



JSC "AKMAY"

JOINT STOCK COMPANY "AKMAY"

OGRN: 1021601625880 / INN: 1644015223 / KPP: 164401001

Legal address: 4 23458 , Republic of Tatarstan , Almetyevskiy district, Almetyevsk , st. Kirov, 13b, room. 125

Valid till: 15 Dec , 2023

Attached To: Buyers/Buyer mandate

SOFT CORPORATE OFFER.

We JSC AKMAY " On behalf of Seller Refineries Company with full corporate and legal responsibility, under Penalty of perjury here by issue this soft co-operate offer with confirmation that seller's refineries are ready, willing and able to supply the following product according to terms and conditions:

1. DIESEL D6 ORIGIN: AZERBAIJANI PRICE PER FOB MT:\$320.00 PRICE PER MT: CIF \$340.00 Commission: \$5/\$5	2. JET FUEL JP54 ORIGIN: AZERBAIJANI PRICE PER BBL:FOB \$80.00 PRICE PER BBL: \$ CIF 85.00 Commission: \$5/\$5	3. JET FUEL A1 ORIGIN: AZERBAIJANI PRICE PER BBL:FOB \$80 PRICE PER BBL. CIF \$85 Commission \$5/\$5	4. LIQUIFIED PETROLEUM GAS (LPG) ORIGIN:AZERBAIJANI PRICE PER MT:FOB \$ 420.00 PRICE PER MT CIF \$430 Commission \$5/\$5	5. MAZUT M100 ORIGIN: AZERBAIJANI PRICE PER MT:FOB \$310 PRICE PER MT:CIF \$320 Commission \$5/\$5
6. DIESEL GAS OIL D2 ORIGIN: AZERBAIJANI PRICE PER MT :FOB \$330 PRICE PER MT: CIF \$340 Commission :\$5/\$5	7. LIQUIFIED NATURAL GAS (LNG) ORIGIN: AZERBAIJANI PRICE PER MT: FOB \$310 PRICE PER MT: CIF \$320 Commission:\$5/\$5	8 BITUMEN 40/50,60/70,80/100,85,150 ORIGIN: AZERBAIJANI PRICE PER MT:FOB \$380 PRICE PER MT: CIF \$390 Commission\$5/\$5	9. GASOLINE OCTANE 87/89/93/95 ORIGIN:AZERBAIJANI PRICE PER MT: FOB \$ 310.00 PRICE PER MT: CIF \$320 Commission:\$5/\$5	10. BASE OIL SN.150 ORIGIN: AZERBAIJANI PRICE PER MT : FOB \$ 330 PRICE PER MT: CIF\$340 Commission:\$5/\$5





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TANK TO VESSEL PROCEDURE

1. The buyer issue ICPO and the CPA
2. Seller release the commercial invoice within 48 hours
3. The buyer sign and return the CI to seller
4. Seller issue the ppop document as below
 - A) product Quality passport
 - B) Certificate of origin
 - C) Commitment to supply
 - D) Statement of product availability





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- 5) The Buyer provides ATI and Q88 from his or her shipping company
- 6) Seller issue unconditional dip test authorization, TSR to buyer , buyer conduct dip test in seller tank at buyer cost
- 7) After the successful dip test, injections commences to buyer vessel
- 8) After the successful injection seller issue
 - A) Allocation license
 - B) Title ownership transfer affidavit
 - C) tax Registration certificate
9. The buyer make 100% of the payments of the fuel via Mt103/TT to the seller in 24 hours , once 100% payment received all intermediaries are paid by Seller. Seller and buyer sign a one year delivery

TANK TO TAKE OVER (TTO) / SHIP TO SHIP (STS)

1. Buyer issue ICPO.
2. Seller issues Commercial invoice and MOU Contract for the quantity of the products.
3. Buyer countersigns the MOU and reverts with the Buyer's Storage GPS Coordinates or the vessel IMO number where the Seller Vessel will discharge the product on arrival.
4. Upon the receipt of the countersigned MOU with the Buyer's Tank Storage GPS Coordinates or vessel IMO number, Seller issue to Buyer the following POPP documents:
 - A. Certificate of Product Origin
 - B. Certificate of Conformity (Analytical Report) C. Vessel Q88 Documents
 - D. Bill of Lading (Along with ETA) E. Notice of Readiness (NOR)
 - F. Cargo Manifest.





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G. Invoice of 5% Of Total Cost of Product OR SBLC or ESCROW PAYMENT of the total cost of the product.

5. Upon the receipt of the documents, Buyer verifies the availability of the product on high sea and makes payment Within 48 hours OR issue SBLC for the Tank Takeover/ Vessel Re-routing.
6. Upon Seller's confirmation of the Tank Takeover payment OR SBLC, Seller orders the shipping company/ Master Captain of the vessel to reroute the vessel to Buyer's Storage GPS Coordinates port or the vessel location.
7. Seller Transfers the Title Owner to the Buyer's company's name and also re-issue all other outstanding documents to the New Buyer's company name via SWIFT from Seller bank, the full prove of product to Buyer's Bank.
8. Vessel arrives the discharge location and Buyer carries out the CIQ/SGS inspection and upon a successful inspection, Buyer pays by MT103 T/T for the full product to the Seller. Note the Tank Takeover payment will be deducted from the total product value. Seller pays all parties involved their commission within 48 hours.

SALES



MANAGER:

KOKOEV.S.VITALIEVICH

AKMAY

