



## ООО ЮЖНО-РУССКОЕ НЕФТЬ

Адрес: 101000, г. Москва, Переулок Колпачны, Дом 6.

Tel: +7 (495) 235- 8506 & +7 (495) 203- 1397

Email: [export@yuzhno-russkoeoil.ru](mailto:export@yuzhno-russkoeoil.ru), [legal@yuzhno-russkoeoil.ru](mailto:legal@yuzhno-russkoeoil.ru)/[yuzhnorusoil\\_energy@inbox.ru](mailto:yuzhnorusoil_energy@inbox.ru)

TO: THE PRINCIPAL BUYERS/MANDATES

ATT: MR. MOHAMAD HAIDAR | SALES REPRESENTATIVE

### SOFT CORPORATE OFFER

We YUZHNO-RUSSKOYE OIL LLC, as the Seller Refinery and acting with legal standing hereby state with full corporate legal authority and responsibility under penalty of perjury and confirms availability of the listed Refined Petroleum Products for immediate SPOT and Contract deliveries under the specified terms and conditions below. All supplies are guaranteed to meet the International Standard specifications and to pass the stringent requirements of SGS or equivalent in compliance with ICC international regulations.

COMMODITY: RUSSIAN DIESEL GASOIL L-0.2-62 (GOST 305-82)  
ORIGIN: RUSSIAN FEDERATION  
QUANTITY: 50,000MT FIRST TRIAL SHIPMENT & 100,000MT X 12 MONTHS WITH R&E  
CIF PRICE: \$320.00 USD GROSS/\$310.00 USD NET PER METRIC TON  
FOB PRICE: \$310.00 USD GROSS/\$300.00 USD NET PER METRIC TON  
COMMISSION: \$10.00 USD PER MT TO BE SHARED 50/50 BY BOTH SIDES  
LOADING PORTS: KOZMINO/VLADIVOSTOK/NOVOROSIYSK/ROTTERDAM PORT  
DELIVERY: FOB/CIF (ASWP) ANY SAFE WORLD PORT  
PAYMENT TERMS: DLC/SBLC/MT103/TT FOR THE VALUE OF THE GOODS

INSPECTION: SGS/CIQ OR EQUIVALENCE AT BOTH LOADING AND UNLOADING PORTS.

PERFORMANCE BOND: 2% PB PAYABLE BY SELLER AGAINST BUYER'S DLC INSTRUMENT ONLY CIF CONTRACT

INSURANCE: 110% INSURANCE COVERAGE OF THE PRODUCT PAYABLE BY SELLER TO COVER THE PRODUCTS FROM RUSSIAN PORT TO BUYER'S NOMINATED DISCHARGE PORT ONLY CIF CONTRACT.

#### PRODUCT SPECIFICATION / RUSSIAN ORIGIN-GOST 305-82 PRODUCT SPECIFICATION OF RUSSIAN DIESEL GASOIL

COMPONENT	UNIT	MIN.	MAX
Density@ 20 deg C	Kg/m3	0.820	0.850
Color		0.0003	1,0
Flash Point, PMCC	Deg C (°C)	57	60
Kinematic viscosity @20 deg C	CST	3,0	6,0
Pour Point	Deg C (°C)	(*)	-10,0
Cloud Point	Deg C (°C)	(*)	-5,0
MercaptanSulphur			0,004
Acidity, mg / 1000 cm3			5
Lodine number	g/100g		6
Ash	%wt		0,01
Total Sulphur	%wt	0,005	0,05
Copper Corrosion	3 hrs/50 deg C	(typical	1 A
CCR on 10% Residues	%wt		0,10
Cetane index		45	

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**ИНН: 9709029550 ОГРН: 1187746360625**



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### NON NEGOTIABLE FOB ROTTERDAM BANKING/TRANSACTION PROCEDURES

1. Buyer receives Seller's official Soft Corporate Offer and upon satisfactory review if accepted, issue's His / Her 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, Seller issue Commercial Invoice of the product in Tanks at the port; Buyer and Buyer's logistics sign and return back the Commercial Invoice to seller.
3. Upon receipt of the endorsed Commercial Invoice, seller issue the below PPOP documents:
  - (a.) Commitment letter to supply.
  - (b.) Statement of product Availability.
  - (c.) Product Passport.
  - (d.) Countersign and Legalized Commercial Invoice.
  - (e.) Unconditional Dip Test Authorization (D.T.A.)
  - (f.) Fresh SGS Report (Not older than 72 hours)
  - (g.) Loading Port Injection Report (P.I.R)
  - (h.) Certificate of Origin
  - (i.) Tank Storage Receipt (T.S.R)
  - (j.) Authorization to Sell and Collect (A.T.S.C.)
4. Upon successful verification of the Full POP documents, Buyer orders His / Her SGS, Intertek or its equivalent team to conduct Dip test on the product in Seller's tank at buyer's expense.
6. Following the completion of the Dip Test, Buyer provides His/her storage receipt (T.S.R.) to Seller, injection commences into buyer's leased storage tanks and upon completion of injection, issues to Buyer full Injection Report.
7. Seller issues and endorses NCNDA/IMFPA dully signed by all Parties and 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.
8. Seller issues Draft Sales Purchase Agreement (SPA) to buyer to review for R&E monthly deliveries (Optional).

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9. Buyer reviews and approves the SPA and issues SBLC/IRDLIC irrevocable, non-transferable, auto revolving for 12 monthly shipment value and documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after dip test by MT103 Wire transfer on each monthly quantity.

10. The subsequent delivery shall commence according to the terms and conditions of the contract.

AUTHORIZED SIGNATORY:



REPRESENTED BY:

MR. DMITRY FROLOV VLADMIROVICH  
EXPORT DIRECTOR  
YUZHNO- RUSSKOYE OIL LLC



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