



# LLC "TK" MOSTRANSNEFT "

ADDRESS 125430, MOSCOW G, MITINSKAYA UL,  
HOUSE 16, POM 1419 KOM 2, INN: 7733319351,  
KPP: 773301001, PHONE: +79267459410,  
EMAIL: Sales\_akopov.albertovich@inbox.ru,albertovich\_s@list.ru

Recipient: buyer/buyer's mandate

## SOFT CORPORATE OFFER

We LIMITED LIABILITY COMPANY "TK " MOSTRANSNEFT" hereby issue this Soft Offer corporate responsibility for and on behalf of the Refinery; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated.

### (AVAILABLE PRODUCTS)

Vliegtuigkerosine Koloniale Klasse (54) (AVIATION KEROSENE COLONIAL GRADE (54)  
GOST 10227-86

GRADE: EXPORT STANDARD BLEND

CIF TRIALSHIPMENT QUANTITY: 500.000 BARRELS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: US\$45.00 GROSS / US\$42.00 NET PER BARRELS

FOB TRIAL SHIPMENT QUANTITY: 1 MILLION BARRELS WITH R&E INTO YEARLY CONTRACT FOB

PRICE: US\$20 .00 GROSS / US\$18.00 NET PER BARRELS

Vliegtuigkerosine Koloniaal vliegtuig A1 (AVIATION KEROSENE COLONIAL JET A1)

GRADE: EXPORT STANDARD BLEND

CIF TRIALSHIPMENT QUANTITY: 500.000 BARRELS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: US\$45.00 GROSS / US\$42.00 NET PER BARRELS

FOB TRIAL SHIPMENT QUANTITY: 1 MILLION BARRELS WITH R&E INTO YEARLY CONTRACT FOB

PRICE: US\$25.00 GROSS / US\$23.00 NET PER BARRELS

Stookolie van eerste Persing D6 (VIRGIN FUEL OIL) D6

GRADE: EXPORT STANDARD BLEND

QUANTITY: 200.000,000 GALLONS TRIAL SHIPMENT WITH POSSIBLE R&E INTO YEARLY CONTRACT

FOB PRICE: US\$0.35 GROSS / US\$0.32 NET PER GALLONS

CIF PRICE: US\$0.80 GROSS / US\$0.76 NET PER GALLONS

COMMISSION: 0.04 / 0.04

DIESEL OIL EN590 10 PPM

MINIMUM QUANTITY: 100 000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 600 000 MT PER MONTH X 12 MONTHS

FOB PRICE: USD \$120.00 Gross / 115 Net -

CIFUSD 230 GROSS/ 220 NET-FOB

COMMISSION: 50% / 50

Адрес 125430, г. Москва, Митинская ул.,  
дом 16, пом 1419 ком 2, гостиница: 7733319351,  
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## PROCEDURE FOR CI DIP AND PAY FOB PROCEDURE

1. BUYER SENDS ICPO TO SELLER ALONG WITH A COPY OF INTERNATIONAL PASSPORT.
2. SELLER ISSUES COMMERCIAL INVOICE AND DRAFT CONTRACT TO BUYER FOR ENDORSEMENT, ALONG WITH PIPELINE ENERGY TRANSFER ANALYSIS REPORT (PETAR) TANK STORAGE RECEIPT (TSR) WITH TANK NUMBER, GPS COORDINATE, HUB NUMBER AND TERMINAL ACCESS CODE, ATTESTATION OF PRODUCT ALLOCATION CERTIFICATE (AOPAC) AND ICC LETTER OF WARNING.
3. BUYER SIGN AND RETURN BACK COMMERCIAL INVOICE, ICC LETTER WARNING.
4. SELLER ISSUES: A. UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (UDTA).  
B. AUTHORIZATION TO VERIFY (ATV)  
C. AUTHORIZATION TO SELL AND COLLECT. (ATSC)
5. BUYER CONTACT BUYER TANK FARM, AND EXTEND THE TANK TO DIP TEST PRODUCT IN HIS EXPENSE.
6. UPON SUCCESSFUL DIP TEST, BUYER MAKES PAYMENT OF THE PRODUCT BY MT103 TO SELLER'S DESIGNATED ACCOUNT  
DETAILS, LOADING PROCEED AS AGREED, OR BUYER TAKEOVER SELLER TANK, SELLER ISSUE AND TRANSFER CERTIFICATE OF OWNERSHIP DOCUMENTS TO BUYER'S NAME.
7. SELLER PAYS ALL THE MANDATES/INTERMEDIARIES; BOTH PARTIES PROCEED WITH THE SIGNING FOR A 12 MONTHS  
CONTRACT THROUGH FOB RUSSIAN PORT, FOB ROTTERDAM PORT OR FOB HOUSTON, UPON COMPLETION OF THE FIRST TRIAL ORDER.

## PROCEDURE FOR FOB ROTTERDAM PORT OR FOB HOUSTON

1. Buyer send I.C.P.O along with Company Profile to Seller on receipt of Seller's Soft Offer.
2. Seller issue commercial invoice(CI). Buyer signs and returns commercial invoice with Tank Storage Agreement(TSA) to seller  
acknowledging buyer's legally binding commitment to purchase under the terms and conditions herein.



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DESIGNATED ACCOUNT

DETAILS, LOADING PROCEED AS AGREED, OR BUYER TAKEOVER SELLER TANK, SELLER ISSUE AND  
TRANSFER CERTIFICATE OF

OWNERSHIP DOCUMENTS TO BUYER'S NAME.

7. SELLER PAYS ALL THE MANDATES/INTERMEDIARIES; BOTH PARTIES PROCEED WITH THE SIGNING FOR  
A 12 MONTHS

CONTRACT THROUGH FOB RUSSIAN PORT, FOB ROTTERDAM PORT OR FOB HOUSTON, UPON  
COMPLETION OF THE FIRST

TRIAL ORDER.



DIRECTOR GENERAL: AKPOVO.SAID. ALBERTOVICH  
LIMITED LIABILITY COMPANY" TK "MOSTRANSNEFT"