



LLC GEOFINNEFTEPRODUKT

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Issue Date: 12.01.2023

Validity Date: 11.05.2023

To: Capable buyer's /buyer's representative

Soft Corporate Offer

We LLC "GEOFINNEFTEPRODUKT" is an enterprise international product market operators, we hereby declare our willingness and a determined approach to acquire highest level of customer satisfaction. We offer informative opinions to our clients, hereby we issue Soft Corporate Offer to confirm availability of supply as mention petroleum products and proceed transaction with the following trade terms & conditions.

PRODUCTS TITLED

JET FUEL JET-A1/ TS-1

Monthly Shipment 500,000 bbls - 8,000,000 bbls

FOB Price: \$122 Gross/\$118 Net per bbl

CIF Price: \$126 Gross/\$122 Net per bbl

Commission: \$2/\$2.

D2 GAS OIL GOST 305-82:

Monthly Quantity 50,000 MT - 1,000,000 MT (+/- 5%) x 12

FOB Price: \$510Gross/\$500Net per MT

CIF Price: \$520Gross/\$510 Net per MT

Commission: \$5/\$5

DIESEL D6 VIRGIN LOW POUR FUEL OIL

Monthly Quantity 100,000 gallons - 1,000,000,000 gallons (+/- 5%) x 12

FOB Price: \$ 1.21/\$1.17 per gallon

CIF Price: \$1.29/\$1.25 per gallon

Commission: \$0.2/\$0.2

MAZUT M100 GOST 10585-99:

Monthly Quantity 50,000 MT - 500,000MT (+/-5%) x 12

FOB Price: \$490 Gross/480 Net per MT

CIF Price: \$500 Gross/490 Net per MT

Commission: \$5/\$5

DIESEL FUEL EN590:

Monthly Quantity 50,000 MT - 800,000MT (+/- 5%) x 12

FOB Price: \$620 Gross/\$610 Net per MT

CIF Price: \$630 Gross/\$620 Net per MT

Commission: \$5/\$5

LIQUEFIED NATURAL GAZ & LIQUEFIED PETROLUEM GAZ

Monthly Quantity 50,000 MT - 1,000,000 MT (+/- 5%) x 12

FOB Price: \$380Gross/\$370 Net per MT

CIF Price: \$390 Gross/\$380 Net per MT

Commission: \$5/\$5



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FOB TRANSACTION PROCEDURES ROTTERDAM

- 1 BUYER SENDS ICPO ON RECEIPT OF SELLER'S SOFT OFFER ALONG WITH BUYER'S CP AND TANK STORAGE AGREEMENT (TSA).
- 2 SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER. BUYER SIGNS AND RETURNS TO SELLER THE COMMERCIAL INVOICE AND A SCAN COPY OF THE BUYER'S PASSPORT}
- 3 SELLER RECEIVES THE SIGNED (CI) AND ISSUES TO BUYER THE PPOP DOCUMENTS: A. BILL OF LADING / VESSEL DETAILS / CARGO MANIFEST / CERTIFICATE OF ORIGIN / PRODUCT PASSPORT (ANALYSIS REPORT).
- 4 BUYER CONTACT THEIR TANK FARM TO OBTAIN THE BOOKING CONFIRMATION LETTER AND NOR FROM THERE TANK FARM CONFIRMING (5) DAYS TANK LEASE AND THEIR READINESS TO RECEIVE THE PRODUCT IN THEIR STORAGE TANK AND SEND TO THE SELLER
- 5 SELLER DISCHARGE THE PRODUCT INTO THE SHORE TANK IN ROTTERDAM AND ISSUE TSR /DTA FOR BUYER AND ITS SGS AGENTS TO PROCEEDS WITH THE DIP TEST INSPECTION PROCESSION IN SELLER'S TANK.
- 6 UPON SUCCESSFUL DIP TEST, SELLER PROCEEDS WITH THE TANK TO TANK TRANSFER OF THE PRODUCT TO THE BUYERS SECURED SHORE TANK AT THE LOADING PORT.
- 7 BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT INJECTED INTO THE TANK.
- 8 SELLER PAYS ALL INTERMEDIARY INVOLVED IN THE TRANSACTION, AND SUBSEQUENTLY MONTHLY SHIPMENT CONTINUES AS PER TERMS AN CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.
- 9 SELLER ISSUES DRAFT CONTRACT TO BUYER TO REVIEW FOR R&E MONTHLY DELIVERIES. BUYER REVIEWS AND APPROVES SPA AND ISSUES SBLC / IRDLC IRREVOCABLE, NON-TRANSFERABLE, AUTO REVOLVING FOR 12 MONTHLY SHIPMENT VALUE AND DOCUMENTARY LETTER OF CREDIT OR STANDBY LETTER OF CREDIT FOR LENGTH OF CONTRACT.

