

TIN: 0816001859  
KPP: 081601001  
OGRN: 1070816002510



ООО "НАДЕЖДА"  
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DATE OF ISSUE; 03<sup>TH</sup> JANUARY 2023.  
ATTN: BUYER'S/END BUYER'S

[EMAIL: ooo.nadezhda.84@mail.ru](mailto:ooo.nadezhda.84@mail.ru)  
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**SOFT CORPORATE OFFER EMAIL:**

We, OOO "NADEZHDA", hereby issue this Soft Corporate Offer on behalf of our Seller/ Refinery with given terms and conditions and confirm Seller/Refinery's readiness and willingness to issue a Full Corporate Offer and then straight to Sales Purchase Agreement upon acceptance of our terms and conditions stipulated herein for the below products.

ORIGIN: RUSSIA  
INCOTERMS: FOB/CIF  
LOADING PORT: ROTTERDAM & RUSSIAN PORTS.  
DELIVERING PORT: BUYER'S OPTION  
PAYMENT TERMS: T/T WIRE TRANSFER & MT103  
INSPECTION: SGS OR SIMILAR

**TERMS OF TRANSACTION**

**DIESEL GAS D2 OIL**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$410.00MT / Net USD \$400.00MT  
FOB Price: Gross USD \$390.00MT / Net USD \$380.00MT

**MAZUT M100**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$322.00MT / Net USD \$312.00MT  
FOB Price: Gross USD \$302.00MT / Net USD \$292.00MT

**AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Minimum Quantity: 500,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
CIF Price: Gross USD \$101.00BBL / Net USD \$99.00  
FOB Price: Gross USD \$97.00BBL / Net USD \$95.00

**VIRGIN FUEL OIL D6**

Minimum Quantity: 400,000,000 Gallons per Month  
Maximum Quantity: 800,000,000 Gallons per Month  
CIF Price: Gross USD \$1.19 / Net USD \$1.17  
FOB Price: Gross USD \$1.15 / Net USD \$1.13

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### EN590

Minimum Quantity: 25,000 Metric Tons per Month  
Maximum Quantity: 300,000 Metric Tons per Month  
CIF Price: Gross USD \$430.00MT / Net USD \$420.00MT  
FOB Price: Gross USD \$410.00MT / Net USD \$400.00MT

### PETROLEUM COKE

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 400,000 Metric Tons per Month  
CIF Price: Gross USD \$195.00MT/ Net USD \$185.00

### LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 400,000 Metric Tons per Month  
CIF Price: Gross USD \$400.00MT / Net USD \$390.00MT  
FOB Price: Gross USD \$380.00MT / Net USD \$370.00MT

### BITUMEN GRADE60/70 AND 80/100:

CIF PRICE ASWP: GROSS \$320 / NET \$310  
FOB PRICE ASWP: GROSS \$300 / NET \$290

### GASOLENE 89 OCTANES

CIF PRICE ASWP: GROSS \$278 / NET \$268  
FOB PRICE ASWP: GROSS \$258 / NET \$248

### GASOLENE 92

CIF PRICE ASWP: GROSS \$388 / NET \$378  
FOB PRICE ASWP: GROSS \$368 / NET \$358

### BASE OIL

CIF PRICE ASWP: GROSS \$360 / NET \$350  
FOB PRICE ASWP: GROSS \$340 / NET \$330

### SALES PROCEDURE FOB

1. Buyer issue legal ICPO + Company profile+ Buyer passport
2. Title Holder confirms Buyer Documents and issue confirmation Letter to confirm.
3. Buyer visit Title Holder administrative office for TTM (Face to Face) meeting to sign SPA & CI and get POP. Buyer conduct DIP TEST at Title Holder Tanks (Buyer borne for the SGS) and submit his carrier information (CPA).

NOTE: This is only if the Buyer can visit Russian Office. And if not, We can omit the meeting and process the SGS in the End Buyers name (Buyer borne for the SGS).

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3. Seller issues to Buyer via email the following transaction documents:

- A. Commitment to supply
- B. Statement of product availability
- C. ATSC, Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A third-party CPA) this is applicable only for 1st shipment (Buyer and seller). Pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. The fee would later be refunded/ deducted when the Buyer is paying for the total product cost).

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs, and returns. Seller legalizes the joint Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer, and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.

6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:

- ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority. ~ Injection Report
- ~ Product Allocation Certificate.
- ~ Allocation Title Transfer Certificate.
- ~ Export License ~ Export Approval
- ~ Tank Receipt.
- ~ Test Authorization.

7. Seller issues the commercial invoice and sends to Buyer for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/ shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

8. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

9. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries Involved according to signed & notarized IMFPA.

Regards.

LEGAL REPRESENTATIVE  
CHEMCHIKOVA IRINA VYACHESLAVOVNA  
GENERAL DIRECTOR



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