

VALID FOR 6 MONTHS

To: Whom It May concern

Attn: Principal Buyer/ Mandate

The buyer’s official ICPO should be issued & addressed as follows;

To: Supplier / Refinery, -Federation

Attn: Sales Director

Via: JSC “PECHORANEFTEGAZ

(Sales Representative)

OFFICIAL SOFT CORPORATE OFFER (SCO)

We the undersigned JSC “PECHORANEFTEGAZ and Gas consulting company, is a direct mandate to reliable refineries in n Federation. We hereby issue this Soft Corporate Offer to (PRINCIPAL END BUYER) of petroleum Products with the presented terms and conditions of our end seller Refinery Company for immediate supply of petroleum products on both SPOT, CIF, and Contract FOB terms of Delivery

COMMODITY LIST AND PRICES

EASTERN SIBERIAN PIPELINE OCEAN OIL (ESPO)

Minimum Quantity: Buyer requests not less than 10,000 Per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross USD 310/NET USD 300per MT

Price FOB: Gross USD 300/NET USD 290per MT

COMMISSION: \$5.00 Seller Side/\$5.00 Buyer Side per MT

AUTOMOTIVE DIESEL FUEL (EN590)

Minimum Quantity: Buyer requests not less than 10,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$330USD/NET USD 315 per MT

Price FOB: Gross \$300USD/NET USD 295 per MT

COMMISSION: \$10.00 Seller Side/ \$10.00 Buyer Side per MT

JET FUEL (AVIATION KEROSENE COLONIAL GRADE 54)



PECHORANEFTEGAZ (JSC)



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Legal Address: Ulitsa Motornaya, 14, Ukhta, Komi Republic, Russia, 169304

Captain to make the Maritime Declaration Report via his shipping agent at the arrival port and released the Declaration Report to the buyer in order for the buyer to proceed forward with the registration of vessel with the port Authority and others

5. The seller party directs the ship to the POD port and releases the DTA; Party Buyer conducts a C IQ Inspection on the product and unloads the product into the storage tank of the Party Buyer.

6. After the Buyer party confirms the CIQ inspection, the Buyer will make payment to the Seller account via MT103 / TT within 72hours. (Solution subject to actual CIQ quantity). (The TTO fee is deducted from the final payment.)

7. The seller party will transfer the Shipping rights to the Buyer, and both the party must sign the exact Delivery Receipt. Buyer must clean customs and pay taxes, and transactions with be completed.

8. The seller party and Buyer party help each other in the whole process to provide each other with the necessary documents/procedures. If the ship is unable to unload the cargo at the port due to Party Buyer reasons, the demurrage will be borne by Party Buyer.

9. Seller pays commission to all intermediaries, Both Parties precede payment within 72 hours as required by suppliers.

АО “ПНГ”



Sidorenko Ivan Ivanovich

Generalnij Direktor

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