



## LLC ETALONNEFTEPRODUKT

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**SUBJECT:** DELIVERY PROCEDURE CIF, FOB and TANKER TAKE OVER  
**COUNTRY OF ORIGIN:** RUSSIA FEDERATION

### SOFT CORPORATE OFFER

We "ETALONNEFTEPRODUKT " LLC, hereby issue this Soft Offer with full corporate responsibility for and on behalf of our Seller / Refinery; we confirm and certify that we have the intention and capacity to supply the commodities according to the non-negotiable terms and conditions herein stipulated.

**PRODUCT:** RUSSIAN DIESEL GASOIL L-0.2-62 (GOST 305-82)  
**QUANTITY:** ONE HUNDRED THOUSAND (100.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$240.00 GROSS / US\$230.00 NET PER MT  
**FOB PRICE:** US\$230.00 GROSS / US\$220.00 NET PER MT

**PRODUCT:** RUSSIAN AVIATION KEROSENE COLONIAL GRADE "54" (GOST 10227-86)  
**QUANTITY:** TWO MILLION (2,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$41.00 GROSS / US\$37.00 NET PER BARREL  
**FOB PRICE:** US\$37.00 GROSS / US\$34.00 NET PER BARREL

**PRODUCT:** PETROLEUM COKE  
**QUANTITY:** FIFTY THOUSAND (50.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$60.00 GROSS / US\$50.00 NET PER MT  
**FOB PRICE:** US\$50.00 GROSS / US\$40.00 NET PER MT

**PRODUCT:** RUSSIAN AVIATION TURBINE JET A-1  
**QUANTITY:** ONE MILLION (1,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$41.00 GROSS / US\$37.00 NET PER BARREL  
**FOB PRICE:** US\$37.00 GROSS / US\$34.00 NET PER BARREL

**PRODUCT:** RUSSIAN MAZUT M100 (GOST 10585-75)  
**QUANTITY:** ONE HUNDRED THOUSAND (100,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$180.00 GROSS / US\$170.00 NET PER MT  
**FOB PRICE:** US\$170.00 GROSS / US\$160.00 NET PER MT

**PRODUCT:** EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)  
**QUANTITY:** ONE MILLION (1,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT  
**CIF PRICE:** US\$47.00 GROSS / US\$44.00 NET PER BARREL  
**FOB PRICE:** US\$43.00 GROSS / US\$40.00 NET PER BARREL

**PRODUCT:** HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)  
**QUANTITY:** ONE HUNDRED THOUSAND (100,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

**LLC ETALONNEFTEPRODUKT**

Chelyabinsk, Pionerskaya street, 7v

**NON-NEGOTIABLE TRANSACTION PROCEDURES: COST INSURANCE AND FREIGHT**

1. Buyer issue ICPO must be on buyer's company letter head, with first page passport, including procedure, and full banking information.

2. Seller issue draft contract (open for any amendments) to buyer, buyer signs, seal and returns the draft contract to seller for final endorsement and seller sends the partial proof of product

- A. REFINERY COMMITMENT TO SUPPLY
- B. PRODUCT PASSPORT CERTIFICATE
- C. PRODUCT ALLOCATION & SUPPLY GUARANTEE LETTER
- D. LEGALIZED SPA IN PDF

3. Within 7 Banking Days, Buyers Bank Sends an SBLC MT760 or DLC according to Sellers bank verbiage to seller nominated offshore bank account for first month shipment, Should buyer fail to issue payment instrument within 7 banking days, buyer has to make a cash deposit of USD 250,000 by TT wire transfer for security guarantee to enable seller charter a vessel and commence shipment, this payment will be deducted from the total cost of product after inspection at discharge port at destination.

4. Seller bank issues full pop document to the buyer's bank alongside with 2% (PB)

- COPY OF LICENSE TO EXPORT
- COPY OF APPROVAL TO EXPORT
- COPY OF STATEMENT OF PRODUCT AVAILABILITY
- COPY OF REFINERY COMMITMENT TO PRODUCE THE PRODUCT
- COPY OF TRANSNET CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT
- COPY OF THE PORT STORAGE AGREEMENT
- COPY OF THE CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT
- COPY OF VESSEL QUESTIONNAIRE 88
- COPY OF BILL OF LADING
- SGS REPORT AT LOADING PORT
- DIP TEST AUTHORIZATION(DTA)
- CERTIFICATE OF OWNERSHIP TRANSFER

5. Shipment commences as per signed contract delivery schedule

6. Buyer releases payment to seller by TT/MT103 upon arrival of the vessel and confirmation of the SGS /CIQ at the destination port.



**ETALON  
NEFTEPRODUKT**

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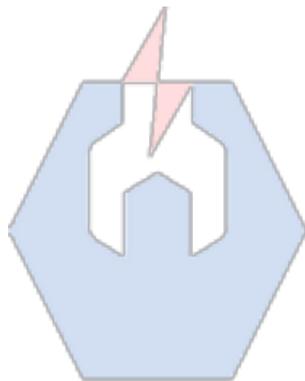
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7. Seller pays commission within 72 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA
8. Buyer and seller sign supply contract and R&E

Best Regards,



Pavlenko Evgeny Alexandrovich  
Director



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