



JSC MANAGEMENT COMPANY  
"VOLGA OIL"

## JSC MANAGEMENT COMPANY "VOLGA OIL"

LEGAL ADDRESS: 119270 , MOSCOW , LUZHNETSKAYA EMBANKMENT, HOUSE 2/4.  
RUSSIAN FEDERATION  
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TO: END BUYERS / BUYERS MANDATE.

### SOFT CORPORATE OFFER CIF/FOB PROCEDURE

WE JSC MANAGEMENT COMPANY "VOLGA OIL" UNDER PENALTY OF PERJURY HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH FULL POWER AND AUTHORITY WITH GIVEN TERMS AND CONDITIONS AND CONFIRM OUR READINESS TO SUPPLY THE FOLLOWING COMMODITY ACCORDING TO THE TERMS AND CONDITIONS STIPULATED IN THIS SOFT CORPORATE OFFER.

#### AUTOMOTIVE GAS OIL (AGO)

Minimum Quantity: Buyer request not less than 100,000 MT  
Maximum Quantity: 500,000MT X 12 Months  
CIF Price: Gross \$200/ Net \$190  
FOB Price: Gross \$160/ Net \$150  
COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

#### RUSSIAN DIESEL (D2)

Minimum Quantity: Buyer request not less than 10,000 MT  
Maximum Quantity: 500,000 MT X 12 Months  
CIF Price: Gross \$300/ Net \$290  
FOB Price: Gross \$210/ Net \$200  
COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

JSC MANAGEMENT COMPANY  
INTERNATIONAL PROCEDURES FOR FOB  
"VOLGA OIL"

1. BUYER ISSUES CP & ICPO TO SELLER . .
2. THE SELLER ISSUES COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS CI.
3. BUYER ISSUES TO SELLER TANK STORAGE AGREEMENT (TSA) FOR VERIFICATION UPON SUCCESSFUL VERIFICATION, BUYER REQUESTS INVOICE FOR FIVE DAYS, SELLER PAYS FOR THREE DAYS AND BUYER PAYS FOR TWO DAYS TO ENABLE INJECTION INTO BUYER'S TANKS. BUYER MAY ALSO EXTEND SELLER TANK FOR THREE TO ENABLE DIP TEST
4. INJECTION COMMENCES INTO BUYERS TANK. UPON SUCCESSFUL INJECTION INTO BUYER'S TANKS, SELLER ISSUES THE BELOW DOCUMENTS TO BUYER:  
A) PRODUCT CERTIFICATE  
B) DIP TEST RESULT  
C) CERTIFICATE OF ORIGIN  
D) STATEMENT OF PRODUCT AVAILABILITY  
E) INJECTION REPORT  
F) A DAY OLD SGS REPORT  
G) AUTHORIZATION TO SELL AND COLLECT.
5. BUYER CONFIRMS PRODUCT IN THEIR TANK, DOES THEIR DIP TEST, AND RELEASES PAYMENT TO SELLER BY MT103.
6. THE SELLER CONFIRMS PAYMENT AND SUBMITS TO BUYER TITLE OF OWNERSHIP AND BUYER BECOMES TITLE HOLDER AND OWNER OF THE FUEL.
7. THE SELLER SHALL ISSUE 12 MONTH'S CONTRACT TO BUYER, AFTER THE COMPLETE EXECUTION OF THE TRIAL SHIPMENT



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### STANDARD BANKING PROCEDURES CIF

1. BUYER ISSUE LOI RO ICPO.
2. SELLER ISSUES DRAFT CONTRACT TO BUYER. BUYER WILL RETURN COUNTERSIGNED CONTRACT TO SELLER WITH A LETTER OF ACCEPTANCE.
3. SELLER REVIEWS SIGNED CONTRACT AND SEND A COPY OF THE SIGNED ANDSEALED CONTRACT IN PDF TO BUYER. BOTH PARTIES LODGE WITH THEIR RESPECTIVE BANKS
4. SELLER RELEASES TO BUYER THE BELOW LISTED PARTIAL POP DOCUMENTS:
  - \* REFINERY COMMITMENT TO SUPPLY.
  - \* CERTIFICATE OF ORIGIN.
  - \* STATEMENT OF AVAILABILITY OF PRODUCT.
  - \* PRODUCT QUALITY PASSPORT (ANALYSIS TEST REPORT)
  - \* PRODUCT ALLOCATION CONFIRMATION LETTER
  - \* PAYMENT INVOICE FOR BUYER'S PART LEGALIZATION FEE
- 5 BUYER AND SELLER LEGALIZES FINAL CONTRACT WITH THE RUSSIAN MINISTRY OF ENERGY AND TRANSFERABLE AND OPERATIVE ISSUES SBLC MT760 OR DLC MT700 WITHIN FIVE (5) WORKING DAYS.
6. SELLER SIGNS CPA WITH A SHIPPING COMPANY AND ISSUES THE FULL POPDOCUMENTS AND 2% PERFORMANCE BOND (PB) TO BUYER'SBANK.
  - \* COPY OF THE TANK TRANSCRIPT.
  - \* BILL OF LADING
  - \* PROOF OF PRODUCT COPY
  - \* COMMERCIAL INVOICE
  - \* SGS REPORT) Q88 AND QUALITY SPECIFICATION
7. SHIPMENT COMMENCES AS PER CONTRACT SCHEDULE.
- 8 . WITHIN THREE (3) WORKING DAYS OF VESSEL ARRIVAL, BUYER RELEASE FULL PAYMENT VIA MT103 AFTER CIQ / SGS AT THE DESTINATION PORT.
- 9 SELLER PAYS ALL INTERMEDIARIES ACCORDINGLY WITHIN SEVENTY TWO (72) HOURS.

THANK.  
BEST REGARD  
MARK NEWTON

