



# Aviator Aviation Enterprise Ltd.

426019, Republic of Udmurtia, Izhevsk City, Nagornaya Street, 3, Russian Federation.

Email: [Vadim.andrei77@mail.ru](mailto:Vadim.andrei77@mail.ru) Tel: +79267740197 Skype: Aviator Aviation

ОГРН: 1021801588544 ИНН: 1834000730 КПП: 183201001

## SOFT CORPORATE OFFER

**To: THE END BUYER**

We, Aviator Aviation Enterprise Ltd" on behalf of our seller /refinery, hereby issue this Soft Corporate Offer with full corporate responsibility, we confirm and certify that our reputable seller / refinery has the capability to supply the commodity in accordance with the terms, conditions and procedure of the delivery.

**PRODUCT RIGIN: Russian federation**

**SPECIFICATION: Standard export Grade**

**PAYMENT TERMS: T/T, MT760 SBLC /MT103**

**DELIVERY TERMS: F.O.B Rotterdam / Houston & C.I.F ASWP**

### **PRODUCT: JET FUEL A1 & JP54**

Origin: Russian Federation

Min. Quantity: 1,000,000 Barrel per Month

Max. Quantity: 5,000,000 Barrel per Month

CIF Price: USD 36 Bbl. Gross / USD 34 Bbl. Net Per Barrel

FOB Price: USD 28 Bbl. Gross / USD 26 Bbl. Net Per Barrel

Delivery Port: Rotterdam/Houston

Delivery Terms: FOB

Commission: USD1 Buyer Side / USD1 Seller Side

### **PRODUCT: VIRGIN D6 FUEL OIL**

Origin: Russian Federation

Min. Quantity: 25,000,000 Gallons per week

Max. Quantity: 400,000,000 Gallons per week

CIF Price: USD 0.80/ Gal. Gross / USD 0.78/ Gal. Net Per Gallons

FOB Price: USD 0.70/ Gal. Gross / USD 0.68/ Gal. Net Per Gallons

Delivery Port: FOB Rotterdam/Houston & CIF ASWP

Delivery Terms: FOB



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Commission: USD 0.1 Buyer Side / USD 0.1 Seller side

## **PRODUCT: D2 GASS OIL**

Origin: Russian Federation

Min. Quantity: 10,000 Metric Tons per week

Max. Quantity: 300,000 Metric Tons per week

CIF Price: USD 200 MT. Gross / USD 180 MT. Net

FOB Price: USD 180 MT. Gross / USD 160 MT. Net

Delivery Port: FOB Rotterdam/Houston & CIF ASWP

Delivery Terms: FOB & CIF

Commission: USD 5 Buyer Side / USD 5 Seller side

## **DIP & PAY PROCEDURE FOB ROTTERDAM PORT WITH SGS REPORT.**

- 1) Buyer issue ICPO containing the seller's working procedure and banking details along with buyer's nominated TSA, Company registration certificate and data page of buyer's Passport.
- 2) Seller issues commercial invoice of the product in tanks at the port, buyer sign and return commercial invoice along with an acceptance letter.
- 3) Seller issues a copy of SGS Report to buyer Tank farm Company only to verify SGS Report.
- 4) Upon confirmation of the successful verification of SGS Report by Buyer Tank Farm Company. Seller leases and pays the buyer's tank for 3 days first and Buyer pays his Tank Farm Company for 3 days after his Tank Farm Company has received the payment from Seller Company.
- 5) Seller issues following POP documents to buyer, buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103-TT.
  - a) Q&Q Report
  - b) Injection Report.
  - c) Unconditional Dip test authorization letter (DTA)
  - d) Authorization to sell.
  - e) Fresh Update SGS Report.
  - f) Authorization to verify physically the product in seller's tank (ATV).



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6) Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

## PROCEDURE ON CIF WITH SBLC

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Seller procedure inserted in the ICPO.
2. Seller issues Sales and Purchase Agreement (SPA) with ICC Letter of Warning, Buyer countersigns and returns the signed Sales and Purchase Agreement (SPA) with the ICC Letter of Warning to Seller. Seller approves the signed Sales and Purchase Agreement (SPA) and returns to Buyer in PDF/JPEG format.
3. Seller issues to Buyer the Partial Proof of Product (POP) documents along with Pro-forma Invoice with validity period of seven (7) days (thereafter, Buyer signs the Pro-forma invoice and returns to seller immediately).
4. Buyer's Bank within seven (7) banking days; (i.e. the validity period of Pro-forma Invoice), shall issue SBLC via MT760 for 100% Pro- forma Invoice value of the month's life-able quantity into Seller nominated Fiduciary Bank Account outside Russia according to approved Verbiage, and scanned copy of the issued instrument must be sent to Seller for confirmation.
5. Alternatively, should Buyer fail to issue bank instrument SBLC via MT760 within 72 hours, the Buyer will make a cash deposit of \$320,000 USD by TT Wire Transfer as Security and as Guarantee Performance to enable the Seller Charter Vessel and commence product loading for shipment, and this payment will be deducted from the total cost of product face value after inspection at Discharge Port, or Legal Action will be taken against the Buyer for Default.
6. Upon Seller's receipt of SBLC MT760 or the cash deposit for Security and Guarantee Performance, loading commence and shipment schedule and Seller issues and release to Buyer the full set of POP Documents and 2% PB (Performance Bond) by Bank to Bank.
7. Within 3 banking days of the Vessel arrival at Buyer destination Port, Buyer makes payment to Seller by TT/MT103 upon receipt of the Shipping Documents and



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confirmation of the Q&Q by SGS/CIQ at the Destination Port and Seller release commissions to the all intermediaries.

For and on behalf of  
Aviator Aviation Enterprise Ltd.



Andrei Sergie Vadim  
General Director  
Aviator Aviation Enterprise Ltd  
SIGNED/SEAL.