



**LLC "KATOBNEFT"**

Company Name: **LLC "KATOBNEFT"**

Address: 628600 , Khanty-Mansi Autonomous Okrug - Yugra , city Of Nizhnevartovsk

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Telephone: +79199957547

Whatsapp: +79199957547

OGRN:1028600962851 INN: 8603023073 KPP: 860301001

**TO: END-BUYER & END-BUYER MANDATE**

## **SOFT CORPORATE OFFER**

We " LLC "KATOBNEFT" is an oil and gas exploiting, producing and Export Company, with full legal responsibility, under their penalty of perjury, hereby issue this Offer with given terms and conditions stated in this offer to confirm our readiness to execute the commercial invoice agreement with end buyer, and have the ability to supply the following commodity according to the terms and conditions in this offer. Financial statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiation. Only direct negotiations from end buyer's representative will be considered.

NCOTERMS: FOB /CIF

ORIGIN: RUSSIA

LOADING PORT: / NOVOROSSIYSK/ VLADIVOSTOK /PRIMORSK/ ROTTERDAM/HOUSTON

PAYMENT TERMS: IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, BG OR MT103. INSPECTION: SGS, CIQ

### **DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2) Origin Russian**

Quantity: Quantity MINIMUM 50.000MT – MAXIMUM 900.000MT x 12 months

Loading Port: Vladivostok

Delivery: CIF/FOB (AWSP)

CIF Price: Gross 240.00 / Net \$220.00 USD per Metric Ton,

FOB Price: USD Gross \$200/180Net per Metric Ton,

Commission: Seller pays Commission \$0.02, Seller side \$0.01/ Buyer side \$0.01side Per Metric Ton

### **MAZUT FUEL OIL 100 GOST 10585/75-99(Mazut M100) Origin Russian**

Quantity: 50,000 Metric Tons– 500,000MT available

Delivery: FOB AWSP

CIF Price: USD Gross \$220/200 Net per Metric Ton,

FOB Price: \$ 190 USD Gross \$ 170USD Net,

Commission: USD 2 seller side, USD 2 Buyer side Per Metric Ton

### **JET A1 -JPA1 COLONIAL GRADE Origin**

Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months

Delivery: CIF/FOB- Spot.

CIF Price: USD Gross \$46Net \$42 per Barrel,

FOB Price: Gross \$44 / Net \$40 USD per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

### **JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54) Origin Russian**

Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months

Delivery: CIF/FOB- Spot.

CIF Price: USD Gross \$46Net \$42 per Barrel,

FOB Price: Gross \$42 / Net \$38 USD per Barrel

Commission: Seller pays Commission \$0.04, Seller side \$0.02/ Buyer side \$0.02 Per Barrel

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### TRADING PROCEDURE CIF ASWP (2)

1. Buyer issues ICPO

2. Seller reviews, upon acceptance seller issues Draft SPA open for amendment, buyer reviews, amends and sign the SPA and return to seller in word format

3. Seller countersigns and seals the draft contract and sends the final copy to buyer alongside the following documents:

A. seller's irrevocable commitment to supply the product

B. Statement of product availability

C. Certificate of Origin

D. ICC Warning letter

4. Seller issues payment invoice for allocation and legalization of the contract, buyer pays for allocation and legalization of the contract, upon receipt and confirmation of buyer's payment, seller legalize the contract and send the legalized copy to buyer alongside below documents:

A. Product passport

B. ATSC in favor of the buyer company

C. CPA

D. Commercial invoice for the first value shipment

E. verbiage of the LC

5. Within 5 banking days after receiving the above PPOP documents, buyer's sends MT199 to seller's bank notifying readiness to issue the LC, seller's bank responds with 2% inoperative performance bond within 3 banking days

6. Upon receipt and of the 2% performance bond, buyer's bank shall within 5 banking days issue DLC via MT700 or SBLC via MT760 to seller's fiduciary bank for the value of the first shipment. Whereas buyer's bank fails to issue the banking instrument within 5 banking days, buyer shall pay a guarantee deposit of 2% by TT to enable seller commence shipment

7. Seller issue the below documents to buyer:

a. copy of export license issued by Ministry of energy Russian Federation

b. SGS report at the loading port

c. copy of Transnet contract for the carriage of the goods to the port of loading

d. Authorization to verify

e. DTA and ATB

f. NOR/ETA

g. Title transfer certificate

h. Identity card (ATPCC) issued by department of energy

8. Shipment commences and should arrive the destination port according to the shipment schedule.

9. Seller issue NCNDA/IMPFA for all intermediaries to sign

10. Cargo arrives at the discharge port, buyer inspects and makes payment via MT103/TT WIRE TRANSFER

11. Seller confirms payment and pay all intermediaries within 48 hours upon confirmation.

### TRANSACTION PROCEDURES FOR TANKER TAKE OVER

1. Buyer issue Icpo with banking details

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2. Seller issues complete tanker take over draft contract of the loaded cargo
3. Buyer signs TTO draft contract and return to the seller
4. Seller endorse TTO contract, seller sends to buyer, the following pop documents which were issued in the initial buyer's name via email
  - a) Certificate of product origin
  - b) Product passport (quantity & quality dip test analysis report)
  - c) Bill of lading
  - d) Tanker vessel q88 document
  - e) A.t.a. (estimated time of arrival) of vessel
  - f) Ullage report
  - g). Freight/cargo manifest
  - h) Invoice
5. Buyer confirms and verifies the pop documents and issue TT MT103 payment for the minimum of 10% of the total value of the product to seller nominated account, to obtain certificate of ownership of the cargo and the shipping document will be re-issued in the name of the potential buyer. Seller will re-route the vessel to buyer's destination port upon confirmation of buyer's payment and sends to buyer the information clearing agent for the vessel simultaneously and the 10% will be deducted from the total cost of the product.
6. Upon arrival of the vessel at the buyer's discharge port, the buyer verifies the product, performs dip Test on board seller's vessel and pays for the product via TT MT103 before CIQ and discharge of the vessel.
7. Seller out pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.

Mr. TKACHEV A NIKOLAEVICH  
Executive Director  
LLC "KATOBNEFT"



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