingly. Buyer is entitled to cancel the remaining agreed deliveries (if applicable, for such installment) affected by such an increase of the price, unless Seller defrays the increase himself, to which it is entitled to.

3.14 Should after Buyer's reception of Commercial Terms, export- and import duties, custom charges/taxes on export, import and delivery or similar charges increase as a result of decisions made by authorities, or if new duties/taxes and charges are introduced and implemented in respect of the relevant Product or its conveyance, Seller may revise prices accordingly.

3.15 Apart from provisions of article 3.13 and 3.14 of Part I, Seller is entitled to increase the price or change the conditions of payment by written notification to Buyer. Should Buyer not within a week object in writing against such increase or change as stipulated in this article, this circumstance shall be deemed as approval of the increase or the change. Should Buyer within a week object, Seller is entitled either continue delivery at the price and on the conditions of



payment at the time of notification of the charge or cancel the contract entirely or partly.

4. Taxes

4.1 All prices specified in the Agreement are exclusive of any VAT. Where Seller is required to account to any tax authorities for any such VAT, Buyer shall promptly pay such VAT to Seller in addition to the price specified in the Commercial Terms and in the same manner as is provided for all other payments.

4.2 Where required by and in accordance with applicable law, Seller shall issue a valid invoice to Buyer in respect of any VAT payable by Buyer in accordance with article 4.1.

4.3 In circumstances where, in accordance with and subject to all applicable laws, a purchase of Product by Buyer may be either exempt from VAT, or subject to VAT at a reduced rate, Buyer will provide to Seller all information and documentation required by Seller or the appropriate Tax Authority which is necessary for such exemption or reduced rate to properly apply. Buyer shall provide all such information and documentation promptly and in accordance with all applicable time limits otherwise such exemption or reduced rate shall not be applied to such purchase of Product.

4.4 Buyer shall indemnify, on an after tax basis, and hold harmless Seller against all liabilities, costs, charges, expenses, interest or penalties incurred by Seller and arising from Seller's reliance upon any documentation and information provided by Buyer in accordance with article 4.3.

4.5 All prices specified in the Agreement are exclusive of any Excise Duty. Subject to applicable rules and regulations, Excise Duty will be payable by Buyer in respect of Product on its leaving the bonded premises at the Load Port unless Buyer provides Seller within all applicable time limits with such documents and information as is required by the relevant Tax Authority to facilitate an exemption or suspension of such duties.

4.6 Buyer shall indemnify, on an after tax basis, and hold harmless Seller against any Excise Duty, or any other liabilities, obligations, charges, costs, interest or penalties arising in respect of or in connection with any Excise Duty, in each case arising in respect of any Product which is the subject of a purchase by Buyer under the Agreement.

4.7 Buyer or a third party (nominated by the Buyer) on Buyer's behalf shall be the importer of record and all Taxes, fees, charges and dues of any description which are imposed or levied by any governmental, local or port authority on the Product supplied hereunder and which arise in respect of such importation or on its export, delivery, transportation, ownership, sale or use, in respect of any stage after risk in such Product has passed to Buyer shall be for Buyer's ac-

count except those defined by Worldscale as being for owner's account.

4.8 Seller shall be responsible for complying with any customs and excise entry procedures which are required with respect to Product the subject of a purchase by Buyer at the Load Port. The amount of Taxes, fees, charges and dues of any description imposed or levied by any governmental, local or port authority on the Product supplied hereunder, or on its export, delivery, transportation, ownership, sale or use, in respect of any stage prior to risk in such Product having passed to Buyer shall be for Seller's account, except those defined by Worldscale as being for owner's account and, for the avoidance of doubt, any amounts which in accordance with any other provision of the Agreement are for the account of the Buyer.

4.9 In circumstances where

(a) VAT or Excise Duty has been charged on or in respect of a purchase by Buyer of Product under the Agreement,

(b) Buyer has paid such VAT or Excise Duty to Seller and (c) Seller has obtained a repayment of such VAT or Excise Duty, or has otherwise been credited with an amount in respect of such VAT or Excise Duty then:

Seller shall, within five (5) Banking Days of such receipt or credit (or, if later, within five (5) Banking Days of the Buyer giving written notice to Seller of the bank account to which any payment under this article 4.9 must be made) pay to Buyer an amount equal to the lower of:

(i) the amount of such refund or credit obtained by Seller; or (ii) the amount paid by Buyer to Seller in respect of such VAT or Excise Duty;

less any costs, penalties, interest or Tax incurred by Seller in respect of such repayment or credit.

4.10 Either Party may request from the other such documentation that such Party reasonably considers necessary to satisfy any enquiry from a Tax Authority in connection with the supply of Product and Parties shall provide such documentation to the other Party promptly upon request. Neither Party shall be obliged to provide any documents pursuant to this article 4.10 which are not required by a relevant Tax Authority or which are in the possession of the other Party.

5. Force Majeure

5.1 Neither Party shall be in breach of the Agreement or otherwise be liable to the other Party for its failure to fulfil any term of the Agreement if and to the extent that such fulfilment has been delayed, hindered or prevented by a "Force Majeure Event", meaning any circumstance or event whatsoever outside the Party's reasonable control, which by reasonable diligence such Party was unable to overcome, including but not limited to any of the following:

(a) any act of God, fire, explosion, landslide or earthquake; or

(b) any storm, hurricane, flood, tidal wave or other adverse weather and/or sea state condition; or



- (c) any war (whether declared or not), revolution, act of civil or military authority, riot, blockade, embargo, trade sanction, terrorism, sabotage; or
- (d) any strike, lock-out or labour dispute from whatever cause; or
- (e) any compliance with any law, regulation or ordinance or with any order, demand or request of any international, national, local or other port, transportation or governmental authority or agency; or
- (f) any unavailability of or interference with the usual means of transporting Product; or
- (g) accidental damage to or other failure of Seller's or Seller's suppliers' facilities, including production, processing, delivery, equipment, storage or transportation facilities;

provided, that a lack of funds shall not in any event constitute a Force Majeure Event for the purposes of the Agreement.

5.2 As soon as practicable after becoming aware of the occurrence of a Force Majeure Event, the Party affected shall give notice thereof to the other Party describing such event and the estimated period during which operations will be suspended or reduced.

5.3 The Party affected by the Force Majeure Event shall exercise reasonable endeavours to mitigate the effects of the Force Majeure Event and shall continue to perform its obligations under the Agreement to the extent not affected by such Force Majeure Event. Notwithstanding the foregoing, the settlement of strikes, lockouts or labour disputes shall be entirely within the discretion of the Party experiencing such situations.

5.4 If by reason of a Force Majeure Event Seller's availability of Product is insufficient to supply Buyer with the full Quantity of Product, Seller may withhold, reduce or suspend the supply of Product to such an extent and on such a basis as Seller reasonably thinks fit. Seller shall not be liable to Buyer in any way as a result of the shortage other than to reimburse Buyer any amount paid for any Quantity of the Product not supplied in the event that Buyer has paid the price for such Quantity not supplied. Notwithstanding anything to the contrary, Seller shall not be bound to acquire by purchase or otherwise additional quantities from other suppliers.

5.5 If the Force Majeure Event continues or is reasonably anticipated to continue beyond a period of thirty (30) days from the date of the occurrence, either Party may, at any time by five (5) days prior notice in writing, terminate the Agreement. In such event, either Party shall be without any liability towards the other Party except that such termination shall be without prejudice to any rights and obligations already accrued at the time of termination. The notice of termination shall be effective even if the Parties are able to fully perform their obligations prior to the end of the termination notice period.

6. Warranties and Specifications

6.1 The Product delivered under the Agreement shall meet the Specifications. This article 6.1 constitutes the whole of Seller's obligations with respect to the Quality of Product to be supplied. To the extent permissible by law all conditions, warranties, representations, assurances, covenants or undertakings, express or implied statutory or otherwise, with respect to the description, merchantability, Quality or fitness of the Product for any particular purpose are hereby excluded. All warranties and conditions implied by law are hereby waived.

6.2 Specifications, formulations, measures, weights, prices and other information given in datasheets, brochures, price-lists and other advertising material are only given as guidance and shall not be binding upon Seller.

6.3 Seller may, at its discretion, by written notice to Buyer, make, without any liability for Seller towards Buyer, changes in the Specifications of any of the Products, or discontinue the manufacture of any of the Products; in case of changes in Specifications those changes become effective no sooner than three (3) months, in case of discontinuance of the manufacture such discontinuance becomes effective no sooner than six (6) months following written notice to Buyer. This article 6.3 is solely applicable to Products supplied to Buyer within six (6) months preceding the date of decision of change in specification, or discontinuance of the manufacture of such Product. For Products supplied to Buyer more than six (6) months preceding the date of decision of change in specification, or discontinuance of the manufacture of such Product, the notice periods as mentioned in this article 6.3 are not applicable and Seller therefore does not have to give any notice period in case Seller intends to make or will make changes in the Specifications of any of the Products, or discontinue the manufacture of any of the Products.

7. Title and Delivery

7.1 Except for deliveries by Vessel and/or Barges, risk to Product delivered under the Agreement shall pass to Buyer in accordance with the stipulations of the applicable Incoterms. Notwithstanding any right of Seller to retain documents until payment, property in the Product delivered under the Agreement shall pass to Buyer upon transfer or risk to Product, as stipulated in this sub-clause.

7.2 Loading Date and/or Delivery Date as indicated in the Commercial Terms are only approximate. If delivery cannot take place within the agreed time of delivery, Seller shall have the right to extend agreed time of delivery with the time required bearing no liability whatsoever for Seller towards Buyer for delay in delivery.



7.3 Should Buyer fail to take delivery of Product at the agreed time, it shall nevertheless be liable to effect each and every payment, as if Product in question had been delivered.

7.4 Should the Commercial Terms indicate that Seller entirely or partly shall arrange the carriage, Seller is entitled, at its sole discretion to choose the mode of transportation and means of delivery to which the specific Incoterms are applicable.

7.5 Should the Commercial Terms indicate that Seller entirely or partly shall arrange the carriage, delivery shall be subject to the availability of carriage space.

7.6 Should the Commercial Terms indicate that Buyer shall arrange the carriage, Buyer shall give Seller timely instructions and arrange necessary transportation. Failure to do so, shall give Seller the right, at its sole discretion and for the Buyer's risk and account, to either (i) arrange carriage and make delivery or (ii) dispose the Product or (iii) terminate all or part of the Commercial Terms, without Buyer's right to recover damages.

7.7 In case the Commercial Terms provides that Product shall be delivered in installments, each installment shall be considered as a separate agreement between Parties. Buyer is not entitled to cancel the Agreement concerning the remaining deliveries due to delay in delivery, defect or shortfall of Product in earlier installment.

