



адрес: 107078, город Москва, переулок Орликов, дом 5 строение 2, эт/пом 7
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Телефон: +7(965) 240 4418

TO BUYER/BUYER MANDATE

SOFT CORPORATE OFFER

WE, **JOINT STOCK COMPANY "OIL COMPANY DULISMA"** UNDER PENALTY OF PERJURY HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH FULL POWER AND AUTHORITY WITH GIVEN TERMS AND CONDITIONS AND CONFIRM OUR READINESS TO SUPPLY THE FOLLOWING COMMODITY ACCORDING TO THE TERMS AND CONDITIONS STIPULATED IN THIS SOFT CORPORATE OFFER.

Grade: Russian Export Grade Origin: Russian Federation Commission structure: (50% Buyer side/50% seller side) Contract Term: 12 months minimum (with rolls and extensions) Payments Term: MT103/ or LC or BG or SBLC or DLC POP: Provided via secure fax and or DHL as per documents list in contract Inspection by: SGS/CIQ.

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

Quantity: Minimum: 500, 000 BBLs. Maximum: 5,000,000
BBLs FOB Price: \$ 48 GROSS / \$ 44 NET CIF Price: \$58
GROSS/\$54 NET COMMISSION:\$2/\$2

JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

Quantity: Minimum: 500, 000 BBLs. Maximum: 5,000,000
BBLs FOB Price: \$ 48 GROSS / \$ 44 NET CIF PRICE: \$58
GROSS/ \$54 NET COMMISSION: \$2 /\$2

RUSSIA D2 GAS OIL GOST 305-82 Quantity:

Minimum: 50,000 MT. Maximum: 5,000,000 MT

FOB Price: \$ 290 GROSS / \$280 NET CIF PRICE \$ 300 GROSS/ \$310 NET COMMISSION: \$5 / \$5

BITUMEN PENETRATION GRADE 40/50, 60/70, 80/100

Quantity: Minimum: 50,000 MT. Maximum: 5,000,000 MT FOB
price: \$180 GROSS / \$190 NET CIF PRICE: \$200 GROSS/ \$210
NET COMMISSION: \$5 / \$5



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CIF PROCEDURE

1. BUYER ISSUES AN OFFICIAL ICPO
2. SELLER ISSUES DRAFT CONTRACT TO BUYER. BUYER WILL RETURN COUNTERSIGNED CONTRACT TO SELLER WITH A LETTER OF ACCEPTANCE.
3. SELLER REVIEWS SIGNED CONTRACT AND SEND A COPY OF THE SIGNED AND SEALED CONTRACT IN PDF TO BUYER. BOTH PARTIES LODGE WITH THEIR RESPECTIVE BANKS.
4. SELLER RELEASES TO BUYER THE BELOW LISTED PARTIAL POP DOCUMENTS:
 - *REFINERY COMMITMENT TO SUPPLY
 - *CERTIFICATE OF ORIGIN
 - *STATEMENT OF AVAILABILITY OF PRODUCT
 - *PRODUCT QUALITY PASSPORT (ANALYSIS TEST REPORT)
 - *PRODUCT ALLOCATION CONFIRMATION LETTER
 - *PAYMENT INVOICE FOR BUYER'S PART LEGALIZATION FEE.
5. BUYER AND SELLER LEGALIZES FINAL CONTRACT WITH THE RUSSIAN MINISTRY OF ENERGY AND ISSUES SBLC OR BG MT760 OR DLC MT700 WITHIN FIVE (5) WORKING DAYS.
6. SELLER SIGNS CPA WITH A SHIPPING COMPANY AND ISSUES THE FULL POP DOCUMENTS AND 2% PERFORMANCE BOND (PB) TO BUYER'S BANK.
 - *COPY OF THE TANK TRANSCRIPT.
 - *BILL OF LADING
 - *PROOF OF PRODUCT COPY



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*COMMERCIAL INVOICE

*SGS REPORT) Q88 AND QUALITY SPECIFICATION

7.SHIPMENT COMMENCES AS PER CONTRACT SCHEDULE.

8.WITHIN THREE (3) WORKING DAYS OF VESSEL ARRIVAL, BUYER RELEASE FULL PAYMENT VIA MT103 AFTER CIQ / SGS AT THE DESTINATION PORT.

9.SELLER PAYS ALL INTERMEDIARIES ACCORDINGLY WITHIN SEVENTY TWO (72) HOURS.

SIGNED/SEALED

Mr. Victor E. Lagvinets

Director General

JOINT STOCK COMPANY "OIL COMPANY DULISMA

