



OOO BTK CEBEP

ORIGIN: 1175029025600 **INN:** 5047204320

LEGAL ADDRESS: 141400, Moscow region, city of Khimki, Leningradskaya st., building 21, room. 33b

PHONE: +79267456365 **EMAIL:** vtk.sever@mail.ru

To: End-Buyer's / Buyer's Mandate.

SOFT CORPORATE OFFER RUSSIA CIF

We the undersigned LIMITED LIABILITY COMPANY "VTK-SEVER" with full Corporate and legal responsibility, under penalty of perjury confirms that our Seller Refinery are ready, willing and able to sell and supply the following Products on the following terms and with total guarantee to meet the specifications and pass through the stringent of SGS or Equivalent, hence complies with the Sellers procedure and prices.

UREA 46% GRANULAR

Minimum Quantity: 50,000MT per Month

Maximum 500,000 MT Monthly

CIF Price: Gross \$ 350 / \$ 340 Net

Commission; \$ 5 / \$ 5

DAP FERTILIZER

Minimum Quantity: 50,000MT per

Month Maximum 150,000 MT Monthly

CIF Price: Gross \$ 380 / \$ 370 Net

Commission; \$ 5 Seller side / \$ 5 Buyer side

DIESEL GAS D2 OIL GOST 305-82

Quantity: 50,000-100,000 Metric Tons

CIF Price: Gross \$280 Net \$270 Per Metric Tons.

Commission \$5 Seller side \$5 Buyer side

LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 50,000-100,000 Metric Tons

CIF Price: Gross \$250 Net \$240 per Metric Tons

Commission \$5 Seller side \$5 Buyer side

ESPO BLEND CRUDE OIL

Minimum Quantity: 500,000 bbls

Maximum Quantity 5,000,000 bbls

CIF Price: Gross \$ 54, Net \$ 52.

Commission \$1 Seller side \$1 Buyer Side



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FOB TRANSACTION PROCEDURE

- 1). Buyer issues ICPO in buyer company letter-head and buyer bank details.
- 2). Seller issues commercial invoice for buyer to review sign and return to seller within 48 hours.
- 3). Seller issues below partial proof of product, Commitment to Supply
 - A) Authorization to Sell and Collect (ATSC)
 - B) UN-DTA for Buyer to fill sign and return back to Seller for notarization.
 - C) TSR with logistics contacts for verification:
 - D) Product PassportBuyer verify the above documents within 48hours and contact Sellers Tank.
- 4). Buyer extend Sellers tank for 3 days in Rotterdam to enable Sellers tank issues a valid tank Storage receipt and Terminal access code Hub NO/ATV and Booking NO. For Buyers Team to Conduct Dip Test: Buyer conducts SGS inspection and seller inject product into buyers Vessel, and Buyer pays for product via MT 103 TT within 48 hours. Upon received of Fresh SGS Report Q&Q and injection report.
- 5). Seller transfer Title of the product to the buyer alongside all exportation documentation in Relation to the petroleum product.
- 6). Seller pays Commissions

CIF TRANSACTING PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO), addressed to Seller's Refinery, along with Company Profile and Buyer's Passport.
2. Seller issues the Draft Sale & Purchase Agreement (SPA) for Buyer's review and signature.
3. Seller legalizes and registers the Contracts and notarizes it with the appropriate authorities of the Ministry of Energy, along with the below PPOP documents:
 - a. Product Passport -Quality Certificate;
 - b. Certificate of Product Origin;
 - c. Product Availability;
 - d. Commitment Letter to Supply
 - e. SBLC/DLC Verbiage



ООО БТК СЕВЕР

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4. Within 24 to 48 hours of buyer receipt of the above PPOP documents, buyer make cash deposit of [US \$ 550,000 USD] deposit by TT wire transfer into seller nominated bank account of the product which stands as Security Guarantee for the transaction, change of title ownership, cargo reroute and reassigning cargo to the current buyer.
5. Upon seller's partner confirmation of buyer's bank MT103, seller transfer the title to the potential Buyer's company's name and also re-issue all other outstanding documents to the potential buyer's Company's name and also re-route the vessel to buyer's destination port/terminal and issue ATB to enable Buyer board the vessel and DTA Dip Test Authorization effective from the vessel ETA.
6. Vessels arrive at the discharge port and buyers carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes payment for the product by MT103 and deducts the payment made to the seller if any payment is made to the seller.
7. Buyer and seller signs yearly contract and buyer issue RDLC.

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DMITRIEVA ANASTASIA SERGEEVNA