



ИМЦ КОНЦЕРНА "ВЕГА"

Тел: +7 926 743 5743 Email: Vadim.fedorov75@bk.ru

Адрес: Г МОСКВА, УЛ БАЛТИЙСКАЯ, Д 14

ИНН: 7743084892 ОГРН: 1037743058803. 17660092

ATTN: END BUYER/BUYER MANDATE

SOFT CORPORATE OFFER

WE "IMTC KONTSERNA" VEGA " 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.

PRICE LIST

RUSSIA D2 GAS OIL GOST305-82

QUANTITY: 50,000MT- 1,000,000MT

FOB PRICE: \$258 GROSS/\$248 NET.

CIF PRICE: \$268 GROSS/\$258 NET.

COMMISSION: \$5/\$5.

MAZUT M100 GOST- 10585-99 RUSSIAN ORIGIN

QUANTITY: 50,000MT- 1,000,000MT

FOB PRICE: \$178 GROSS/\$168 NET.

CIF PRICE: \$188 GROSS/\$178 NET.

COMMISSION: \$5/\$5.

BITUMEN GRADES: 40/50, 60/70 AND 80/100

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 200,000 METRIC TONS PER MONTH

CIF PRICE: GROSS USD \$ 320.00/ USD \$ 310.00 NET ON CIF /ASWP

FOB PRICE: GROSS USD \$300.00 USD \$ 290.00 NET ON FOB / ASWP

COMMISSION: \$5/\$5.

AVIATION KEROSENE COLONIAL GRADE 54

QUANTITY: 500,000BLS - 10,000,000BLS

FOB PRICE: \$48 GROSS/\$44 NET.

COMMISSION: \$2/\$2.

LIQUEFIED NATURAL GAS.GOST5542-87

QUANTITY: 50,000MT- 500,000MT

FOB PRICE: \$198GROSS/\$188 NET.

CIF PRICE: \$210 GROSS/\$200 NET.

COMMISSION: \$5/\$5.

JET FUEL A1 91/91

QUANTITY: 500,000BLS- 10,000,000BLS

FOB PRICE: \$48 GROSS/\$44 NET.



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NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 1

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 BUYER TANK FARM SIGN AND RETURN.
4. SELLER VERIFIES BUYER TANK FARM AND ISSUES POP DOCUMENTS:
 - ◆ PRODUCT PASSPORT.
 - ◆ FRESH SGS REPORT.
 - ◆ STATEMENT OF AVAILABILITY OF THE PRODUCT.
 - ◆ EXPORT LICENSE.
 - ◆ CERTIFICATE OF ORIGIN.
 - ◆ TANK STORAGE RECEIPTS.
 - ◆ REFINERY COMMITMENT TO SUPPLY
5. BUYER ISSUE TSR AND ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK AT BUYER EXPENSE.
6. UPON SUCCESSFUL DIP TEST, SELLER INJECTS THE FUEL INTO BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
7. BUYER MAKE 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.
8. BUYER LIFTS THE PRODUCT TO BUYER'S RENTED/LEASED TANKS AT ROTTERDAM.

NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 2

1. BUYER ISSUES ICPO WITH COMPANY REGISTRATION CERTIFICATE AND COMPANY PROFILE WITH BUYER INTERNATIONAL PASSPORT.
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER COUNTERSIGN WITHIN 48 HOURS AND RETURNS SIGNED CI WITH BUYER INTERNATIONAL PASSPORT.
3. SELLER VERIFIES THE BUYERS DOCUMENTATIONS AND ISSUE POP DOCUMENTS:
 - ◆ AUTHORIZATION TO VERIFY (ATV)
 - ◆ TANK STORAGE RECEIPT (TSR) WITH GPS BARCODES
 - ◆ AUTHORIZATION TO SALE AND COLLECT (ATSC)
4. BUYER VERIFIES THE PRODUCT DOCUMENTATION AND BUYER TAKES OVER THE TANK-FARM TO ISSUE COPY OF VALIDATED TANK STORAGE RECEIPT (TSR).
5. SELLER ISSUE DIPTTEST AUTHORIZATION (DTA) PRODUCT AT THE TANK-FACILITY FOR QUALITY AND QUANTITY INSPECTION SGS/INTERTEK OR SIMILAR AGENT FOR LEGAL DIPTTEST BY THE BUYER SGS AGENT.



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5. UPON RECEIVING CONFIRMATION OF THE PARTIAL POP TO THE BUYER'S BANK, THE BUYER'S BANK SWIFT DOCUMENTARY LETTER OF CREDIT (DLC).

6. AFTER CONFIRMATION OF THE BUYER'S PAYMENT INSTRUMENT, THE SELLER WILL ISSUE TO THE BUYER'S BANK THE FULL SHIPMENT DOCUMENTS / FULL PROOF OF PRODUCT (POP) PLUS 2% PERFORMANCE BOND (PB) VIA SWIFT BANK TO BANK. UPON ACCEPTANCE OF THE BUYER'S PAYMENT INSTRUMENT COVERING THE FIRST TRIAL SHIPMENT BY THE SELLER (DLC).

7. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND THE BUYER AT THE DISCHARGE SEAPORT.

8. SHIPMENT COMMENCES AS PER CONTRACT.

9. THE BUYER'S BANK UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR ARRIVAL CARGO SHIPMENT BY THE BUYER VIA MT103 100% AFTER SGS INSPECTION AT DISCHARGE PORT.

10. THE SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED ACCORDING TO IMFPA SIGNED BY ALL THE PARTIES WITHIN 48 HOURS OF RECEIVING PAYMENT OF THE PRODUCT FROM THE BUYER'S BANK, SECOND SHIPMENT PROCEED ACCORDINGLY.



KULISH ALEKSANDR VASILIEVICH
General Director