



359240, Респ. Калмыкия, Комсомольский п., ул. Северная, д. 27  
Тел: 8 (84722) 2-44-24, 8 (3452) 39-30-68  
Факс: 8 (3452) 32-23-24, 8 (922) 048-60-86  
E-mail: eurosib.oil@mail.ru, evrosiboil@internet.ru  
ИНН: 0816015241 КПП: 081001001  
ОКПО: 61484070 ОГРН: 1100816004464

Attn: To all Tender Participant.

УВАЖАЕМЫЙ РУКОВОДИТЕЛЬ/ DEAR MANAGER!

WE HEREWITH INVITE YOU TO SUBMIT YOUR ICPO ON THE FOLLOWING TERMS: TANKING THIS OPPORTUNITY, WE EXPRESS OUR RESPECT AND INFORM YOU THAT EUROSIB LLC, IS INTENDING TO SUPPLY THE FOLLOWING QUANTITIES OF PETROLEUM PRODUCT ON A TENDER BASIS FOR SUPPLY TO ROTTERDAM PORT, HOUSTON PORT FROM NOVOROSIYSK PORT ORIGIN ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

**JET FUEL A1/TS1/JP54 EXPORT CONTRACT**

1. QUANTITY: 500.000 BBL. UP TO 5,000,000 BBL. (UP TO 1-2 CARGO PER MONTH)  
THE TOTAL QUANTITY OF JET A1/ST1/JP54 SHALL BE LIFTED AND DELIVERED BY PIPELINE OR VESSEL IN MONTHLY LOTS, AS DETERMINED FOR DELIVERY BY MUTUALLY AGREED BETWEEN THE BUYER AND THE SELLER IN A SEPARATE ADDENDUM FOR EACH MONTH OF DELIVERY, THE MONTHLY QUANTITY OF JET FUEL TO BE DELIVERED AND LIFTED IS BASED ON THE SELLER COMMERCIAL INVOICE (OWNER OF RESOURCES) HAS ENOUGH EXPORT QUOTA AND A TECHNICAL POSSIBILITY OF PIPELINE AND VESSEL OPERATION PLAN FOR SUCH DELIVERY
- 1.1. PRICING FORMULA: \$ 54 USD GROSS/ \$52 USD NET UP TO: \$ 44 USD GROSS/ \$42 USD NET

**D2 DIESEL GAS OIL/EN590 EXPORT CONTRACT**

2. QUANTITY: 100.000 MT. UP TO 1,200,000 MT. (UP TO 6 CARGO PER MONTH)  
THE TOTAL QUANTITY OF DIESEL FUEL SHALL BE LIFTED AND DELIVERED BY PIPELINE OR VESSEL IN MONTHLY LOTS, AS DETERMINED FOR DELIVERY BY MUTUALLY AGREED BETWEEN THE BUYER AND THE SELLER IN A SEPARATE ADDENDUM FOR EACH MONTH OF DELIVERY, THE MONTHLY QUANTITY OF DIESEL FUEL TO BE DELIVERED AND LIFTED IS BASED ON THE SELLER COMMERCIAL INVOICE (OWNER OF RESOURCES) HAS ENOUGH EXPORT QUOTA AND A TECHNICAL POSSIBILITY OF PIPELINE AND VESSEL OPERATION PLAN FOR SUCH DELIVERY
- 2.2. PRICING FORMULA: \$ 255 USD GROSS/ \$250 USD NET UP TO: \$ 225 USD GROSS/ \$220 USD NET

**D6 FUEL OIL LOW SULFUR EXPORT CONTRACT**

3. QUANTITY: 100.000.000 GALLONS. UP TO 200,000,000 GALLONS. (UP TO 2-3 CARGO PER MONTH)  
THE TOTAL QUANTITY OF THE FUEL OIL SHALL BE LIFTED AND DELIVERED BY PIPELINE OR VESSEL IN MONTHLY LOTS, AS DETERMINED FOR DELIVERY BY MUTUALLY AGREED BETWEEN THE BUYER AND THE SELLER IN A SEPARATE ADDENDUM FOR EACH MONTH OF DELIVERY, THE MONTHLY QUANTITY OF THE FUEL OIL TO BE DELIVERED AND LIFTED IS BASED ON THE SELLER COMMERCIAL INVOICE (OWNER OF RESOURCES) HAS ENOUGH EXPORT QUOTA AND A TECHNICAL POSSIBILITY OF PIPELINE AND VESSEL OPERATION PLAN FOR SUCH DELIVERY
- 3.3. PRICING FORMULA: \$ 0.66 USD GROSS/ \$0.63 USD NET UP TO: \$ 0.62 USD GROSS/ \$0.60 USD NET

**UNLEADED GASOLINE AL95 (AGO) EXPORT CONTRACT**

4. QUANTITY: 100.000 MT. UP TO 1,200,000 MT. (UP TO 6 CARGO PER MONTH)  
THE TOTAL QUANTITY OF DIESEL FUEL SHALL BE LIFTED AND DELIVERED BY PIPELINE OR VESSEL IN MONTHLY LOTS, AS DETERMINED FOR DELIVERY BY MUTUALLY AGREED BETWEEN THE BUYER AND THE SELLER IN A SEPARATE ADDENDUM FOR EACH MONTH OF DELIVERY, THE MONTHLY QUANTITY OF DIESEL FUEL TO BE DELIVERED AND LIFTED IS BASED ON THE SELLER COMMERCIAL INVOICE (OWNER OF RESOURCES) HAS ENOUGH EXPORT QUOTA AND A TECHNICAL POSSIBILITY OF PIPELINE AND VESSEL OPERATION PLAN FOR SUCH DELIVERY

