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## UNDERSTANDING FUEL PRODUCER PROCEDURES – UFPP | TTT

### Dear Buyer and Buyer Mandate:

We, **PetroloDEX FZCO**, are the official verified intermediary platform representing the owners of petroleum resources — hereinafter referred to as the "Seller" (oil refinery, national oil company, or verified title holder). We invest considerable time and effort in ensuring that every Buyer and Buyer Mandate who engages with our Sellers understands exactly what to expect from working with verified fuel producers. In order to save time for all parties, set realistic expectations, and protect the integrity of every transaction on the PetroloDEX platform, we have prepared this document to help clients decide whether our procedures are the right fit for their business.

*This is not a legal contract – it is acknowledgement document.*

YOU WILL NEED TO ACKNOWLEDGE THAT YOU HAVE READ AND FULLY UNDERSTOOD THIS DOCUMENT AND THE REQUIREMENT TO PROVIDE VERIFIED PROOF OF STORAGE BEFORE YOU MAY SUBMIT ANY ORDERS TO OUR SUPPLIERS. NO EXCEPTIONS.

### TANK-TO-TANK PROCEDURES – PERFORMANCE-BASED PROCEDURES:

Our producer Tank-to-Tank procedures are "**Performance-Based**," making them the "**safest**" procedures available when establishing a new trading relationship with a verified fuel producer. Here is what that means in practice:

1. The Seller must provide a valid fuel analysis and **INJECT** the fuel into the Buyer's designated tanks before receiving **ANY** form of payment from the Buyer. **The Seller must "perform" to get paid.**
2. The Buyer must present **ALL** verified storage days and port access codes necessary to **COMPLETE** the Trial Lift without interruption to the Seller — **BEFORE** receiving any Proof of Product documents or the fuel itself. **The Buyer must also "perform" to receive fuel.**
3. Tank Storage Authorizations (TSAs) are validated electronically with the port authority — primarily to confirm that the storage facility is **real**, operational, and **in compliance** with applicable terminal regulations. Confusion arises when Buyers assume that simply providing a TSA is sufficient to receive POP. It is not.
4. Buyers are expected to **financially commit** to a fuel producer's transaction in the form of **readily available, verified, and accessible storage tanks**. Financial commitment through verified storage is the Buyer's performance obligation in a TTT transaction.
5. The Buyer controls their storage facility and — in the unlikely event that a transaction does not proceed through no fault of the Buyer — may be entitled to a refund of storage-related costs, provided the tank farm was arranged independently and transparently.
6. The Seller does not benefit in any financial way from the Buyer obtaining storage from a third-party tank farm, except as specifically outlined in the agreed transaction procedure.
7. You cannot obtain a TSA and simply "promise" to arrange a Tank Storage Receipt (TSR) after receiving POP. **Our Sellers supply fuel — not POP documents. ALL** storage readiness must be confirmed and verified before POP is released.
8. There is **no "free" Proof of Product** when dealing directly with a verified fuel producer. If this is what you are seeking, you will need to engage with a reseller and accept their marked-up pricing accordingly.

**REAL SELLERS HAVE A HARD RULE:  
NO STORAGE = NO POP**

Our Sellers require verified evidence of storage capacity in place through a recognized set of official documents — including but not limited to: Tank-to-Tank Injection Agreements, Injection Programming Agreements, or Inspection Approval Letters. Whatever form the document takes, it will require the following specific information: **Tank Numbers, Tank GPS Coordinates, a HUB Number, and Terminal Access Codes**. Every aspect of the Buyer's storage capability will be thoroughly checked and independently validated before any Seller will release Proof of Product.

Current Petrolodex-connected refinery and supply partners — including major globally recognized suppliers across the Caucasus, Middle East, and EMEA regions — all apply the same universal requirement: ***the Buyer's storage must be confirmed, accessible, and ready to complete a Trial Lift without interruption — before POP is released and before fuel injection begins.***

**BEST STRATEGY:**

**START WITH A SMALL TRIAL LIFT.**

The goal of the Trial Lift is to complete it as quickly, efficiently, and cost-effectively as possible — so that you can **GET INTO CONTRACT**. You do not need a large Trial Lift to secure an excellent long-term contract. A smaller initial lift demonstrates your operational readiness and good faith without overexposing your resources. Save money, save time, and get into contract as efficiently as possible.

**OTHER CONSIDERATIONS:**

1. **Pricing is refinery-direct and is not indexed to Platts.** Platts is a traders' pricing benchmark. When you transact directly with a verified fuel producer through Petrolodex, pricing reflects the refinery's direct cost structure — not intermediary mark-ups or trader spreads.
2. **Fuel Producers have made a massive investment** in refining, transporting, and storing their fuel at major ports around the world. They therefore expect Buyers to demonstrate an equivalent commitment — through verified storage readiness — before transferring fuel to them. This is not a negotiating position; it is a fundamental operating principle.
3. **Producers do NOT PROVIDE PROOF OF PRODUCT (POP) FOR FREE OR IN ADVANCE.** Buyers must demonstrate a genuine and verifiable INVESTMENT in their ability to RECEIVE fuel before POP will be released in any transaction. This protects the Seller's product and the Buyer's own interests equally.
4. **Seller Procedures CANNOT be changed in any way. DO NOT ATTEMPT to negotiate the Procedure once a transaction has started.** This will result in immediate transaction cancellation. Petrolodex procedures are designed to protect all parties — they are non-negotiable by design.

**WHAT MAKES A "GOOD" BUYER FOR PETROLODEX?**

**A REAL Buyer:**

1. Asks "How do I obtain the fuel?" — not "How do I get your POP?"
2. Satisfies themselves that a Seller and their procedure are legitimate and verified before submitting an order.
3. Follows the Seller's procedure AS IS — without modification, revision, or negotiation.
4. Provides verified, accessible storage that can be independently confirmed before POP is requested.
5. Communicates clearly, professionally, and in a timely manner through official corporate channels.
6. Treats an order AS AN ORDER — not as an opening to renegotiate the procedure.
7. Does not attempt to change or circumvent the Seller's procedure at any point during the transaction.

- 8. Does not request information, documents, or data that are not called for by the procedure, or before the procedure requires them to be disclosed.
- 9. Understands that the procedures are non-negotiable, that they exist to protect BOTH parties equally, and that adherence to them is what makes transactions succeed.

By signing below, you confirm that you have read, understood, accept all of the above, and that you meet the storage and operational readiness requirements in this document before submitting any order to a PetroloDEX-connected Seller.

**I HAVE READ AND FULLY UNDERSTAND THE PRECEDING – PLEASE SIGN, SEAL, AND DATE:**

**Buyer**

**Buyer Mandate**

\_\_\_\_\_  
*Signature* *Date*

\_\_\_\_\_  
*Signature* *Date*

\_\_\_\_\_  
*Company Name (Buyer)* *Company Stamp*

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*Company Name (Buyer)* *Company Stamp*

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