



ООО "ТОМСКНЕФТЕПРОМ"

АДРЕС: 634050, ТОМСКАЯ ОБЛАСТЬ, Г ТОМСК, ПЛ БАТЕНЬКОВА, Д 2
КОНТАКТНЫЙ ТЕЛЕФОН: +7(9)-818306326 | +7(9)-818305942
Эл.почта: tomsknefteprom_oil@inbox.ru |
sales_tomsknefteprom@mail.ru



ООО "ТОМСКНЕФТЕПРОМ"

SOFT CORPORATE OFFER

We the OOO TOMSKNEFTEPROM on behalf of our Seller Refinery we hereby issue this Soft Offer with full corporate responsibility we confirm and certify that our seller have the intention and capability to supply the following commodity according to the terms and the conditions to deliver the below products which is available in Rotterdam / Houston Reservoir

DUE TO CURRENT GLOBAL MARKET PRODUCT PRICE UNCERTAINTY AND FLUCTUATION PRICES ARE SUBJECT TO NEGOTIATION AND CHANGE.

Grade: Russian Export Grade Origin:
Russian Federation
Commission structure: (50% Buyer side/50% seller side) Contract Term: 12
months minimum (with rolls and extensions) Payments Term: MT103, BG or
SBLC via MT760
POP: Provided as per documents list in contract Inspection
by: SGS/CIQ.

RUSSIA D2 GAS OIL GOST 305-82

Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
310 GROSS / \$300 NET
COMMISSION: \$5 / \$5

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
310 GROSS / \$300 NET
COMMISSION: \$5 / \$5

MAZUT 100 GOST-10585-75 / 99 RUSSIA ORIGINS

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
220 GROSS / \$210 NET
COMMISSION: \$5 / \$5

LPG (LIQUEFEID PETROLEUM GAS) GOST 20448-90

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
230 GROSS / \$220 NET
COMMISSION: \$5 / \$5

LNG (LIQUEFEID NATURAL GAS)

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
230 GROSS / \$220 NET
COMMISSION: \$5 / \$5

GASOLINE 93 OCTANE RUSSIAN ORIGINS

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
200 GROSS / \$190 NET
COMMISSION: \$5 / \$5

CST-180 FUEL OIL RUSSIAN ORIGIN

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT FOB Price: \$
120 GROSS / \$110 NET
COMMISSION: \$5 / \$5



ООО "ТОМСКНЕФТЕПРОМ"

АДРЕС: 634050, ТОМСКАЯ ОБЛАСТЬ, Г ТОМСК, ПЛ БАТЕНЬКОВА, Д 2
КОНТАКТНЫЙ ТЕЛЕФОН: +7(9)-818306326 | +7(9)-818305942
Эл.почта: tomsknefteprom_oil@inbox.ru |
sales_tomsknefteprom@mail.ru



ООО "ТОМСКНЕФТЕПРОМ"

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

**Quantity: Minimum: 500, 000 BBLs. Maximum: 10,000,000 BBLs FOB Price: \$ 36 GROSS / \$32 NET
COMMISSION: \$2 / \$2**

JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

**Quantity: Minimum: 500, 000 BBLs. Maximum: 10,000,000 BBLs FOB Price: \$ 36 GROSS / \$32 NET
COMMISSION: \$2 / \$2**

RUSSIA VIRGIN FUEL OIL D6

**Quantity: Minimum: 1,000,000 GALLONS PER WEEK. Maximum: 50, 000,000 GALLONS FOB Price: \$0.85 GROSS / \$0.80 NET
COMMISSION: \$5 CENT PER GALLONS**

RUSSIA EXPORT BLEND CRUDE GOST 9965-76

**Quantity: Minimum: 500,000 BBLs. Maximum: 10, 000,000 BBLs FOB Price: \$36 GROSS / \$32 NET
COMMISSION: \$2 / \$2**

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002

**Quantity: Minimum 100,000 BBLs, Maximum 1,000,000 BBLs FOB Price: \$36 GROSS / \$32 NET
COMMISSION: \$2 / \$2**

PORTS: ROTTERDAM, HOUSTON, PRIMORSK AND VLADIVOSTOK

FOB PROCEDURE TERMS AND PROCEDURE.

1. Buyer sends ICPO 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.
3. Seller issues Dip Test Authorization letter to be signed by both parties (BUYER/SELLER) Including Buyer's Tank Farm for proof of the Buyer's readiness to inject into Buyer's Tank.
4. Seller Approve the DTA attached with fresh SGS Report and Tank receipt to Buyer and Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer Expenses.
5. Upon successful Dip Test, Buyer provides vessel details or Tank details, Seller shall immediately submit the full Proof of Product (POP) to the Buyer, Injection of the product Proceeds.



ООО "ТОМСКНЕФТЕПРОМ"

АДРЕС: 634050, ТОМСКАЯ ОБЛАСТЬ, Г ТОМСК, ПЛ БАТЕНЬКОВА, Д 2
КОНТАКТНЫЙ ТЕЛЕФОН: +7(9)-818306326 | +7(9)-818305942
Эл.почта: tomskneftprom_oil@inbox.ru |
sales_tomskneftprom@mail.ru



ООО "ТОМСКНЕФТЕПРОМ"

- Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after Confirmation of the buyer's payment.
- Seller issues draft Contract to buyer to review for R&E monthly deliveries.

Managing Director
MR. BERKMAN SERGEY EVGENIEVICH
OOO TOMSKNEFTEPROM RUSSIA

