



# LIMITED LIABILITY COMPANY "AVIANEFT"

629804, YAMALO-NENETSKY AUTONOMOUS DISTRICT, CITY NOYABRSK, STREET 60 LET SSSR, 43G, 1

Email: llc.avianeft@mail.ru phone: +796911555581

INN: 8905047994 OKPO: 66607235 OGRN: 1108905001083



## SOFT CORPORATE OFFER

We **LIMITED LIABILITY COMPANY "AVIANEFT"** with full corporate and legal responsibility under penalty of perjury confirm that we are willing and able to sell the following petroleum/petrochemical products under the Russian legal formalities. We respectively offer to sell the below stated products and quantities through our Seller/Refinery whom we **LIMITED LIABILITY COMPANY "AVIANEFT"** represent as their official mandate/agent we have the product in our refinery and at the port of Rotterdam as well.

NOTE: Our prices are highly negotiable. Our standard commission structure is \$6 PER MT and \$4 PER BBL. Our Commission structure can also be negotiated between the seller and authorized buyer mandates or intermediaries

## TERMS OF TRANSACTION

<b>LOADING PORTS</b>	<b>(RUSSIAN PORTS) NOVOROSSIYSK, KUZMINO, VLADIVOSTOK, PRIMORSK, UST-LUGA, NAKHODKA, ROTTERDAM PORT – (NETHERLAND).</b>
<b>DELIVERY TERM</b>	<b>CIF AND FOB</b>
<b>PAYMENT TERMS</b>	<b>DLC, SBLC, IRDLC, T/T</b>
<b>DESTINATION PORTS</b>	<b>AWSP</b>
<b>CONTRACTUAL PERIOD</b>	<b>SPOT/ 12 MONTHS CONTRACT+ ROLLS/EXTENTION</b>

## OPERATIONAL PROCEDURE: FOB ROTTERDAM/HOUSTON:

1. Buyer sends ICPO with banking coordinates in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer
2. Seller issues Commercial Invoice (C.I.), Buyer Signs within 24 hours and returns to Seller Within its validity
3. Upon receipt and review of the signed C.I., seller issues Dip Test Authorization (D.T.A) to be completed and signed by the buyer in order for Dip Test to be conducted alongside countersigned copies of the CI
4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity, and upon successful review of the completed DTA, seller issues the below full POP documents:
  - A. Fresh SGS Report (Not older than 72 hours)





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- B. Product Reservoir Receipt
- C. Accreditation Certificate
- D. Product Passport (Quantity and Quality Analysis)
- E. Authorization to Sell and Collect Certificate (ATSCC)
- F. Pre-Injection Report (PIR)
- G. NCNDA/IMFPA (To be completed by all intermediaries); H. Certificate of Product Origin
- I. Authority to Verify (ATV) either physically or otherwise.
5. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks
6. Buyer upon successful Dip Test makes full payment by MT103 / TT wire transfer for the total product and Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and injection commences immediately
7. Seller issues a contract for the buyer's desired duration upon successful completion of the trial order.

## **PROCEDURE TANK TAKE OVER (TTO)**

1. Buyer issues official ICPO
2. Seller issues MOU
3. Both parties sign MOU, Commercial invoice and market rights protection agreement.
4. Upon the receipt of the countersigned MOU from the buyer, seller emails to the buyer the listed documents
  - a) Certificate of Origin
  - b) Product Passport (Quantity and Quality Dip Test Analysis Report)
  - c) Bill of Lading
  - d) Vessel Questionnaire 88
  - e) Cargo Manifest
  - f) E.T.A (Estimated Time of Arrival) of Vessel
  - g) Vessel (N.O.R) Notice of Readiness
  - h) Invoice for 5% PAYMENT
5. Buyer conducts due diligence on the availability of the product inside the vessel and makes payment of 5% of the master invoice value to the seller fiduciary account via MT103 T/T wire Transfer within 48 hours for the change of the consignment rights and transfer of title of ownership to buyer's name.
6. Upon Seller receipt of the payment of 5%, Seller shall Transfer product Title to Buyer's Company name, reissues all other outstanding documents to the buyer's name and send via swift from seller's bank to buyers bank full proof of product.
7. Buyer contact the shipping company to re-direct the route of the vessel Tanker to buyer's destination port. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's representatives and inspection team to board the vessel and conduct Q&Q Inspection.





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## LIGHT CYCLE OIL (LCO)

Origin: Russia

Quantity: 500,000 MT/per month/ Maximum of 5,000,000 MT per month

Delivery: CIF ASWP

Price: \$150.00 Gross / \$140.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Barrel

## LIGHT CYCLE OIL (LCO)

Origin: Russia

Quantity: 500,000 MT/per month/ Maximum of 5,000,000 MT per month

Delivery: FOB ROTTERDAM

Price: \$120.00 Gross / \$110.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Barrel

## ULTRA-LOW-SULFUR DIESEL

Origin: Russia

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$330.00 Gross / \$320.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

## ULTRA-LOW-SULFUR DIESEL

Origin: Russia

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB ROTTERDAM

Price: \$320.00 Gross / \$310.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

## REBCO GOST 51 858-200 / 9965-76

Origin: Russia

Quantity: Minimum of 100,000 Barrel/per month and Maximum of 1,000,000 Barrels/ per month

Delivery: CIF

Price: NWE Platt's Discount Minus -\$5.00 Gross / -\$2.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

## REBCO GOST 51 858-200 / 9965-76

Origin: Russia

Quantity: Minimum of 100,000 Barrel/per month and Maximum of 1,000,000 Barrels/ per month

Delivery: FOB ROTTERDAOM

Price: NWE Platt's Discount Minus -\$6.00 Gross / -\$4.00 Net per Barrel

Commission: USD 1.50 seller side, USD 1.50 Buyer side Per Barrel



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OIL & GAS

A handwritten signature in blue ink, appearing to be "Svetlana Ivleva".

**GENERAL DIRECTOR  
IVLEVA SVETLANA VASILIEVNA  
LIMITED LIABILITY COMPANY "AVIANEFT"**



OIL & GAS