



# LLC NGK NAPT OIL / ООО НГК НАПТ ОЙЛ

ADDRESS: 367029, DAGESTAN RESP, MAKHACHKALA G, BATYRMURZAEV STR., 92

E-MAIL: NGK.NAPTOIL@MAIL.RU

TELL: +7 (903) 078 7691

FAX: +7 (940) 070 7690

INN: 0562072684

OKPO: 86087996

PSRN: 1080562002730



## SOFT CORPORATE OFFER (SCO)

Product: Virgin Oil D6  
Transaction: Fob – Rotterdam/Houston/Russia  
Weekly Quantity: 50,000,000 to 500,000,000 Gallons Weekly  
Price: Gross US\$ 0.50 / Net US\$ 0.46 Per Gal.  
Commission: Buyer Side Us\$ 2 / Seller Side Us\$ 2

Product: Diesel Oil D2  
Transaction: Fob – Rotterdam/Houston/Russia  
Monthly Quantity: 50,000 to 300,000 Metric Tons Monthly  
Price: Gross US\$ 210 / Net US\$ 200 Per Mt  
Commission: Buyer Side Us\$ 5 / Seller Side Us\$ 5

## ООО НГК НАПТ ОЙЛ

Product: Jet Fuel Grade A1  
Transaction: Fob – Rotterdam/Houston/Russia  
Monthly Quantity: 500,000 to 5,000,000 Barrels Monthly  
Price: Gross US\$ 60 / Net US\$ 56 Per Barrel  
Commission: Buyer Side US\$ 2 / Seller Side US\$ 2

Product: EN590 10ppm/50ppm  
Transaction: Fob – Rotterdam/Houston/Russia  
Monthly Quantity: 50,000 to 300,000 Metric Tons Monthly  
Price: Gross US\$ 210 / Net US\$ 200 Per Mt  
Commission: Buyer Side US\$ 5 / Seller Side US\$ 5



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Product: Aviation Kerosene Grade 54 (JP)  
Transaction: Fob – Rotterdam/Houston/Russia  
Monthly Quantity: 500,000 to 5,000,000 Barrels Monthly  
Price: Gross US\$ 60 / Net US\$ 56 Per Barrel  
Commission: Buyer Side US\$ 2 / Seller Side US\$ 2

Product: ESPO (Easter Siberian Pacific Crude Oil)  
Transaction: Fob – Rotterdam/Houston/Russia  
Monthly Quantity: 500,000 BBLS, / 5,000,000 BBLS  
Price: Gross US\$ 0.50 / Net US\$ 0.46 Per Gal.  
Commission: Buyer Side Us\$ 2 / Seller Side Us\$ 2

**ООО НГК НАПТ ОЙЛ**

## **1 FOB TRANSACTION PROCEDURE NON NEGOTIABLE**

1. Buyer issues ICPO to the seller upon acceptance of seller mandate's SCO along with buyer TSA.

2. seller issues commercial invoice ci, for the available quantity in the storage tank to buyer, buyer sign and returns commercial invoice to seller and buyer parties sign the NCNDA/IMFPA and send to seller.

3. seller sends the following documents to the buyer:

- Authorization to sell and collect ATSC
- Commitment and assurance letter to supply
- Statement of product availability



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- Product passport
- Certificate of origin of the product
- Notification of readiness (NOR)
- Company registration certificate

4. After buyer received the above PPOP, buyer provides notification of readiness (NOR) from buyer tank farm/logistics.

5. Seller shall immediately submit the SGS report to the buyer, buyer verifies product with their SGS teams if necessary. seller proceeds with product injection into buyer leased tanks.

6. Buyer makes 100% payment by mt 103 TT wire transfer for the total product within 78 hours and seller transfers the title documents to buyer's name including all export documents.

7. Seller pays commission to all intermediaries involved in the transaction 24 hours after confirmation of the buyer payment, for initial spot, as well as each subsequent contract shipment.

## **2 PROCEDURE F.O.B /CI DIP AND PAY ROTTERDAM**

- 1) Buyer issues Irrevocable Corporate Purchase Order (ICPO) containing the seller's working procedure with banking details along with Tank Storage Agreement (TSA) as proof of storage tank availability.
- 2) Seller issues Commercial Invoice (CI) of the product in tanks at the port along with Letter of Commitment to Supply Product for buyer review; Buyer and Buyer's Logistics sign and return commercial invoice to seller within its validity.
- 3) Seller issue to buyer POP documents listed below:



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- GPS coordinate-tank storage receipt TSR with scanned barcode
  - Injection Report Shore Tank (IR)
  - Unconditional Dip test Authorization (DTA)
  - Authorization to sell and collect (ATSC).
  - Fresh SGS Report in Seller Tank. (Not older than 48 hours)
  - Authorization to Verify the Product in Seller's Tank (ATV)
  - Product passport and Analytical report (PP)
  - Product Allocation Certificate
- 4) Seller issues NCNDA/IMFPA for the following document to all Intermediaries and to the buyer involved in the transaction for signing.
- 5) Buyer orders SGS, Intertek or its equivalent team to conduct Dip test inspection on the product in Seller's tank at buyer's expense and sends his Tank Storage Receipt (TSR) to seller.
- ООО НГК НАПТ ОЙЛ**
- 6) Upon successful Dip Test in seller's tanks, product will immediately be injected into Buyer's tanks.
- 7) Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller transfers Title Ownership to Buyer. Seller pays commission to all intermediaries involved in the transaction within 24 hours upon confirmation of buyer's payment.
- 8) Seller issues draft Sales Purchase Agreement (SPA) to buyer to review for R&E monthly deliveries.
- 9) The subsequent delivery shall commence according to the terms and conditions of the contract.

### **3 FOB TRANSACTION PROCEDURE**

1. Buyer issues ICPO with Tank Storage Agreement (TSA)
2. Seller issues Commercial Invoice (CI) for the available quantity in the storage tank.
3. Buyer signs and returns the Commercial Invoice with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Buyer provides Authorization to Verify (ATV) from their Storage Tank Farm to enable seller Logistic Teams verify buyer tank farm, after the verification is completed, seller proceed to issuing the following documents,



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- Unconditional Dip Test Authorization (DTA).
  - Fresh SGS Report.
  - Injection Report Shore Tank
  - Authorization to Sell and Collect (ATSC)
  - (ATV) Authorization to Verify.
  - Certificate of Incorporation.
  - Product Quality Passport.
  - Statement of Product Availability.
  - Certificate of Origin of the Product.
  - Commitment and Assurance Letter to Supply.
  - NOR (Notification of Readiness)
  - Tank Storage Receipt (TSR)
5. Buyer upon verification of the product and PPOP confirmation, order SGS to conduct the Dip Test on buyer expense.
6. Seller commences Injection immediately into buyer tank and issues buyer title of ownership certificate to be followed by all export documentations.
7. Buyer makes payment by MT103 or TT Wire transfer for the total product and lifts the product and seller pays all intermediary involve in the transaction.



MAGOMEDOV IBRAGIM KAZIMOVICH  
General Director