7.8 In case of Product delivery by truck/containers: The costs related to trucks/containers parking period of seven (7) days to collect the container at the harbor of destination in case of deliveries to harbor and 3 (three) hours for unloading at the Buyer's premises are borne by Seller. Additional parking periods shall be borne by Buyer. In case Products are lifted Ex Works or FCA by truck/containers, up to three (3) hours waiting at point of loading must be taken into account. Demurrage costs can only be claimed for the time exceeding three (3) hours.

7.9 In case of Product delivery by Vessels and/or Barges, the Laytime and demurrage costs will be communicated to Buyer for each delivery, depending on the charter parties with shipping companies. In case such Laytime and demurrage costs are not communicated to Buyer, the respective provisions of these General Terms and Conditions will apply.

8. Quantity, Quality and Determinations

8.1 In case of Product delivery by truck/containers and/or tank wagons: Quantity and quality of Product delivered shall be determined at the Loading Point in accordance with the then current industry practice at Loading Point. Seller's determination of quality and quantity shall govern unless proved by Buyer to be a manifest error or fraud.

8.2 In case of Product delivery by truck/containers and/or tank wagons: Buyer shall inspect Product immediately upon arrival to Delivery Point. Buyer shall record on the transportation documents and duly claim against carrier (or insurer as appropriate) for any damage or loss resulting from transportation. In case damage or loss resulting from transportation is due to Seller, Buyer to claim in accordance with article 13.3 of Part I.

8.3 In case of Product delivery by truck/containers and/or tank wagons: Quantity delivered may vary within a ten percent (10%) margin above or below quantity specified in Commercial Terms.

8.4 If quantity is determined by calibrated weighing machine, then shortfall has to be registered by calibrated weighing machine and differences will be handled conform EN 45 501. If quantity is determined by level measurement, shortage is defined to be a variation greater than half a percent (0.5%) of the bill of lading quantity.

9. Liability

9.1 In no event shall either Party be liable to the other Party, in contract (including breach of warranty), tort, negligence, strict liability, breach of statutory duty or otherwise, for: (a) any special, punitive, exemplary, incidental, indirect, remote or speculative damages; or (b) any consequential damages that do not flow directly from the relevant event to the damages allegedly arising from such event or with respect to which no direct causal connection exists between the relevant event and the damages allegedly arising from such event, including loss of anticipated profits, damages to reputation and goodwill and loss of expected future business. It is furthermore expressly acknowledged by Parties that neither Party can claim any damages that relate to claims, losses, damages or any other expense incurred by a third party (including but not limited to a Buyer's customers).

9.2 Parties represent and warrant to each other that they have complied and will comply in the future with all applicable environmental laws and regulations governing the Specification, characteristics, handling and management of the Product sold under the Agreement. Buyer further represents and warrants that it will exercise all care under the circumstances to prevent the spillage or loss of the Product into the environment after receiving delivery from Seller. Buyer shall be liable for and shall to the fullest extent permitted by applicable law indemnify and hold the Seller harmless against any and all claims, actions, proceedings, applications, losses, damages, costs and expenses relating to, or arising in connection with the Product, on and from receipt at the Delivery Point.

9.3 Notwithstanding any other provision of the Agreement, as to any claim of any nature whatsoever, the total liability of Seller to Buyer under or in connection with the Agreement shall in no event exceed an amount equal to the price



paid or agreed to be paid by Buyer for the Product under the Agreement as to which the claim is made. In case of Products not conforming to Specifications, Seller shall always be given the option of replacement of non-conforming products without any further liability for Seller towards Buyer. In such case, non-conforming products will be held by Buyer in accordance to Seller's instructions at Seller's risk. Seller accepts such risk subject to Buyer's compliance with Seller's instructions with regards to non conforming products.

9.4 The rights, powers and remedies provided in the Agreement are the sole rights, powers and remedies of the Parties and Parties hereby waive any and all rights, powers, and remedies available at law or in equity.

9.5 Nothing in this article 9, applies to a claim that arises or is delayed as a result of dishonesty, fraud, wilful misconduct or wilful concealment by Seller or Buyer.

10. Termination

10.1 Notwithstanding any other provisions of the Agreement, either Party may terminate the Agreement forthwith on notice in writing to the other Party, in either one of the following cases:

(a) Should there be a material default or failure of performance by a Party of any terms or conditions of the Agreement which is not caused by a Force Majeure Event, the non-defaulting Party may provide written notice of such default or failure to the defaulting Party allowing thirty (30) days to cure the default or failure (in the event that such default or failure is capable of being cured) from the date of such notice. If after thirty (30) days, if applicable, the defaulting Party has failed to cure such default or failure, the non-defaulting Party shall have the right to terminate the Agreement forthwith upon written notice of termination to the defaulting Party.

(b) Should either Party become insolvent or is unable to pay its debts or admits in writing its inability to pay its debts, or seeks or becomes subject to any proceeding relating to insolvency, bankruptcy, liquidation, winding up, administration, receivership, administrative receivership, dissolution or other similar insolvency relief of debtors, including any step taken by any person to appoint an administrative receiver, trustee, custodian, conservator, assignee, sequestrator or other similar official (an "Insolvency Proceeding"), the unaffected Party shall have the right to terminate the Agreement forthwith upon written notice of termination to the affected Party, provided, however, that if the affected Party defends or contests that Insolvency Proceeding in good faith within fifteen (15) days of its commencement and obtains a stay or restraint of that Insolvency Proceeding within ninety (90) days of its commencement, the unaffected Party will not be entitled to terminate the Agreement for so long as the stay or restraint continues and the affected Party pursues the defence or contests diligently thereafter or that Insolvency Proceeding is dismissed.

10.2 Seller shall in addition have the right to terminate the Agreement with immediate effect by notice to Buyer if any of the following events occurs:

- i) if Seller has closed a Seller's plant relevant to the execution of the Agreement;
- ii) if there is a major change in the ownership, control or management of Buyer, which may, in Seller's sole opinion, be harmful to Sellers' interests.

10.3 If action by any governmental agency or authority shall prevent Seller from charging or revising any price in accordance with the terms of this Agreement or shall require Seller to install additional equipment or facilities at a cost which, in Seller's sole opinion, makes it uneconomical to Seller to continue production of the Product(s), Seller shall have the option to terminate the Agreement upon ninety (90) days written notice to Buyer, without any liability for Seller.

10.4 In the event of a material default or failure of performance by a Party of any terms or conditions of the Agreement which is not caused by a Force Majeure Event, in addition to the right of termination as specified in article 10.1 above, the non-defaulting Party shall be entitled to unilaterally suspend the performance of its obligations under the Agreement until such default or failure is corrected or the Agreement is terminated, whichever occurs first.

10.5 Any termination or suspension of the Agreement shall operate without prejudice to the rights of the Parties already accrued at the time of termination or suspension and without prejudice to any other right or remedy of the non-defaulting Party in respect of a breach of the Agreement, if any, including the right to claim for direct damages arising from such breach, to the extent allowed under the terms and conditions of the Agreement.

10.6 Any terms which by their nature extend beyond termination of the Agreement shall remain in full effect until fulfilled.

11. Assignment

11.1 Neither Party may assign any of its rights or novate its total or partial performance under the Agreement, without the prior written consent of the other Party, such consent not to be unreasonably withheld or delayed. Notwithstanding any assignment or transfer, the assignor or transferor, as the case may be, shall in all instances remain liable for the proper performance of the Agreement.

12. Applicable law and arbitration

12.1 The Agreement and any non-contractual obligations arising out of or in connection with it shall in all respects be governed by and construed in accordance with the laws of England, to the exclusion of its conflict of law rules. The United Nations Convention on Contracts for the International Sale of Goods 1980 shall not apply to the Agreement.



12.2 Any dispute arising out of or related to the Agreement, including any question regarding its existence, validity or termination, shall be referred to and finally resolved by arbitration under the Rules of the London Court of International Arbitration which rules are deemed to be incorporated by reference into this article. The number of arbitrators shall be three (3) with one arbitrator to be appointed by the claimant and a second arbitrator to be appointed by the defendant. The third arbitrator, who shall act as chairman of the arbitration, shall be appointed by agreement between the two (2) arbitrators nominated respectively by the claimant and the defendant. If the two (2) arbitrators fail to agree on such appointment, the President of the London Court of International Arbitration shall make such appointment in accordance with the Rules of the London Court of International Arbitration. The legal place of arbitration shall be London. The language to be used in the arbitral proceedings shall be English.

12.3 Nothing in this article 12 shall be construed to prevent any competent court having jurisdiction from issuing injunctions, attachment orders or orders of similar relief in aid of any arbitration commenced (or to be commenced) pursuant to this article 12.

13. Claims

13.1 Any claim, other than a claim relating to demurrage, Quality, Quantity or claim as per article 13.3, must be submitted in writing to the other Party within one (1) year of the date of the alleged occurrence and, failing such notice, any liability of the other Party shall be deemed to be waived and absolutely barred and extinguished.

13.2 Unless expressly provided else in the Commercial Terms and subject to article 8.3 of Part I, any claim in respect of deficiency of Quantity or of variation of Quality must be notified in writing to Seller within seven (7) days of the Completion of Discharge or Delivery Date (whichever applicable) (such date to count as day zero (0)) and accompanied by complete evidence fully supporting the claim.

13.3 Unless expressly provided else in the Commercial Terms, any claim in respect of loss or damage to Product (other than stipulated under article 13.2 of Part I) and/or Buyer's property or personnel due to delivery of Product by (or organized by) Seller or transportation of Product by (or organized by) Seller must be notified in writing to Seller within seven (7) days of such loss or damage took place (such date to count as day zero (0)) and accompanied by complete evidence fully supporting the claim.

14. Intellectual Property and licenses

14.1 Trademarks under which Seller's Products are sold, are Seller's or Seller's Affiliates exclusive property. Their use, in whatever form, by Buyers, is subject to Seller's prior written consent.

14.2 Seller is to the best of its knowledge not aware that at the time of delivery, the Product infringes any third party patent right or other intellectual property rights protected by third parties. If Product delivered by Seller to Buyer constitute an infringement of third party's patent right, industrial design or any other intellectual property right, Seller undertakes to take repossession of the Products and repay the price paid for the Products by Buyer, but shall not be obliged to pay to Buyer any damages or any other sum.

14.3 If any action is brought against Seller and/or Seller's Affiliates for infringement of any third party's patent right, industrial design or any other intellectual property right arising out of (a) Seller and/or Seller's Affiliates' production of Products according to particular specifications by Buyer; (b) combining and/or the use of that combination by Buyer of the Products with any other products; and/or (c) modifications or alterations made to Products by Buyer, then Buyer shall indemnify and hold Seller and/or Seller's Affiliates harmless against all damages, claims, liabilities and demands resulting from such action, including reasonable legal costs.

14.4 Buyer is responsible for obtaining and advising Seller in writing and in a timely manner of the import licenses and/or other authorizations required for the importation, use and resale of the Product.

14.5 Buyer ensures that all references to Seller are removed or obliterated from any packaging (except empty cardboard) before reuse or physical handing to third parties for removal, destruction or reuse.

