



# LENAGAZ PLUS

“ЛЕНАГАЗ ПЛЮС”  
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ОКПО: 19749605  
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## SOFT CORPORATE OFFER

We “Lenagaz Plus Refinery” is an oil and gas exploiting/refining, producing and exporting company, with full corporate and legal responsibility, hereby issue this Soft Corporate Offer with given terms conditions and procedure as stated in this offer to confirm our readiness to execute Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

**LOADING PORT:** Novorossiysk, Nakhodka, Vladivostok, Kozmino, Primorsk & Sakhalin Sea Port of Russian Federation.

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

Quantity: From 20,000 -200,000 Metric Tons per Month

Price: GROSS 310 USD / NET 300 USD on CIF.

Quantity: Above 200,000 -500,000 Metric Tons

Price: GROSS 300 USD / NET 290 USD on CIF.

FOB Price / 290 USD Gross/280 USD Net

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

### **LIGHT CYCLE OIL (LCO)**

Min. Quantity: 10,000 MT / Max. Quantity: 500,000 MT per Month

Price: \$240 Gross/ \$230 Net per MT

### **DIESEL FUEL EN 590 (ULSD 10 PPM)**

Min. Quantity: 15,000 MT / Max. Quantity: 1,000,000 MT per Month

Price: \$290 Gross/ \$280 Net per MT

COMMISSION STRUCTURE: \$5 USD Per MT Buyer Side / \$5 USD Per MT Seller Side.

### **EASTERN SIBERIA-PACIFIC OCEAN (ESPO)**

Quantity: From 500,000 – 1,000,000 Barrels per Month

Price: GROSS 42 USD / NET 38 USD per Barrels on CIF / TTO.

### **DIESEL EURO 4 (4M)**

Min. Quantity: 15,000 MT / Max. Quantity: 1,000,000 MT per Month

Price: \$270 Gross/ \$260 Net per MT

COMMISSION STRUCTURE: \$5 USD Per MT Buyer Side / \$5 USD Per MT Seller Side.



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1. Buyer issues ICPO with seller procedures incorporated in the ICPO along with buyer's company registration and RWA letter from buyer's bank.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment for buyer review and signatory.
3. Upon receipt of the signed SPA, seller issue the following PPOP documents to the buyer:-
  - (A) Seller Irrevocable Commitment to Supply
  - (B) Statement of availability of product
  - (C) Certificate of origin
  - (D) Commercial invoice for the first value shipment.
4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non-transferable, indivisible letter of credit (DLC/MT700) according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. Should buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$385,000 USD by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against buyer for default.
5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%):-
  - a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation
  - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
  - c) Copy of statement of availability of the product.
  - d) Copy of the refinery commitment to produce the product.
  - e) Copy of Transnet contract to transport the product to the loading port.
  - f) Copy of the port storage agreement.
  - g) Copy of the charter party agreement to transport the product to discharge port.
  - h) Copy of Vessel Questionnaire 88.
  - i) Copy of Bill of Lading.
  - j) SGS Report at loading port.
  - k) Dip test Authorization (DTA) & ATB
  - l) NOR /ETA
  - m) Certificate of Ownership Transfer
  - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.

## **FOB, DIP & PAY TRANSACTION PROCEDURE:**

1. Buyer issues ICPO along with Buyer's company certificate of registration.



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down payment, which stands as the Allocation Security & Guarantee Deposit, on receipt and confirmation of the product documents as listed below:-

- A. Seller's company Registration Certificate.
  - B. Bill Of Lading-(in the name of Buyer as Consignee.)
  - C. Vessel Tanker Details-VTD.
  - D. Product Passport-Dip-Test Report.
  - E. Certificate of Origin
  - F. Proforma Invoice.
  - G. 3% Payment deposit Invoice.
  - H. Cargo Manifest.
  - I. Cargo Ullage Report.
  - J. Cargo's Q88.
5. Buyer within 3 days of confirms the product documents, make 3% down deposit of the total on-board cargo, which stands as an allocation security and Guarantee payment to the seller nominated bank by Telegraphic wire transfer, which shall be deducted from the total payment value of the take-over product.
  6. Seller release the conducted SGS Test Report of the product with Dip-Test Authorization (DTA) to buyer to enable buyer company order SGS inspection team for Q & Q conformity analysis inspection upon goods /cargo arrival at the discharge port.
  7. Upon the successful completion of Dip-test inspection, Buyer makes the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.
  8. Trans-loading commences immediately.
  9. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

If all terms are accepted, kindly provide your LOI/ICPO address to Lenagaz plus Refinery with cooperate procedure stated in it for our review and smooth perusal.



Mr. Ivanov Yury Viktorovich  
Sales Director  
Lenagaz Plus Refinery.