

Valid till: June 30, 2023

### **SOFT CORPORATE OFFER**

We as the representative / Mandate of end seller herein with full authority/responsibility issued to you our official soft corporate offer for petroleum products.

### **TERMS OF TRANSACTION**

#### **RUSSIA ORIGIN DIESEL GAS D2 OIL**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$ 380.00MT NET / USD \$ 370.00MT on CIF  
FOB Price: Gross USD \$ 360.00MT NET / USD \$ 350.00MT on FOB/Novorossiysk/Rotterdam

#### **RUSSIA ORIGIN MAZUT M100**

Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on CIF  
FOB Price: Gross USD \$ 370.00MT NET / USD \$ 360.00MT on FOB/Novorossiysk/Rotterdam

#### **RUSSIA ORIGIN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Minimum Quantity: 500,000 Barrels per Month  
Quantity: 5,000,000 Barrels per Month  
CIF Price: Gross USD \$ 65.00BBL NET/ USD \$63.00 NET on CIF  
FOB Price: Gross USD \$ 61.00BBL NET / USD \$59.00 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  
Price: Gross USD \$ 1.00 / USD \$ 0.98 NET on CIF  
FOB Price: Gross USD \$ 0.97 / USD \$ 0.95 NET on FOB/Novorossiysk/Rotterdam RUSSIA

#### **EXPORT BLEND CRUDE**

Minimum Quantity: 10,000 Barrels per Month  
Maximum Quantity: 3,000,000 Barrels per Month  
CIF Price: Gross USD \$ 65.00BBL NET/ USD \$63.00 NET on CIF  
FOB Price: Gross USD \$ 61.00BBL NET / USD \$59.00 NET on FOB/Novorossiysk/Rotterdam

#### **LIQUIDIFIED PETROLEUM GAS.**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 1,000,000 Metric Tons per Month  
CIF Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on CIF  
FOB Price: Gross USD \$ 370.00MT NET / USD \$ 360.00MT on FOB/Novorossiysk/Rotterdam

#### **LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY**

Minimum Quantity: 100,000 Metric Tons Per Month  
Maximum Quantity: 400,000 Metric Tons Per Month  
CIF Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on CIF  
FOB Price: Gross USD \$ 370.00MT NET / USD \$ 360.00MT on FOB/Novorossiysk/Rotterdam

#### **FUEL OIL CST-180**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month

#### **GASOLENE 89 OCTANES**

CIF Price: Gross USD \$ 410.00MT NET / USD \$ 400.00MT on CIF

FOB Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on FOB/Novorossiysk/Rotterdam

#### **BASE OIL**

PRICE CIF ASWP: GROSS \$290/NET \$280

PRICE FOB ASWP: GROSS \$270/NET \$260

#### -----TRANSACTION PROCEDURE FOB DIP & PAY ROTTERDAM-----

1. Buyer accepts seller working procedure and issue ICPO to the End seller via Seller's representative.
2. Seller issues a commercial invoice and NCNDA and Buyer signs and returns commercial invoice along with Buyer's Tank storage agreement (TSA).
3. Seller issues to buyer and buyer's Tank Farm to endorse TTTIA (Tank to tank injection Agreement) as proof of readiness for the buyer to inject from seller tanks to the buyer's tank along with the following PPOP documents:
  - a. Statement of Product Availability
  - b. Letter of Guarantee
  - c. Product Passport
4. Seller issues Complete DTA and Tank Receipt to Buyer, Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer expenses submit the full injection report to the Buyer.
5. Upon successful Dip Test, sellers inject the fuel into buyer lease Storage Tank and sellers submit the full injection report to the Buyer
6. Buyer makes 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.
7. Seller issues draft SPA to the buyer to review for R&E monthly deliveries.
8. Buyer reviews and approves the SPA and issues SBLC/IRDL Irrevocable, non-transferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer one each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from the buyer.



Mr. Pavel Antipov

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General Manager

