



# ООО "ДЕВОН-ИНВЕСТ"

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## SOFT CORPORATE OFFER

ООО "DEVON-INVEST" with legal responsibility under penalty of perjury hereby confirm the availability and capability to negotiate for the sales and supply of the under listed products for immediate spot and contract deal. We guarantee that supplier will meet the specification requirements of buyer. Only direct negotiations from buyer's representative shall be considered.

## COMMISSIONS STRUCTURE & TRANSACTION TERMS

COMMISSION PER BBL: SELLER SIDE & BUYER SIDE-\$ 4.00 PER BARREL COMMISSION PER MT: SELLER'S SIDE & BUYER SIDE \$10.00 PER METRIC TON.COMMISSION PER GAL: SELLER SIDE & BUYER SIDE-\$ 0.2 PER GALLON COUNTRY OF ORIGIN: RUSSIAN AND NON-RUSSIAN ORIGIN.

**INCOTERMS:** - FOB (FREE ON BOARD), CIF (COST OF INSURANCE AND FREIGHT) & TTO (TANKER TAKE-OVER) INSPECTION: SGS, CIQ, QUALITY & QUANTITY TEST REPORT AND SIMILAR

**COMMISSION:** SELLER SIDE 50%/BUYER SIDE 50% PAYMENT: MT103/23 AND TT-WIRE, SBLC, DLC.

**LOADING PORT:** ROTTERDAM, HOUSTON, FUJAIRAH & SINGAPORE. DELIVERY TERMS: ANY SAFE WORLD PORT (ASWP).

**SPECIFICATION:** ANNEXED WITHIN CONTRACT.

## AVAILABLE PRODUCTS

- AVIATION KEROSENE COLONIAL GRADE 54 (JP54)

CIF: \$80 GROSS/ \$76 NET PER BBL FOB: \$76 GROSS/ \$72 NET PER BBL QTY: 1-2,000,000.00 BBLs MONTHLY QTY: 5,000,000.00 BBLs

- AVIATION FUEL FOR GAS TURBINE ENGINES (JET-A1)

CIF: \$80 GROSS/ \$76 NET PER BBL FOB: \$76 GROSS/ \$72 NET PER BBL QTY: 1-2,000,000.00 BBLs MONTHLY QTY: 5,000,000.00 BBLs

- DIESEL OIL EN590 (ULSD) 10PPM

CIF: \$370 GROSS/ \$360 NET PER MT FOB: \$350 GROSS/ \$340 NET PER MT MIN QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- DIESEL OIL EN590 (ULSD) 50PPM

CIF: \$370 GROSS/ \$360 NET PER MT FOB: \$350 GROSS/ \$340 NET PER MT MIN QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- VIRGIN D6 FUEL OIL (D6)

CIF: 0.85 GROSS/ \$0.83 NET PER GAL FOB: \$0.82 GROSS/ \$0.80 NET PER GAL MIN QTY: 50-100,000,000.00 GALS MONTHLY QTY: 200-800,000,000.00 GALS

- DIESEL-GAS OIL L0.2-62 GOST 305-82 (D2)