15. REACH

15.1 Buyer shall at its own cost and expense provide Seller with all necessary information and assistance in order to enable Seller, its group companies or agents to comply with all applicable laws and regulations (including, without limitation, the European Community Regulation (EC 1907/2006) on the Registration Evaluation, Authorization and Registration of Chemical Substances (REACH)) in connection with the fulfillment of its duties under this Agreement.

15.2.1 The Seller shall exercise reasonable efforts to provide to the Buyer a Chemical Abstracts Service ("CAS") registry number and/or the European Commission ("EC") number which includes the European Inventory of Existing Chemical Substances ("EINECS"), European List of Notified Chemical Substances ("ELINCS") or no long polymer list ("NLP") for each chemical substance in or comprising the Product at: (i) the time of loading for an FOB sale; or (ii) the time of discharge for CIF/CFR/DES sales. Alternatively, if the Seller is unable to provide the Buyer with a CAS, EC or EINECS number, the Seller shall exercise reasonable efforts to provide the Buyer with the information necessary for the



Buyer to ascertain the CAS, EC or EINECS number for the substances comprising the Product at the relevant time.

15.2.2 Where the Seller is the importer under REACH (including where the Seller has appointed an Only Representative in respect of the Product), the Seller represents that it has complied with its registration obligations under REACH and, where possible, shall confirm such compliance of registration obligations under REACH in writing to the Buyer.

15.2.3 Where the Product originates within the EU or EEA, or the Seller is dealing in Product after its import (as defined for REACH purposes) into the EU or EEA, the Seller warrants that any REACH registration obligations in respect of the Product sold to the Buyer have been complied with.

15.2.4 The Seller shall provide the Buyer with a copy of the current Safety Data Sheet for the Product containing the information required by REACH.

16. Notices

16.1 All notices (including claim notices), statements and invoices shall be in writing and in the English language, to the other Party's address as indicated in the Commercial Terms and shall be deemed to have been duly given or paid when:

(a) Delivered by personal delivery with written acknowledgment of receipt. Any above mentioned communication so given shall be deemed to have been given on the date of the addressee's receipt.

(b) Delivered by facsimile with confirmed copy, sent by international courier. In case of above mentioned communication or by facsimile transmissions: if it is transmitted on a business day before 4.00 p.m. at the addressee's time zone, then on that day; in any other case, on the business day after the day on which it is transmitted. A "business day" means for this sub clause, any working day, not being a holiday in the country of addressee.

(c) Delivered by an international courier. Any above mentioned communication so given shall be deemed to have been given on the date of the addressee's receipt.

16.2 The usage of telex for incoming and outgoing correspondence for all communications is explicitly excluded.

16.3 Communications in respect of day to day business between Parties related to the Agreement may be done by e-mail and/or instant messaging. Any communication in respect of claims (including but not limited to demurrage claims), termination and a Force Majeure Event) may not be given by e-mail or by instant messaging.

17. Health, Safety and Environment

17.1 Buyer shall provide its employees, agents, contractors and entities to whom it supplies the Product delivered hereunder a material safety data sheet and any other relevant

information relating to health, safety and environmental data in connection with the Product delivered hereunder. Buyer shall be responsible for ensuring that all relevant obligations are complied with.

17.2 To the extent permissible by law, Seller shall not be responsible in any matter whatsoever for any loss, damage or injury resulting from any hazards inherent in the nature of the Product delivered hereunder.

18. Amendments and Waivers

18.1 No waiver by a Party of any breach of any of the terms and conditions herein contained shall be construed as a waiver of any subsequent breach of the same or any other term or condition.

18.2 Any amendment or waiver of any provision of the Agreement shall only be effective by a written agreement executed by the Parties hereto.

19. Severability

19.1 If any provision of the Agreement (or part of a provision) is found by any court or administrative body of competent jurisdiction to be invalid, unenforceable or illegal, the other provisions shall remain in force. If any invalid, unenforceable or illegal provision would be valid, enforceable or legal if some part of it were deleted or modified, the provision shall apply with whatever modification is necessary to give effect to the commercial intention of the Parties.

20. Third Party Rights

20.1 The Contracts (Rights of Third Parties) Act 1999 shall not apply to the Agreement and no person other than the Parties shall have any rights to enforce its terms.

21. Headings

21.1 The headings used herein are for purposes of convenient reference only and are not indicative of contractual content.

22. Change in regulations

22.1 Parties are entering into the Agreement in reliance on the laws, rules, regulations and Agreements ("Regulations") in effect on the date hereof with governments or public authorities affecting the Product sold, manufactured, transported, stored, traded or delivered hereunder.

22.2 If during the term of the Agreement, any Regulations are modified or new Regulations have or will become effective, and if such changed or new Regulations are not covered by any other provision of the Agreement, and will have a material adverse economic effect on one or both Parties, the



affected Party/each of the affected Parties then has the option to request renegotiation of the affected terms of the Agreement without undue delay after mentioned material adverse economic effect has become evident.

22.3 The request to renegotiate affected terms must contain the new terms desired by the requesting Party. If the Parties do not agree upon new terms satisfactory to both Parties within fifteen (15) days after the date of the requesting Party's notice, either Party shall have the right to terminate the Agreement immediately. Any Product agreed to be delivered before termination shall be sold and purchased at the terms applying under the Agreement without any adjustment in respect of the new or changed Regulations.

23. Destination

23.1 It is a condition of the Agreement, that the Product delivered under the Agreement shall not be imported (by Buyer or others), directly or indirectly to any destination which is at the time of such importation either prohibited under the laws of the country in which such Product was produced or contrary to any regulation, directive or guideline applied by the government of that country or any relevant agency thereof. Buyer shall keep itself informed as to such laws, regulations, rules, directives or guidelines and shall ensure that they are complied with.

23.2 Buyer undertakes that the Product to be delivered hereunder shall not be exported, sold, supplied to any natural or legal person, country, state, territory or region against which there are sanctions imposed by the United Nations or any other sanctions specified in the Commercial Terms which prohibit shipment of Product

23.3 In the event of any failure to comply with such undertakings or if Seller has reasonable grounds for believing that such undertakings will not be complied with Seller may by notice to Buyer (without prejudice to Seller's other rights) at its sole discretion terminate the Agreement or suspend delivery under the Agreement until further notice or decline to commence or complete loading hereunder.

24. Facilitation Payments and Anti-Corruption

24.1 Parties each agree and undertake to the other that in connection with the Agreement, they will comply with all law, rules, regulations, decrees and or official governmental order prohibiting bribery, corruption and money laundering applicable to any of the Parties.

24.2 In connection with the Agreement, Parties therefore represent, warrant and undertake to the other not to directly or indirectly:

(a) give or offer any improper advantage to anyone in connection with the Agreement;

(b) for itself or anyone else, request, receive or accept an offer of an improper advantage in connection with the Agreement.

24.3 Buyer or Seller may terminate the Agreement forthwith upon written notice to the other at any time, if in their reasonable opinion the other is in breach of any of the above representations, warranties or undertakings.

25. Confidentiality

25.1 Parties agree that all information, documentation, data and forecasts provided in the course of the performance of their obligations under the Agreement (the "Information") shall constitute confidential information. Parties agree not to divulge Information to any outside source unless: (a) prior written approval to divulge or use the Information has been received from the other party, which approval shall not be unreasonably withheld; or (b) the Information is determined to be part of the public knowledge; or (c) the Information was known by the divulging party prior to its disclosure to the other party, having become known in a bona fide manner; or (d) the Information is required by law, regulation or court order to be disclosed provided that the request for such disclosure is proper and the disclosure does not exceed that which is required.

25.2 The above provisions on confidentiality shall survive expiry, termination or cancellation of the Agreement for whatsoever reason for three (3) years after such expiry, termination or cancellation.

26. Counterparts

26.1 The Agreement may be executed in any number of counterparts and by the Parties to it on separate counterparts, each of which shall be deemed an original but all of which taken together shall constitute one and the same agreement with the same effect as if the signatures on the counterparts were on a single engrossment of the Agreement, provided that the Agreement shall not be effective until all such counterparts have been executed and duly exchanged or delivered by each of the Parties.

26.2 A facsimile, telecopy or other reproduction of the Agreement may be executed by one (1) or more Parties, and an executed copy of the Agreement may be delivered by one (1) or more Parties by facsimile or similar electronic transmission device pursuant to which the signature of or on behalf of such Party can be seen, and such execution and delivery shall be considered valid, binding and effective for all purposes.



VESSEL DELIVERIES

PART II.I: FOB

Applicability

If a transaction is designated as “FOB” in the Commercial Terms, the terms of the transaction shall be FOB subject to this Part.

1. Title and Risk

1.1 Notwithstanding any right of Seller to retain documents until payment, the risk and property in the Product delivered under the Agreement shall pass to Buyer as the Product passes the Vessel's permanent flange at the Load Port.

1.2 Any loss of or damage to the Product during loading, if caused by the Vessel or its officers or crew, shall be for the account of Buyer. Any claim made by a third Party against Seller in respect of damage to any facilities at the Load Port caused by Buyer and/or Vessel shall be borne by Buyer.

2. Inspection and measurement

2.1 Product to be supplied under the Agreement shall be of the Quantity and Specifications as agreed upon in the Commercial Terms. Determination of the Product's Quantity and Quality shall be carried out by an independent inspector mutually agreed upon by the Parties in accordance with the industry practice at the time of shipment at the Load Port. The results of such inspection shall be documented by the independent inspector for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality. The Certificate of Quantity and Certificate of Quality shall be final and binding for both Parties, save fraud or manifest error. Costs and expenses in respect of the independent inspector shall be shared equally between the Parties.

2.2 If mutually agreed upon in writing by Parties, determination of the Product's Quantity and Quality may be carried out by an institution such as, but not limited to, a laboratory at Load Port, in accordance with the terms and conditions of the Agreement. The results of such inspection shall be documented by appointed institution for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality.

2.3 Unless otherwise agreed, the Quality of the Product shall be determined from a composite sample taken at the Load Port in accordance with industry practice at the time of shipment at the Load Port. The sample will be retained in three (3) sealed containers, two (2) of which shall be kept at the Load Port, the third one being placed on board the receiving Vessel.

3. Nomination

3.1 Buyer shall advise Seller, during Working hours, of the Vessel nomination no later than five (5) Working Days prior to the first day of the agreed Loading Date.

3.2 Notice of nomination shall be given in writing and shall include the following:

- (a) Name of the Vessel, date built, flag, deadweight, length, draught and such other information as may be required by the Load Port operator from time to time;
- (b) Destination of the Vessel;
- (c) The Specification and Quantity of Product to be loaded; in no event will Buyer declare final Quantity to be loaded later than the fourth day prior to the first day of the Loading Date;
- (d) The ETA of the Vessel at the Load Port;
- (e) Details of any cargo on board if loading a part cargo; if Buyer fails to declare sufficient specifics of any part cargo on board and/or if the Vessel arrives at the Load Port carrying different cargoes than those declared, Seller shall have the right to refuse to Berth the Vessel or to make it anchor if it has already berthed, and Buyer will be liable for all the costs, expenses and consequences arising from any action required under this article;
- (f) Demurrage rate for the voyage; and
- (g) Any additional information as Seller may reasonably require and notified beforehand to Buyer.

