

INN: 8609000900
OGRN: 8609000900

SOFT COOPERATE OFFER

We, NEGUSNEFT MANDATE COMPANY, Confirmed With Full Corporate Responsibility Under Penalty And Perjury That We Are Ready And Capable To Enter Into A Contract To Sell The Commodity. All The Supply Is Guaranteed To Meet The Specification And To Pass The Stringent Requirements Of S G S Or Equivalent. The Sales And Purchase Contract Would Be In Accordance With International Standards And Procedures.

PRODUCT ORIGIN: RUSSIA

TRANSACTION TYPE: CIF/FOB/TTO/DIP & PAY
INCOTERMS: COST INSURANCE AND FREIGHT
LOADING PORT: NOVOROSSIYSK / PRIMORSK / VLADIVOSTOK / KOZMINO/
ROTTERDAM & HOUSTON PORTS
PAYMENT TERMS: SBLC/DLC/BGT/T WIRE TRANSFER AND MT103
INSPECTION: SGS OR IT' S EQUIVALENT
INSURANCE: 110% OF THE SHIPMENT VALUE PAID BY THE SELLER.

PRODUCT LIST

EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
CIF Price: Gross USD \$ 54.00BBL NET/ USD \$50.00 NET on CIF
FOB Price: Gross USD \$ 50.00BBL NET/ USD \$46.00 NET on FOB

RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$ 330.00MT NET / USD \$ 320.00MT on CIF
FOB Price: Gross USD \$ 320.00MT NET / USD \$ 310.00MT on FOB

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 \$290.00/ USD \$ 280.00 NET on CIF
FOB Price: Gross USD \$280.00 / USD 270.00 NET on FOB

TANK TAKE OVER (TTO) PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the ministry of energy, agriculture & trade Russian federation.
4. Seller sends to Buyer the following documents for Buyer's confirmation.
 - A. Seller's Export License/Registration Certificate
 - B. Bill Of Lading-(in the name of previous buyer as Consignee.)
 - C. Vessel Tanker Details.
 - D. Product Passport-Dip-Test Report.
 - E. Preforms Invoice.
 - F. 5% Payment deposit Invoice.
 - G. Cargo Manifest.
 - H. Cargo Ullage Report.
 - I. Q88Seller and buyer conduct a zoom call video meeting to build trust and discuss about the transaction way forward.
 - J. invoice for title takeover change 5%.
5. upon receipt of the POP document, Buyer's appointed forwarding agent for maritime report submission contacts seller's vessel master and buyer makes cash deposit of %5 of the product (RMB EQUIVALENT) invoice payment for title takeover and transaction guarantee to seller's nominated bank by TT wire transfer within 2 banking days to enable seller to approve buyer/inspector agent ATB, to confirm availability of the product and conduct inspection of the product on the vessel before issuing to buyer certificate of Ownership Title of the product against confirmation full product payment. The %5 payment will be deducted from the total payment value of the product takeover.
6. upon seller receipt of the title takeover payment, seller transfers the title to potential buyer's company name and also re-issues all other outstanding document to potential buyer's company name, and seller contact the shipping company to re-route the vessel to buyer's destination port/terminal and issues ATB to enable buyer's representatives and inspection team board the vessel with a Dip Test Authorization (DTA) to conduct Q8Q inspection effective from the vessel ETA.
7. Vessel arrives at the discharge port and buyer's inspection team carries out the CIQ/SGS inspection and upon a successful inspection, Buyer makes the balance payment of the product by MT103.
8. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from buyer.



General Director:

Aktionernoe Obshestvo