

# LIMITED LIABILITY COMPANY "PRIMORSKY BUNKER"

INN: 7813351752  
KPP: 781301001  
OKPO: 94682603  
OGRN: 5067847138992

197022, SAINT-PETERSBURG CITY, AVENUE MEDIKOV,  
BUILDING 5, LITER V, ROOM 7-N ROOMS 149-151

**ООО "ПРИМОРСКИЙ БУНКЕР"**  
197022, ГОРОД САНКТ-ПЕТЕРБУРГ, ПРОСПЕКТ МЕДИКОВА, ДОМ 5,  
ЛИТЕР В, КОМНАТА 7-Н, КОМНАТЫ 149-151

TO: END BUYER

## SOFT CORPORATE OFFER

We LIMITED LIABILITY COMPANY "PRIMORSKY BUNKER, 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.

### PRODUSTS IST.

#### **RUSSIA VIRGIN FUEL OIL D6**

Minimum Quantity: 100,000,000 Gallons @ Trial lift  
Maximum Quantity: 300,000,000 Gallons @ Monthly Supply  
Price: Gross \$0.58 USD / \$0.54 USD Net on FOB  
Price: Gross \$0.60 USD / \$0.56 USD Net on CIF  
Commission: Buyer's Side \$0.2 USD / Seller's Side \$0.2 USD

#### **AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1**

Minimum Quantity: 2,000,000 Barrels @ Trial lift  
Maximum Quantity: 4,000,000 Barrels @ Monthly Supply  
Price: Gross \$45.00USD / \$41.00USD Net on FOB  
Price: Gross \$48.00USD / \$44.00USD Net on CIF  
Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

#### **AVIATION KEROSENE COLONIAL GRADE JP54**

Minimum Quantity: 2,000,000 Barrels @ Trial lift  
Maximum Quantity: 4,000,000 Barrels @ Monthly Supply  
Price: Gross \$45.00USD / \$41.00USD Net on FOB  
Price: Gross \$48.00USD / \$44.00USD Net on CIF  
Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

#### **RUSSIAN EXPORT BLEND CRUDE OIL GOST 51 858-2002 / 9965-76 [R.E.B.C.O]**

Minimum Quantity: 2,000,000 Barrels @ Trial lift  
Maximum Quantity: 4,000,000 Barrels @ Monthly Supply  
Price: Gross \$50.00USD / \$46.00USD Net on FOB  
Price: Gross \$52.00USD / \$48.00USD Net on CIF  
Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

#### **RUSSIAN D2 DIESEL GAS OIL L-02-62 GOST 305-82**

Minimum Quantity: 100,000 Metric Tons @ Trial lift  
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply  
Price: Gross \$280.00 USD/\$270 .00 USD Net on FOB  
Price: Gross \$290.00 USD/\$280 .00 USD Net on CIF

## **TRANSACTION PROCEDURES FOR TITLE TAKE-OVER (TTO)**

1. Buyer issues ICPO according to the seller's working procedure along with buyer's company certificate of registration or profile with copy of buyer's passport.
2. Seller issues the Title Take-Over Contract (TTO/MOU) addendum for review and endorsement by all parties.
3. Seller issues Proof of Product and Shipping documents as listed below;
  - Product Passport (Quantity & Quality Dip Test Analysis Report)
  - Certificate of Origin
  - Bill of Lading
  - Tanker Vessel Q88 Document
  - Vessel (N.O.R) Notice of Readiness
  - Ullage Report
  - Cargo Manifest
  - Invoice for title transfer
4. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and immediately make 5% security guarantee payment of the total cost of the product which serves as a Title Take-Over Fee
5. Upon seller receipt of the title takeover payment, seller orders for re-rout to buyer's desired port, transfers the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full prove of product.
6. Vessel arrives the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.
7. Seller shall provide the following partial proof of product documents which were issued In name of initial buyer

## **TRANSACTION PROCEDURES FOR CIF DELIVERY**

1. Buyer Company issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead to the seller.
2. Seller Company issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendments if any) both parties sign and seal the present contract and exchange the copies electronically.
3. Seller Company sends hard copy of the notarized and insured POP documents along with the legalized Contract to buyer Company. The Partial POP documents to be send along with the legalized Contract include:
  - Certificate of Origin.
  - Company Registration Certificate.
  - Statement of Product Availability.
  - Product Quality Passport (Dip Test Analysis).
  - Refinery Commitment to Produce / Supply.
  - Refinery Legalized Draft Contract.
4. Seller Company appoints a tested/reliable shipping and World-Renowned Logistic Company. Both end seller and end buyer will sign the Charter Party Agreement (CPA) together with the Shipping and Logistic Company (A three parties CPA). Seller/Buyer pays for the Chartered Freight Cost with the appointed shipping company for the transportation of the product to the buyer's designated discharge port.

**N/B:** Any fee borne by the buyer in the above clause will be reimburse when buyer is making payment for the total cost of the product at the discharge port upon completion of the CIQ/SGS test on the product.

5. Seller Company releases copies of POP and Shipping documents to buyer Company.
  - Copy of the Charter Party Agreement to transport the product to discharge port.
  - Copy of Shipping Schedule Document.
  - Product Analysis Report.
  - Certificate of Origin.
  - Bill of Lading
  - Tank Receipt.
  - Vessel's Q88.
  - SGS Report.
  - Certificate of Product.
6. Buyer's bank sends the Irrevocable Documentary Letter of Credit (IRDL) non- operative issued by the buyer's bank to seller's bank for the face value of the first whole month shipment.
7. Seller's bank sends through swift the original and full Proof of Product (POP) documents along with the 2% operative performance bond to the buyer's bank and the irrevocable documentary letter of credit issued by the buyer's bank on to the seller's bank will become immediately operative.
8. Seller's bank will confirm to seller and to buyer that the irrevocable documentary letter of credit has been accepted and the shipping commences as scheduled in the contract for the CIF delivery.
9. Payment will be made for the product by the buyer's Bank via T/T MT103 Wire Transfer to the seller's bank after the CIQ/SGS Inspection at port of discharge and the delivery to the buyer's bank of all documents required by the contract.
10. Seller releases the commission of the intermediaries immediately.



SERGEY I. KALININ  
DIRECTOR