



# **OILTECHNOEXPORT LLC**

**ООО "ОЙЛТЕХНОЭКСПОРТ"**

**OGRN – 1111690019891 TIN - 1657103685, KPP - 165701001**

**Address: 46 Sibgat Hakim street, Kazan, Republic of Tatarstan,  
Russia 421001, E-mail: oiltechnoexport@bk.ru**

## **SOFT CORPORATE OFFER**

We the **OILTECHNOEXPORT LLC** acting as Mandate Company hereby with full corporate and legal responsibility under penalty of perjury confirm that we are willing and able to sell the following petroleum/petrochemical products under the Russian legal formalities. We respectively offer for sell the below stated products and quantities as the lawful owner of the petroleum allocations.

<b>PRODUCT</b>	<b>MONTHLY QUANTITY</b>	<b>UNITS</b>	<b>GROSS PRICE / DELIVERY</b>	<b>NET PRICE / DELIVERY</b>	<b>COMMISSION</b>
<b>PETROLEUM COKE (PETCOKE)</b>	20,000 - 100,000	Metric Ton	\$60 per MT / CIF	\$50 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>JET FUEL A1</b>	1,000,000 – 10,000,000	Barrels	\$30 per BBL / FOB	\$26 per BBL / FOB	\$2 to seller side \$2 to buyer side
<b>BITUMEN OF ALL SPECIFICATIONS</b>	20,000 – 200,000	Metric Ton	\$200 per MT / FOB \$210 per MT / CIF	\$190 per MT / FOB \$200 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>JET FUEL GRADE 54</b>	1,000,000 – 10,000,000	Barrels	\$30 per BBL / FOB	\$26 per BBL / FOB	\$2 to seller side \$2 to buyer side
<b>D2 GAS OIL GOST 305-82</b>	50,000 – 1,000,000	Metric Ton	\$190 per MT / FOB \$200 per MT / CIF	\$180 per MT / FOB \$190 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>LIQUEFIED NATURAL GAS GOST 5542-87</b>	100,000 – 500,000	Metric Ton	\$190 per MT / FOB \$200 per MT / CIF	\$180 per MT / FOB \$190 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>LIQUEFIED PETROLEUM GAS 50% PROPANE &amp; 50% BUTANE MIX</b>	100,000 – 500,000	Metric Ton	\$190 per MT / FOB \$200 per MT / CIF	\$180 per MT / FOB \$190 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>ESPO BLEND CRUDE OIL</b>	500,000 – 1,000,000	Barrels	\$30 per BBL / FOB \$34 per BBL / CIF	\$26 per BBL / FOB \$30 per BBL / CIF	\$2 to seller side \$2 to buyer side
<b>MAZUT M100 GOST 10585-99</b>	50,000 – 1,000,000	Metric Ton	\$190 per MT / FOB \$200 per MT / CIF	\$180 per MT / FOB \$190 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>MAZUT M100 GOST 10585-75</b>	50,000 – 1,000,000	Metric Ton	\$190 per MT / FOB \$200 per MT / CIF	\$180 per MT / FOB \$190 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>MARINE GAS OIL (MGO 500 PPM)</b>	50,000 – 1,000,000	Metric Ton	\$290 per MT / FOB \$300 per MT / CIF	\$280 per MT / FOB \$290 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>DIESEL FUEL EN590</b>	50,000 – 300,000	Metric Ton	\$200 per MT / FOB \$210 per MT / CIF	\$190 per MT / FOB \$200 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>AUTOMOTIVE GAS OIL (AGO)</b>	50,000 – 500,000	Metric Ton	\$180 per MT / FOB \$190 per MT / CIF	\$170 per MT / FOB \$180 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>GASOLINE 95 OCTANES</b>	50,000 – 200,000	Metric Ton	\$300 per MT / FOB \$310 per MT / CIF	\$290 per MT / FOB \$300 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>BLEND CRUDE OIL GOST 9965-76</b>	500,000 – 10,000,000	Barrels	\$30 per BBL / FOB \$34 per BBL / CIF	\$26 per BBL / FOB \$30 per BBL / CIF	\$2 to seller side \$2 to buyer side
<b>UREA GRANULAR AND PRILLED</b>	20,000 – 200,000	Metric Ton	\$180 per MT / FOB \$190 per MT / CIF	\$170 per MT / FOB \$180 per MT / CIF	\$5 to seller side \$5 to buyer side
<b>DIESEL D6 VIRGIN LOW POUR FUEL OIL</b>	Min: 25,000,000 Gallons per week. Max: 50,000,000 Gallons per week.	Gallon	\$0.60 per GAL / FOB \$0.62 per GAL / CIF	\$0.58 per GAL / FOB \$0.60 per GAL / CIF	\$0.01 to seller side \$0.01 to buyer side



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## **INTERNATIONAL STANDARD CIF PROCEDURE**

1. Buyer issues ICPO upon receipt of soft corporate offer.
2. Seller issues Sales and Purchase Agreement for Buyer review.
3. Buyer review Draft Agreement and returns signed copy in PDF format to Seller.
4. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the Offloading Seaport.
5. Seller review contract acknowledged and register / legalize it through the ministry of energy. Seller bears the financial responsibilities for the registration and legalization of the SPA.
6. The below listed PPOP shall be Notarized and endorsed by Russia Export Control Department and send to Buyer Company through E-mail or Courier Service, after Buyer must have provided the Seller with authentic/genuine past records.
  - Injection Report,**
  - Bill of loading,**
  - Tank Storage receipt (TSR), Quality in seller's tanks.**
  - Vessel Q88,**
  - shipping schedule stating estimated time of departure, estimated time of arrival,**
  - Dip Test Authorization**
  - Product Passport**
  - Certificate of origin (representing the allocation and resources number, reference number of POP, authority number, name of loading port with contract number)**



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7. Seller signs CPA with shipping/logistic company and alert Buyer on shipment ordered graphic/schedule accompanied with submission of nominated Vessel details to Buyer.
8. Seller issues SGS report and CI to Buyer, together with registered and legalized SPA and announce shipment schedule.
9. Upon shipment schedule announcement, Buyer's bank within five (5) working days shall swift DLC/MT700 or SBLC to Seller's bank and Seller's bank responds with contractual operative 2% PB and full POP to Buyer's bank within twenty-four (24) hours of confirmation of Buyer's instrument.
10. After Seller's bank receipt of Buyer's LC, loading commences from 5-10 days.
11. Upon successful confirmation of quality and quantity at destination port, Buyer makes payment by MT103.
12. Seller, within seventy-two (72) hours, pays commissions to all intermediaries involved in the transaction.

Kindly address your ICPO to us, which must include the working procedure stated in this offer. Buyer's ICPO will be forwarded to the Seller to open direct communication between Buyer and Seller.

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