



## LIMITED LIABILITY COMPANY "STANDARD OIL"

АДРЕС: 660048, Красноярск Krai, Красноярск, Karaulnaya Street, 31, office 404  
OGRN:1172468015488, INN:2466179678, OKTMO:04701000001, OKPO:09286015

ЭЛ.АДРЕС: [standard-oil.info@inbox.ru](mailto:standard-oil.info@inbox.ru), SKYPE: Yarkov Vladimirovich

ТЕЛЕФОН: + 7925-815-7082, Fax: + 925-815-7082

TO: BUYER'S/BUYER MANDATE.

### **SOFT CORPORATE OFFER**

We LIMITED LIABILITY COMPANY "STANDARD OIL" on behalf of Seller Refineries Company with full corporate and legal responsibility, under Penalty of perjury here by issue this full cooperate Offer with confirmation that sellers refineries is ready, willing and able to supply the following product according to terms and conditions:

**ORIGIN: RUSSIA FEDERATION**

**INCOTERMS: FOB/CIF**

**LOADING PORT: ROTTERDAM / NOVOROSIYSK/ VLADIVOSTOK /PRIMORSK.**

**PAYMENT TERMS: IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, SBLC-MT760, MT103.**

**INSPECTION: SGS, CIQ OR SIMILAR.**

**COMMISSOIN: BUYER SIDE 50% / SELLER SIDE 50%**

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

- Quantity MINIMUM 20.000MT – MAXIMUM 900.000MT x 12 months
- Price - \$ 270-260USD Gross/ Net per MT CIF ASWP
- Price: \$ 240-230USD Gross/ Net per MT FOB: Rotterdam/ Novorossiysk/Vladivostok
- Price: \$ 250-240USD Gross/ Net per MT FOB: Houston/
- PRICE: 20\$/10 Minus NWE Plats NWE discount /only FOB NWE (Northwest European)

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

- Quantity MINIMUM 30.000MT - MAXIMUM 400.000MT x 12 months
- Price – \$180/170 USD Gross/Net, per MT CIF ASWP
- PRICE: \$150-140USD Gross/Net, per MT FOB: Rotterdam/ Primorsk

#### 3) JET FUEL (JP A1) Origin Russian

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - \$36/34USD Gross/Net, per BBL CIF ASWP
- PRICE: \$28-26 USD per BBL FOB: Rotterdam/ Novorossiysk/Vladivostok
- PRICE: \$32-30 USD per BBL FOB: Houston/
- PRICE: 11\$ Minus NWE Plats NWE discount /only FOB NWE (Northwest European)

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

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - \$36/34USD Gross/Net, per BBL CIF ASWP
- PRICE: \$28-26 USD per BBL FOB: Rotterdam/ Novorossiysk/Vladivostok
- PRICE: \$32-30 USD per BBL FOB: Houston/
- PRICE: 11\$ Minus NWE Plats NWE discount /only FOB NWE (Northwest European)

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### FOB WORKING PROCEDURE

1. Buyer issues ICPO to Seller with buyer's company profile.
2. Seller issue Commercial Invoice (CI) to Buyer and Buyer Signs and Returns the Commercial Invoice (CI) along with NCNDA/IMFPA agreement to Seller Refinery for Final Endorsement.
3. Seller issues the followings for buyer's confirmation of the seller's goods at Rotterdam port:
  - a) Legalize Commercial Invoice
  - b) Tank Storage Receipt (TSR)
  - c) Injection Report.
  - d) Authorization to Sell & Collect (ATSC)
  - e) Certificate of Origin.
4. Upon Successful Verification of the PPOP Documents by the Buyer Company Buyer Provide to Seller their nominated Tank Storage Agreement (TSA)
5. Seller verifies and confirm buyer Tank Storage Agreement (TSA) if accepted Seller issue the followings to buyer:
  - a) Export License
  - b) Commitment to Supply from Title holder
  - c) Statement of Product availability.
  - d) Tank to Tank Injection Agreement (TTTIA) to be signed by the buyer tank farm Company and seller tank farm Company.
- 6) Upon the signed Tank to Tank Injection Agreement (TTTIA) by buyer tank farm Company and seller tank farm Company, Seller issues Unconditional Dip Test Authorization (DTA) Authorization to Verity (ATV) to buyer.
- 7) Buyer orders SGS to conduct DIP Test of the product in the seller's Tank.
- 8) Upon successful dip test, buyer makes full payment of the product at sight via MT-103, T/T. seller commences with the injection of the product to the buyers secured storage tank in Rotterdam Loading Port

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9) Seller transfers title to the end-buyer.

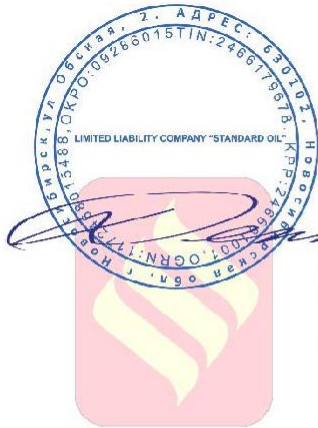
10) Buyer lifts product and Seller's bank releases the commission to the mandates and intermediaries in Seller & Buyer sides involved according to signed NCNDA/IMFPA agreement.

Yours sincerely,

Sign and Seal:

Mr. Yarkov Vladimirovich

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