TANK TO VESSEL PROCEDURE FOB ROITERDAM/HOUSTON

- 1) The Buyer Issue ICPO with his International Passport Copy (Data Page), Company Registration Certificate to the Seller.
- 2) The Seller Issues Commercial Invoice (CI) to the Buyer, Buyer signs and returns the CI to the Seller.
- 3) Seller sends to Buyer PPOP as stated below
 - (i) Product Analysis Report



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- (ii) Commitment to supply
- (iii) Statement of Availability
- (iv) Injection schedule and trunk booking invoice

4) Buyer Sends to Seller Charter Party Agreement (CPA) and Q88 and port clearance talons for seller verification and approval, Seller's logistics team schedule injection programming for injection of fuel on the Buyer's Vessel at the loading Port.

5) The Seller issues the Partial POP documents as below and sends to the Buyer.

- (i). Fresh SGS (not older than 48 hours)
- (ii). Certificate of Origin
- (iii). Authorization to Verify (ATV) (iv). Unconditional DTA (v). Injection Report.
- (vi). Tank Storage Receipt (TSR)
- (vii). ATSC — Authorization to Sell and Collect

6) The Buyer conducts inspection by SGS on buyer's expense.

7) Seller issue the NCNDA/IMPFA to all intermediaries involved in the transaction and for endorsement.

8) Upon successful dip test of the product, Seller commence injection to Buyer's vessel, Buyer makes payment of the product via MT 103 and Seller transfer Title Ownership to buyer. And paid commission to all intermediaries involved in the transaction.

TANKER TAKES OVER (TTO) PROCEDURE

1. THE BUYER ISSUES AN OFFICIAL ICPO CONTAINING THE SELLER'S PROCEDURE ALONG WITH BUYER COMPANY CERTIFICATE OF INCORPORATION.

2. SELLER ISSUES ORIGINAL MOU.

3. BUYER COUNTERSIGN MOU AND FORWARD BACK.

4. UPON THE RECEIPT OF COUNTERSIGN ORIGINAL MOU FROM THE BUYER, SELLER SEND TO BUYER'S SECURED EMAIL THE LISTED DOCUMENT ISSUED IN THE NAME OF THE INITIAL BUYER AS STATED BELOW:

- PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)
- CERTIFICATE OF ORIGIN
- BILL OF LADING
- TANKER VESSEL Q88 DOCUMENT
- VESSEL (N.O.R) NOTICE OF READINESS
- ULLAGE REPORT
- CARGO MANIFEST INVOICE FOR TITLE TRANSFER /INVOICE.MT103 TT IN EXCHANGE FOR A GUARANTEE ISSUED BY THE SHIPPING COMPANY OR SELLER BANK TO CHANGE THE DOCUMENTS UNDER THE NAME OF THE EXIT BUYER.
- Q88 & CPA



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5. UPON THE RECEIPT OF THE DOCUMENTS, BUYER VERIFIES THE AVAILABILITY OF THE PRODUCT ON HIGH SEA AND IMMEDIATELY MAKES 3% SECURITY GUARANTEE PAYMENT OF THE TOTAL COST OF THE PRODUCT.
6. UPON SELLER RECEIPT OF THE TITLE TAKEOVER PAYMENT, SELLER ORDERS FOR RE-ROUT TO BUYER'S DESIRED PORT, TRANSFERS THE TITLE TO THE POTENTIAL BUYER'S COMPANY'S NAME AND ALSO RE-ISSUE ALL OTHER OUTSTANDING DOCUMENTS TO THE POTENTIAL BUYER'S COMPANY'S AND VIA SWIFT FROM SELLER BANK THE FULL PROVE OF PRODUCT.
7. VESSEL ARRIVE THE DISCHARGE PORT AND BUYER CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION, BUYER PAYS BY MT103 T/T FOR THE FULL PRODUCT TO THE SELLER.
8. SELLER SHALL PROVIDE THE FOLLOWING PARTIAL PROOF OF PRODUCT DOCUMENTS WHICH WERE ISSUED IN NAME OF INITIAL BUYER FOR THE VERIFICATION OF THE PRODUCT AVAILABILITY VIA EMAIL: {NOTE: THE TITLE TAKEOVER FEE SHALL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE.}



Mantaeva Madina Mantaevna
(General Director)