



**ООО "Паллас"**  
PALLAS LIMITED LIABILITY COMPANY

443058, Самарская область, город Самара, улица  
Свободы, дом 18, квартира 11.  
pallasllc@bk.ru  
+ 7(926)-808-6137  
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To: Prospective Buyers

### **SOFT CORPORATE OFFER**

We PALLAS LLC under penalty and Perjury hereby confirm the Availability and Capability to Supply the under listed Products for Immediate Spot and Contract sales. The Supply guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from End buyer or authorized mandate is considered.

### **TERMS OF NEGOTIATION**

ORIGIN: RUSSIA  
TERMS OF DELIVERY: CIF/FOB  
LOADING PORT: RUSSIA  
PAYMENT TERMS: T/T WIRE TRANSFER & MT103  
INSPECTION: SGS  
COMMISSION: 50/50% PAID TO SELLER AND BUYER SIDE  
INSURANCE: BY SELLER COVERING 110% OF THE SHIPMENT VALUE

### **PRODUCTS AND PRICE LIST**

#### **DIESEL GAS D2 OIL GOST 305-82**

Quantity: 20,000MT Minimum  
CIF Price: \$180 Gross / \$170 Net per Metric Ton  
FOB Price: \$170 Gross / \$160 Net per Metric Ton

#### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)**

Quantity: 500,000 Barrels Minimum  
CIF Price: \$54 Gross / \$52 Net per Barrel  
FOB Price: \$52 Gross / \$50 Net per Barrel

#### **JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)**

Quantity: 500,000 Barrels Minimum  
CIF Price: \$54 Gross / \$52 Net per Barrel  
FOB Price: \$52 Gross / \$50 Net per Barrel

#### **D6 FUEL OIL**

Quantity: 100,000,000 Gallons Minimum  
CIF Price: \$0.78 Gross / \$0.76 Net per Gallon  
FOB Price: \$0.76 Gross / \$0.74 Net per Gallon

#### **DESIEL GAS OIL EN590 10PPM**

Quantity: 20,000MT Minimum  
CIF Price: \$220 Gross / \$210 Net per Metric Ton  
FOB Price: \$210 Gross / \$200 Net per Metric Ton

