



TRADING HOUSE LLC

TIN 9718167605 , KPP 771801001 , OGRN 1217700003036 , OKPO 46821699



FOB SOFT CORPORATE OFFER

EN590 GOST 52368-2005

Quantity: Minimum 50,000 MT Trial / Maximum Shipment: 500,000 MT Monthly

FOB Price: \$360 Gross / \$350 Net

Commission: \$5 / \$5

FOB STANDARD PROCEDURE TANK TO TANK

- 1 BUYER ISSUES ICPO ADDRESSED TO SELLER/REFINERY ALONG WITH HIS TSA.
- 2 SELLER ISSUES COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS BACK TO SELLER WITHIN THE VALIDITY PERIOD STIPULATED ON THE COMMERCIAL INVOICE.
- 3 SELLER VERIFIES BUYER TANK FARM AND IF APPROVED, SELLER PROCEED TO REQUEST FOR INVOICE OF 4 DAYS PAYMENT REMITTANCE, SELLER LEASES THE BUYER TANK FARM FOR 4 DAYS ONLY WHILE BUYER LEASES FOR 1 DAYS TO ENABLE THEM SECURE 5 DAYS TANK SPEACE FOR INJECTION. SELLER ALSO ISSUES INJECTION SCHEDULE UPON BUYER TANK FARM RECEIVING PAYMENT AND ISSUANCE OF THE TSR AND SELLER PROCEED TO INJECT THE PRODUCT INTO THE LEASED TANK STORAGE.
- 4 UPON SUCCESSFUL INJECTION, SELLER RELEASES THE FOLLOWING PPOP DOCUMENTS TO BUYER;
 - A. PRODUCT CERTIFICATE OF ORIGIN.
 - B. AUTHORIZATION TO SALE AND COLLECT (ATSC)
 - C. PRODUCT PASSPORT.
 - D. DIP TEST AUTHORIZATION





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E. INJECTION REPORT

5. NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION, ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

6. UPON BUYER RECEIPT OF THE PPOP, BUYER INSPECTS PRODUCT WITH SGS AGENT OR EQUIVALENT.

7. AFTER BUYER'S SUCCESSFUL DIP TEST ON THE PRODUCT, BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT VIA MT103- TT. THANKS,

FOB STANDARD PROCEDURE TANK TO VESSEL

1 BUYER ISSUES OFFICIAL ICPO, CPA, Q88 ADDRESSED TO THE REFINERY OR REPRESENTATIVE.

2 SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS THE SIGNED INVOICE TO SELLER.

3 SELLER ISSUES TO BUYER THE PARTIAL PROOF OF PRODUCT DOCUMENTS:

- ATSC - AUTHORITY TO SELL AND COLLECT
- DTA - DIP TEST AUTHORIZATION
- PRODUCT PASSPORT - PRODUCT ANALYSIS REPORT FROM A RENOWNED INSPECTION COMPANY.
- STATEMENT OF PRODUCT AVAILABILITY DULY SIGNED AND NOTARISED BY THE APPROPRIATE AUTHORITIES.
- COMMITMENT LETTER TO SUPPLY
- ATV – AUTHORITY TO VERIFY THE EXISTENCE OF PRODUCT FROM THE STORAGE COMPANY.

4 BUYER CONTACT REFINERY TO REQUEST FOR DIP TEST AUTHORIZATION PASS (NOTE THAT BUYER PAYS \$103,000 FOR THE DIP TEST AUTHORIZATION PASS) TO ALLOW BUYER VESSEL TO GO INTO TERMINAL AND CONDUCT DIP TEST, CIQ INSPECTION & SGS





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5 AFTER A SUCCESSFUL DIP TEST IN SELLER'S TANKS, THE BUYER TAKES OVER SELLER'S TANK OR THE SELLER INJECTS INTO THE BUYER'S VESSEL / TANK AND THE BUYER CONDUCTS ITS DIP TEST INSPECTION FOR Q & Q OF THE PETROLEUM PRODUCTS ABOARD THE VESSEL / TANK.

6 BUYERS AFTER SUCCESSFUL Q & Q DIP TEST ON THE PRODUCT, THE BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT INJECTED INTO THE TANKS THROUGH THE MEANS OF MTI03 - TT.

7 UPON SELLER RECEIVES THE PAYMENT FOR THE PRODUCT FROM THE BUYER, THE SELLER ISSUES TO THE BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND ALL EXPORTING DOCUMENT OF THE PRODUCT.



Gaisin Yuriy Zufarovich
(Director General)

