



**PETROYUNION**  
**OOO**

ADDRESS: 115563, MOSKVA, PROEzd BORISOVSKIY, D. 20, OF. 276  
TEL: +7 926 801 4887  
EMAIL: petroyunion@mail.ru  
INN 7704333175 KPP 772401001 OGRN 1157746969357 OKPO 51208162

**DATE: 23<sup>rd</sup> OF JULY 2020**  
**TO: BUYER'S REPRESENTATIVE/END BUYER**

**SOFT CORPORATE OFFER**

We "OOO PETROYUNION" with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under-list petroleum products through our Refinery for Immediate Spot and Contract sales in accordance to the terms and conditions stated below. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's or their representatives will be considered.

COMMISSION: 50% BUYER SIDE, 50% SELLER SIDE  
USD \$10 FOR ALL BROKERS  
INSPECTION: SGS & ON SIGHT SURVEYOR  
TERM OF PAYMENT: T/T SWIRE TRANSFER/MT103, ESCROW, SBLC

**DIESEL EN590 10PPM**  
**QUANTITY IN OIL TANKER: 50.000 MT**  
**ROLL OVER AND EXTENSION: 100.000 MT MONTHLY**  
**CIF PRICE: GROSS \$222.00 MT NET \$212.00 MT**  
**ORIGIN: RUSSIA**  
**LOADING PORT: KOZMINO – VLADIVOSTOK - PRIMORSK - NOVOROSSIYSK**  
**– ROTTERDAM- ANTWERP– HOUSTON PORT - ASWP**

**OPERATIONAL PROCEDURE: ONE TIME TANKER TAKE OVER (TTO) ANY SAFE PORT**

1. Buyer issues official ICPO
2. Seller issues MOU



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3. Both parties sign MOU, Commercial invoice and market rights protection agreement.
4. Upon the receipt of the countersigned MOU from the buyer, seller emails to the buyer the listed documents
  - a) Certificate of Origin
  - b) Product Passport (Quantity and Quality Dip Test Analysis Report)
  - c) Bill of Lading
  - d) Vessel Questionnaire 88
  - e) Cargo Manifest
  - f) E.T.A (Estimated Time of Arrival) of Vessel
  - g) Vessel (N.O.R) Notice of Readiness
  - h) Invoice for 3% PAYMENT
5. Buyer conducts due diligence on the availability of the product inside the vessel and makes payment of 3% of the master invoice value to the seller fiduciary account via MT103 T/T wire Transfer within 48 hours for the change of the consignment rights and transfer of title of ownership to buyer's name.
6. Upon Seller receipt of the payment of 3%, Seller shall Transfer product Title to Buyer's Company name, reissues all other outstanding documents to the buyer's name and send via swift from seller's bank to buyers bank full proof of product.
7. Buyer contact the shipping company to re-direct the route of the vessel Tanker to buyer's destination port. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's representatives and inspection team to board the vessel and conduct Q&Q Inspection.
8. Upon the successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.
9. Seller and Buyer signs Contract for 12 months shipment.
10. Buyer issues their Bank Guarantee SBLC MT760/DLC MT700 to seller's Bank to guarantee the monthly shipments, Seller issues 2% Performance Bond within 3 days for the monthly contract shipments.
11. Monthly shipment commences to the buyer's discharge port as stipulated in the contract.



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We trade in atmosphere that is flexible and transparent. We create environment that is comfortable and convenient to parties, to bridge technical differences between all parties, providing peculiar solution in approach to each negotiation with goal of achieving our prime objective of meeting your market needs.

We are looking forward to doing good business with you,



**CHERVONY PAVEL NIKOLAEVICH**  
**GENERAL DIRECTOR**  
**ON BEHALF OF THE BOARD OF DIRECTORS**  
**OOO PETROYUNION**