#### **RUSSIAN CRUDE ESPO**

Quantity: 500,000 Barrels Minimum  
CIF Price: \$30 Gross / \$28 Net per Barrel

#### **PETROLEUM COKE**

Quantity: 50,000MT Minimum  
CIF Price: \$70 Gross / \$60 Net per Metric Ton

#### **UREA 46%**

Quantity: 50,000MT Minimum  
CIF Price: \$140 Gross / \$130 Net per Metric Ton



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**DAP FERTILIZER**

Quantity: 30,000MT Minimum

CIF Price: \$240 Gross / \$230 Net per Metric Ton

**RUSSIA EXPORT BLEND CRUDE OIL (REBCO) GOST 51 858-2002 / GOST 9965-76**

Quantity: 500,000 Barrels Minimum

CIF Price: \$36 Gross / \$34 Net per Barrel

**MAZUT 100 GOST 10585/75/99**

Quantity: 30,000MT Minimum

CIF Price: \$170 Gross / \$160 Net per Metric Ton

**LIQUEFIED PETROLEUM GAS GOST 20448-90 (LPG)**

Quantity: 30,000MT Minimum

CIF Price: \$170 Gross / \$160 Net per Metric Ton

**RUSSIA LIQUEFIED NATURAL GAS (LNG)**

Quantity: 30,000MT Minimum

CIF Price: \$180 Gross / \$170 Net per Metric Ton

**EURO-4 DIESEL**

Quantity: 20,000MT Minimum

CIF Price: \$190 Gross / \$180 Net per Metric Ton

**GASOLINE OCTANE/UNLEADED**

Quantity: 20,000MT Minimum

CIF Price: \$200 Gross / \$190 Net per Metric Ton

**RUSSIAN LIGHT CYCLE OIL (LCO)**

Quantity: 20,000MT Minimum

CIF Price: \$200 Gross / \$190 Net per Metric Ton

**CST-180 FUEL OIL**

Quantity: 20,000MT Minimum

CIF Price: \$180 Gross / \$170 Net per Metric Ton


**BITUMEN/PETROLEUM ASPHALT**

Quantity: 20,000MT Minimum


CIF Price: \$270 Gross / \$260 Net per Metric Ton

**CIF PROCEDURE:**

1. Buyer issue Irrevocable Corporate Purchase Order (ICPO) to Seller and include banking details.
2. Seller issue Draft Contract SPA to Buyer. Buyer sign and return to Seller.
3. Seller approves SPA and issue Commercial Invoice (CI) to Buyer. Buyer sign and return CI to Seller along with Letter of Acceptance and Guarantee to issue SBLC within ten (10) bank working days or pay 30% Shipping Cost as Guarantee.
4. Upon receipt of signed CI and Letter, Seller issue PPOP consist of the following below:
  - a) Export License
  - b) Statement of Availability of Product
  - c) Irrevocable Commitment to Produce the Product
  - d) Certificate of Origin
  - e) Product Passport
5. Within ten (10) bank working days after receipt of the PPOP documents, Buyer issues SBLC MT760 to Seller Fiduciary Company's bank account. If Buyer could not issue SBLC MT760 within ten (10) bank working days, alternatively Buyer pays

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the 20% Freight Fee to Seller's nominated bank account to assure the transaction and the payment will be deducted from the total cost of product at discharge port.

6. Upon Seller's receipt of SBLC MT760 or 20% Freight Fee, Seller issues and register the Full set of POP with the Ministry of Energy and Justice, and with the loading Port Authorities.

7. Seller send to Buyer the full set of POP documents and 2% PB (Performance Bond) including SGS report by Bank to Bank Swift and by email to Buyer. Loading commence according to shipment schedule for shipment within 7 working days after Buyer verification and confirmation of PPOP and 2% PB.

8. Within three (3) banking days of the Vessel arrival at Buyer destination port, upon successful product confirmation against SGS/CIQ Report of Quality and Quantity, Buyer makes payment via TT/MT103 to Seller against Shipping documents and Title transfer.

9. Product discharged into Buyer's storage facility/vessel.


10. Seller pays commission to all intermediaries as per the signed NCNDA/IMFPA within 24 hours after receiving payment from Buyer.

#### **FOB PROCEDURE (1):**


1. Buyer issues ICPO on acceptance of Seller's working procedure.
2. Seller issues CI with tanks GPS location and terminal name.
3. Buyer endorses the CI and issues his valid TSA bearing Seller's name as the product Supplier.
4. Seller issue DTA for Buyer and Buyer Tank Farm to sign and return.
5. Seller verifies the signed DTA and register with his storage company to obtain Unconditional DTA and ATV for Buyer to contact Seller's Storage Company to schedule for Dip test.
6. Seller releases the Unconditional DTA and ATV with all supporting documents for Buyer to engage with SGS to conduct Dip Test on the product in Seller's storage tanks at Buyer's expense.
7. After a successful Dip Test, the product is injected into Buyer's storage tanks, and the Buyer pays via MT103 TT Wire transfer for the total cost of the product.
8. After confirmation of Buyer's payment, Seller submits the Title of Ownership and Export documents to Seller within 48 hours, and pays commission to all intermediaries involved in the transaction.


#### **FOB PROCEDURE (2):**

1. Buyer accepts Seller working procedure and issue ICPO addressed to the Seller via Seller's representative.
2. Seller issues Commercial Invoice (CI) and Buyer signs and returns back Commercial Invoice along with Buyer's Tank Storage Agreement (TSA).
3. Seller provide the Buyer with the below-listed PPOP.
  - A. Product Passport (Origin Analysis Report)
  - B. Authorization to Verify (ATV) via Email or Call
  - C. Commitment Letter to Supply
  - D. Authorization to Sell and Collect (ATSC)
  - E. Tank-To-Tank Injection Agreement (TTTIA) to be signed by Buyer and Buyer's Tank Farm.
4. Seller complete TTTIA endorsement with Seller's Tank Storage Company and obtain Unconditional Dip Test Authorization.
5. Seller provides the Buyer with the Unconditional DTA, Tank Storage Receipt (TSR) and Terminal Clearance Access Permit with a schedule for Buyer to conduct Dip Test with SGS.

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5. Buyer proceed with Dip Test, and within 24 hours after successful Dip Test in seller tanks, Seller proceed for Tank-To-Tank Injection and provide the Buyer with the Injection Report of the product into Buyer tanks.

6. Buyer makes the payment for a total cost of product injected into Buyer tanks via MT103, Seller transfer Title Ownership to the Buyer with all Exportation Documents required of the Buyer for the transaction.

7. Upon conclusion of first lift transaction, the Seller pays all intermediaries involved in the transaction and proceeds with the signing of the contract with Buyer.

Kindly send ICPO upon acceptance of the terms of the transaction with procedure above and ICPO should be addressed with valid date duly signed and sealed.

Best Regards.



**ТКАЧЕВ YURI VALERIEVICH, DIRECTOR**  
**PALLAS LIMITED LIABILITY COMPANY**