



"СЕВМОРРЕЧФЛОТ"

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

Юридический адрес: 690001, Приморский край, Город Владивосток,
Улица Экипажная, д.1 Телефон/ФАКС : +79267731684 Эл. почта:
info@sevmorrechflot.ru / zsergeynikolaevich@bk.ru Skype: Sevmorrechflot
ИНН: 2536294660 КПП: 253601001 ОГРН: 1162536066538

ATTN: BUYER/MANDATE

SOFT CORPORATE OFFER

We, LIMITED LIABILITY COMPANY "SEVMORRECHFLOT" Hereby confirm the availability of allocations and the capability to supply the following petroleum products through our Refineries, in accordance to the terms and conditions stated below.

AVIATION KEROSENE COLONIAL GRADE 54

Quantity: 500,000BBLs - 10,000,000BBLs

FOB Price: \$32 GROSS/\$30 NET.

Commission: \$1/\$1.

ESPO

Minimum Quantity: 50,000 BBL

Maximum Quantity 10,000,000 BBLs

FOB Price \$22 Gross / \$20 Net

CIF Price \$24 Gross / \$22 Net

COMMISSION STRUCTURE: \$ 2 / \$ 2

JET FUEL A1 91/91

Quantity: 500,000BBLs– 10,000,000BBLs

FOB Price: \$32 GROSS/\$30 NET.

Commission: \$1/\$1.

PET COKE

Minimum Quantity: 15,000 MT - 1.000.000 MT

CIF Price: Gross \$ 85.00 USD/\$ 80 .00 USD NET

COMMISSION STRUCTURE: \$ 2.5 / \$ 2.5



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ALTERNATIVE CIF SBLC PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
 - (A) Refinery Commitment to Supply
 - (B) Certificate of Origin
 - (C) Statement of availability of product
 - (D) Product quality passport (Analysis test Report) By Russian standard gost R
3. Within 5 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760, MT103/23 according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, Should buyer fail to issue payment instrument within 5 banking days, buyer will make cash deposit of \$ 310,000 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, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)
 - 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.



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- 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

4. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

5. 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.

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



Sign:
MR. ZAGUMENNOV SERGEY NIKOLAEVICH
DIRECTOR GENERAL
LLC "SEVMORRECHFLOT "