



# LLC "SIBNHK"

625014, Tyumen region, the city of Tyumen, street Second Kilometer of the Old Tobolsk tract, 8-96

E-mail: [oiltrade-sibnhk@inbox.ru](mailto:oiltrade-sibnhk@inbox.ru) Tel /WhatsApp: +79254795043, Skype:

OGRN: 1127232024281/INN / KPP: 7202231483/720301001/TIN: 720302366363

TO  
THE BUYER / MANDATE

## SOFT CORPORATE OFFER

We, LLC "SIBNHK", under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

**LOADING PORTS (RUSSIAN PORTS) : NOVOROSIYSK, KUZMINO, VLADIVOSTOK, PRIMORSK, UST-LUGA, NAKHODKA, ROTTERDAM PORT (NETHERLAND).**

**DELIVERY TERM: CIF AND FOB**

**PAYMENT TERMS: SBLC, IRDLC, T/T**

**DESTINATION PORTS: ANY WORLD SAFE PORT (AWSP)**

**CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION**

### PRODUCTS:

**AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN:** Monthly Quantity: 500,000BBL-10,000,000BBL,

PRICE CIF ASWP: GROSS \$68 / NET \$64 PRICE FOB: GROSS \$64 / NET \$60. Commission: \$2/\$2.

**DIESEL FUEL EN590:** Monthly Quantity 50.000 MT – 500.000MT.

Price per MT: CIF \$260 Gross / \$250 Net. FOB \$250Gross / \$240Net. Commission: \$5/\$5 .

**ESPO RUSSIAN ORIGIN:** Monthly Quantity: 500.000BBL – 10,000,000 BBL Price Per BBL:

CIF \$70 Gross / \$ 66 Net. FOB \$66 Gross / \$62 Net. Commission: \$2/\$2.

**LIGHT CYCLE OIL RUSSIAN ORIGIN:** Monthly Quantity 50.000MT – 500.000MT. PRICE CIF ASWP: GROSS \$300 / NET \$290 PRICE FOB: GROSS \$290 / NET \$280. Commission: \$5/\$5.

**AUTOMOTIVE GAS OIL (AGO):** Monthly Quantity: 50.000MT-500.000MT Price Per MT:

CIF \$230 Gross/\$220 Net. FOB \$220 Gross / \$210 Net. Commission: \$5 / \$5.

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## FOB TRANSACTION PROCEDURE

1. Buyer issues ICPO with Tank Storage Agreement (TSA),  
Registration Certificate or any I.D; addressed to the Seller.
2. Seller issues Draft Commercial Invoice, Buyer signs and returns it  
to the Seller.
3. Seller leases and pays the Buyer's Tank for 4 days for injection  
Process; Buyer pays his Tank Farm Company for 1 day after his  
Tank Farm Company has received payment from the Seller  
Company.
4. Seller provides Buyer with FULL POP Documents:
  - A - Fresh SGS Report 24 Hour;
  - B - Dip Test Authorization-Unconditional;
  - C - Injection Report;
  - D - Tank Storage Receipt;
  - E - Tank Farm Bar-code information;
  - F - Letter of Commitment to supply;
  - G - Registration Certificate;
  - H - Authority to Sell & Collect (ATSC);
5. Buyer conducts Dip-Test, via SGS and after Dip-Test Buyer makes  
Payment as per MT103 wire transfer/TT according to the  
Commercial Invoice, Buyer Lift the product.
6. Seller transfers the title of ownership as per Buyer's instruction.  
Buyer lifts the Product.

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4. Seller endorse (MOU) contract, and sends to buyer, the following POP documents which were issued in the initial buyer's name via email.

- a. Product Passport (Quantity & Quality Dip Test Analysis Report)
- b. Certificate of Origin
- c. Bill of Lading
- d. Tanker Vessel Q88 Document Vessel
- e. (N.O.R) Notice of Readiness
- f. Ullage Report
- g. Cargo Manifest
- h. Invoice for Security Deposit.

4. Upon the receipt of the documents, the buyer verifies the availability of the product on the high sea and immediately make 3%-5% security guarantee payment which serves as a Title Take-Over Fee. (Depending on the Negotiation between Buyer & Seller)

5. Upon seller receipt of the title takeover payment, seller orders for re-route of the vessel to buyer's desired port, transfer the title to the buyer's company's name alongside with Certificate of Approval/ Title of Ownership Certificate, and also re-issue all other outstanding documents to the buyer's company's and send via swift from seller bank the full proof of product.

6. The vessel arrives at the discharge port and the buyer carries out the CQI/SGS inspection and upon a successful inspection, the buyer pays by MT103 T/T the balance for the full product to the seller Bank.

7. Seller shall provide the following partial proof of product documents which were issued in name of the initial buyer. Commissions as structured in NCNDA/IMFPA shall be paid within 48 hours of payment as per NCNDA/IMFPA.



Filippov Boris Leonidovich

Export Director.

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