



# ZAO "NP NB YUNK" REFINERY

LEGAL ADDRESS: 352900, KRASNODAR TERRITORY, ARMAVIR G,

NORTHERN PROMZONA TER, PLOT 125

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## FULL CORPORATE OFFER(FCO)

WE "ZAO "NP NB YUNK" THE REFINERY HEREBY CONFIRM UNDER PENALTY OF PERJURY, UNDER INTERNATIONAL LAW THAT WE ARE READY, WILLING AND ABLE TO SELL THE FOLLOWING COMMODITY AS PER THE SPECIFICATION AND QUANTITY/ PRICE AS SPECIFIED IN THE TERMS AND CONDITIONS STATED BELOW.

### COMMODITY AVIATION KEROSENE JET FUELA1

FIRST TRIAL QUANTITY Q:1,000,000 BBLs TRAIL, 2,000,000 PER

TARGET PRICE: GROSS USD \$22/ NET USD \$20

COMMISSION :\$1 SELLER SIDE/\$1 BUYER SIDE

DELIVERY: FOB ROTTERDAM/HOUSTON

SHIPMENTS :UP TO 5,000,000 PER MONTH X 12 MONTHS

### RUSSIA ORIGIN AVIATION KEROSENE(JP54)

FIRST TRIAL QUANTITY:1,000,000 BBLs TRAIL,2,000,000 PER MONTH

TARGET PRICE: GROSS USD \$22/ NET USD \$20

COMMISSION :\$1 SELLER SIDE/\$1 BUYER SIDE

DELIVERY: FOB ROTTERDAM/HOUSTON

SHIPMENTS :UP TO 5,000,000 PER MONTH X 12 MONTHS.

### COMMODITY RUSSIA ORIGIN VIRGIN OIL (D6)

FIRST TRIAL QUANTITY:BUYER REQUEST 100,000,000 GALLONS

TARGET PRICE: GROSS \$0.75 / NET \$0.70

COMMISSION :\$0.025 SELLER SIDE/\$0.025 BUYER SIDE

DELIVERY: FOB ROTTERDAM/HOUSTON

SHIPMENTS : 500,000,000 GALLONS X 12 MONTHS

### COMMODITY DIESEL (D2) GAS OIL L-02-62 GOST 305-82

FIRST TRIAL QUANTITY:BUYER REQUEST NOT LESS THAN 30,000 MT.S

CONTRACT LENGTH 12 MONTHS

TARGET PRICE:GROSS \$300/NET 290 PER MT)

DELIVERY: FOB ROTTERDAM/HOUSTON

SHIPMENTS :UP TO 500,000 MT. X 12 MONTHS.

### RUSSIA ORIGIN DIESEL EN 590-10 PPM

FIRST TRIAL QUANTITY:BUYER REQUEST NOT LESS THAN 30,000 MT.S

CONTRACT LENGTH 12 MONTHS



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TARGET PRICE: GROSS \$290/NET 280 PER MT)

DELIVERY: FOB ROTTERDAM/HOUSTON

SHIPMENTS : UP TO 500,000 MT. X 12 MONTHS

## DIP AND PAY PROCEDURES FOR FOB TRANSACTION

- 1) BUYER SUBMITS COMPANY PROFILE (CP), AND ISSUES ICPO ACCORDING TO THE SELLER'S WORKING PROCEDURE ALONG WITH BUYER'S NOMINATED TSA.
- 2) SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, BUYER SIGNS AND RETURNS COMMERCIAL INVOICE ALONG WITH AN ACCEPTANCE LETTER.
- 3) SELLER ISSUE A COPY OF SGS REPORT TO BUYER TANK FARM COMPANY ONLY, TO VERIFY SGS REPORT.
- 4) UPON CONFIRMATION OF A SUCCESSFUL VERIFICATION OF SGS REPORT BY BUYER TANK FARM COMPANY, BUYER PROVIDE HIS TANK STORAGE RECEIPT FROM HIS TANK FARM COMPANY.
- 5) SELLER ISSUES FOLLOWING POP DOCUMENTS TO BUYER, BUYER CONDUCTS DIP TEST ON THE PRODUCT.
  - 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)
  - G. COPY OF THE CERTIFICATE OF ORIGIN
  - H. COPY OF EXPORT LICENSE
  - I. INJECTION REPORT AT ROTTERDAM
  - J. ALLOCATION CERTIFICATE
  - K. AUTHORITY TO SELL AND COLLECT (ASTC)
- 6) FOLLOWING THE COMPLETION OF THE DIP TEST, SELLER INJECTS THE FUEL INTO BUYER LEASED STORAGE TANK AND SELLER SUBMITS THE FULL POP TO THE BUYER.
- 7) BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER OR SBLC MT 760 FOR THE TOTAL PRODUCT AND SELLER PAYS COMMISSION TO ALL SELLER SIDE INTERMEDIARIES AS BUYER LIKewise PAYS COMMISSIONS TO ALL BUYER SIDE INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.

ZAO "NP NB YUNK" REFINERY.  
MAGAMADOV RYAZAUDI MAVLAEVICH  
GENERAL DIRECTOR



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