



АО "КРУДЕ ОИЛ БРОКЕРС"

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SOFT CORPORATE OFFER

We **KRUDE OIL BROKERS**, as **Seller Mandate** confirms our readiness and willingness to issue a Soft Corporate Offer and then straight to Sales Purchase agreement upon acceptance of our terms and conditions stipulated herein for the below products:

PRODUCT -ORIGIN: Russian federation
SPECIFICATION: Standard export Grade
PAYMENT TERMS: T/T, MT760 SBLC /MT103
DELIVERY TERMS: -A.S.W.P (ANY SAFE WORLD PORT)

1. AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

Quantity: Minimum 100, 000 BBLs, Maximum 10,000,000 BBLs

Price: USD 55 Gross / USD 51 Net

Commission: USD 2 Buyer side – USD 2 Seller side

2. VIRGIN D6 FUEL OIL

Min. Quantity: 25,000,000 Gallons Max. Quantity: 400,000,000 Gallons per week x 52 weeks

Price: USD 0.53/Gal Gross USD 0.51/Gal Net

Commission: USD 0.2 Buyer side - USD 0.2 Seller side

3. JET FUEL JA1 (AVIATION KEROSENE COLONIAL GRADE A1)

Min. Quantity: 10,000 Metric Tons Max. Quantity: 500,000 Metric Tons Per Month

Price: USD 360/ MT Gross USD 350 /MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

CIF REFINERY WORKING PROCEDURE

1. Buyer issues an official **ICPO** inserting seller's terms and procedures.
2. Seller issues Draft Contract and Commercial Invoice for the product quantity on board the vessel tanker, buyer endorses and sends back.
3. Seller issues the **POP** documents as listed below:
 - a, Declaration of product ownership.
 - b, Analysis test report (product passport).
 - c, Certificate of origin.
 - d, bill of lading.
 - e, Vessel notice.
 - f, Cargo manifest. bng, Vessel Q88.
 - h, Shipping agent power of attorney.
4. Upon confirmation of the above documents by the buyer, buyer makes a 3% Guarantee Deposit payment via **TT** Wire transfer, and then buyer's shipping agent makes contact with vessel Master to confirm **ETA** and Product Details.



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5. Upon confirmation of the payment, seller issues Approval to export certificate, Export license certificate, Authorization to board the vessel (**ATB**) / Dip test authorization (**DTA**) and all shipping documents will be reissued in buyer's name, and vessel will be re-routed to the buyer's preferred destination port.
6. Upon arrival of the vessel at buyer's discharge Port, buyer pays for the full product value via **MT103** after successful **CIQ/SGS** or equivalent inspection and transfer the title holder of the product to the buyer.
7. Seller pays commission to Agencies, Broker and intermediary as per signed **NCNDA/IMFPA** and seller commences the subsequent monthly shipments.

FOB PROCEDURE:

1. Buyer issues official Irrevocable Corporate Purchase Order (ICPO) with full banking Information and Company profile.
2. Seller issues Commercial Invoice to buyer, Buyer countersigns within **24 hours** and returns to seller. Seller provides their Tank Farm Company details for buyer to finalize the number of days buyer wants to extend the tank and pay after verify **PPOP**.
3. Seller issues the following **PPOP** document to Buyer:
 - (A) Authorization to Verify (**ATV**)
 - (B) Passport Product Analysis
 - (C) Authorization to Sell/Collect (**ATSC**)
 - (D) Notice of Readiness to inject (**NOR**)
 - (E) Certificate of Origin
 - (F) Tank Storage Agreement (**TSA**)
 - (G) Tank Storage Receipt (**TSR**)
 - (H) Unconditional **DTA** authorization to dip test
4. Within 48 hours of receiving PPOP buyer pays extension cost direct to Seller's Tank-Farm Company; Buyer conducts Dip-Test/SGS at seller's tanks.
5. Buyer provides Seller/Refinery with Buyer's Vessel information's.
6. Seller commences injection immediately into Buyer's Vessel within maximum 48 hours Buyer pays via **MT 103 /TT** and issues all export documents.



Title: G.M; Viktoria Rumyantseva