3.3 Seller shall accept or reject any nomination made by Buyer, within twenty four (24) hours of the receipt of the nomination, including a substitute nomination. Seller shall not have the obligation to give Buyer the reasons for having refused any Vessel. Seller bears no liability in the event of refusal of a nomination. Seller's acceptance of any Vessel for loading shall not constitute a continuing acceptance of such Vessel for any subsequent loading.

3.4 Notwithstanding the above, the following is applicable:

- (a) all Vessels which are nominated or substituted are subject to acceptance by Neste Oil Ship Vetting, which may include an onboard Vessel inspection. Neste Oil Ship Vetting will accept or reject any vessel within twenty four (24) hours after receipt of all information asked for in the ship questionnaire filled out by the Vessel management company in www.SIS3.com and as may be additionally required by Neste Oil Ship Vetting to complete Vessel clearance. Acceptance of a Vessel for a particular voyage shall not constitute continual acceptance or acceptance for any other voyage. Charterer nor Seller shall be under any liability for rejecting any Vessel for whatsoever reason.
- (b) Seller, through Neste Oil Ship Vetting, reserves the right to have any Vessel management company (document of compliance holder as defined in ISM Code) which is managing nominated or substituted Vessel, to be audited against Tanker Management and Self Assessment “TMSA” 2, best



practice guidance, before or during the term of the Agreement.

3.5 If the Vessel is rejected, or Buyer fails to nominate a Vessel or send the required information prior to the first day of the agreed Loading Date, Buyer shall be responsible for any delay and all the costs and consequences arising from such delay.

3.6 Buyer shall have the right, with prior written notice to Seller in writing, to substitute, at least three (3) full Working Days prior to the first day of the agreed Loading Date, the nominated Vessel by another Vessel of similar class, type, size, capacity and position, provided that the substitute Vessel tenders N.O.R. to load before or within the agreed Loading Date and that Buyer shall provide in the substitute nomination notice the same details as required under article 3.2 listed above.

3.7 Buyer must ensure that it is familiar with all restrictions and regulations of the Load Port and shall nominate a Vessel in conformity with such restrictions and regulations. Buyer furthermore must ensure that nominated Vessel shall be in compliance with all applicable laws, regulations and other requirements of the country of the Vessel's registry and countries and Load Ports at which Vessel may be loading.

3.8 Buyer warrants that the Vessel is owned by or demise chartered to a member of ITOPF (International Tanker Owners Pollution Federation Limited), and that the Vessel has in place insurance cover for oil pollution no less in scope and amounts than available under the rules of the P & I Club into which the Vessel is entered, and that such P & I Club shall be a member of the International Group of P & I Clubs. The Vessel shall carry on board insurance certificate as set out in the Civil Liability Convention for Oil Pollution Damage. Furthermore, Buyer warrants that the Vessel complies with the ISM Code. The Vessel shall have on board at all times a valid ISM certificate.

4. ETA

4.1 Buyer shall arrange for the Vessel to give to Seller or to such person nominated by Seller its ETA at the Load Port at least seventy two (72) hours before arrival, again at least forty eight (48) hours before arrival and again at least twenty four (24) hours prior to arrival, thereafter advising any variation of more than two (2) hours.

4.2 In the event that Vessel fails for any reason to give the twenty four (24) hours notice on time, the time allowed to Seller for loading shall commence when the Vessel is berthed.

4.3 Any delays resulting from any failure to give the required notices shall not count as Laytime and/or demurrage.

5. Load Port

5.1 All expenses ashore pertaining to the pumping of the Product from shore tanks to the Vessel shall be borne by Seller. All other expenses pertaining to the Vessel, including all duties, fees, taxes, quay dues and all charges relating to the berthing and un-berthing of the Vessel including pilotage, mooring and towage expenses incurred at the Load Port, shall be borne by Buyer.

5.2 Unless otherwise explicitly agreed in writing by Seller, Seller shall not be under any obligation to commence loading hereunder prior to 0600 hours (local time) on the first day of the Loading Date.

5.3 Vessel shall vacate the Berth as soon as loading hoses have been disconnected. If the Vessel fails to vacate the Berth, unless for reasons attributable to Seller, its supplier or the Load Port operator, any cost or damage suffered by Seller, its supplier, the Load Port operator and/or a third person, resulting from such failure shall be borne by Buyer.

5.4 Notwithstanding article 5.2 above, if at the Load Port Seller's supplier or any agency imposes on Seller, in respect of Buyer's Vessel, an excess Berth utilisation charge in accordance with the Port Regulations or a contractually agreed or otherwise established scale for any hours of Berth utilisation in excess of a specified period of hours, but does not impose such charge directly on Buyer's Vessel itself, such charge shall be for Buyer's account.

5.5 Seller may shift the Vessel from one Berth to another. Incurred costs shall be for Seller's account if such shifting is for Seller's purposes, otherwise shifting costs, including those due to bad weather conditions, shall be for Buyer's account.

5.6 Seller shall provide, free of charge, a Berth or Berths at Load Port. Seller or its appointed agent or representative shall notify Buyer or its appointed agent or representative as soon as possible of such Berth at which the Vessel shall load the Product.

6. Laytime and Demurrage

6.1 The nominated Vessel shall arrive at the Load Port or area, tender N.O.R., complete formalities and shall be in all respects ready for loading within the agreed Loading Date range. In the event that nominated Vessel does not arrive within the agreed Loading Date, Seller shall not be obligated to load the Vessel. In the event Seller loads the Vessel, it shall be without prejudice to the rights and remedies of Seller, and the running hours under article 6.3 below shall not commence counting until the Vessel has actually started loading.

6.2 The Laytime allowance shall be the allowance as specified in the Commercial Terms, but in no event less than the



Laytime allowance provided in the governing Charter Party. In the event no allowance is agreed upon in the Commercial Terms, the Laytime allowance shall be fifty percent (50%) of the Laytime time provided in the governing Charter Party subject to a minimum of thirty-six (36) hours, pro-rated in case of part cargo.

6.3 Time allowed for loading shall commence, Berth or no Berth, six (6) hours after N.O.R. to load is tendered in writing to Seller or its representative by the master of the Vessel, or his representative, or when the Vessel is securely moored at the Berth or other loading place, whichever occurs first. N.O.R. shall only be valid when tendered after the Vessel has entered the Load Port and the Vessel is ready to load in every respect.

6.4 In the event that nominated Vessel loads Product in addition to other cargoes at the same Load Port (a part cargo), time allowed for loading the part cargo shall not commence until Vessel is securely moored at the Berth or other loading place at the Load Port and is ready to load in every respect. In the event that the different part cargoes are loaded at the same Berth, time allowed for loading Seller's part cargo shall not start counting until loading has actually commenced.

6.5 In the event N.O.R. is given by the Vessel before the agreed Loading Date, insofar Loading Date have been agreed upon in the Commercial Terms, the time allowed shall commence at 0600 hours of the first day of such Loading Date, or upon commencement of loading, whichever occurs first. If N.O.R. is given by the Vessel after the agreed Loading Date and Seller accepts to load the Vessel, the time allowed shall commence upon commencement of loading.

6.6 In the event Vessel gives N.O.R. and Vessel is not entirely ready to load then N.O.R. shall be deemed to have been served when Vessel has been made ready and has been inspected and passed by port authorities or Seller or its agent or such independent inspector as may have been agreed between Seller and Buyer.

6.7 The time period for loading the Product shall cease upon disconnection of the loading hoses immediately after loading is completed; provided always that if the Vessel is detained for more than two (2) hours beyond the final disconnection of hoses by the shore Terminal solely for the completion of cargo documentation and the presentation of such documents on board the Vessel, Laytime or, if the Vessel is on demurrage, demurrage shall re-commence after such period of two (2) hours and terminate upon the completion of cargo documentation.

6.8 Time shall not count against Laytime or, if the Vessel is on demurrage, for demurrage when spent or lost:

(a) on an inward passage, including awaiting daylight, tide, opening of locks, pilot, or tugs and moving from anchorage, even if lightering has taken place at the anchorage, until the

Vessel is securely moored at the Berth or other loading or discharging place specified by charterers;

(b) due, whether directly or indirectly, to breakdown, inefficiency or other cause attributable to the Vessel and/or owners.

(c) as a result of a labour dispute, or strike, involving master, officers or crew of the Vessel or tugs or pilot;

(d) in, or in connection with, the handling of ballast unless this is carried out concurrently with loading or discharging such that no loss of time is involved; and

(e) in cleaning tanks, pumps and pipelines.

6.9 Any delay(s) arising from a Force Majeure Event, shall, provided always that the cause of the delay(s) was not within the reasonable control of charterers or Vessel owners or their respective servants or agents, count as one half (1/2) Laytime or, if the Vessel is on demurrage, at one half (1/2) of the demurrage rate.

6.10 If the total time for loading the Product exceeds the time allowed under this article 6, demurrage will be as per Charter Party rate. Demurrage rate per day will be according to the market rate prevailing at the date of loading relative to the Quantity as stipulated in the Agreement. In the event no agreement is achieved within the subsequent thirty (30) day period, then the question shall be submitted to the London Tanker Brokers' Panel whose decision shall be final and binding, save fraud or manifest error.

6.11 In the event that the nominated Vessel is part loaded with Product being delivered to Buyer by another supplier at the same Berth, Seller shall only be liable for demurrage insofar as and to the extent that demurrage arises as a result of delay in loading the part cargo delivered by Seller.

6.12 The fully documented demurrage claim to be received in writing within ninety (90) days from the Bill of Lading Date (counted as day zero (0)) failing which the claim shall be deemed waived by Seller and time-barred. The fully documented claim to include:

(a) the Charter Party and/or fixture recap;

(b) the statement of facts (SOF);

(c) the demurrage calculation;

(d) all letters of protest (LOP); and

(e) N.O.R.



PART II.II: CIF, CFR, DES**Applicability**

If a transaction is designated as “CIF”, “CFR” or “DES” in the Commercial Terms, the terms of the transaction shall be CIF, CFR or DES respectively, subject to this Part.

1. Title and Risk**1.1 CIF & CFR**

1.1.1 Notwithstanding any right of Seller to retain documents until payment, the risk and property in the Product delivered under the Agreement shall pass to Buyer as the Product passes the Vessel's permanent hose connection at the Load Port.

1.1.2 In the event of part cargo delivery where deliverable Product is not identifiable and ascertainable on board the Vessel separately from the Product destined for receivers other than Buyer, then risk and title in the Product pass to Buyer in such percentage of the total Quantity of Product as is represented in the bill of lading issued to Buyer in relation to the total Quantity in all bills of lading issues in respect of the Product.

