



АО ТОПЛИВНЫЕ  
РЕШЕНИЯ

Адрес: 115088, Москва Г,  
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## SOFT CORPERATE OFFER (SCO)

Attn: *Buyer/Buyer representative*

Buyer's official ICPO should be issued and addressed as follows;

TO: supplier/Refinery

Attn: Export Director

*JSC "FUEL SOLUTIONS" As an official mandate to a Worthy of reliance refinery here in Russian Federation with corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum products with terms and procedure stated below:*

### Available products

**RUSSIA D2 GAS OIL GOST305-82:** Quantity: 50,000MT– 1,000,000MT /FOB Price: \$360 GROSS/\$350 NET. CIF Price: \$370 GROSS/\$360 NET. Commission: \$5/\$5.

**MAZUT M100 GOST– 10585-99 RUSSIAN ORIGIN** Quantity: 50,000MT- 1,000,000MT/ FOB Price: \$180 GROSS/\$170 NET. CIF Price: \$290 GROSS/\$280 NET /Commission: \$5/\$5.

**BITUMEN GRADES: 40/50, 60/70 AND 80/100** Minimum Quantity: 10,000 Metric Tons per Month/Minimum Quantity: 50,000 Metric Tons per Month/CIF Price: Gross USD \$ 320.00/ USD \$ 310.00 NET on CIF /ASWP/FOB Price: Gross USD \$300.00 USD \$ 290.00 NET on FOB / ASWP.

**AVIATION KEROSENE COLONIAL GRADE 54** Quantity: 500,000BBLs - 10,000,000BBLs /FOB Price: \$50 GROSS/\$46 NET. CIF Price: \$54 GROSS/\$50 NET/ Commission: \$2/\$2.

**LIQUEFIED NATURAL GAS.GOST5542-87** Quantity: 50,000MT- 500,000MT/ FOB Price: \$340 GROSS/\$330 NET. CIF Price: \$350 GROSS/\$340 NET. Commission: \$5/\$5.

**JET FUEL A1 91/91** Quantity: 500,000BBLs– 10,000,000BBLs /FOB Price: \$52 GROSS/\$48 NET. CIF Price: \$56 GROSS/\$52 NET. Commission: \$2/\$2.

ОГРН: 1187746567953



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**NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 2**

1. BUYER ISSUES ICPO WITH **COMPANY REGISTRATION CERTIFICATE AND COMPANY PROFILE WITH BUYER INTERNATIONAL PASSPORT.**
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER COUNTERSIGN WITHIN 48 HOURS AND RETURNS SIGNED CI WITH BUYER INTERNATIONAL PASSPORT.
3. SELLER VERIFIES THE BUYERS DOCUMENTATIONS AND ISSUE POP DOCUMENTS;
  - AUTHORIZATION TO VERIFY (ATV)
  - TANK STORAGE RECEIPT (TSR) WITH GPS BARCODES
  - AUTHORIZATION TO SALE AND COLLECT (ATSC)
4. BUYER VERIFIES THE PRODUCT DOCUMENTATION AND BUYER TAKES OVER THE TANK-FARM TO ISSUE COPY OF VALIDATED TANK STORAGE RECEIPT (TSR).
5. SELLER ISSUE DIPTTEST AUTHORIZATION (DTA) PRODUCT AT THE TANK-FACILITY FOR QUALITY AND QUANTITY INSPECTION SGS/INTERTEK OR SIMILAR AGENT FOR LEGAL DIPTTEST BY THE BUYER SGS AGENT.
6. UPON SUCCESSFUL BUYER PHYSICAL VERIFICATION & DIPTTEST ON THE PRODUCT ACCORDING TO THE VALID DOCUMENTS, BUYER TAKE PRODUCT AND PAY ACCORDINGLY BY TT TRANSFER WITHIN 48-72 HOURS AFTER SUCCESSFUL SGS REPORT, A COPY OF SGS MUST BE SENT TO THE SELLER.
7. SELLER PAYS COMMISSIONS TO ALL MANDATES WITHIN 24 HRS AFTER CONFIRMATION OF THE BUYERS' PAYMENT OF THE PRODUCT BY TT TRANSFER.
8. SELLER PAYS INTERMEDIARIES AS PER NCNDA/IMFPA

**NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 3**

1. BUYER ACCEPTS SELLER WORKING PROCEDURE AND ISSUE ICPO TO THE END SELLER VIA SELLER'S REPRESENTATIVE.
2. SELLER ISSUES COMMERCIAL INVOICE AND NCNDA AND BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE ALONG WITH BUYER'S TANK STORAGE AGREEMENT (TSA).
3. SELLER REPRESENTATIVE VISIT THE BUYER'S TANK FARM FOR TTM WITH A COPY OF THE SGS 48HRS OLD AND INJECTION REPORT UPON VERIFICATION OF THE COPY OF THE SGS AND INJECTION REPORT, BUYER AND BUYER'S TANK FARM ENDORSE TTTIA (TANK TO TANK INJECTION AGREEMENT) AS PROOF OF READINESS FOR BUYER TO INJECT FROM SELLER TANKS TO THE BUYER'S TANK ALONG WITH THE FOLLOWING PPOP DOCUMENTS:
  - STATEMENT OF PRODUCT AVAILABILITY
  - LETTER OF GUARANTEE
  - PRODUCT PASSPORT



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7. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND THE BUYER AT THE DISCHARGE SEAPORT.

8. SHIPMENT COMMENCES AS PER CONTRACT.

9. THE BUYER'S BANK UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR ARRIVAL CARGO SHIPMENT BY THE BUYER VIA MT103 100% AFTER SGS INSPECTION AT DISCHARGE PORT.

10. THE SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED ACCORDING TO IMFPA SIGNED BY ALL THE PARTIES WITHIN 48 HOURS OF RECEIVING PAYMENT OF THE PRODUCT FROM THE BUYER'S BANK, SECOND SHIPMENT PROCEED ACCORDINGLY.

**JSC "FUEL SOLUTIONS"**



Signature

**VOLOSETSKIY DANIL IGOREVICH**  
GENERAL DIRECTOR

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