



APSNY-GROUP

Telephone

+7(926)774-51-83

Address

125047, Moscow city, 1st Tverskaya-Yamskaya st., 5, room. 308

sales@apsnygroup.ru
info@apsnygroup.ru

To: Who it may concern
Attn: Principal Buyer / Mandate

Buyer's official ICPO should be issued & address as follows;
To: Supplier / Refinery, Russia-Federation
Attn: Export Director
Via: Mr. Dontsov Gennady Anatolievich (Sales Representative)

SOFT CORPORATE OFFER

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

[INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR](#)

PRODUCTS AND PRICE LIST

AVIATION KEROSENE JET FUEL 54 (TS-1)

ORIGIN: Russia

QUANTITY: Minimum of 500.000 BBLs per Month Maximum Quantity: 2,000,000 BBLs Per Month

FOB PRICE: \$86.00 GROSS /BBL, \$ 82.00 NET /BBL

Total Commission: US \$ 4/BBL, Buyer side \$ 2, Seller side \$ 2

PORT: Any Safe World Port INSPECTIONS: SGS or Equivalent

AVIATION TURBINE JET FUEL A1

ORIGIN: Russia

QUANTITY: Minimum of 500.000 BBLs per Month Maximum Quantity: 2,000,000 BBLs Per Month

FOB PRICE: \$86.00 GROSS/BBL, \$ 82.00 NET /BBL

Total Commission: US \$ 4/BBL, Buyer side \$ 2, Seller side \$ 2

PORT: Any Safe World Port INSPECTIONS: SGS or Equivalent

VIRGIN FUEL OIL D6 (0.380 Sulphur Max)

ORIGIN: Russia

QUANTITY: Minimum of 100,000.000 GL, per Month Maximum Quantity: 200.000.000 GL. Per Month

FOB PRICE: GROSS US \$ 0.99 GL. NET US \$ 0.95 GL

Total Commission: US \$ 0.04/BBL, Buyer side \$ 0.02, Seller side \$ 0.02

PORT: Any Safe World Port INSPECTIONS: SGS or Equivalent



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K). - STANDARD PROCEDURES BY TIME-TABLE MEETING (TTM):

1. - Buyer review End-Seller's mandate SCO and issues ICPO along with company profile
2. - Seller issues Sales and Purchase Agreement (SPA) to buyer
3. - Buyer request for Proforma invoice for payment of Product Allocation Certificate via TT wiring (MT103)
4. - Upon buyer submission of Allocation Certificate payment receipt, Seller sends invitation letter for buyer to visit the Refinery or Sellers Agents in the Netherlands and buyer signs the SPA at the Seller's office in Russia Or Netherlands
5. - Upon buyer's successful signing of the contract via TTM, Seller issues the following POP documents:
 - a. Chattered Party Agreement (C PA) from any nominated Shipping company
 - b. Fresh SGS report (Not less than 48 hours)
 - c. Export license from Russian Ministry of Energy
 - d. Commercial Invoice (CI)
 - e. Refinery Commitment to supply
 - f. Product Passport
 - g. Certificate of origin
 - h. Readiness to inject
 - I) NCNDA/IMFPA
6. - Loading commences and Seller transfer ownership of the product to buyer
7. - Upon arrival of the Cargo at the destination port, buyer pays 100% via TT Wiring or MT103 for the total cost of the Trial shipment to Seller's nominated bank information
8. - Seller pays all intermediates involved in the transaction
9. - Successive weekly or monthly delivery continues

L). - TRANSACTION PROCEDURES FOR FOB RUSSIAN PORT.

1. - Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or an I.D.
2. - Seller issues Commercial Invoice (CI). Buyer signs and returns both to Seller for final endorsements, Seller confirms and returns final documents with a Refinery Commitment Letter issued to Buyer.



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4. Buyer pays for the Title Transfer Fee (\$256,400 USD) to the Seller. The fee paid by the Buyer will be deducted from the total cost value of the product before establishing the TT/MT103 at the discharging port.
5. The Supplier transfers the product title to the Buyer and Send the ATB “authorization to board” with SGS (original) to the Buyer. The Supplier Re-issue the POP Document in favor of the Buyer, along with the Bill of Lading.
6. Buyer pays via T/T Wire transfer as per the Commercial Invoice upon SGS inspection at the Destination Port, after offloading the product.
7. The Supplier pays commission to all intermediaries and sends the SPA for 12 Months Rolls & Extension to the Buyer to review and endorsement.

Thanks
Authorize
DATE: 02/08/2022



DONTSOV GENNADY ANATOLIEVICH
FOR AND ON BEHAIF OF “ APSNY-GROUP” LLC
GENERAL DIRECTOR