1.1.3 If the Vessel has commenced or completed loading prior to being nominated to Buyer pursuant to article 4 below, then, notwithstanding any right of Seller to retain the documents referred to in article 1.1.1 above until payment, the risk in the Product delivered under the Agreement shall be deemed to have passed to Buyer as the Product passes the Vessel's permanent hose connection at the Load Port and property in the Product shall pass immediately upon receipt by Seller of Buyer's acceptance of such nomination.

1.2 DES

1.2.1 Notwithstanding any right of Seller to retain documents until payment, the risk and property in the Product delivered under the Agreement shall pass to Buyer as the Product passes the Vessel's permanent hose connection at the Discharge Port.

2. Inspection and measurement**2.1 CIF & CFR**

2.1.1 Product to be supplied under the Agreement shall be of the Quantity and Specifications as agreed upon in the Commercial Terms. Determination of the Product's Quantity and Quality shall be carried out by an independent inspector mutually agreed upon by the Parties in accordance with the industry practice at the time of shipment at the Load Port. The results of such inspection shall be documented by the independent inspector for Quantity in a Certificate of Quan-

tity and for Quality in a Certificate of Quality. The Certificate of Quantity and Certificate of Quality shall be final and binding for both Parties, save fraud or manifest error. Costs and expenses in respect of the independent inspector shall be shared equally between the Parties.

2.1.2 Unless otherwise agreed, the Quality of the Product shall be stated from a composite sample taken at the Load Port in accordance with industry practice at the time of shipment at the Load Port. The sample will be retained in three (3) sealed containers, two (2) of which shall be kept at the Load Port, the third one being placed on board the receiving Vessel.

2.1.3 If mutually agreed upon in writing between Parties, determination of the Product's Quantity and Quality may be carried out by an institution such as a laboratory at Load Port or Discharge Port, in accordance with the terms and conditions of the Agreement. The results of such inspection shall be documented by appointed institution for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality.

2.2 DES

2.2.1 Product to be supplied under the Agreement shall be of the Quantity and Specifications as agreed upon in the Commercial Terms. Determination of the Product's Quantity and Quality shall be carried out by an independent inspector mutually agreed upon by the Parties in accordance with the industry practice at the time of discharge at the Discharge Port. The results of such inspection shall be documented by the independent inspector for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality. The Certificate of Quantity and Certificate of Quality shall be final and binding for both Parties, save fraud or manifest error. Costs and expenses in respect of the independent inspector shall be shared equally between the Parties.

2.2.2 Buyer shall ensure that the independent inspector shall have full access to the facilities at the Discharge Port necessary to enable them to perform his duties.

2.2.3 Unless otherwise agreed, the Quality of the Product shall be determined from a composite sample taken at the Discharge Port in accordance with industry practice at the time of discharge at the Discharge Port. The sample will be retained in two (2) sealed containers.

2.2.4 In case of partial or whole cargoes delivered from Seller's Vessel directly into shore tanks, the Quantity shall be based on Discharge Port meter measurements in accordance with API MPMS Chapter 5. Where metering facilities are not available, Quantity shall be based on Discharge Port static shore tank gauging in accordance with API MPMS Chapter 3. For partial or whole cargoes delivered into Buyer's lighters, the Quantity shall be based on the delivery Vessel's measurements at the Discharge Port.



2.2.5 If mutually agreed upon in writing between Parties, determination of the Product's Quantity and Quality may be carried out by an institution such as a laboratory at Load Port or Discharge Port, in accordance with the terms and conditions of the Agreement. The results of such inspection shall be documented by appointed institution for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality.

3. Insurance

3.1 CIF

3.1.1 Seller shall procure and pay for insurance against ordinary marine risks (excluding insurance against war, strikes, riots, civil commotions, blocking and trapping) to the full value of the Product under the Agreement plus ten percent (10 %). Such insurance shall cover the Product from passing the manifold flange connection of the Vessel's delivery hose at the Load Port to passing the permanent connection of the Vessel' delivery hose at Discharge Port and shall be in accordance with the provisions of the Institute Cargo Claims (A) or ILU Bulk Oil articles. The benefit of the insurance shall pass to Buyer upon the passing of title and risk of the Product to Buyer as described in this Agreement.

3.1.2 Seller reserves the right to refuse at any time:

- (a) to direct any Vessel to undertake or to complete the voyage to the Discharge Port if such Vessel is required in the performance of the Agreement;
- (b) to transit or to proceed to or to remain in waters so that the Vessel concerned would be involved in a breach of any Institute Warranties (if applicable) or, in Seller's opinion, to risk its safety or to risk ice damage; or
- (c) to transit or to proceed to or to remain in waters where there is war (de facto or de jure) or threat thereof;
- (d) prior to the commencement of loading to direct any Vessel to undertake the voyage to the intended Discharge Port if such Vessel is required in the performance of the terms of the Agreement to transit waters which, in Seller's reasonably held opinion, would involve abnormal delay; or
- (e) to undertake any activity in furtherance of the voyage which in the opinion of the Vessel's master could place the Vessel, its cargo or crew at risk.

3.1.3 If Seller agrees to direct a Vessel to undertake or to complete the voyage as referred to in article 3.1.2 above, Buyer undertakes to reimburse Seller, in addition to the price payable under the Agreement, for costs and expenses incurred by Seller in respect of any additional insurance premiums and any other sums that Seller may be required to pay to the Vessel 's owner including any sums in respect of any amounts deductible under such owner's insurance and any other costs and/or expenses incurred by Seller.

3.2 CFR

3.2.1 It is Buyer's responsibility for securing insurance, whether against marine or other risks.

3.3 DES

3.3.1 It is Seller's responsibility for securing insurance, whether against marine or other risks.

4. Nomination

4.1 Seller shall give to Buyer during normal Working Hours a notice of nomination not later than three (3) Working Days prior to the first day of the agreed Loading Date.

4.2 Notice of nomination shall be given in writing and shall include the following:

- (a) Name of the Vessel, date built, nationality and flag;
- (b) Product, Product Quality and total Quantity to be loaded (or the bill of lading Quantity, if known);
- (c) Load Port Loading Date (or the Bill of Lading Date, if known) and the ETA at the Discharge Port;
- (d) Length of the Vessel and its estimated sailing draught on Completion of Loading;
- (e) Vessel/Charterer's agent at the Discharge Port;
- (f) Details of any other cargo on board or to be laden on board if delivery is of a part cargo;
- (g) Products carried by the Vessel on its previous three (3) voyages; and
- (h) Demurrage rate for the voyage

4.3 Buyer shall give notice accepting or rejecting any Vessel nomination within twenty four (24) hours after receipt of such nomination, but shall not reject any nomination unreasonably.

4.4 In case of rejection, Seller shall as soon as possible nominate to Buyer an alternative Vessel for Buyer's acceptance or rejection, and, in the case of the latter, Parties shall negotiate a mutually acceptable nomination.

4.5 In respect of any Vessel named in the nomination, Seller shall have the right, with prior notification in writing to Buyer, to substitute prior to the first day of the agreed Loading Date, (in the case of delivery DES, three (3) clear days before the ETA of the substitute Vessel or the ETA of the Vessel originally nominated, whichever is the earlier) the nominated Vessel by another Vessel of similar type, size, and capacity, provided that the substitute Vessel tenders N.O.R. before or within the agreed Loading Date and that Seller shall provide in the substitution advice the same details as in a nomination notice as provided in this article 4.

5. ETA

5.1 Seller shall arrange for the Vessel to give to Buyer or its representatives the ETA at the Discharge Port at least sev-



enty two (72) hours before arrival, again at least forty eight (48) hours before arrival and again at least twenty four (24) hours prior to arrival, thereafter advising any variation of more than two (2) hours, if possible and practicable.

6. Discharge Port

6.1 Buyer shall, within one Working Day after receipt of Seller's nomination, notify Seller of the final Discharge Port. No change to the final Discharge Port so nominated or specified shall be made without Seller's prior written acceptance which shall not be unreasonably withheld or delayed.

6.2 If the Commercial Terms provide a range within which a Discharge Port or ports may be nominated, Seller's approval to each port shall be required in writing within one Working Day after any such valid nomination, such approval not to be unreasonably withheld or delayed.

6.3 In the case of CFR or CIF delivery, Buyer must send to Seller full written instructions regarding the particulars and destination of the bills of lading and such other customary Load Port documentation which may be required.

6.4 Buyer shall be liable for all costs resulting from any delays in loading the Product hereunder due to failure by Buyer to supply such information in a timely manner.

6.5 Seller shall have the right to issue its own instructions if such instructions are not so provided by Buyer.

6.6 All costs and expenses (including but not limited to demurrage) arising out of any failure by Buyer to comply with the foregoing shall borne by Buyer.

6.7 Where Buyer exercises any Discharge Port options in accordance with the Commercial Terms and available to Seller under the terms of the relevant Charter Party, Buyer shall be liable for any additional costs and expenses incurred by Seller as a result of alternative Discharge Port nomination.

6.8 Buyer shall have the right to shift the Vessel from one safe Berth to another within the Discharge Port. All direct costs and expenses shall be borne by Seller if such shifting is due to reasons attributable to Seller and/or the Vessel and shall otherwise be borne by Buyer.

6.9 Vessel may be lightered at the Discharge Port, but if any lightering shall be undertaken at the request of Buyer the costs and expenses thereof shall be borne by Buyer and all time expended in connection with such lightering shall count as running hours for the purposes of calculating demurrage under the applicable provisions of this Agreement

6.10 Any lightering operations shall be carried out in accordance with the procedures set out in the ICS/OCIMF Ship-

to-Ship transfer guides. The lightering Vessel is subject to Seller's prior acceptance.

6.11 Except in the event as describe in article 6.9 above, all time used for lightering shall be counted or included in calculating the time taken by Buyer to discharge the Vessel or the time in respect of which Buyer is liable for demurrage. Any additional steaming and/or waiting time used solely for the purposes of any lightering operation shall count as Laytime or, if the Vessel is on demurrage, as demurrage.

6.12 Except in relation to any lightering carried out at the request of and for the purposes of Seller, any lightering operation carried out shall be at Buyer's risk and Buyer shall be liable to Seller in respect of any losses, costs, damages and proceedings arising there from and shall indemnify Seller in respect thereof. This article 6.12 shall not be included in respect of shifting as stated in article 6.8 above.

6.13 Vessel to be used must comply with all restrictions and governmental, local and port authority regulations in force at, related to and/or in respect of port in question. Vessel shall be clean and dry for the cargo to be loaded.

6.14 All dues and other charges on Seller's Vessel at the Discharge Port, other than those defined by Worldscale as being for the Vessel owners' account, shall be borne by Buyer.

7. Laytime and Demurrage

7.1 The nominated Vessel shall arrive at the Discharge Port or area, tender N.O.R. and complete all formalities and shall be in all respects ready for discharging.

