



Юридический адрес: 423040, Республика Татарстан, Нурлатский район, город Нурлат,
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E-майл: info@kamsk-oil.ru / sales@kamsk-oil.ru / export@kamsk-oil.ru
ООО "Камскойл"

Issue Date:

FULL COOPERATE OFFER

We, LLC "KAMSK OIL", which is legally liable under penalty of perjury, hereby confirm the availability and delivery of the products specified in the list for immediate spot and contract sales. A delivery guarantee to meet the Specification and pass the strict SGS or Equivalent and Financial Statement clarifying the buyer's financial capability may be required to review the buyer's negotiation. Only direct negotiations with the representative of the final purchaser and his authority will be considered.

TERMS OF NEGOTIATION

DELIVERING PORT: CIF/FOB ROTTERDAM

PRODUCTS GRADE: RUSSIAN EXPORT GRADE

ORIGIN: RUSSIAN FEDERATION

COMMISSION STRUCTURE: 50% SELLER SIDE (CLOSED), 50% BUYER SIDE (OPEN)

CONTRACT TERM: 12 MONTHS MINIMUM (WITH R & E)

PAYMENT TERMS: SBLC MT760, BLOCKED FUNDS MT799, MT103 / TT WIRE TRANSFER

POP: PROVIDED AS STATED IN THE PROCEDURES

INSPECTION BY: SGS OR EQUIVALENT

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

LIST OF PRODUCTS

JET FUEL A1 & JP54

QUANTITY: 2.000.000 BBL, R&E 5.000.000 BBL. MONTHLY

PARTIAL SHIPMENTS: ALLOWED

ORIGIN: RUSSIA

PRICING FORMULAS: GROSS USD \$ 38.00 NET: USD \$ 36.00 PER BBL

DISCHARGE FOB PORT/PLACE OF TRANSFER: ROTTERDAM/HOUSTON PORT

DELIVERY TERMS: CIF –ASWP OR FOB-BASIS: ITT PROTOCOLS (INTER-TANK TRANSFER OPERATION) OR (INTER-TERMINAL TRANSFER OPERATION)

COMMISSION STRUCTURE: \$ 2 SELLER SIDE | \$2 BUYER SIDE

DIESEL GAS D2 OIL GOST 305-82

QUANTITY: 50,000 MT, R&E 200,000 MT, MONTHLY

PARTIAL SHIPMENTS: ALLOWED

ORIGIN: RUSSIA

PRICING FORMULAS: GROSS: USD\$ 220.00 NET: \$210.00 PER MT

LOADING PORT PORT/PLACE OF TRANSFER: NOVOROSSIYSK OR PRIMORSK PORT, VLADIVOSTOK

DELIVERY TERMS: CIF-BASIS: ASWP (ANY SAFE WORLD PORT) OR FOB ROTTERDAM / HOUSTON.

COMMISSION STRUCTURE: \$ 5 SELLER SIDE | \$5 BUYER SIDE



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PRINCIPAL CONDITION OF SALES: FOB-ROTTERDAM/HOUSTON PORT: ITT PROTOCOLS (INTER-TERMINAL TRANSFER OPERATION)

1. BUYER SENDS ICPO ON RECEIPT OF SOFT OFFER ALONG WITH TANK STORAGE AGREEMENT (TSA) PROOF OF STORAGE TANK AVAILABILITY.
2. SELLER ISSUES COMMERCIAL INVOICE/CI, FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER, BUYER SIGNS AND RETURNS TO SELLER.
3. SELLER ISSUES DIP TEST AUTHORIZATION TO BUYER, BUYER AND STORAGE LOGISTICS COMPANY SIGN AND RETURN.
4. SELLER VERIFIES BUYER TANK FARM AND ISSUES POP DOCUMENTS:
 - AUTHORITY TO VERIFY (ATV).
 - FRESH SGS REPORT (48 HOURS).
 - AUTHORITY TO SELL AND COLLECT.
 - PUMPING REPORT (INJECTION REPORT).
 - CERTIFICATE OF ORIGIN.
 - TANK STORAGE RECEIPTS. (TANK RECEIVER INCLUDING TANK NO).
 - REFINERY COMMITMENT TO SUPPLY.
 - EXPORT LICENSE.
5. BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK AT BUYER EXPENSE.
6. UPON SUCCESSFUL DIP TEST, SELLER ISSUE INJECTION SCHEDULE AND INJECTS THE FUEL INTO BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
7. BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND SELLER PAYS COMMISSION TO ALL SELLER SIDE INTERMEDIARIES AS BUYER LIKEWISE PAYS COMMISSIONS TO ALL BUYER SIDE INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.

PRINCIPAL CONDITION OF SALES: FOB-ROTTERDAM/HOUSTON PORT: ITT PROTOCOLS (INTER-TERMINAL TRANSFER OPERATION)

1. BUYER ISSUES ICPO
2. SELLER ISSUES COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS BACK TO SELLER, BUYER PROVIDES TO SELLER ITS LEASED TANK STORAGE AGREEMENT.
3. SELLER ISSUES TO BUYER THE NOR (NOTICE OF READINESS) TO COMMENCE THE INJECTION OF THE PRODUCT.



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N: B: IF BUYER FAILED TO ISSUE SBLC/MT760 IN 10 BANK WORKING DAYS BUYER WILL MAKE A 10% GUARANTEE PAYMENT WITHIN 48HRS AND ONCE FUNDS IS CONFIRMED SELLER WILL ISSUE ALL THE FULL POP AS BELOW TO BUYER AND BUYER'S BANK WITHOUT DELAY.

- COPY OF EXPORT LICENSE ISSUED BY THE MINISTRY OF ENERGY
- COPY OF EXPORT APPROVAL ISSUED BY THE MINISTRY OF JUSTICE
- COPY OF CONTRACT FOR DELIVERY OF PRODUCTS TO PORT BY TRANSNET
- COPY OF PORT STORAGE AGREEMENT
- COPY OF THE CHARTER PARTY AGREEMENT FOR THE TRANSPORTATION OF THE PRODUCTS TO THE PORT
- RESOURCE CERTIFICATE COPY
- COPY OF ASSIGNMENT NUMBER
- CERTIFICATE OF ORIGIN
- BILL OF LADING AND MANIFEST (BUYER AS CONSIGNEE)
- SGS QUANTITY AND QUALITY REPORT
- VESSEL Q88

6. LOADING OF THE GOODS TO COMMENCE WITHIN 1/3 DAYS AFTER SELLER RECEIPT OF ACCEPTABLE PAYMENT INSTRUMENT FROM BUYER

7. UPON VESSEL ARRIVAL AT DISCHARGED PORT, BUYER WITHIN 3/5/7 DAYS AFTER CONDUCT THE CIQ/SGS BASED ON Q & Q AT THE DESTINATION PORT, RELEASE FINAL CARGO PAYMENT TO SELLER VIA TT/MT103 AND SELLER THEN RELEASES OWNERSHIP TITLE TO BUYER WITH ALL THE EXPORT DOCUMENTS.

8. SELLER/BUYER PAYS COMMISSIONS TO ALL INTERMEDIARIES WITHIN 24 HOURS AFTER LIFT OF PRODUCTS COMPLETED.

ON BEHALF OF LLC "KAMSK OIL"

Represented by: Yuri Filgatovich Anatolievich

Title: Export Director

