

**AO "ANP"**

127055, MOSCOW GOROD, STREET SUSHCHEVSKAYA, BUILDING 21, POM IV OF 32

E-MAIL: vitaliy.zeland@bk.ru

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SOFT CORPORATE OFFER

We, AO "ANP", hereby issue this Soft Corporate Offer with full corporate responsibility; we confirm that we have the intention and capacity to supply the commodity according following terms and condition:

PRODUCT	PRICE FOB GROSS,\$	PRICE FOB NET,\$	PRICE CIF GROSS,\$	PRICE CIF NET,\$
D2 GAS OIL GOST 305-82	180	170	190	180
AVIATION KEROSENE COLONIALGRADE JP54	26	24	28	26
BITUMEN	150	140	170	160
GASOLINE DTN EN 590	145	135	155	145
LIQUIDIFIED NATURAL GAS.	145	135	155	145
LIQUIDIFIED PETROLEUM.	145	135	155	145
MAZUTM100	160	150	170	160
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DIESEL D2 10 PPM	180	170	190	180
GAS OIL 50 – 500PPM	180	170	190	180
AVIATION FUEL JET-A-1	26	24	28	26
DIESEL FUEL OIL D6	0,60	0,56	0,62	0,58
RUSSIA EXPORT BLEND CRUDE	30	28	32	30
ESPO	30	28	32	30
GASOLINE 87,89,91,92,95 OCTANES	160	150	170	160
LCO (LIGHT CYCLE OIL)	160	150	170	160
BASE OIL	270	260	280	270



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FOB PROCEDURE 2

1. Buyer issues ICPO along with company registration + Buyer's Passport Copy for Data File.
2. Seller Issue C/I + Statement of Availability of product letter for the quantity available in the storage tank to Buyer.
3. Buyer Signs and returns to the Seller with the Commercial Invoice along with the Tank Storage Agreement (TSA) of the BUYER as proof of storage availability ready OR Buyer request to extend seller's tanks.
4. Upon Approval of the Buyer's TSA OR request to extend seller's tanks by the Buyer/ Seller, issue to the BUYER below:
 - 4(A) Product Tracking Reference Report and Analysis to confirm the existence of the storage product for DIP TEST at the port terminal - Which is Confirmable, Track-able, Trace-able for the product reference and existence of the product at the storage tank at the port terminal.
 - 4(B) DTA Authorization letter to enable the BUYER'S, Exit Buyer, SGS inspector, Nominee and delegate for Dip Test Approval (signed by Buyer and Seller / Buyer tank farm and Seller tank farm) Port Authority approval within 24 hours for schedule date and time.
5. Buyer Dip Test in Seller tank with SGS official and Receive Fresh SGS Report Not less than 24 Hours alongside ASTC, (Authorization to Sell and Collect) the Product.
6. Within 72 Hours, Buyer provide Storage Tank or Vessel storage for Injection of product into the Buyers hired TSR or Vessel.
7. Upon successful injection, Buyer pays total cost of product MT103.

АО "АНП"

EGOROV ALEKSANDR NIKOLAEVICH

CEO