7.2 For the discharge of each shipment Buyer shall provide free of charge to Seller a Berth to be indicated by Buyer or its representative at which the Vessel can when fully laden safely reach and leave and where she can always lie safely afloat. Buyer shall indemnify and hold Seller harmless in respect of any damages or losses suffered by Seller or in respect of any claim to which Seller is exposed by reason of any breach of this article 7.2.

7.3 Any time taken during the discharge used for oil washing and/or stripping of cargo tanks and lines (except for that used to comply with Marpol Regulations) shall count against Laytime, or if already on demurrage, for demurrage

7.4 The Laytime allowance shall be the allowance as specified in the Commercial Terms, but in no event less than the Laytime allowance provided in the governing Charter Party. In the event no allowance is agreed upon in the Commercial Terms, the Laytime allowance shall be fifty percent (50%) of the Laytime time provided in the governing Charter Party subject to a minimum of thirty-six (36) hours, pro-rated in case of part cargo.



7.5 Time allowed shall commence Berth or no Berth, six (6) hours after N.O.R. to discharge is tendered in writing to Buyer or its representative by the master of the Vessel or his representative or when the Vessel is securely moored at the Berth or other loading place, whichever occurs first.

7.6 In the event that nominated Vessel is to discharge Product purchased by Buyer from Seller in addition to other cargoes at the same Discharge Port, but in different Berths, then, in addition to the time counted under article 7.8 below, time allowed for discharging such part cargo shall count:

(a) if Buyer's Terminal or Berth be the first Terminal or Berth at which the Vessel commences discharge, upon the Vessel being made all fast at Buyer's Terminal or Berth.

(b) if Buyer's Terminal not be the first Terminal or Berth for which the Vessel commences the discharge, when the Vessel tenders N.O.R. for Buyer's cargo and is clear from the previous Berth, except for those provisions set out in article 7.8 below.

7.7 In case nominated Vessel discharges Product purchased by Buyer from Seller in addition to other cargoes at the same Berth, the time allowed for discharging Buyer's part cargo, in addition to the time counted under article 7.8 below, shall start counting when discharge of Buyer's part cargo has actually commenced, unless the Vessel is prevented from commencing discharge due to reasons directly attributable to Buyer and/or Buyer's Terminal, in which case such delay shall count as Laytime. Time consumed between the Vessel being made fast at the Berth and the commencement of discharge of the first parcel shall be pro-rated proportionately to the percentage of cargo due to Buyer against the total cargo on board. In such circumstances, time consumed by the Vessel awaiting first Berth, except for the first six (6) hours, shall be pro-rated proportionately to the percentage of cargo due to Buyer against the total cargo on board.

7.8 In the event that N.O.R. is given by Vessel before the agreed Loading Date, insofar Loading Date has been agreed in the Commercial Terms, time allowed shall commence at 0600 hours of the first day of such Loading Date, or upon berthing, whichever occurs first. In the event that N.O.R. is given by the Vessel after the agreed Loading Date, insofar Loading Date has been agreed in the Commercial Terms, time allowed shall commence upon berthing.

7.9 Period of time for discharging the cargo shall cease upon disconnection of the discharging hoses.

7.10 Time shall not count against Laytime or, if the Vessel is on demurrage, for demurrage when spent or lost:

(a) on an inward passage, including awaiting daylight, tide, opening of locks, pilot, or tugs and moving from anchorage, even if lightering has taken place at the anchorage, until the Vessel is securely moored at the Berth or other loading or discharging place specified by charterers;

(b) due, whether directly or indirectly, to breakdown, inefficiency or other cause attributable to the Vessel and/or owners.

(c) as a result of a labor dispute, or strike, involving master, officers or crew of the Vessel or tugs or pilot;

(d) in, or in connection with, the handling of ballast unless this is carried out concurrently with loading or discharging such that no loss of time is involved; and

(e) in cleaning tanks, pumps and pipelines.

7.11 Any delay(s) arising from a Force Majeure Event shall, provided always that the cause of the delay(s) was not within the reasonable control of charterers or Vessel owners or their respective servants or agents, count as one half (1/2) Laytime or, if the Vessel is on demurrage, at one half (1/2) of the demurrage rate.

7.12 Seller warrants that Vessel shall be capable of discharging full, homogenous cargo of one grade within twenty four (24) hours or maintaining an average pressure of one hundred (100) P.S.I. (or seven (7) bar) at the Vessel's rail, receiving facilities permitting. Any claim for demurrage which can be attributed to any failure by Seller according to this article shall be calculated according to pumping performance formula as indicated below.

PUMPING PERFORMANCE FORMULA:

$$Q2 = Q1 \times \sqrt{H2 / H1}$$

Where:

Q1 = average discharge rate achieved by the Vessel during bulk discharge.

H1 = the average pumping pressure achieved by the Vessel during bulk discharge as measured

H2 = the pumping pressure warranted in the Charter Party or lower maximum pressure required by the Terminal.

Q2 = the discharge rate that would be achieved at the pumping pressure, H2.

7.13 In the event that cargo is not discharged within the time allowed, Buyer shall pay demurrage to Seller for the time in excess at the appropriate rate per day or pro rata. The rate shall be that specified in the applicable Charter Party. Seller shall present any demurrage claim to Buyer within ninety (90) days from the date of Completion of Discharge (counted as day zero (0)) failing which the claim shall be deemed waived by Seller and time-barred.

7.14 In absence of a Charter Party, Seller will inform Buyer of the applicable demurrage rate for this single voyage. However, should Buyer be of the opinion (acting reasonably) that this rate is not representative of the market and no agreement is achieved within the subsequent thirty (30) day period, then the question shall be submitted to the London Tanker Brokers' Panel whose decision shall be final and binding, save fraud or manifest error.



PART II.III: DDU, DDP**Applicability**

If a transaction is designated as “DDU” or “DDP” in the Commercial Terms, the terms of the transaction shall be DDU or DDP respectively, subject to this Part.

1. Title and Risk

1.1 Notwithstanding any right of Seller to retain documents until payment, the risk and property in the Product delivered under the Agreement shall pass to Buyer upon the Product being placed at Buyer’s disposal at the Delivery Point.

2. Inspection and measurement

2.1 Product to be supplied under the Agreement shall be of the Quantity and Specifications as agreed upon in the Commercial Terms. Determination of the Product’s Quantity and Quality shall be carried out by an independent inspector mutually agreed upon by Parties in accordance with the industry practice at the time of delivery at the Delivery Point. The results of such inspection shall be documented by the independent inspector for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality. The Certificate of Quantity and Certificate of Quality shall be final and binding upon Parties, save fraud or manifest error. Costs and expenses in respect of the independent inspector shall be shared equally between the Parties.

2.2 If mutually agreed upon in writing between Parties, determination of the Product’s Quantity and Quality may be carried out by an institution such as, but not limited to a laboratory at Discharge Port, in accordance with the terms and conditions of the Agreement. The results of such inspection shall be documented by appointed institution for Quantity in a Certificate of Quantity and for Quality in a Certificate of Quality.

2.3 Unless otherwise agreed, the Quality of the Product shall be stated from a composite sample taken at the Delivery Point in accordance with industry practice at the time of delivery at the Delivery Point. The sample will be retained in three (3) sealed containers, two (2) of which shall be kept at the Delivery Point, the third one being placed on board the receiving Vessel.

3. Nomination

3.1 Unless otherwise explicitly agreed upon in writing by Parties, nominations and other conditions relating to the delivery of the Product shall be in accordance with the standard operating terms and procedures at Delivery Point.

3.2 Seller reserves the right to refuse at any time:

(a) to direct any Vessel to undertake or to complete the voyage to the Discharge Port if such Vessel is required in the performance of the Agreement;

(b) to transit or to proceed to or to remain in waters so that the Vessel concerned would be involved in a breach of any Institute Warranties (if applicable) or, in Seller’s opinion, to risk its safety or to risk ice damage;

(c) to transit or to proceed to or to remain in waters where there is war (de facto or de jure) or threat thereof;

(d) prior to the commencement of loading to direct any Vessel to undertake the voyage to the intended Discharge Port if such Vessel is required in the performance of the terms of the Agreement to transit waters which, in Seller’s reasonably held opinion, would involve abnormal delay; or

(e) to undertake any activity in furtherance of the voyage which in the opinion of the Vessel’s master could place the Vessel, its cargo and/or crew at risk.

3.3 If Seller agrees to direct a Vessel to undertake or to complete the voyage as referred to in this article 3, Buyer undertakes to reimburse Seller, in addition to the price payable under the Agreement, for all costs incurred by Seller in respect of any additional insurance premiums and any other sums that Seller may be required to pay to the Vessel’s owner including any sums in respect of any amounts deductible under such owners’ insurance and any other costs and/or expenses incurred by Seller.

4. ETA

4.1 Seller shall procure that the Vessel gives notice to Buyer and the Delivery Point Terminal operator in accordance with the standard operating terms and procedures at Delivery Point.

4.2 Any delays resulting from any failure to give the required notices shall not count as Laytime and/or demurrage.

5. Delivery Point

5.1 If the Commercial Terms provide a range within which a Delivery Point or ports may be nominated, Seller’s approval to each port shall be required in writing within one Working Day after any such valid nomination, such approval not to be unreasonably withheld and/or delayed. Buyer must send to Seller full written instructions regarding the particulars of the individual Delivery Points or ports which may be required.

5.2 Buyer shall be liable for all costs and expenses resulting from any delays in unloading the Product hereunder due to failure by Buyer to supply such information in a timely manner.

5.3 Where Buyer exercises any Delivery Point options in accordance with the Commercial Terms and available to Seller under the terms of the relevant Charter Party, Buyer shall be liable for any additional costs and expenses incurred



by Seller as a result of alternative Delivery Point nomination.

5.4 Buyer shall have the right to shift the Vessel from one safe Berth to another within the Delivery Point. All direct costs and expenses shall be borne by Seller if such shifting is due to reasons attributable to Seller and/or the Vessel and shall otherwise be borne by Buyer.

5.5 The Vessel shall not be obligated to lighter at the Delivery Point, but if any lightering shall be undertaken at the request of Buyer the costs and expenses thereof shall be borne by Buyer and all time expended in connection with such lightering shall count as running hours for the purposes of calculating demurrage under the applicable provisions of the Agreement

5.6 Any lightering operations shall be carried out in accordance with the procedures set out in the ICS/OCIMF Ship-to-Ship transfer guides. The lightering Vessel is subject to Seller's prior written acceptance.

5.7 Except in the event as describe in article 5.5 above, all time used for lightering shall be counted or included in calculating the time taken by Buyer to discharge the Vessel or the time in respect of which Buyer is liable for demurrage. Any additional steaming and/or waiting time used solely for the purposes of any lightering operation shall count as Laytime or, if the Vessel is on demurrage, as demurrage.

