



# NOVGOROD PETROLEUM

MOSKVA, UL. BUTIRSKIYVAL, D. 5 Moscow

INN: 7710909153 OKPO: 9157000

+7(920)-215-7499.

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## SOFT CORPORATE OFFER

WE "NOVGOROD PETROLEUM" HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH GIVEN TERMS AND CONDITIONS AND CONFIRM OUR READINESS AND WILLINGNESS TO ISSUE A FULL CORPORATE OFFER AND THEN STRAIGHT TO SALES PURCHASE AGREEMENT UPON ACCEPTANCE OF OUR TERM AND CONDITIONS STIPULATED HEREIN FOR THE BELOW.

**ORIGIN: RUSSIA**

**INCOTERMS: FOB/CIF**

**LOADING PORT: PRIMORSK / NOVOROSIYSK/ ROTTERDAM**

## PRODUCTS & PRICE LIST

### **DIESEL GAS D2 OIL GOST 305-82**

**MINIMUM LIFTABLE QUANTITY: 100,000 Metric Ton per Month.**

**MAXIMUM LIFTABLE QUANTITY: 300,000 Metric Ton per Month.**

**PRICE on CIF: GROSS USD \$295.00/USD \$285.00 NET**

**PRICE on F.O.B: GROSS USD \$ 285.00 /USD \$ 275.00 NET**

### **AVIATION KEROSENE JET FUEL JP54**

**MINIMUM LIFTABLE QUANTITY: 1,000,000 BBL per Month.**

**MAXIMUM LIFTABLE QUANTITY 3,000,000 BBL. per Month.**

**PRICE on CIF: GROSS USD \$44.00/USD \$42.00 NET.**

**PRICE on F.O.B: GROSS USD \$42.00 / USD \$40.00 NET.**

### **D6 VIRGIN FUEL OIL**

**MINIMUM LIFTABLE QUANTITY: 100,000,000 Gallons per Month.**

**MAXIMUM LIFTABLE QUANTITY 300,000,000 Gallons per Month.**

**PRICE on CIF: GROSS USD \$0.69.00/USD \$0.65.00 NET.**

**PRICE on F.O.B: GROSS USD \$ 0.65.00 /USD \$ 0.61.00 NET.**

### **UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)**

**MINIMUM LIFTABLE QUANTITY: 10,000 Metric Tons per Month.**

**MAXIMUM LIFTABLE QUANTITY: 50,000 Metric Tons per Month.**

**PRICE on CIF: GROSS USD \$ 180.00 / USD \$ 160.00 NET.**

**PRICE on F.O.B: GROSS USD \$ 160.00 / USD \$ 140.00 NET.**

### **FUEL OIL CST-180**

**MINIMUM LIFTABLE QUANTITY: 10,000 Metric Tons per Month.**

**MAXIMUM LIFTABLE QUANTITY: 500,000 Metric Tons per Month.**

**PRICE on CIF: GROSS USD\$280.00/ USD\$270.00 NET.**

**PRICE on F.O.B: GROSS USD \$270.00/ USD \$260.00 NET.**

### **DIESEL EN590 (10PPM)**

**MINIMUM LIFTABLE QUANTITY: 100,000 Metric Tons per Month.**

**MAXIMUM LIFTABLE QUANTITY: 300,000 Metric Tons per Month.**

**PRICE on CIF: GROSS USD \$280.00/USD \$270.00 NET.**

**PRICE on F.O.B: GROSS USD \$ 260.00 / USD \$250.00 NET**



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## TRANSACTION PROCEDURE FOR FOB ROTTERDAM/ HOUSTON

1. Seller issues Soft Corporate Offer (SCO) to Buyer. Buyer Signs off on SCO and returns to seller.
2. Buyer issues ICPO with company registration certificate alongside copy of passport page.
3. Seller issues Commercial Invoice and NCNDA/IMFPA. Buyer countersigns and return back to seller.
4. Seller issues the below PPOP documents to buyer's secured email for verification.
  - Tank Storage Receipt (TSR) Seller pays 2 days
  - Authorization To Sell and Collect.
  - Commitment and Guarantee Assurance Letter to Supply
  - D. Authorization to Verify ATV.
5. Upon successful results of PPOP documents, within 48 hrs Buyer extend the tank lease with the tank storage Company where the product is currently stored for 3 days.
6. Upon confirmation of buyer's payment for the tank extension, tank Storage Company issue a valid 3 day Tank Storage receipt to buyer.
7. Seller Issues Dip-test Authorization to buyer to conduct Q&Q on product through their SGS team at buyer cost or in the ALTERNATIVE seller provides FRESH SGS Report to buyer.
8. Upon confirmation of the SGS REPORT within 48 hours buyer makes payment by MT103 to seller Account and seller pays all commissions according to IMFPA.
9. Seller transfers title ownership certificate to buyer name and injection of product to buyer Tank or Vessel.
10. For ongoing deliveries seller and buyer signs Sales and Purchase Agreement (SPA) and buyer will place MT760 SBLC to cover cargo being delivered. NCNDA/IMFPA and one-year term contract delivery commences. Seller issued draft contract to Buyer to review for R&E monthly deliveries.

## TRANSACTION PROCEDURE FOR CIF BASIS

1. Buyer issue ICPO addressed to SELLER
2. SELLER approves and issues Draft SPA to Buyer for review and endorsed, buyer sign and return with acceptant letter.
3. SELLER bear the cost of Register, Legalize and Notarize hard copy of the contract with ministry of Energy of the Russian Federation, and send the legalized / Notarized hard copies contract with the below listed partial POP Documents to Buyer via government secured courier service, the courier expenses shall be borne by Buyer.
  - (A) Statement of Product Availability,
  - (B) Refinery Commitment to supply the
  - (C) product, Certificate of Origin of the product,
  - (D) Authorization to Sell (ATS)
  - (E) Tank Receipt
  - (F) Purchase Transaction Allocation
  - (G) Certificate Product Passport (Analysis Test Report)
4. Both Parties Lodge the Final Contract with their Respective Banks.



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5. Buyer and seller proceed with the Title transfer process in order to secure the full title of the product on the buyer's Company name, which the Transfer of Ownership agreement form will be issued to the buyer for signing and return
6. Buyer's Bank and Seller's Bank open bank-to-bank communication. Buyer's bank issues Bank Guarantee (BG) via Swift MT760 to Seller's bank.
7. Seller instructs their Bank to release the following Proof of Product (POP) and shipping documents to the Buyer along with the 2% Performance Bond:
  - (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 Supply the Product.
  - (E) Copy of the Port Storage Agreement.
  - (F) Copy of the Charter Party
  - (G) Agreement Product Passport, Analysis Report.
  - (H) Fresh SGS Report + Dip Test Authorization (DTA).
  - (I) Bill of Lading (BOL).
  - (J) Tank Storage Receipt (TSR) Certificate of Origin.
  - (K) Vessel Q88
8. Ship arrives at port destination port and conduct inspection on the goods and Buyer release payment to Seller's bank after inspection at port 100% payable for each shipment within 3 banking days upon the cargo passed CIQ/SGS and receipt of all the relevant payment documents.
9. The Seller pays commission to all Agents and Mandates as per signed IMFPA within 48 hours of receiving the payment For the product from the buyer's bank.

During October - March winter specification:  
Pour Point not more than -15°C / Cloud Point -8°C Max.

April - September summer specification:  
Pour Point not more than -10°C / Cloud Point -5°C Max.



  
Shirokih Vyacheslav Aleksandrovich.

CEO