



## **MATIP INTERNATIONAL NEGOCE & TRADING**

Office phone: +33 (0)155 681 009

Email: matipob1@gmail.com

International Negotiator & Business Facilitator

For selling and purchasing:

- Crude Oil & Refined
- Raw materials: (Gold, etc. ...)
- Precious stones: (Rough Diamonds, etc. ...)
- Etc. ...

Import- Export

### **SOFT CORPORATE OFFER**

We, hereby issue this Soft Corporate Offer/full corporate offer on behalf of our Supplier with given Terms and Conditions and confirm Suppliers' readiness and willingness to sign Sales Purchase Agreement upon acceptance of our terms and conditions Stipulated herein for the below products.

#### **PRODUCTS:**

##### **RUSSIA D2 –DIESEL GAS L0.2/26 GOST 305-82**

CIF PRICE: \$250.00 USD per MT GROSS / \$240.00 USD per MT NET.

FOB PRICE: \$240.00 USD per MT GROSS / \$230.00 USD per MT NET

QUANTITY: 50,000- 200,000 MT Trial and contract 500,000 MT

COMMISSION: \$10.00 per MT - \$5.00 per MT to buyer side, \$5.00 per MT to seller side

##### **RUSSIA CST- FUEL OIL ALL GRADE**

CIF PRICE: \$230.00 USD per MT GROSS / \$220.00 USD per MT NET.

FOB PRICE: \$220.00 USD per MT GROSS / \$210.00 USD per MT NET

QUANTITY: 50,000- 200,000 MT Trial and contract 500,000 MT

COMMISSION: \$10.00 per MT - \$5.00 per MT to buyer side, \$5.00 per MT to seller side RUSSIA

##### **GASOLINE GRADE 89-92-93-95**

CIF PRICE: \$250.00 USD per MT GROSS / \$240.00 USD per MT NET.

FOB PRICE: \$240.00 USD per MT GROSS / \$230.00 USD per MT NET

QUANTITY: 50,000- 200,000 MT Trial and contract 500,000 MT

COMMISSION: \$10.00 per MT - \$5.00 per MT to buyer side, \$5.00 per MT to seller side RUSSIA

**NB:** The refinery does not supply less than 50.000 MT per shipment. We do only Annual Contract with possible R&E.

#### **Procedure:**

##### **C.I.F TERMS & PROCEDURE: (A)**

1. Buyer Issue ICPO.
2. Seller Issue Draft Contract (SPA) Sales and Purchase Agreement for Both Parties Final Endorsement.
3. Seller Issue to Buyer:



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- CONFIRMATION / COMMITMENT LETTER TO SUPPLY,
- TANK RECEIPT
- CERTIFICATE OF ORIGIN OF THE PRODUCT,
- STATEMENT OF AVAILABILITY OF THE PRODUCT IN RESERVOIR,
- PRODUCT PASSPORT

4. After successful proper verifications of the above documents within 48hours buyer pays directly to the Logistics company for the Injection of the pumping of the product into sellers hired vessel that will transport the product to buyer's nominated port.

5. Upon successful confirmation of buyer's payment to the tank farm company. Logistics loads the products into seller's vessel and shipment commences. And seller sends to buyer all shipping documents vessel Q88, bill of landing etc. (Seller also endorses NCNDA/IMFPA signed by all parties and lodge to their bank respectively.

6. After successful Q&Q by buyer at the discharge port, buyer pays seller through MT103/TT.

7. After successful confirmation of buyers payment to seller nominated bank account, seller pays intermediaries' commissions within 72 hours of receiving of receiving buyer's payment for the product.

### **NB:**

- Whatever the procedure selected by the buyer and in order to avoid wasting time with buyers who are not real buyers or do not have financial capacity to purchase the petroleum products that they are looking for, **we will accept to start the transactions only with buyers who are going to send their ICPO (with the name of the Russia Refinery/End-Seller), Company Registration Certificate and RWA letter from buyer's bank.**
- I am direct with this Russia Refinery/End-Seller and, to make sure that we are going to deal with a real and genuine buyer who is willing and able to buy petroleum products, a **NCNDA PROTOCOL AGREEMENT** must first be filled and then, legalized by the buyer at a public notary in his city and country **so that buyer may be sure and certain to get deliveries of petroleum products without fault.**

Better greetings

Mr. MATIP OTTO B.  
President & CEO

=====END OF THIS SCO =====