



## ZENIT-SERVICE

**LEGAL ADDRESS:** 117292, Moscow Gorod, Street  
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**TEL:** +7 [926] 778-36-12

**ИНН:** 7731593447 ОКПО: 86413510

**ОГРН:** 1087746581790

**ATTN: End Buyer/Buyer's Mandate.**

### SOFT CORPORATE OFFER

We LLC "ZENIT-SERVICE" Represented by **Kuzyakin Roman Ilyich** on behalf of our end Seller/Refinery, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

#### **LOADING PORTS- VLADIVOSTOK/ NOVOROSSIYSK / PRIMORSKY/ROTTERDAM**

Origin: Russian Federation. Grade: Russian Export Grade.  
Contract Term: 12 Month's minimum (with rolls and extensions)  
Payments Term: MT103/TT  
Inspection by: SGS, INTERTEK OR SIMILAR.

#### **PRODUCTS LIST AND TRANSACTION TERM:**

##### **RUSSIAN D2 DIESEL GAS OIL L-0.2-62 GOST 305-82**

Quantity: Minimum 50,000 MT. Maximum 500,000 MT  
FOB Price: USD GROSS-320/NET-310 PER MT  
COMMISSION: \$5/\$5

##### **RUSSIAN JET FUEL AVIATION KEROSENE COLONIAL GRADE JP54**

Quantity: Minimum 1,000,000 BBLs. Maximum 2,000,000 BBLs  
FOB Price: USD GROSS-52/NET-50 PER BBL  
COMMISSION: US \$1/ US \$1

##### **RUSSIAN JET A1 AVIATION KEROSENE COLONIAL**

Quantity: Minimum 1,000,000 BBLs. Maximum 2,000,000 BBLs  
FOB Price: USD GROSS-52/NET-50 PER BBL  
COMMISSION: US \$1/ US \$1

##### **RUSSIAN D6 VIRGIN FUEL OIL**

Quantity: Minimum 100,000,000 GALLONS PER WEEK. Maximum 200,000,000 GALLONS  
FOB Price: USD GROSS-0.74/NET-0.70 GALLON  
COMMISSION: \$.02/\$.02 CENT PER GALLONS

##### **DIESEL EN590 10 PPM**

Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT  
FOB Price: USD GROSS-320/NET-310 PER MT  
COMMISSION: \$5/ \$5

##### **RUSSIAN MAZUT M100 GOST 10585-75**

Quantity: Minimum 50,000 MT. Maximum 500,000 MT  
FOB Price: USD GROSS-280/NET-270 PER MT  
COMMISSION: \$5/\$5



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### **NON NEGOTIABLE PROCEDURE FOR FOB ROTTERDAM PORT:**

- 1 Buyer issues ICPO, and Company registration certificate.
- 2 Seller issues Draft contract, commercial invoice (CI), Buyer signs and return back to seller with TSA
- 3 Seller leases and pay the Buyer tank for 2 days and Buyer does pay his Tank Farm Company for 3 Days after his Tank farm Company has received the payment from Seller Company and along NCND/IMFPA for seller general manager to endorse.
- 4 Seller issues following PPOP document to Buyer
  - A. tank Storage receipt (TSR) with GPS coordinate.
  - B. Injection Report
  - C. Dip Test Authorization Letter (DTA)-Unconditional
  - D. Authorization to sell and to collect (ATSC)
  - E. Fresh SGS Report
  - F. Authorization to physically verify (ATV)
- 5 Buyer conducts DIP Test on the product in seller tank and makes the payment for Total value of product Injected into the Tanks Through the means of MT103-TT.
- 6 Seller instructs bank officer to issue Pay Order and pays both side's mandates and intermediaries in NCND/IMFPA in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

### **ALTERNATIVE TRANSACTION PROCEDURE FOR FOB ROTTERDAM PORT:**

1. Buyer submits ICPO and TSA (Tank Storage Agreement) on receipt of Seller's Soft Corporate Offer.
2. Seller releases Commercial Invoice (CI), buyer sign and return back to seller along with IMFPA/NCND.
3. Seller issue DTA to be endorsed by buyer and buyer's tank farm.
4. Seller within Three days upon receipt of the endorsed DTA releases the following POP's:
  - A. Tank Storage Receipt (TSR) with full info including Terminal, Barcode & GPS...Etc
  - b. Injection report on Rotterdam Tank
  - c. Fresh SGS Report less than 24 hours on Rotterdam tank
  - D. Unconditional DTA on buyer's name
  - e. Authorization to verify (ATV)
  - f. Authorization to Sell and Collect fund (ATSC)



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- g. Commitment to Supply. (CTS)
- h. Product passport and analytical report (PP)
- l. Certificate of origin (COO)
- j. Attestation of allocation (AOA)
- k. Legalized commercial invoice.
5. Buyer verifies and confirms POP as above & orders SGS to conduct Dip Test of the product in the Seller tanks.
6. Upon successful Dip Test, Seller injects the fuel into the Buyer lease storage tanks and Seller submits the full injection reports to the Buyer.
7. Buyer pays total cost of the product via MT 103.
8. Seller transfers to the Buyer TITLE OF OWNERSHIP CERTIFICATE and all other export documents.
9. Seller pays all the intermediaries involved the transaction.
10. Seller and Buyer sign a one year contract.

General Director  
Kuzyakin Roman Ilyich