**FOB: ROTTERDAM PORT- HOUSTON PORT AS PER GENERAL TERMS AND CONDITIONS PROVIDED BY THE SELLER. TANK TO VESSEL (TTV): RELOADING FROM SHORE TANK FARM TO VESSEL**

1. BUYER SUBMIT IRREVERSIBLE ICPO APPLICATION ORDER.
2. SELLER ISSUE (CI) FOR R & E MONTHLY QUANTITIES LIFT AT STORAGE FACILITY FOR PARTIES TO APPEND SIGNATURES.
3. BUYER SIGN CI AND SEND CPA (VESSEL DETAILS/NAME IN CPA) FOR SELLER APPROVAL.
4. SELLER ENSURE TO OBTAIN ALL PERMITS, LICENSES/OR AUTHORIZATIONS DOCUMENTATION NECESSARY TO THE RE-LOADING OF THE PRODUCTS FROM TANK FARM ADDRESS TO BUYER FOR VERIFICATION:  
  
A: COMMITMENT TO SUPPLY /STATEMENT OF PRODUCT AVAILABILITY;  
B: AUTHORIZATION LETTER TO SELL (ATSC) LICENSE CERTIFICATE;  
C: TANK STORAGE RECEIPT (TSR);  
D: INJECTION REPORT SHOWING TIMESHEET;  
E: CERTIFICATES OF QUANTITY SURVEY REPORT PER TANK M3 (COQ);  
F: NOTICE OF BUYER VESSEL ARRIVAL (NOA) FOR RE-LOADING.  
G: SHIP/SHORE INTERFACE PLAN AND ISGOTT (VESSEL APPROVAL PROCEDURE)  
H: COPY OF A VALID ISP LICENSE CERTIFICATES (OIL/TERMINAL FREE ACCESS PERMIT).  
I: DIP TEST AUTHORIZATION (DTA)
5. BUYER SIGNED/SEAL AND SUBMIT ISGOTT (VESSEL APPROVAL PROCEDURE), ISP CERTIFICATES TO THE HIRED TANK FARM FACILITATORS OF THE RESPECTIVE PORT FOR DIP TEST SCHEDULE, WITH BUYER (VESSEL NOR), (Q88), ALL VESSEL DOCUMENTS ADDRESS TO TANK FARM FOR VESSEL RELOADING IMMEDIATELY AFTER DIP TEST COMPLETION.
6. SELLER TANK FARM ARRANGE, FIX DIP TEST DATE AND APPROVED BUYER VESSEL FOR RELOADING AT STORAGE FACILITY
7. BUYER ENGAGES SGS TO CONDUCT Q & Q DIP TEST INSPECTION ON THE PRODUCT IN EACH TANK AND AT THE END OF EACH TANK DIP TEST
8. FUEL IS INJECTED INTO THE BUYER-CHARTERED VESSEL, BUYER CONFIRM FUEL AND BUYER PAYS BY MT103 AGAINST SGS REPORT.
9. SELLER ISSUE TITLE OWNERSHIP DOCUMENTS TO BUYER. 10) COMMISSION AGAINST IMPFA.

THE PRESENT OFFER INVITATION UNDER ANY CIRCUMSTANCES CANNOT BE CONSIDERED AS CONTRACT, HOWEVER, IT MUST BE UNDERSTOOD THAT THIS OFFER IS AN ESSENTIAL INDICATION OF WHAT MAY BE PRESENT IN THE CONTRACT. WE ARE NOT MAKING A GUARANTEE THAT THE PRICE / QUANTITY INDICATIONS HEREIN WILL BE AVAILABLE IN THE FUTURE. THE MARKET FOR COMMODITIES IS QUITE FLUCTUATING (FLUID), CHANGING LITERALLY FROM MOMENT TO MOMENT BOTH UP AND DOWN IN PRICE AND AVAILABLE QUANTITY. THUS, UNTIL WE HAVE A FIRM REQUEST IN THE FORM OF ICPO APPLICATION EXECUTION INCLUSIVE OF BANKING, AND THEN FOLLOWED BY A SIGNED COMMERCIAL INVOICE, THE PRICE AND /OR QUANTITY ARE SUBJECT TO CHANGE. SEE PROCEDURES ABOVE. FINALLY, SPECIFICATIONS AND QUANTITY DESIRED HAS A MAJOR IMPACT ON THE PRICE THATWE CAN QUOTE.

YOU ARE KINDLY REQUESTED TO SUBMIT YOUR ICPO APPLICATION BASE ON THE ABOVE TERMS AND CONDITIONS TO THE BELLOW EMAILS ADDRESS AND FAX NUMBERS

Yours faithfully,

First Deputy Head of Evrosiboil, OOO,  
Chernozemelsky region of the Republic of  
Kalmykia,

Uyutkina I.G. Vlasenko

Sattarov Marat Nurulloovich



S.M. Nurulloovich