



ЭнергоСервис

(Агентов по оптовой торговле твердым, жидким и газообразным топливом и связанными продуктами)
ИНН: 7730245976 ОКПО: 32453230

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ «ЭНЕРГОСЕРВИС»

Юридический адрес: 123290, город Москва, 1-й Магистральный туп, д. 5а

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BUYERS/BUYRES MANDATE:

SOFT CORPORATE OFFER

WE **ООО "ЭНЕРГОСЕРВИС"** THE REP / MANDATE FOR THE END-SELLER OWNING HIS REFINERY, HEREWITH FULL AUTHORITY / RESPONSIBILITY PROVIDE TO YOU / YOUR COMPANY A SOFT OFFER FOR PETROLEUM PRODUCT.

DELIVERING PORT: CIF/FOB

INCOTERMS: COST INSURANCE & FREIGHT

LOADING PORT: NOVOROSSIYSK, NOVOROSSIYSK / PRIMORSK / VLADIVOSTOK / ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 210.00MT NET / USD \$ 200.00MT on CIF

FOB Price: Gross USD \$ 200.00MT NET / USD \$ 190.00MT on

FOB/Novorossiysk/Rotterdam

RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$180.00/ USD \$ 170.00 NET on CIF

FOB Price: Gross USD \$170.00 / USD \$160.00 NET on FOB/Novorossiysk/Rotterdam.

RUSSIA ORIGIN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 46.00BBL NET/ USD \$44.00 NET on CIF

FOB Price: Gross USD \$ 44.00BBL NET / USD \$42.00 NET on

FOB/Novorossiysk/Rotterdam

VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

CIF Price: Gross USD \$ 0.59 / USD \$ 0.57 NET on CIF

FOB Price: Gross USD \$ 0.57 / USD \$0.55 NET on FOB/Novorossiysk/Rotterdam

LLC ENERGOSERVICE

123290, Moscow city, 1st Magistralny block, 5a

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STANDARD PROCEDURES C.I.F MT-199 POF

1. Buyer issue LOI/ICPO to seller with targeting price and buyer's company profile, seller issues Draft Contract to buyer opening for amendments (if any).
2. Buyer returns signed contract to seller. Seller shall officially confirm final contract directly to buyer (via email) accompanied with a commitment letter to supply the product.
3. Buyer's bank within (3) working days in accordance with buyer's bank verbiage shall issue Pre-Advice MT199 swift to seller's nominated bank showing the buyer's POF.
NOTE: On circumstance that buyer's bank failed to swift Pre-Advice MT199 swift format to seller's nominated bank at agreed time-frame (3) working days. Buyer will be required to swift \$35,000 (Via TT) for seller to commit maintaining its 2% PB at its fiduciary bank.
SELLER RELEASES TO THE BUYER PARTIAL POP:
 - A. Refinery Commitment to Supply.
 - B. Certificate of Origin.
 - C. Statement of availability of product.
 - D. Product quality passport (Analysis test Report)
4. Buyer's bank within Seven (7) working days in accordance with seller's bank verbiage shall issue NON-transferable DLC/MT700 to seller's nominated bank to enable seller booking logistics with charters / shipping company.
5. Seller's bank within Seven (7) working days' responds with 2% PB (Via MT760) in favor of buyer's bank and seller shall simultaneously release shipment schedule full set of POP documents (below) to buyer / buyer's bank (Via courier, at seller's expense).
 - A. Certificate of origin,
 - B. Product passport.
 - C. Fresh SGS report,
 - D. Company Tax payer certificate,
 - E. Vessel Q88, ETD and ETA,
 - F. Bill of lading,
 - G. Hard Contact (Via courier).
 - H. Allocation Title Holder Certificate.
6. Shipment commences according to booked shipping schedule. Upon successful confirmation of quality and quantity at destination port, buyer makes payment by MT103 or TT-wire to seller.
7. Seller, within Seventy-two (72) hours, pays commissions to all intermediaries involved in the transaction.

FOB ROTTERDAM- CI DIP AND PAY

1. Buyersend I.C.P.O along with Company Profile to Seller on receipt of Seller's Soft Offer.
2. Seller issue commercial invoice (CI). Buyer signs and returns commercial invoice with Tank Storage Agreement (TSA) to seller acknowledging buyer's legally binding commitment to purchase under the terms and conditions herein.

3. Seller issues Dip Test Authorization letter to be signed by both parties(BUYER/SELLER) including Buyer's Tank Farm for proof of the Buyer's readiness to inject into Buyer's Tank
4. Seller Approve the DTA attached with fresh SGS Report and Tank receipt to Buyer and Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer expenses.
5. Up on successful Dip Test, Buyer provides vessel details or Tank details, Seller shall immediately submit the full Proof of Product (POP) to the Buyer, Injection of the product proceeds
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment then seller issues buyer the Title of Ownership.
7. Seller issues draft Contract to buyer to review for R & E monthly deliveries.
8. Buyer review and approves the contract and issues SBLC/IRDLIC irrevocable, nontransferable, auto revolving for 12 months' shipment value, documentary letter of credit for length of contract and for each lift-able as schedule. Buyer pays after Dip Test by MT 103 Wire Transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract, and mandates/intermediaries receive their commissions according to monthly deliveries.

FOB ROTTERDAM PORTS - CI DIP AND PAY

1. Buyer issues ICPO together with Tank Storage Agreement.
2. Seller issues Commercial Invoice and ICC Warning Letter to buyer.
3. Buyer returns signed Commercial Invoice with NCNDA/IMFPA signed by all intermediate Buyer groups at agreed commission structures.
4. In order to guarantee performance, buyer's bank may issue MT199 swift POF format to seller's nominated bank within 3 working days in case buyer is unable to prove or confirm secured storage facilities.

NOTE: On circumstance that buyer's bank failed to swift pre-advice MT-199 swift format to seller's nominated bank at the agreed time frame of 3 working days. Buyer will be required to swift **\$35,000** via T.T for the seller to commit maintaining its 2% PB at its fiduciary bank.

SELLER RELEASES LISTED DOCUMENT POP TO BUYER VIA EMAIL

- A. SGS copy not older than 48 hours inspected in Rotterdam, Houston or Russia port.
- A. Copy of Injection Report Shore Tank Rotterdam, Houston or Russia port.
- B. Copy of Certificate of Origin.
- C. Copy of Registration Certificate.



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ИНН: 7730245976 ОКПО: 32453230

- D. Copy of Statement of Product Availability
- E. Authorization to Sell and Collect
- F. Attestation or Authority to Verify
- G. Unconditional Dip Test Authorization
- 5. Buyer upon satisfactory to Dip Test at buyer's expense, seller transfers Title of Ownership to buyer, seller submits full POP with shipping materials to buyer
- 6. Buyer makes payment by MT 103 or VI" Wire Transfer for the total product and lifts the product and Seller pays all intermediary involve in the transaction.



CEO

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