

## **Contracting**

### **1. Spot vs. Term cooperation**

#### **Spot cooperation**

Parties accept MOL Group monthly list prices as price basis, but none of the parties has obligation to order/deliver goods.

Buyers order the goods if they are interested in them.

Seller delivers the goods if it is available.

Since list prices serve Seller purpose to have the same prices on a certain market, list prices are not the matter of discussion.

#### **Term cooperation**

Parties agree on a certain yearly/monthly volume and individual price formula connected to ICIS quotation prices. During the contractual period, Buyer orders and Seller delivers accordingly.

For term supply, Seller creates backup inventory dedicated for Buyer to be able to cover its demand even in case of any malfunctions or planned maintenance.

### **2. Can we start a cooperation and order goods without having a valid contract?**

Order taking is only possible if parties have valid contract for the certain goods in accordance to EU registrations.

### **3. In the Frame contract is stated maximum quantity during the duration of the agreement? What happens if we need less or more?**

Since Frame contract does not contain quantity obligation, setting maximum quantity in the contract only serves to calculate the maximum value – there is not any consequence if you will not take over the whole volume.

If contracted volume is not enough under the duration of the contract, we need to extend with a one-page amendment.

### **4. Why should I fill in the Registration form, why don't you copy the data from the previous Agreement?**

To renew a contract, we need to ensure that all the data all correct and valid, and in case that there were changes we need to have up-to-date information.

### **5. How to properly sign a contract?**

If the contact is acceptable for you, please do the following steps:

- Put a short signature to all the pages, even the ones containing marked place for signature and stamp.
- At the marked places please sign and stamp it.

## **6. Where should I send the signed contract?**

MOL Plc., Október huszonharmadika Street 18, H-1117 Budapest, Hungary

## **7. How much time does it take to finalize the contracting procedure and have a valid contract?**

It usually takes up to 2 weeks.

We can start the process after receiving filled Registration form.

For existing customers, based on the received data we will prepare and send you the contract.

If you are a new customer, first we need to register your company in our system (takes app 2-3 days) and then we will send you the contract.

We need to wait to receive back 2 signed hard copies of the contract to be able to finalize the contracting procedure.

## **Prices, Discounts, Payment terms**

### **1. Does the price vary with ordered quantity? Can you apply a discount for bigger quantities?**

We are using list prices, therefore **prices do not depend on quantity**, which means that (considering FCA Hungary price) you receive exactly the same prices what – for example – a 1000 mtpa partner has. This is because of our customer portfolio strategy.

Since list prices serve Seller purpose to have the same prices on a certain market, to be able to keep same and equal pricing policy to all our customers, in case of list pricing we cannot offer other prices than the ones announced for that month.

### **2. Are the prices net or including VAT?**

According to European legislations, VAT should be paid in the destination country, by the party who is registered, therefore our prices are net prices.

### **3. When do you publish next month's price list?**

Price list is published every third Tuesday, but not later than 18th in the month, for the upcoming month.

### **4. Could you send the e-invoice for several e-mail addresses?**

Our system could handle only one e-mail address.

## **5. What is the max period of deferred payment?**

According to our commercial policy maximum period of deferred payment is 30 days.

If you are a new customer, at least for first 3 deliveries we need to use prepayment, after that it is possible to change to deferred payment term. (We will receive from Credit Rating the maximum amount of insurance for credit limit what we can apply to you.)

## **Products descriptions/ Compliances /Specification**

### **1. What does the letters in the product names stand for?**

Ex (extended quality): fulfills the FDA requirements

FR: Fully refined (hydrogenated and clay treated)

SR: Semi refined (without hydrogenation and clay treatment)

DWT: Technical grade (max. 2,5% oil content)

DWC: Candle grade (max. 0,5% oil content)

DWC-EX: Candle grade with FDA specification

DMW: Intermediar and Microwax

DMWF: Intermediar and Microwax with FDA specification

E905 DMWF: Microwax E905 grade

### **2. Does FDA Certificate or E905 Certificate has additional costs?**

Yes, FDA Certification can be issued also for Macro crystalline waxes, it has an additional cost of 40 EUR/mt, while in case of misro waxes FDA Certification is normally contained in list prices. E905 Certificate can be issued for the above mentioned micro waxes, additional cost is 20 EUR/mt.

### **3. Does the products have expiry date?**

There are no European regulations which would say that we would have to specify expiration date of paraffins. Therefore our products have no specific expiration date.

According to our experiences, if our solid paraffin waxes are stored properly, protected from exposure to sunlight and high temperature, they will neither loose their quality nor become unfit for use.

For some requests we usually issue separate document "Shelf life statement" with the following:

Self life of Paraffin- and Micro waxes is 5 years from the date of production if they are stored under clean, dry conditions in the original package at ambient temperature, protected from light.

## **Packing / Ordering / Delivery**

### **1. What are the specifications of solid paraffins?**

1 slab = 5 kg; 1 paper box of slabs = 30 kg net; 24 cartons/pallet; 1 pallet of slabs = 720 kg net;

495\*310\*290 mm/carton

1 PE bag of pastilles = 25 kg; 1 pallet of pastilles = 675 kg, 27 PE bag/pallet

Dimensions of the pallets:

800 x 1200 x 140 mm – EUR pallet

800 x 1200 x 1355 mm /slabs (EUR pallet)

800 x 1200 x 1600 mm /pastilles

### **2. What is the minimum order quantity?**

The minimum order quantity 1 pallet/solid, FTL/liquid.

### **3. What is the maximum number of pallets you could deliver on a truck?**

In case of slabs 31 pallets, in case of pastilles 32 pallets.

### **4. What if I would like to order less than minimum order quantity?**

You can contact our subsidiary company, MOL Racing Ltd (ex. Hexán LTD) who deals with the distribution of our products in smaller packing.

### **5. What is the address of the Refinery?**

H-2440 Olajmunkás út 2., Százhalombatta, Hungary

GPS codes: N:47.19455, E:18.8933

### **6. When will I get the loading number?**

Loading number is sent after the counter-value of the pro-forma invoice is credited on MOL's account and all delivery details have arrived (truck number, name of the driver, place of destination etc.).

### **7. Could the loading take place in the weekends?**

The loading could take place in the weekends, but the trucks could leave the refinery only on Monday morning.

### **8. What is the latest time our truck should arrive for loading?**

You could come until 6 o'clock in the afternoon, but if any problem occurs, we can solve it only in the office working hours (8:00-16:30).

### **9. Protective clothing?**

Drivers must wear protective clothing (a boot, a long, abrasion-resistant suit/trousers, and a helmet) without this equipment the truck/tanker will not be allowed into the territory of the refinery. Please inform your forwarding companies.

## **Samples**

### **What is the maximum free sample quantity?**

Up to 5kg.

### **How do you deliver liquid sample?**

The sample is taken directly into the metal container. Usually it is a 1L container, but it can be a 5L as well.