



LLC 'VIKONT'

344092, Rostov region, city of Rostov-on-Don, Kosmonavtov av, bld 2, office 1007

OGRN: 1066165060280 INN:6165135667

TEL: +79267731954. EMAIL: s.zaikin@llcviscount.ru

SOFT CORPORATE OFFER FOR PRODUCTS

TO: Buyers/Buyer's Mandate

LLC 'VIKONT' is a registered Russian Mandate company for top refineries here in Russia and abroad. LLC "VIKONT" was founded on the 14th of June, 2005 and officially registered on the 29th of November, 2006 with both local and international trading with petroleum products supplied directly from the major oil producers/refineries as its prime target activity. we've been into petroleum supply for more than a decade and we keep growing on a daily basis and learning more, likewise we keep satisfying our respective clients with their regular petroleum needs.

DELIVERY TERMS:

FOB AND CIF

MAX TOTAL QUANTITY BY MEASUREMENT FOR 1ST SHIPMENT:

METRIC TONES (500,000MT) BARRELS (2,000,000BBL) 200,000,000 GALLONS

PERFORMANCE BOND:

SELLER ISSUES 2% PERFORMANCE GUARANTEE BOND

INSPECTION:

SGS ONLY

PETROLEUM PRODUCTS AND PRICE LIST

JET FUEL A1 91/91

Monthly Quantity: 500,000BBL – 10,000,000BBL Price Per BBL

FOB \$48 Gross / \$44 Net.

CIF \$55 Gross / \$51 Net.

Commission: \$2/\$2

MAZUT M100 GOST-10585-2013 RUSSIAN ORIGIN

Monthly Quantity: 10,000MT – 1,000,000MT

FOB \$250 Gross / \$240 Net.

CIF \$280 Gross / \$270 Net.

Commission: \$5/\$5





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STANDARD PROCEDURE (CIF 50/50 CPA PAYMENT)

1. Buyer issues ICPO with Buyer's details and company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues via email the following PPOP documents to the buyer:
 - Unconditional commitment to supply.
 - Statement of product availability.
 - Product passport quality and quantity.

Buyer acknowledges the PPOP documents and issues confirmation letter within 24 hours in order for the seller to proceed.

4. Seller makes arrangement for the chartered freight with a shipping company for the transportation of the product to buyer's designated discharge port, both the Seller and the Buyer signs the Charter Party Agreement (CPA) together with the shipping company. (Seller & Buyer jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company.

NOTE: This is applicable to only buyers dealing with the refinery for the first time and Fee would later be deducted or refunded when Buyer is paying for the total product cost.

5. Upon the completion of both parties making payments, Seller issues Buyer product title transfer agreement to the buyer, Buyer signs and returns. Seller issues the commercial invoice and sends to Buyer the certificate of product title transfer. Seller legalizes the Contract with the authorities in charge and sends to buyer the legalized contract and then proceeds with the port & custom clearance of product and all related logistics accordingly.

6. Buyer's bank issues to the Seller's bank swift operative Standby Letter of Credit (SBLC) MT760 or Documentary Letter of Credit (DLC) MT700 for the 1st shipment total product value to Seller's fiduciary account, Seller lodges and activates a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer.

If Seller fails to supply the cargo/shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.





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7. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank. The product SGS inspection charges will be borne by Seller at the loading port. Seller issue invitation letter and arrange to invite the Buyer & Buyer's delegates to come and physically inspect the goods, view Seller's facility and witness loading at the loading port in Russian Federation ("Optional" if the Buyer decides not to come as it can still be skipped).

8. Seller issues FULL POP Documents to Buyer via bank to bank, namely;

- Copy of Approval to Export certificate.
- Company Registration Certificate of Incorporation.
- Copy of Bill of Lading.
- Fresh SGS report
- Copy of Commercial Invoice.
- Copy of the Transneft Contract to Transport the Product to the Port.
- Copy of the Port Storage Agreement.
- The customs formalities, and test report to Buyer's bank.
- Certificate of Origin.
- Copy of Vessel Questionnaire 88.
- Dip Test Authorization.
- Tank Receipt.

9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping documents. Seller within 48hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA.

ALL PRICES ARE NEGOTIABLE.

GIVE A CALL OR EMAIL US FOR ANY FURTHER INQUIRIES.



С уважением,

Sergey Ivanovich Zaikin

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