



**Address:** 656031, Altai Territory, Barnaul,  
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**Email:** [export@ekallic.ru](mailto:export@ekallic.ru)

**OGRN:** 1082221002104

**INN:** 2221132048

Attn.: To Whom It May Concern

### **OFFICIAL SOFT CORPORATE OFFER**

We, EKA LLC attest with full corporate authority and do hereby warrant under penalty of perjury, assuming any financial and/or legal liabilities that may arise from any misrepresentations and being subject to all relevant applicable damages, state that we are ready, willing and legally able to sell Petroleum Products to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications and to pass the stringent requirements of SGS or equivalent in compliance with ICC international regulations.

#### **RUSSIA EXPORT BLEND URAL CRUDE GOST 51 858-2002**

- Min. Quantity: 300,000 BBL
- Max. Quantity: 2,000,000 BBL PER MONTH,
- CIF Price: \$30 Gross / \$28 Net, per Barrel.

#### **RUSSIA EXPORT BLENDS CRUDE GOST 9965-76**

- Min. Quantity: 300,000 BBL
- Max. Quantity: 2,000,000 BBL PER MONTH
- CIF Price: \$30 Gross / \$28 Net, per Barrel.

#### **DIESEL D2 RUSSIAN GASOIL L-0.2-62 GOST 305-82**

- Min. Quantity: 10, 000 MT
- Max. Quantity: 100,000 MT PER MONTH
- CIF Price: \$270 Gross / \$260 Net, Per MT.

#### **D6 VIRGIN FUEL OIL**

- Min. Quantity: 50,000,000 Gallons
- Max. Quantity: 100,000,000 Gallons per week x 52 weeks
- CIF Price: \$-0.68 Gross / \$-0.66 Net, Per GL

#### **DIESEL D2 AUTOMOTIVE GAS OIL {AGO**

- Min. Quantity: 50,000 MT;
- Max. Quantity: 100,000 MT PER MONTH
- CIF Price: \$260 Gross / \$250 Net, Per MT



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## MEMORANDUM OF UNDERSTANDING FOR TTO

1. Buyer issues ICPO, Company profile to Seller.
2. Seller issues original MOU.
3. Buyer countersign MOU and forward back.
4. Upon the receipt of countersign original MOU from the buyer, seller emails to buyer the listed document issued in the name of the initial buyer as stated below:
  - a. Product Passport (Quantity & Quality Dip Test Analysis Report)
  - b. Certificate of origin
  - c. Bill of Lading.
  - d. Tanker Vessel Q88 Document.
  - e. E.T.A. (Estimated Time of Arrival) Of Vessel.
  - f. Vessel (N.O.R) Notice of Readiness
  - g. Ullage Report,
  - h. Cargo Manifest
  - i. Invoice for title transfer
5. Upon the receipt of the documents, buyer verifies the availability of the product, POP documents/Vessel position on high sea and make payment USD \$ xxxx as transaction guarantee for total product value within 48 hours for the title takeover.
6. Seller orders 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 arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

## CIF PRODURE FOR DELIVERY

1. Buyer Issue ICPO + COMPANY PROFILE + scan copy of BUYER PASSPORT as confirmation and Acceptance of Seller Terms and Conditions for Sales and Supply.
2. Seller issues draft contract to the buyer, which is open for amendments. Buyer sign draft contract and returns.
3. Seller send's partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Company Registration Certificate



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4. Seller appoints and signs charter Party Agreement with the buyer and the Transport Company. Buyer and Seller jointly pays to the Transport company for transporting the product to buyer's final discharge port. Note: This fee will be deducted from the total product value.
5. Seller sends the full POP to buyer's bank. Buyer's Bank swift in return, the irrevocable Non-Transferable Documentary Letter of Credit to the Seller's Bank.
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/CIQ or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48 hours (two banking days) By TT103.
7. Buyer/Seller pays all intermediaries involved in transaction as per NCNDA/IMFPA within 48 hours

#### CIF PROCEDURE

1. Buyer issues an official ICPO with company registration and letter of acceptance stating to adhere to seller's transaction terms and procedure.
2. Seller acknowledges buyer's ICPO and issues draft contract to buyer open for amendment along with old SGS; buyer review and sign mutually accepted contract and return to the seller along with guarantee letter in word format within 3 working days.
3. Seller reviews the signed contract and converts to PDF and sends copy to buyer.
4. Seller submits the signed contract for registration, legalization and notarization at seller's expense.
5. Seller sends to buyer as final signed contract in PDF with below soft performance guarantee POP documents: a). Commitment letter to supply product b) Availability letter of product c) Certificate of origin d) Product passport e) Product declaration
6. Buyer's bank issues bank instrument via SBLC MT760 or DLC MT700 for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller / seller's bank within 7 banking days of buyer receiving final contract in PDF format with soft performance guarantee POP documents to enable seller commence trans loading of product with the shipping company and release full set of POP documents after loading via bank to bank swift within seven (7) working days.  
NOTE: if buyer fails to issue the bank instrument within 7 banking days, in alternative buyer pays via MT103 / TT USD 225,000.00 as provisional guarantee performance within 72 hours and the amount will be deducted from the product face value when final payment is to be made.
7. Within 3 banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues 2% PB to buyer's bank account which is detailed and mutually agreed in the signed contract (Please note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD 225,000.00).
8. Upon seller's fiduciary bank's successful receipt of bank instrument and buyer receipt of 2% PB from seller's fiduciary bank or in the alternative, on receipt of MT103 / TT payment of USD 225,000.00 by seller's nominated bank, seller commence loading of the product within 7 days and sends the legalized contract and full POP / Shipping documents in buyer's company name to buyer via bank to bank and copies via e-mail to buyer; buyer shall notify the seller by official written notice of his bank receiving seller's POP documents.



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9. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carry out SGS / CIQ or Equivalent Inspection to ascertain quality and quantity of the product.
10. After successful SGS / CIQ Inspection by buyer, product is discharged into buyer's storage facility. Buyer's bank release balance payment via MT03 / TT in USD and title of product ownership transferred to buyer.
11. Seller pays all intermediaries involved in transaction as per signed NCNDA / IMFPA within 72 hours.
12. Sub subsequently monthly shipment continues as per signed SPA and product payment will be made against successful SGS / CIQ or equivalent inspection via TT / MT103.

We observe regulations and standards of international chamber of commerce; and acknowledge right of subsidiaries and associates. We trade in atmosphere that is flexible and transparent. We create environment that is comfortable and convenient to parties, to bridge technical differences between all parties, providing peculiar solution in approach to each negotiation with goal of achieving our prime objective of meeting your market needs.

We are looking forward to doing good business with you,

**SELLER'S INITIAL AND APROVAL:**

**BUYER'S INITIAL AND APROVAL:**



FOR AND ON BEHALF OF SELLER  
MR. VASILY SERGEY VIKTOROVICH.  
SALES AND EXPORT DIRECTOR  
EKA LLC