



# OIL TRAST

ADDRESS: 197082 , Saint Petersburg , Bogatyrskiy Prospect,  
House 60, Building 1 Letter A, Apartment 374  
INN / KPP: 7814709430, 781401001

TO: End buyer/Buyer Mandate

## SOFT CORPORATE OFFER

### MAZUT M100-10585-75

PRICE CIF: GROSS \$170/NET \$160  
PRICE FOB: GROSS \$150/NET \$140

### D2 DIESEL GAS OIL L-0.2-62 GOST 305-82

PRICE CIF: GROSS \$165/NET \$155  
PRICE FOB: GROSS \$150/NET 140

### RUSSIAN ORIGIN JET FUEL A1/JP54

PRICE PER BARREL (FOB): \$20.00 USD GROSS / \$24.00 USD NET  
PRICE PER BARREL (CIF): \$26.00 USD GROSS / \$30.00 USD NET

### EURO 4, EURO 5 & DIESEL 500 PPM

PRICE CIF: GROSS \$210/NET \$200  
PRICE FOB: GROSS \$195/NET 185

### LPG (LIQUEFIED PETROLEUM GAS)

PRICE CIF: GROSS \$190/NET \$180  
PRICE FOB: GROSS \$175/NET \$165

### LNG (LIQUEFIED NATURAL GAS)

PRICE CIF: GROSS \$185/NET \$175  
PRICE FOB: GROSS \$170/NET \$160

### BITUMEN GRADE 60/70 AND 80/100

PRICE CIF: GROSS \$160/NET \$150  
PRICE FOB: GROSS \$140/NET \$130

### REBCO (Russian Export Blend Crude Oil) GOST 9965/76

PRICE CIF: GROSS \$28/NET \$25  
PRICE FOB: GROSS \$24/NET \$21

### EN590

PRICE CIF: GROSS \$180/NET \$170  
PRICE FOB: GROSS \$160/NET \$150

### UREA

PRICE CIF: GROSS \$220/NET \$210  
PRICE FOB: GROSS \$205/NET \$195

### GASOLINE 87, 95 OCTANE RUSSIAN ORIGINS

PRICE CIF: GROSS \$240/NET \$230  
PRICE FOB: GROSS \$210/NET \$200

### GASOLINE 92 OCTANE RUSSIAN ORIGINS

PRICE CIF: GROSS \$210/NET \$200  
PRICE FOB: GROSS \$190/NET \$180

### LIGHT CYCLE OIL (LCO)

PRICE CIF: GROSS \$195/NET \$185  
PRICE FOB: GROSS \$170/NET \$160

### D6 VIRGIN FUEL OIL.

PRICE CIF: GROSS \$0.55/NET \$0.50  
PRICE FOB: GROSS \$0.45/NET \$0.40



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## NON NEGOTIABLE PROCEDURE DIP & PAY FOB HOUSTON & ROTTERDAM.

1. Upon acceptance of seller's Offer, buyer issues Purchase Order (ICPO) and Passport Copy.
2. Upon acceptance of buyer ICPO Seller issues Commercial Invoice/ICC Warning Letter for buyer's review and signing of the trial lift order for the awarded allocation.
3. Buyer signs the commercial invoice and returns to seller, the signed CI/ICC Warning Letter along with their Tank Storage Agreement (TSA).
4. Seller lodge the sign commercial invoice, ICC Warning Letter and the approve Tank Storage Agreement (TSA), with the (Ministry of Energy Russia Federation), upon successful endorsement by the Ministry of Energy, Seller issues the POP Documents as shown below:
  - Dip Test Authorization (DTA)
  - Fresh SGS Report
  - Q&Q Report - Ullage Report
  - Tank Storage Receipt
  - Tank Injection Report
  - Authorization to Verify
5. Buyer inspect by SGS (Dip test in Seller tanks) on buyer's expense.
6. Seller Issue (Authorization to Transfer from Seller Tank to Buyer Tank) upon buyers satisfactory.
7. Seller issues document to all intermediaries involved in the transaction and to seller/buyer. endorsed NCNDA/IMFPA.
8. Buyer makes payment for the product via MT103 or MT199 after completed injection and receiving copy of bill of lading and seller transfers title ownership to buyer and sign yearly contract delivery.

## CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement.
3. Within 5 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment.
4. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (2%PB) within 72hrs.
  - a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
  - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
  - c) Copy of statement of availability of the product.
  - d) Copy of the refinery commitment to produce the product.
  - E) Copy of Transneft contract to transport the product to the loading port.
  - f) Copy of the port storage agreement.
  - g) Copy of the charter party agreement to transport the product to discharge port.
  - h) Copy of Vessel Questionnaire 88. i) Copy of Bill of Lading.
  - j) SGS Report at loading port. k) Dip test Authorizaon (DTA) & ATB
  - l) NOR /ETA m) Certificate of Ownership Transfer
  - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy
5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q By SGS/CIQ at destination port.



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## ESCROW PROCEDURE

1. Buyer issues ICPO + Company Profile.
2. Seller issues CI for Buyer's Signature.
3. Buyer sign CI and returns to seller.  
Upon receiving of the signed CI buyer open communication with seller and seller appoints an Escrow agent company base Buyer outside the countries of both buyer and seller. Buyer & seller sign the Escrow Guarantee Agreement with 5% deposit EACH of the total NET value of the first lift-able as penalty on both sides for non-performance if occur. (buyer and seller conclude their deposit into the Escrow attorney account).
4. Seller immediately issues Unconditional Dip Test Authorization to buyer and immediately the Dip Test will be conducted by the buyer SGS Term. All parties sign NCNDA/IMFPA.
5. After Buyer Successful Dip Test, Shipment commences. Seller issue buyer transfer of title ownership documents at discharge Port.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product
7. Escrow agents return both parties their deposited amount.
8. Buyer pays Buyer-Side commission to Buyer-Side intermediaries and Seller pays Commission to Seller-Side intermediaries involved in the transaction within 24 hours' after confirmation of the Buyer Payment.
9. Extension of transaction continue the same way.



Regards

**MR. VLADIMIR YURY**  
Operations Manager