

Prepared by: Commercial Office Approved by: Management Revision date: 2026-07-02

CLIENT RESOURCE · NEW COUNTERPARTIES — TRADERS, REFINERS, IMPORTERS, BROKERS

Terminal Onboarding Guide

The complete path from first inquiry to first cargo: screening, documentation, agreements and account setup.

DOCUMENT CONTROL	
Document Title	Terminal Onboarding Guide
Document Number	CT3-DOC-001
Revision	Rev 1.0
Issue Date	12 July 2026
Last Revised	2026-07-02
Issuing Entity	Crude Tankers III AS, Norway
Classification	Commercial-in-confidence
Confidentiality Level	Restricted — named recipient
Intended Audience	New counterparties — traders, refiners, importers, brokers

Revision History

REV	DATE	DESCRIPTION	PREPARED	APPROVED
1.0	12 July 2026	Initial controlled issue.	Commercial Office	Management



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Executive Summary

This guide describes how a new counterparty becomes an active storage customer of Crude Tankers III AS. It covers mutual due diligence, the documentation both sides exchange, commercial term negotiation, agreement execution and operational account configuration. Typical onboarding completes within the standard onboarding window for counterparties with standard corporate structures.

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Process Overview

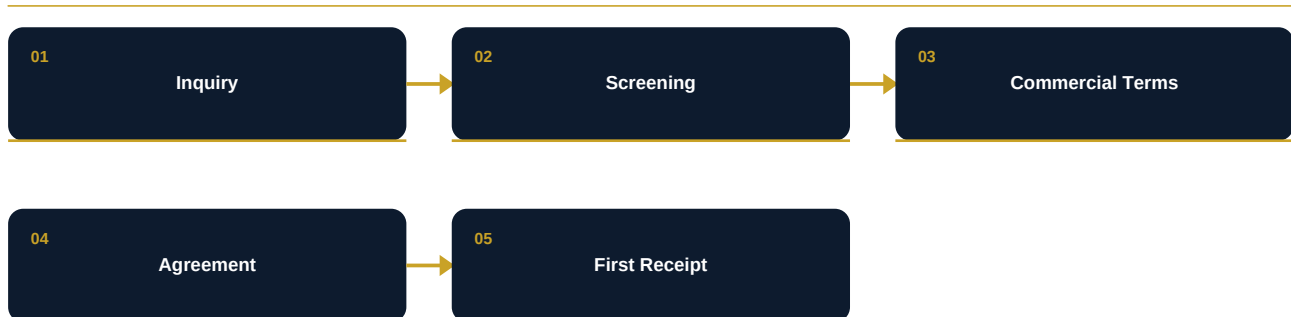


Figure. Five-gate counterparty onboarding path.

01 Onboarding at a Glance

Onboarding proceeds through five gates, each with defined outputs. No gate is skipped, regardless of transaction size — the process is the same discipline we apply to our own operations.

Stage	What happens	Output
1. Inquiry	Requirement profile submitted	Inquiry reference
2. Screening	Mutual KYC & sanctions checks	Clearance to proceed; NDA
3. Commercial terms	Structure, service levels, measurement basis	Term sheet
4. Agreement	Storage agreement execution	Signed contract
5. Account setup	Signatories, release protocol, reporting	Active storage account

02 What We Ask of You

Prepare the following before or during screening. Complex ownership structures may require additional documentation.

- Certificate of incorporation and corporate registry extract
- Ownership structure and ultimate beneficial owner (UBO) disclosure
- Authorized signatory list with specimen signatures
- For cargo owners: product origin and quality documentation for intended parcels
- For brokers and intermediaries: disclosure of the principal represented



03 What You May Ask of Us

Due diligence runs both ways. During onboarding, qualified counterparties receive:

- Legal entity details: Crude Tankers III AS, incorporated in Norway. Company registration details available on request
- Terminal regulations and operating procedures summary (under NDA)
- Measurement and custody procedure overview
- Insurance confirmation and certification records
- Site visit arrangements for qualified counterparties

04 Configuring Your Account

Before first receipt, the following are agreed and documented in the storage agreement annexes:

- **Release protocol** — who may instruct product movements, through which channels, with what authentication (including callback verification thresholds)
- **Reporting cadence** — stock statements, movement confirmations and their recipients
- **Surveyor arrangements** — standing appointments and witness rights at custody points
- **Operational contacts** — named commercial, operations and documentation contacts on both sides

05 First Receipt

Your first cargo follows the standard receipt discipline: nomination with quality documentation, tank allocation within the agreed service, verified line-up, opening custody measurement with surveyor witness available, and confirmation documentation issued on completion. From this point the relationship runs under the Operations Framework published on our website.

References & Standards

This document reflects industry-standard practice, including the following references where applicable:

- 1 API MPMS — Manual of Petroleum Measurement Standards (custody measurement).
- 2 ISO 9001 / 14001 / 45001 — quality, environmental and occupational health & safety management systems.



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