**CIF CONTRACT FOR (PIPLINE)**

1. THE BUYER ISSUES ICPO WITH ACCEPTANCE LETTER ON BUYER LETTERHEAD.
2. SELLER ISSUES DRAFT SPA FOR AMENDMENT AND COUNTERSIGNING.
3. SELLER ISSUES THE PARTIAL POP DOCUMENTS TO THE BUYER VIA MAIL:
  - (A) EXPORT LICENSE.
  - (B) PRODUCT PASSPORT.
  - (C) COMMITMENT TO SUPPLY.
  - (D) COMPANY REGISTRATION CERTIFICATE.
  - (E) NOTARIZED STATEMENT OF AVAILABILITY OF PRODUCT.
4. SELLER SIGNS CHARTER PARTY AGREEMENT WITH THE BUYER AND THE SHIPPING COMPANY. SELLER PAYS 90% AND BUYER PAYS 10% TO THE SHIPPING COMPANY FOR TRANSPORTING THE PRODUCT TO THE BUYER'S DISCHARGE PORT. NOTE: THE COST OF TRANSPORTATION BEING PAID BY THE BUYER WILL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE.
5. SHIPMENT VIA PIPELINE TO COMMENCES IMMEDIATELY PAYMENT OF THE TRANSPORTATION COST HAS BEEN CONFIRMED BY SELLER
6. SELLER SWIFTS THE FULL POP DOCUMENTS TO THE BUYER'S BANK, BUYER'S BANK SWIFT IN RETURN, THE IRREVOCABLE NON-TRANSFERABLE DOCUMENTARY LETTER OF CREDIT TO SELLER'S BANK.
7. UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT AND AFTER SGS/CIQ OR EQUIVALENT INSPECTION FIRM IMMEDIATELY BUYER'S BANK RELEASES THE TOTAL VALUE OF THE SHIPPING COST TO THE BUYER'S BANK WITHIN 48 HOURS (TWO BANKING DAYS) BY MT103.
8. BUYER/SELLER PAYS ALL THE INTERMEDIARIES INVOLVED IN THE TRANSACTION AS PER NCNDA/IMPFA WITHIN 48 HOURS.

**CIF CONTRACT PROCEDURES SBLC/DLC**

1. BUYER ISSUES ICPO AND ACCEPTANCE LETTER WITH SELLER'S DELIVERY PROCEDURES ON BUYER COMPANY LETTERHEAD ALONG WITH BUYER BANKING INFORMATION & COMPANY REGISTRATION CERTIFICATE.
2. SELLER ISSUES SALES PURCHASE AGREEMENT TO BUYER
- 3a. BUYER SIGNS AND RETURNS THE SPA TO SELLER WITH GUARANTEE OF COMPLIANCE, SELLER ISSUES PARTIAL PROOF OF PRODUCTS TO BUYER:
  - (A) EXPORT LICENSE.
  - (B) CERTIFICATE OF ORIGIN.
  - (C) IRREVOCABLE COMMITMENT TO SUPPLY.
  - (D) PROFORMA INVOICE FOR THE FIRST VALUE MONTH.
  - (E) STATEMENT OF AVAILABILITY OF PRODUCT.



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3b. WITHIN 7 BANKING DAYS, BUYER'S BANK SENDS TRANSFERABLE IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER'S NOMINATED FIDUCIARY OFFSHORE BANK ACCOUNT FOR FIRST MONTH SHIPMENT, SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN THE 7 BANKING DAYS, THE BUYER MUST MAKE CASH DEPOSIT OF 2% THE TOTAL QUANTITY OF THE FIRST TRIAL SHIPMENT BY MT103 TT WIRE TRANSFER, FOR SECURITY GUARANTEE TO ENABLE SELLER SECURE A CHARTER VESSEL AND COMMENCE SHIPMENT. 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) AND TTM WILL BE HELD IN BUYER'S DESIGNATED SAFE LOCATION UPON ARRIVAL OF CARGO AT BUYER'S DISCHARGE PORT.

(A) NOR/ETA

(B) BILL OF LADING.

(C) OFFICIAL EXPORT LICENSE.

(D) VESSEL QUESTIONNAIRE 88.

(E) PORT STORAGE AGREEMENT

(F) SGS REPORT AT LOADING PORT.

(G) CERTIFICATE OF OWNERSHIP TRANSFER.

(H) DIP TEST AUTHORIZATION (DTA) & ATB.

(I) CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.

(J) COPY OF TRANSNET SIGNED CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT.

(K) ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY.

4. SHIPMENT COMMENCES ONLY UPON CONFIRMATION OF BUYER'S PAYMENT OF SECURITY GUARANTEE 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 ASSIGNED NCNDA/IMPFA.

7. SELLER/BUYER PROCEEDS ON YEARLY BASIS AS PER SIGNED DRAFT CONTRACT.

Signature

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