5.8 Except in relation to any lightering carried out at the request of and for the purposes of Seller, any lightering operation carried out shall be at Buyer's risk and Buyer shall be liable to Seller in respect of any losses, costs, damages and proceedings arising there from and shall indemnify Seller in respect thereof. This Section shall not be included in respect of shifting as stated in article 5.4 above.

5.9 All dues and other charges on Seller's Vessel at the Delivery Point, other than those defined by Worldscale as being for the Vessel owners' account, shall be borne by Buyer.

6. Laytime and Demurrage

6.1 The nominated Vessel shall arrive at the Discharge Port or area, tender N.O.R. and complete all formalities and shall be in all respects ready for discharging.

6.2 For the discharge of each shipment Buyer shall provide free of charge to Seller a Berth to be indicated by Buyer or its representative at which the Vessel can when fully laden safely reach and leave and where she can always lie safely afloat. Buyer shall indemnify and hold Seller harmless in respect of any damages or losses suffered by Seller or in respect of any claim to which Seller is exposed by reason of any breach of this article 6.2.

6.3 Any time taken during the discharge used for oil washing and/or stripping of cargo tanks and lines (except for that used to comply with Marpol Regulations) shall count against Laytime or if already on demurrage, for demurrage.

6.4 The Laytime allowance shall be the allowance as specified in the Commercial Terms, but in no event less than the Laytime allowance provided in the governing Charter Party. In case no allowance is agreed upon in the Commercial Terms, the Laytime allowance shall be fifty percent (50%) of the Laytime time provided in the governing Charter Party subject to a minimum of thirty-six (36) hours, pro-rated in case of part cargo.

6.5 Time allowed shall commence Berth or no Berth, six (6) hours after N.O.R. to discharge is tendered in writing to Buyer or its representative by the master of the Vessel or his representative or when the Vessel is securely moored at the Berth or other loading place, whichever occurs first.

6.6 In the event nominated Vessel is to discharge Product purchased by Buyer from Seller in addition to other cargoes at same Discharge Port, but in different Berths, then, in addition to the time counted under article 6.8 below, time allowed for discharging such part cargo shall count:

(a) if Buyer's Terminal or Berth is the first Terminal or Berth at which Vessel commences discharge, upon Vessel being made all fast at Buyer's Terminal or Berth; or

(b) if Buyer's Terminal not be the first Terminal or Berth for which Vessel commences the discharge, when Vessel tenders N.O.R. for Buyer's cargo and is clear from the previous Berth, except for the provisions set out in article 6.8 below.

6.7 In the event nominated Vessel discharges Product purchased by Buyer from Seller in addition to other cargoes at the same Berth, the time allowed for discharging Buyer's part cargo, in addition to the time counted under article 6.8 below, shall start counting when discharge of Buyer's part cargo has actually commenced, unless the Vessel is prevented from commencing discharge due to reasons directly attributable to Buyer and/or Buyer's Terminal, in which case such delay shall count as Laytime. Time consumed between the Vessel being made fast at the Berth and the commencement of discharge of the first parcel shall be pro-rated proportionately to the percentage of cargo due to Buyer against the total cargo on board. In such circumstances, time consumed by the Vessel awaiting first Berth, except for the first six (6) hours, shall be pro-rated proportionately to the percentage of cargo due to Buyer against the total cargo on board.

6.8 In the event that N.O.R. is given by Vessel before the agreed Loading Date, insofar Loading Date has been agreed in the Commercial Terms, time allowed shall commence at 0600 hours of the first day of such Loading Date, or upon berthing, whichever occurs first. In the event that N.O.R. is given by the Vessel after the agreed Loading Date, insofar



Loading Date has been agreed in the Commercial Terms, time allowed shall commence upon berthing.

6.9 The period of time for discharging the Product shall cease upon completion of discharging.

6.10 Time shall not count against Laytime or, if the Vessel is on demurrage, for demurrage when spent or lost:

(a) on an inward passage, including awaiting daylight, tide, opening of locks, pilot, or tugs and moving from anchorage, even if lightering has taken place at the anchorage, until the Vessel is securely moored at the Berth or other loading or discharging place specified by charterers;

(b) due, whether directly or indirectly, to breakdown, inefficiency or any other cause attributable to the Vessel and/or owners;

(c) as a result of a labor dispute, or strike, involving master, officers or crew of the Vessel or tugs or pilot;

(d) in, or in connection with, the handling of ballast unless this is carried out concurrently with loading or discharging such that no loss of time is involved; and/or

(e) in cleaning tanks, pumps and pipelines.

6.11 Any delay(s) arising from a Force Majeure Event shall, provided always that the cause of the delay(s) was not within the reasonable control of charterers or Vessel owners or their respective servants or agents, count as one half (1/2) Laytime or, if the Vessel is on demurrage, at one half (1/2) of the demurrage rate.

6.12 Seller warrants that Vessel shall be capable of discharging a full cargo within twenty four (24) hours or maintaining an average pressure of one hundred (100) P.S.I. (or seven (7) bar) at the Vessel's rail, receiving facilities permitting. Any claim for demurrage which can be attributed to any failure by Seller according to this article shall be calculated according to pumping performance formula as indicated below.

PUMPING PERFORMANCE FORMULA:

$$Q2 = Q1 \times \sqrt{(H2 / H1)}$$

Where:

Q1 = average discharge rate achieved by the Vessel during bulk discharge.

H1 = the average pumping pressure achieved by the Vessel during bulk discharge as measured

H2 = the pumping pressure warranted in the Charter Party or lower maximum pressure required by the Terminal.

Q2 = the discharge rate that would be achieved at the pumping pressure, H2.

6.13 In the event that cargo is not discharged within the time allowed, Buyer shall pay demurrage to Seller for the time in excess at the appropriate rate per day or pro rata. The rate shall be that specified in the applicable Charter Party. Seller shall present any demurrage claim to Buyer within ninety (90) days from the date of Completion of Discharge

(counted as day zero (0)) failing which the claim shall be deemed waived by Seller and time-barred.

6.14 In absence of a Charter Party, Seller will inform Buyer of the applicable demurrage rate for this single voyage. However, should Buyer be of the opinion (acting reasonably) that this rate is not representative of the market and no agreement is achieved within the subsequent thirty (30) day period, then the question shall be submitted to the London Tanker Brokers' Panel whose decision shall be final and binding, save fraud or manifest error.



TANK DELIVERIES

PART III: EX TANK, INTO TANK, IN SITU

Applicability

If a transaction is designated as “Ex Tank”, “Into Tank” or “In Situ” in the Commercial Terms, the terms of the transaction shall be Ex Tank, Into Tank or In Situ respectively, subject to this Part.

1. Nominations

1.1 In case of delivery Ex Tank or Into Tank, nominations shall be made in accordance with the standard operating procedures of the relevant storage company (ies).

2. Inspection and measurement

2.1 Product to be supplied under the Agreement shall be of the Quantity and Specifications as agreed upon in the Commercial Terms. Determination of the Product’s Quantity and Quality shall be carried out in accordance with the industry practice at the time of delivery at the Load Port.

2.2 In case of deliveries Ex-Tank sampling shall be undertaken at the tank manifold exit point.

2.3 In case of delivery Into Tank sampling shall be undertaken at the tank inlet valve.

2.4 In case of delivery Ex Tank or Into Tank, Buyer may appoint an independent inspector at the storage facility(ies), subject to the prior agreement of the relevant storage company(ies) having been obtained. Such appointment shall be notified in writing to Seller. However, except with the specific prior written agreement of Seller, all charges in respect thereof shall be for Buyer's account and the duties of such inspector shall be considered solely as a service to Buyer.

3. Title and Risk

3.1 Notwithstanding any right of Seller to retain documents until payment, risk and property in the Product delivered under the Agreement shall pass to Buyer in case of delivery:

- (a) Ex Tank, as Product passes the outlet flange of Seller's storage tank from which the Product is being delivered; or
- (b) Into Tank, as Product passes the inlet flange of Buyer's receiving storage tank; or
- (c) In Situ, at such time and day and in such tank(s) as specified in the Commercial Terms.



BARGE DELIVERIES**PART IV: BARGE DELIVERIES****Applicability**

The terms and conditions of Part I and Part II.I and II.II shall apply, where appropriate, except as specified elsewhere in this Part IV. In case such terms and conditions of Part I, Part II and II.II shall apply, where appropriate, the term Vessel should be interpreted as Barge where applicable.

1. Nominations in respect of FOB deliveries

1.1 Buyer must give two (2) Belgium business days pre-notice (day of reception of nomination is counted as day zero (0)) (and to be renewed for each substitution and/or amendment) by e-mail and fax.

1.2 Nominations to be given during working hours which for this article shall be deemed to be on Central European Time (CET) from Monday through Friday between 9:00 a.m. and 3:00 p.m. Nominations received after the above deadline shall be deemed to have arrived on the following Belgium business day at 9:00 a.m. Any substitution or any change in the nomination will be treated as a new nomination. A "Belgium business day" is any working day, not being a holiday in Belgium.

1.3 Nomination of Barge to be received by Seller which must contain full details of:

- (a) Barge's name and registration number;
- (b) ETA;
- (c) Quantity and Quality of Product;
- (d) Load Port/destination;
- (e) Barge chartering company's name; and
- (f) Previous cargo;

1.4 The Barge, or the Barge substitution, shall at all times be subject to acceptance by Seller whose acceptance shall not be unreasonably withheld or delayed.

1.5 Failure to comply with above-mentioned requirements may result in waiting time. Seller shall not be held responsible for any cost/consequences resulting from any such delays, unless the reason is solely attributable to Seller.

2. Nominations in respect of CFR and CIF deliveries

2.1 Seller must give two (2) Belgium business days pre-notice (day of reception of nomination is counted as day zero (0)) (and to be renewed for each substitution and/or amendment) by email and fax.

2.2 Nominations to be given during working hours which for this article shall be deemed to be on Central European Time

(CET) from Monday through Friday between 9:00 a.m. and 3:00 p.m. Nominations received after the above deadline shall be deemed to have arrived on the following Belgium business day at 9:00 a.m. Any substitution or any change in the nomination will be treated as a new nomination. A "Belgium business day" is any working day, not being a holiday in Belgium.

2.3 Nomination of Barge to be received by Buyer which must contain full details of:

- (a) Barge's name and registration number;
- (b) ETA;
- (c) Quantity and Quality of Product;
- (d) Load Port/destination;
- (e) Barge chartering company's name; and
- (f) Previous cargo;

2.4 Buyer shall accept (acceptance shall not be unreasonably withheld) or reject any nomination made by Seller, within twenty four (24) hours of the receipt of the nomination, including a substitute nomination.

3. Laytime for loading, prorated in case of part cargo

3.1 According to Tankschiff Transport Bedingungen, version dated 12th November 1993 ("TTB rules"). Demurrage rate will be according Barge owner's rate but not to exceed market rate.

