

Buyer Qualification Checklist (Pre-Trade)

Use this as a pre-issuance checklist with the Buyer and issuing bank.

A. Company & Authority

- ☐ Full legal name, registration number, and registered address provided.
- ☐ Authorized signatory identified (ID and corporate authority).
- ☐ Organizational chart / beneficial ownership available if requested by bank.

B. Import Capability

- ☐ Valid import license(s) for diesel and/or fertilizer in destination country.
- ☐ Port/terminal access confirmed (storage agreement or receiving capability).
- ☐ Discharge port nominated and operational (draft/berth constraints understood).

C. Banking & LC Capability

- ☐ Issuing bank name, country, and branch provided.
- ☐ Buyer confirms ability to issue IRREVOCABLE LC AT SIGHT (UCP 600).
- ☐ If confirmation is required by supplier, Buyer agrees to pay confirmation charges or include in pricing.
- ☐ Buyer can provide a bank comfort letter / RWA (if applicable).

D. Commercial Readiness

- ☐ Target product, monthly volume, and delivery schedule confirmed.
- ☐ Preferred Incoterm confirmed (typically CIF destination port).
- ☐ Inspection acceptance confirmed (SGS/Intertek at load port).
- ☐ Pricing method agreed (fixed price or benchmark + differential with defined window).

E. Compliance & Documentation

- ☐ KYC documents available: certificate of incorporation, directors, proof of address.
- ☐ Sanctions/compliance screening passed (company, principals, bank).
- ☐ Buyer agrees that settlement is document-only; no side payments outside LC.

F. Trade References (Strongly Preferred)

- ☐ At least one verifiable trade reference or supplier reference.
- ☐ Proof of previous imports (B/L copies) or audited financial statements if requested.

G. Minimum Practicality Check

- ☐ Volume aligns with vessel economics (smaller programs considered for bagged urea).
- ☐ Buyer confirms readiness to issue LC within 5 banking days after SPA signing.

Buyer Confirmation (optional)

We confirm the above information is accurate and we can issue an LC as required under the SPA.

Authorized Signatory

Date