



# ООО "ЕКАТЕРИНБУРГСКАЯ ТОПЛИВНАЯ КОМПАНИЯ"

INN 6679087725  
BIN 1169658020157  
Sverdlovsk region, Yekaterinburg,  
Umeltsev str., 11 kv. 39.40

OKPO 00060841  
PPC 667901001  
llc.yekaterinburgfuelcompany@bk.ru  
Tel.

To: **BUYERS MANDATE AND END BUYER**

We "YEKATERINBURG FUEL COMPANY-LLC" REPRESENTATIVE TO END-SELLERS / Refineries under the penalty of perjury hereby issue this Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to Execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with end buyer, With the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer. We offer multi-market services ranging from commodity procurement, market analysis, feasibility studies, insurance, logistics, financial and assets management.

## **AVAILABLE PRODUCTS**

**MAZUT** : Monthly Quantity: 50.000MT– 500.000MT. Price Per MT: FOB \$250 Gross/\$240 Net. CIF \$350 Gross / \$340 Net. Commission: \$5/\$5.

**D2 GAS OIL** : Monthly Quantity:50.000MT – 500.000MT. Price Per MT: FOB \$250 Gross/\$240 Net. CIF \$310 Gross / \$300 Net. Commission: \$5/\$5.

**LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50% BUTANE**: Monthly Quantity:20.000MT 500.000MTPrice Per MT: FOB \$350 Gross / \$340 Net. CIF \$420 Gross / \$410 Net. Commission: \$5/\$5.

**LIQUEFIED NATURAL GAZ** : Monthly Quantity:20.000MT -500.000MTPrice Per MT: FOB \$350 Gross / \$340 Net. CIF \$420 Gross / \$410 Net. Commission: \$5/\$5.

**AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL**: Monthly Quantity: 500.000BBLS-8.000.000BBLS, Price Per Barrel: FOB \$45 Gross/\$42 Net. CIF \$85 Gross/ \$82 Net. Commission: \$2/\$2.

**DIESEL FUEL EN590**: Monthly Quantity: 20.000MT – 300.000MT, Price Per MT: FOB Price: \$410 Gross / \$400 Net PER MT. CIF Price: \$550 Gross/ \$540 Net. Commission: \$5/\$5 Per MT.

**ESPO** : Monthly Quantity: 500.000BBLS-8.000.000BBLS, Price Per Barrel: FOB \$40 Gross/\$36 Net. CIF \$64 Gross/ \$60 Net. Commission: \$2/\$2.

**LIGHT CRUDE OIL**: Monthly Quantity: 50.000MT – 500.000MT. Price Per MT: FOB \$290 Gross/\$280 Net. CIF \$320 Gross / \$310 Net. Commission: \$5/\$5.

**AUTOMOTIVE GAS OIL (AGO)**: Monthly Quantity: 50.000MT-500.000MT Price Per MT: FOB \$290 Gross/\$280 Net. CIF \$310 Gross / \$300 Net. Commission: \$5 / \$5.





## **CIF TRANSACTION PROCEDURE**

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller sends partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Company Registration Certificate
  - (e) Product Allocation Export License
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. The buyer and Seller pay the shipping company for transporting the product to the buyer's final discharge port. CPA will be deducted from the total cost of products at the discharge port
5. Shipment commences as scheduled in the contract and the seller sends to the buyer a bill of lading vessel's Q88 of the cargo and all necessary shipping documents. Upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the total shipping value to Seller's Bank within 48 hours (two banking days) By MT103.
6. Buyer / Seller pays all intermediaries involved in the transaction as per IMFPA within 48 hours.

## **TANKER TAKEOVER (TTO) TRANSACTION PROCEDURE**

1. Buyer issue ICPO.
2. Seller Provides MOU and CI to be signed by buyer and seller.
3. Seller and Buyer endorse the CI and MOU.
4. Seller provide the following documents:
  - A. BILL OF LADING,
  - B. VESSEL Q88,





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C. VESSEL DETAILS,

D. ULLAGE REPORT, E. CARGO MANIFEST,

F. PRODUCT PASSPORT (INDIGENOUS DIP TEST),

G. CERTIFICATE OF ORIGIN,

H. STATEMENT OF PRODUCT AVAILABILITY.

I. 5% Payment deposit Invoice.

5. Buyer confirms the goods documents and makes 5% down a deposit which stands as TITLE TRANSFER/Security Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the takeover product.

6. Seller provides ATV on board and PRODUCT TITLE TRANSFER CERTIFICATE.

7. Buyer pays the remaining balance in full After CIQ/GSG test confirms Q&Q.

8. Seller pays the commission to all intermediates and completes the deal

Utrobin Maksim Evgenievich

DIRECTOR