4. Demurrage

4.1 Demurrage will be payable in accordance with TTB rules.

4.2 Specific demurrage rules in respect of FOB Deliveries:

4.2.1 If the Barge tenders N.O.R. prior to commencement of the nominated ETA then such N.O.R. shall, for the purposes of demurrage, be deemed to have been accepted at 00.01 hours on the nominated loading date or on commencement of loading, whichever is earlier.

4.2.2 If the Barge tenders N.O.R. after the nominated ETA, but within the Loading Date specified in the Commercial Terms, Seller will try to arrange to Berth such Barge as soon as possible upon its arrival and Seller's demurrage liability shall not commence until commencement of loading; and the demurrage claim has been submitted to Seller in writing within thirty (30) days of the alleged occurrence, stating in reasonable detail specific facts upon which the claim is based. Owner's calculation and owner's invoice shall be attached together with supporting documents.



ATTACHMENTS**PART V.I: DOCUMENTARY LETTER OF CREDIT****Format of Irrevocable Documentary Letter of Credit**

Please urgently advise [Seller] / [Seller's details] that we hereby issue our Irrevocable Documentary Letter of Credit number in their favour for account of for an amount of [EUROS] [in words] plus or minus 10% available at the bank of beneficiary valid 21days [from/after] the [bill of lading] [Completion of Discharge] date ([bill of lading] [Completion of Discharge] date to count as day [one/zero]) against presentation of the following documents in one original and copies unless otherwise stated:

1. Original signed commercial invoice;
2. (a) In case of delivery FOB/CFR/CIF: full set of 3/3 original clean on board bills of lading issued or endorsed to the order of
2. (b) in the case of delivery DES: one (1) copy independent inspector's report.
3. in the case of delivery FOB/CFR/CIF: any other shipping document:
 - quality/quantity report
 - certificate of origin
 - insurance certificate or policy

Evidencing shipment of tons +/- 10 % of FOB/CFR/CIF/DES between and (both dates inclusive).

Price Clause [insert text of pricing article as set out in the Commercial Terms]

This credit expires on in the country of beneficiary.

Special Conditions:

1. This letter of credit shall take effect in accordance with its terms but such terms shall not alter, add to or in any way affect the provisions of the Agreement between [Seller] and [Buyer] to which this letter of credit relates.
2. [In the case of delivery FOB/CFR/CIF only] Charter Party bills of lading/Multimodal bills of lading/Vessel bills of lading and/or bills of lading signed by the master or agent and not indicating that they have been issued by a named carrier are acceptable.

3. Documents presented later than twenty one (21) days after the Bill of Lading Date but within the validity of this credit are acceptable.

4. Transshipments [allowed/prohibited].

5. Partial shipments [allowed/prohibited].

6. If the payment due date falls on a Saturday, or on a day that is not a Banking Day, payment shall be made on the last Banking Day prior to such payment due date. If the payment due date falls on a Sunday, payment shall be made to Seller on the next Banking Day after such payment due date.

7. All bank charges are for the account of the applicant.

8. The construction, validity and performance of this letter of credit shall be governed by and construed in accordance with English law.

9. Typographical and spelling errors shall not constitute a discrepancy unless with regard to quantity or amount.

10. Except as otherwise expressly stated herein, this letter of credit is subject to Uniform Customs and Practice for Documentary Credits Revision 2007, (ICC Publication No. 600).



PART V.II: STANDBY LETTER OF CREDIT**Format of Standby Letter of credit**

Irrevocable Standby Letter of Credit No

Beneficiary Applicant [name(s) and address (es)]

At the request of the above applicant, and for its account, we [name and address of bank] hereby open in your favor our irrevocable standby letter of credit No

This stand-by letter of credit is for an amount of [amount in figures/words] and is available for payment at our counters at sight against the following documents:

1. Copy of unpaid invoice.
2. Beneficiary's certificate purporting to be signed by an official of the Beneficiary certifying that "the amount demanded represents a payment which has not been made to [name of Beneficiary] by [name of Applicant] within the terms of the Agreement in respect of invoice number which is legally and properly past due".

Covering: [Details of the Agreement]

Multiple drawings are permitted.

The expiration of this letter of credit is

We hereby agree with you that presentation of the documents in compliance with the terms of this standby letter of credit will be duly honored on presentation to us no later than the expiry date of this credit.

Special Conditions:

1. All bank charges are for the account of the Applicant.
2. Above mentioned documents presented by fax acceptable.
3. This letter of credit shall take effect in accordance with its terms but such terms shall not alter, add to or in any way affect the Agreement between [Seller] and [Buyer] to which this letter of credit relates.
4. The construction, validity and performance of this letter of credit shall be governed by and construed in accordance with English law.
5. Except as otherwise expressly provided herein, this standby letter of credit is subject to the [Uniform Customs and Practices for Documentary Credits 2007 Revision (ICC Publication No. 600)]

6. Photocopies in lieu of copy documents acceptable.

7. Transshipments [allowed/prohibited].

8. Partial shipments [allowed/prohibited].

9. Typographical and spelling errors shall not constitute a discrepancy unless with regard to quantity or amount.

10. [In the case of delivery FOB/CFR/CIF only:] Charter Party bills of lading/Multimodal bills of lading/Vessel bills of lading and/or bills of lading signed by the master or agent and not indicating that they have been issued by a named carrier are acceptable.

11. [For floating price agreements only:] The amount of this credit may escalate/de-escalate in accordance with the above mentioned price clause and/or VAT amount charged (if any) without any further amendment on our part.



PART V.III: ISPS CODE**1. Applicability**

Where applicable, the ISPS Code shall apply.

2. FOB Provisions

2.1 Buyer shall procure that Buyer, Vessel and Vessel's owner shall comply with the requirements of ISPS Code and where the Load Port is within the USA and USA territories or waters, with the US Maritime Transportation Security Act 2002 (MTSA).

2.2 The Vessel shall when required submit a Declaration of Security (DoS) to the appropriate authorities prior to arrival at the Load Port.

2.3 Notwithstanding any prior acceptance of the Vessel by Seller, if at any time prior to the passing of risk and title the Vessel ceases to comply with the requirements of the ISPS code or MTSA:

(a) Seller shall have the right not to Berth such nominated Vessel and any demurrage resulting shall not be for the account of Seller.

(b) Buyer shall be obliged to substitute such nominated Vessel with a Vessel complying with the requirements of the ISPS Code and MTSA and with the articles above.

2.4.1 Seller shall procure that the Load Port/Terminal/installation shall comply with the requirements of the International Code for the Security of Ships and of Port Facilities and the relevant amendments to Chapter XI of SOLAS (ISPS Code) and if located within the USA and USA territories, with the US Maritime Transportation Security Act 2002 (MTSA)

2.4.2 Subject always to article 2.6 below any direct costs or expenses in respect of the Vessel including reasonable demurrage at market rate or any additional charge, fee or duty levied on the Vessel at the Load Port and actually incurred by Buyer resulting directly from the failure of the Load Port/Terminal/installation to comply with the ISPS Code and if located within the USA and USA territories, with the MTSA, shall be for the account of Seller, including but not limited to the time required or costs incurred by the Vessel in taking any action or any special or additional security measures required by the ISPS code or MTSA.

2.5 Save where the Vessel has failed to comply with the requirements of the International Code for the Security of Ships and of Port Facilities and the relevant amendments to Chapter XI of SOLAS (ISPS Code) and within the USA and USA territories or waters, with the US Maritime Transportation Security Act 2002 (MTSA), Seller shall be responsible for any reasonable demurrage at market rate actually in-

curred by Buyer arising from delay to the Vessel at the Load Port resulting directly from the Vessel being required by the port facility or any relevant authority to take any action or any special or additional security measures or undergo additional inspections.

2.6 If the Load Port is not operated by Seller, Seller's liability to Buyer hereunder for any demurrage, costs, losses or expenses incurred by the Vessel, the charterers or the Vessel owners resulting from the failure of the Load Port/Terminal/installation to comply with the ISPS Code or MTSA shall be limited to the payment of demurrage, costs, losses or expenses that Seller is able to recover and does recover from its supplier or other relevant third party, and then only to the extent of such recovery. Seller shall, however, use commercial efforts so to recover from its supplier or other relevant third party.

3. CIF/CFR/DES Provisions

3.1 Seller shall procure that Seller, Vessel and Vessel owner shall comply with the requirements of the ISPS Code and if located within the USA and US territories or waters, with the US Maritime Transportation Security Act 2002 (MTSA).

3.2 The Vessel shall when required submit a Declaration of Security (DoS) to the appropriate authorities prior to arrival at the Discharge Port.

3.3 Notwithstanding any prior acceptance of the Vessel by Buyer, if at any time prior to; the arrival of the Vessel at the Discharge Port the Vessel ceases to comply with the requirements of the ISPS code or MTSA:

(a) Buyer shall have the right not to Berth such nominated Vessel at the Discharge Port and any demurrage resulting shall not be for the account of Buyer.

(b) Seller shall be obliged to substitute such nominated Vessel with a Vessel complying with the requirements of the ISPS Code and MTSA and with the articles above. If title and risk to the cargo on board the Vessel subsequently substituted pursuant to 3.3 b) has already passed to Buyer, such title and risk shall be deemed to have reverted to Seller.

3.4.1 Buyer shall procure that the Discharge Port/Terminal/installation shall comply with the requirements of the International Code for the Security of Ships and of Port Facilities and the relevant amendments to Chapter XI of SOLAS (ISPS Code) and if located within the USA and US territories, with the US Maritime Transportation Security Act 2002 (MTSA).

3.4.2 Subject always to sub-paragraph 3.6 below, any costs and expenses in respect of the Vessel including reasonable demurrage at market rate or any additional charge, fee or duty levied on the Vessel at the Discharge Port and actually incurred by Seller resulting directly from the failure of the



Discharge Port/Terminal/installation to comply with the ISPS Code and if located within the USA and US territories, with the MTSA shall be for the account of Buyer, including the time required or costs incurred by the Vessel in taking any action or any special or additional security measures required by the ISPS code or MTSA.

3.5 Save where the Vessel has failed to comply with the requirements of the International Code for the Security of Ships and of Port Facilities and the relevant amendments to Chapter XI of SOLAS (ISPS Code) and within the USA and US territories or waters, with the US Maritime Transportation Security Act 2002 (MTSA), Buyer shall be responsible for any reasonable demurrage at market rate actually incurred by Seller arising from delay to the Vessel at the Discharge Port resulting directly from the Vessel being required by the port facility or any relevant authority to take any action or any special or additional security measures or undergo additional inspections.

3.6 If the Discharging Terminal is not operated by Buyer or an Affiliate of Buyer, Buyer's liability to Seller under the Agreement for any costs, losses or expenses incurred by the Vessel, the charterers or the Vessel's owner resulting from the failure of the Discharge Port/Terminal/installation to comply with the ISPS Code or MTSA shall be limited to the payment of demurrage, costs, losses or expenses that Buyer is able to recover and does recover from its supplier or other relevant third party, and then only to the extent of such recovery. Buyer shall, however, use commercial efforts so to recover from its supplier or other relevant third party.

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