



OOO "CAPITAL-NEFT"

LIMITED LIABILITY COMPANY "CAPITAL-NEFT"

Address: 443041, Samara region, city of Samara, Leninskaya street, house
149, floor 2, room 2 Russian Federation
OGRN: 1066315048744 INN: 6315593517

TO: END BUYER/MANDATE

SOFT CORPORATE OFFER

The management of **OOO "CAPITAL-NEFT"** with legal responsibility under penalty of perjury hereby confirm the availability and capability to supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the requirements of SGS. "Only direct negotiations from buyers, representative shall be considered".

AVAILABLE PRODUCTS:

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 10,000MT – 100,000MT – Per Month

Price: Gross \$ 220- Net \$ 210/ CIF ASWP

Commissions: \$5 Buy side (open) Seller side \$5 (open)

ESPO CRUDE OIL

Minimum Quantity: 1 MILLION BBLs – 4 MILLION BBLs Per Month

Price: Gross \$ 32- Net \$ 30 PER BARREL/ CIF ASWP

Commissions: \$1 Buy side (open) Seller side \$1 (open)

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000MT – 100,000MT – Per Month

Price: Gross \$ 230- Net \$ 220/ CIF ASWP

Price: Gross \$ 210- Net \$ 200 /FOB Rotterdam

Commissions: \$5 Buy side (open) Seller side \$5 (open)

MAZUT 100 GOST-10585 75

Minimum Quantity: 10,000MT – 100,000MT – Per Month

Price: Gross \$210 - Net \$200/CIF ASWP

Commissions: \$5 Buy side (open) Seller side \$5 (open)

GASOLINE 93 OCTANE

Minimum Quantity: 100,000MT – 500,000MT – Per Month

Price: Gross \$ 330- Net \$ 320/ CIF ASWP

Commissions: \$5 Buy side (open) Seller side \$5 (open)

CST-180 FUEL OIL

Minimum Quantity: 100,000MT – 500,000MT – Per Month

Price: Gross \$ 220- Net \$ 210/ CIF ASWP

Commissions: \$5 Buy side (open) Seller side \$5 (open)



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AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54) JPA1

Minimum Quantity: 500,000BBL 5,000,000BBL Per Month

Price: Gross \$ 46 - Net \$ 44/CIF ASWP

Price: Gross \$ 30- Net \$ 38 /FOB Rotterdam

Commissions: \$1 Buy side (open) Seller side \$1 (open)

D6 FUEL OIL

Minimum Quantity: 10,000,000 – 400,000,000 Gallons

Price: US\$ 0.63 Gross US\$ 0.60 Net / CIF ASWP

Price: US\$ 0.58 Gross US\$ 0.54 Net /FOB Rotterdam

Commissions: 0.3 cent Buy side (open) Seller side 0.3 Cent (open)

DESEL GAS OIL ULTRA – LOW SULPHUR DIESEL 50 PPM/ EN590

Minimum Quantity: 30,000MT – 100,000MT – Per Month

Price: Gross \$ 230- Net \$ 220/ CIF ASWP

Price: Gross \$ 210- Net \$ 200 /FOB Rotterdam

Commissions: \$5 Buy side (open) Seller side \$5 (open)

LIQUEIFIED NATURAL GAS (LNG)

Minimum Quantity: 10,000MT – 100,000MT – Per Month

Price: Gross \$ 250- Net \$ 240. /CIF ASWP

Price: Gross \$ 230- Net \$ 220 /FOB

Commissions: \$5 Buy side (open) Seller side \$5 (open)

CONTRACT PROCEDURE FOR CIF

1. Buyer issues LOI/ICPO must be with buyer company letterhead along with banking and full company contact details.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement.
3. Seller lodges contract with the ministry of energy for endorsement (1 year), upon successful endorsement of contract. Seller issues the following PPOP documents endorsed by the Ministry of Energy:
 - (a) Seller Irrevocable Commitment to Supply
 - (b) Statement of availability of product
 - (c) Certificate of origin
 - (d) Legalized Commercial invoice for the first value shipment
 - (e) Authorization to sell & collect.
4. Within 5 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 or DLC via MT700 according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment.



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If buyer fails to issue payment instrument within 5 banking days, Refinery issues payment invoice and Buyer makes cash deposit of \$350,000 USD by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against buyer for default.

5. Seller's Bank Issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).

- a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
- b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment to produce the product.
- e) Copy of Transnet contract to transport the product to the loading port.
- f) Copy of the port storage agreement.
- g) Copy of the charter party agreement to transport the product to Discharge port.
- h) Copy of Vessel Questionnaire 88.
- i) Copy of Bill of Lading.
- j) SGS Report at loading port.
- k) Dip test Authorization (DTA) & ATB
- l) NOR /ETA
- m) Certificate of Ownership Transfer
- n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy

6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-24days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port.

8. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

FOB (DIP/PAY) TRANSACTION PROCEDURE

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 back commercial invoice along with Buyer's Tank storage agreement (TSA).



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3. Seller Representative visit the buyer's tank farm for TTM with a copy of the SGS and Injection Report upon Verification of the copy of the SGS and Injection report, buyer and buyer's Tank Farm endorse DIP Test Authorization letter seller sends the following PPOP documents:

- A. Statement of Product Availability
- B. Letter of Guarantee
- C. Product Passport (Analysis Report)
- D. Certificate of Origin

4. Seller issues Complete DTA and Tank Receipt to Buyer, Buyer order SGS to conduct a Dip Test of the product in The Seller's Tank on Buyer expenses submits the full injection report to the Buyer.

5. Upon successful Dip Test, sellers inject the fuel into the 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 the Seller pays the 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 review and approves the SPA and issues SBLC/IRDLC irrevocable, non -transferable, auto revolving for 12 Month's shipment value, documentary letter of credit for length of the 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



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DIRECTOR: Pushkin Sergei Mikhailovich