



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ
НЕФТЕПРОДУКТ-КАЗАНЬ

Юридический Адрес: 422092, Республика Татарстан, Тюлячинский район, поселок Узяк, улица Хазиева, дом 2

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ИНН: 1619006546 КПП: 161901001 ОГРН: 1141675011730

TO: BUYERS/MANDATES/BROKERS

ATTN: WHOM IT MAY CONCERN

SOFT CORPORATE OFFER

We, LLC NEFTEPRODUKT-KAZAN" on behalf of the refinery with full legal responsibility, under their penalty of perjury hereby issue this offer with given terms and conditions stated in this offer to confirm our readiness to execute the commercial invoice agreement with end buyer, and have the ability to supply the following commodity according to the terms and conditions in this offer.

COMMODITY	RUSSIAN LIGHT CYCLE OIL (LCO)
PRODUCT ORIGIN	RUSSIAN FEDERATION
PRODUCT QUANTITY	SPOT TTO 100,000 MT.
SPECIFICATION	STANDARD EXPORT GRADE
PRODUCT PRICE	US\$330 Gross / US\$320 Net per MT.
PAYMENT TERMS	Buyer make 10% Escrow Deposit Payment of the total product value within 48 hours to seller upon the receipt of the PPOP documents, the potential buyer verifies the availability of the product on high sea. Upon receipt of the residual payment of 90% against the total value of the Spot Cargo one-time delivery. Seller shall pay commissions as a foresaid by its nominated fiduciary bank.
INSURANCE	110%
INSPECTION	SGS
COMMISSION	Seller side US\$ 5 (Close), Buyer Side US\$ 5 (Open)

PROCEDURE FOR TITLE TAKE OVER (TTO) TRANSACTION

1. Buyer issues an official ICPO.
2. Seller issues MOU (Memorandum of Understanding) for Title Takeover
3. Buyer countersigns the MOU and returns back with a letter of guarantee to perform to seller.
4. Upon the receipt of countersign original MOU from the buyer, seller emails to buyer the listed document issued in the name of the initial buyer as stated below via email:
 - A. Product Approval to Export;
 - B. Product Passport (Quantity & Quality Dip Test Analysis Report);
 - C. Certificate of Origin;
 - D. Bill of Lading;
 - E. Vessel Q88;
 - F. E.T.A. (Estimated Time of Arrival) of Vessel;
 - G. Vessel (N.O.R) Notice of Readiness;
 - H. Ullage Report;
 - I. Cargo Manifest;
 - J. Invoice of 10% TPV via Escrow Company Account.
5. Upon the receipt of the documents, the potential buyer verifies the availability of the product on high sea and makes deposit payment to the Escrow Account by MT103 within 2 banking days the sum of 10% of the total product to enable the buyer take over the tanker. Upon seller confirmation of the deposit payment, the seller orders for Re-Route to the potential buyer's desired port, transfers the title to the potential buyer's company name and re-issue all other outstanding documents to the potential buyer's company along with NCNDA/IMFPA for commissions payable



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to all intermediaries involved in this transaction.

6. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

Note: Upon receipt of the residual payment of 100% against the total value of the Spot Cargo one-time delivery Seller shall pay commissions as aforesaid by its nominated fiduciary bank.

SPECIFICATIONS FOR RUSSIAN LIGHT CYCLE OIL (LCO)

COMPONENT	UNIT	LIMIT	METHOD
Density at 15%	Kg/l	0.86- 0.88	ASTM D4052
Ash content	Wt, %	max 0.0005	ASTM D482
Chroma	ASTM Color	Brown	ASTM D1500
Temperature of flash		>63	ASTM D93
Sulfur	Wt. % (Mass fraction)	Less 0.05	ASTM D4294
Total Aromatics	Wt. % (Mass fraction)	Min 52	IP391
CFPP		Report	ASTM D6371
Pouring point		-15	ASTM D97
Kinematic Viscosity	cSt	2.5 – 4.5	ASTM D445
Distillation			
Initial BP	Deg. oC	Max 180	ASTM D86
50% recovered	Deg. oC	Max 280	ASTM D86
90% recovered	Deg. oC	Max 360	ASTM D86
Final BP	Deg. oC	Report	ASTM D86
Cetane Index	Deg. oC	min 35-max 39	ASTM D4737
Water	%	0.0%	ASTM D95
Carbon Residue	%, mass fraction	<0.0%	ASTM D4530
Benzene	%, volume fraction	<0.1	ASTM D5580
Toluene	%, volume fraction	<1.0	ASTM D5580
Xylene	%, volume fraction	<1.0	ASTM D5580
Naphtalene	%, mass fraction	1.3±0.1	ASTM D2425
Aromatic content	%, volume fraction	Min 53±1	ASTM D1319
Olefin content	%, volume fraction	29	ASTM D1319
Saturated hydrocarbon content	%, volume fraction	41	ASTM D1319

Signed by and on behalf of: -:

Renat Tahirovich Shigabutdinov
GENERAL DIRECTOR
LLC NEFTEPRODUKT-KAZAN

