



**693005, Yuzhno-Sakhalinsk, 4 Sakhalinskaya Street.  
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### SOFT CORPORATE OFFER

We as Mandate (VENINEFT LLC), hereby with full authority/responsibility provide you/your company a soft-offer SPOT DEAL for petroleum Products, at the cost specified under Per Barrel / Metric Ton and Per Gallons. If all the terms and condition is accepted by the buyer or buyer's mandate, revert with buyers ICPO and Acceptance Letter for SCO approval to close the deal.

ORIGIN	RUSSIA
PERFORMANCE BOND (PB)	2% OF THE FIRST MONTH SHIPMENT VALUE
DESTINATION	ASWP
INCOTERMS	CIF/FOB/TTO
LOADING PORT	RUSSIA PORT/ ROTTERDAM / HIGH SEA / HOUSTON/ CHINA WATERS
PAYMENT TERM'S	DLC, TT-MT103, SBLC MT760,
INSPECTION	SGS, CIQ OR SIMILAR
COMMISSION	SELLER'S SIDE - \$5.00 PER MT /BUYER'S SIDE - \$5.00 PER MT SELLER SIDE- \$ 2.00 PER BBL / BUYER SIDE - \$ 2.00 PER BBL
INSURANCE	PAID BY SELLER, COVERING 110% OF SHIPMENT VALUE

### List of products and prices

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

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT - - - - 100,000 MT	\$310.00 PER MT	\$300.00 PER MT

#### MAZUT M100 GOST 10585-75/99

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT - - - - 100,000 MT	\$220.00 PER MT	\$210.00 PER MT

#### JP54 (AVIATION KEROSENE COLONIAL GRADE 54)

QUANTITY FOR CONTRACT BASIS	GROSS	NET
500,000 BBLs - - - - 2,000,000 BBLs	\$37.00 BBLs	\$35.00 PER BBLs

#### JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

QUANTITY FOR CONTRACT BASIS	GROSS	NET
1,000,000 BBLs - - - - 2,000,000 BBLs	\$40.00 BBLs	\$38.00 PER BBLs

#### BONNY LIGHT CRUDE OIL (BLCO)

QUANTITY FOR CONTRACT BASIS	GROSS	NET
1,000,000 BBLs - - - - 2,000,000 BBLs	\$64.00 BBLs	\$62.00 PER BBLs

#### RUSSIAN BASE OIL SN150/500

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT - - - - 100,000 MT	\$260.00 PER MT	\$250.00 PER MT

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**RUSSIAN VIRGIN DIESEL D6**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 GLN	\$0.90 PER GLN	\$0.88 PER GLN

**AUTOMOTIVE GAS (AGO)**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$290.00 PER MT	\$280.00 PER MT

**LIQUID PETROLEUM GAS.GOST 20448-90**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$270.00 PER MT	\$260.00 PER MT

**LIQUIDIFIED NATURAL GAS**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$270.00 PER MT	\$260.00 PER MT

**ULTRA LOW SULFUR DIESEL EN590**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$450.00 PER MT	\$440.00 PER MT

**RUSSIAN LIGHT CIRCLE OIL (LCO)**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$430.00 PER MT	\$420.00 PER MT

**RUSSIAN PET-COKE**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$220.00 PER MT	\$210.00 PER MT

**REBCO GOST**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
500,000 BBL ---- 1,000,000 BBL	\$44.00 PER BBL	\$42.00 PER BBL

**ESPO-OIL**

QUANTITY FOR CONTRACT BASIS	GROSS	NET
50,000 MT ---- 100,000 MT	\$230.00 PER MT	\$220.00 PER MT

**CIF CONTRACT PROCEDURE**

1. Buyer issues ICPO must be with buyer company letterhead.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement.
3. Seller send's partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Company Registration Certificate
  - (e) Export License

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3. Within 5 banking days, Buyer's bank sends Irrevocable Operative DLC, SBLC via MT760 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 \$430,000 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.

4. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).

a) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.

b) Copy of Transnet contract to transport the product to the loading port.

c) Copy of the port storage agreement.

d) Copy of the charter party agreement to transport the product to discharge port.

e) Copy of Vessel Questionnaire 88.

f) Copy of Bill of Lading.

g) SGS Report at loading port.

h) Dip test Authorization (DTA) & ATB

i) NOR /ETA

j) Certificate of Ownership Transfer

k) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy

5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's 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.

6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and Confirmation of the Q&Q by SGS/CIQ at destination port.

### **TTO PROCEDURE**

1. Buyer issue ICPO with banking details.

2. Seller issues complete Tanker Take over Draft contract of the loaded cargo (MOU)

3. Buyer signs TTO Draft contract and return to the Seller

4. Seller endorse TTO contract, Seller sends to buyer, the following POP documents which were issued in the initial buyer's name via email.

1) Certificate of Product Origin

2) Product Passport (Quantity & Quality Dip Test Analysis Report)

3) Certificate of Quality

4) Bill of Lading

5) Tanker Vessel Q88 Document

6) E.T.A. (Estimated Time of Arrival) Of Vessel

7) Ullage Report

8). Freight/Cargo Manifest

9) Invoice

5. Buyer confirms and verifies the POP documents and Issue TT MT103 payment for the minimum of 5% of the total value of the product to Seller nominated account, to obtain Certificate of Ownership of the cargo and the shipping document will be re-issued in the name of the potential buyer. Seller will re-route the vessel to buyer's destination port upon confirmation of buyer's payment and sends to buyer the information of the clearing agent for the vessel simultaneously and the 5% will be deducted from the total cost of the product.

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6. Upon arrival of the vessel at the buyer's discharge port, the buyer verifies the product, performs Dip Test on board seller's vessel and pays for the product via TT MT103 before CIQ and discharge of the vessel.
7. Seller out pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.



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