

Адрес: Республика Калмыкия, Элистанский Город, Микрорайон
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ИНН: 0814135906
КПП: 081601001
ОГРН: 1020800767371

ОАО "КАЛМНЕФТЕГАЗ"

TO: END BUYER / FACILITATOR
VIA: ROMAN NIKOLAEVICH

LOADING PORTS:	ROTTERDAM / HOUSTON / NOVOROSIYSK / NOVOSIBIRSK / NAKHODKA
SPECIFICATION:	STANDARD EXPORT
ORIGIN:	RUSSIA
INTERCOMS:	FOB, CI DIP AND PAY
PAYMENT TERMS:	IRREVOCABLE STANDBY LETTER OF CREDIT (MT760), DOCUMENTARY LETTER OF CREDIT (MT700) AND TELEGRAPHIC WIRE TRANSFER (MT103),
INSPECTION:	SGS ,INTERTEK OR ITS EQUIVALENT
COMMISSION	50 / 50 ON BOTH SIDES OR AS NEGOTIATED BY BOTH PARTIES

SOFT CORPORATE OFFER

The Seller Company, **OJSC KALMNEFTEGAZ REFINERY** hereby confirm with full legal and corporate responsibility under penalty of perjury that we are ready, willing and able to enter into a contract to sell and supply the aforementioned commodities hereunder to buyers all over the world under the following terms, condition and the specification.

PRODUCTS AND PRICES

AVIATION TURBINE JET FUEL A-1

\$52.00 USD GROSS / \$50.00 USD NET
1,000,000 BBLs SPOT TRIAL

D6 VIRGIN FUEL OIL

\$0.78 USD GROSS PER GALLON / \$0.76 USD NET PER GALLON
150,000,000 GALLONS SPOT TRIAL

JP54 – AVIATION KEROSENE COLONIAL GRADE 54 RUSSIAN ORIGIN

\$56.00 USD GROSS / \$54.00 USD NET
2,000,000 BBLs SPOT TRIAL

GASOIL EN 590 (10 PPM)

\$370.00 USD GROSS PER MT / \$360.00 USD NET
100,000 METRIC TONS SPOT TRIAL



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STANDARD WORKING PROCEDURES

1. Buyer issue's Irrevocable Corporate Purchase Order (ICPO) in line with seller's procedure and Tank Storage Agreement (TSA) as proof of storage tank availability.
2. Seller review buyer's ICPO / TSA and if accepted, responds with issuance of the Commercial Invoice (CI) for the available quantity to be lifted for Buyer's review and endorsement within its validity. Also issued by Seller is a Storage Attestation Letter to be endorsed by Buyer's storage company.
3. Upon receipt of the endorsed Commercial Invoice (C.I) and Attestation Letter, seller issue the below PPOP documents:
 - a. Fresh SGS Report (Not older than 48 hours).
 - b. Tank Storage Receipt (T.S.R)
 - c. Countersign and Legalized Commercial Invoice.
 - d. Commitment to supply
4. Upon receipt and confirmation of the above PPOP documents, seller sends to buyer, full injection schedule for buyer's storage company's approval and upon notification of final approval of the schedule of injection, seller issues below FULL POP Documents:
 - a. Authorization to Sell and Collect Certificate
 - b. Statement of product Availability.
 - c. Loading Port Injection Report (P.I.R).
 - d. Certificate of Origin
 - e. Unconditional DTA (Optional)
 - f. NCNDA/IMFPA.
 - g. Product Passport.
5. Upon successful verification of the Full POP documents, Buyer provides its valid tank storage receipt (T.S.R.) to Seller, injection commences into buyer's storage tanks and upon completion of injection, Dip Test (Optional) is carried out if not satisfied with the Fresh SGS Report provided by seller.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours upon confirmation of buyer's payment.
7. Seller issues Draft Sales Purchase Agreement (SPA) to buyer to review for R&E monthly deliveries. and the subsequent delivery shall commence according to the terms and conditions of the contract.

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AUTHORIZED SIGNATORY:

BULATY VASILY SERGEEVICH
GENERAL DIRECTOR
OJSC KALMNEFTEGAZ REFINERY

