

Address: 410012, Saratov Region, ul Sacco and
Vanzetti, 64/60

Ivan Nikolaevich Bekishov (Director)

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**SARAT
OIL**

410012, САРАТОВСКАЯ ОБЛ, САРАТОВ Г, ИМ САККО И ВАНЦЕТТИ

ИНН: 6455059552 КПП: 645501001. ОКПО: 24429376 ОГРН: 1136455002640

Почта:

ivan_nikolaevich@saratoil.com

TO: END BUYER/
FACILITATOR

SOFT CORPORATE OFFER

We “**SARATOIL**” under penalty and Perjury hereby confirm the availability of the under listed Product. The Supplier is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from End buyers or buyer mandates will be considered.

PRODUCT AND PRICES

DIESEL GAS D2 OIL GOST 305-82

MINIMUM LIFTABLE QUANTITY: 50,000 MT, MAXIMUM 300,000 MT MONTHLY

PRICCE CIF: GROSS USD \$295.00/USD \$285.00 ENT CIF

PRICE F.O.B: GROSS USD \$ 285 MT NET: USD \$ 275 MT

ORIGIN: RUSSIA

LOADING PORT: PRIMORSK / NOVOROSSIYSK/ ROTTERDAM

AVIATION KEROSENE JET FUEL

MINIMUM LIFTABLE QUANTITY: 500,000 BBL. MAXIMUM 3,000,000 BBL. MONTHLY

PRICCE CIF: GROSS USD \$44.00/USD \$42.00 NET CIF

PRICE F.O.B: GROSS USD \$42.00 BBL NET: USD \$40.00 BBL

ORIGIN: RUSSIA

LOADING PORT: PRIMORSK / UST-LUGA/ ROTTERDAM

D6 VIRGIN FUEL OIL

MINIMUM LIFTABLE QUANTITY: 10,000,000 Gallons MAXIMUM 300,000,000 GLNS MONTHLY

PRICCE CIF: GROSS USD \$0.69.00/USD \$0.65.00 NET CIF

PRICE F.O.B: GROSS USD \$ 0.65.00 NET: USD \$ 0.61.00 Gallons

ORIGIN: RUSSIA

LOADING PORT:+ PRIMORSK, / VENTSPILS/ ROTTERDAM

DIESEL FUEL EN-590 ULSD -10PPM/50PMM/500PMM GASOLINE

MINIMUM QUANTITY: 50,000 Metric Tons Per Month MAXIMUM QUANTITY: 500,000 Metric
Tons Per Month

CIF PRICE: USD \$270 Gross / USD \$260 Net CIF

FOB PRICE: USD \$260 Gross / USD \$250 Net On FOB

ORIGIN: RUSSIA

LOADING PORT: PRIMORSK / UST-LUGA/ ROTTERDAM

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INTERNATIONAL TRADING TITLE TAKE OVER (TTO) TERMS AND PROCEDURE

- 1 Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
- 2 Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
- 3 Seller sends to Buyer the following documents for Buyer's confirmation.
 - A. Seller's Export License/Reg. Certificate
 - B. Bill Of Lading-(in the name of Buyer as Consignee.)
 - C. Vessel Tanker Details.
 - D. Product Passport-Dip-Test Report.
 - E. Proforma Invoice.
 - F. 5% Payment deposit Invoice.
 - G. Cargo Manifest.
 - H. Cargo Ullage Report.
 - I. Q88
- 4 Buyer confirms the goods documents and makes 5% down deposit which stands as an Allocation Security & Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the takeover product.
- 5 Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.
- 6 Upon the successful completion of Dip-test inspection, Buyer make the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.
- 7 Trans-loading commence immediately.
- 8 Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

INTERNATIONAL TRADING CIF/ASWP TERMS AND PROCEDURE

- 1 Buyer confirms Soft Offer and acceptance of the Seller's procedures, issues ICPO with Seller's Procedures incorporated on the ICPO.
- 2 Seller issues Draft Contract (SPA) and sends it to the Buyer; Buyer reviews and endorses SPA sends to Seller.
- 3 Seller reviews the signed contract for registration, legalization and notarization including secured courier charges amounting (USD 9,500) at Buyer's expense and release the following POP:
 - (a) Company Registration Certificate
 - (b) Refinery Commitment to Supply
 - (c) Statement of availability of product.
 - (d) Refinery Product quality passport (Analysis)
- 4 On confirmation of the receipt of the partial POP buyer issue SBLC MT760 to Seller nominated bank.
- 5 On confirmation of clause 4 by seller bank, Seller bank issues the Full POP documents listed below to buyer bank and the 2%PB.
 - a. Copy of License to Export, Issued By the Department of the Ministry of Energy.
 - b. Copy of Approval to Export, Issued By the Department of the Ministry of Justice.
 - c. Copy of Statement of Availability of the Product.
 - d. Copy of the Refinery Commitment to Produce the Product.
 - e. Copy of the Transneft Contract to Transport the Product to the Port.
 - f. Copy of the Port Storage Agreement.
 - g. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
 - h. Dip test Authorization, Tank receipt and SGS report.

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i. Copy of Vessel Questionnaire 88

j. Copy of Bill of Lading.

k. Certificate of Origin.

6 Upon receipt of the 2%PB & Full (POP) by buyer's bank, Buyer immediately notifies seller refinery of readiness.

7 Shipment commences as per contract schedule.

8 Within 7 working days of Vessel arrival, buyer release full payment via MT103 after CIQ or SGS at the destination port.

AUTHORIZED SIGNATORY:

IVAN NIKOLAEVICH BEKISHOV

GENERAL DIRECTOR

OOO SARATOIL



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