



ЛЕНСПЕЦНАБ

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

"ЛЕНСПЕЦНАБ"

Адрес: 197342, г. Санкт-Петербург,

пр-т Приморский, д. 14, кв. 28

КПП 781401001

ИНН 7814303952

Тел: +7 (980) 198 27-61

Э. Почта: lenspetsnab@mail.ru

Soft Co-operate Offer

We LENSPESSNAB LLC, on behalf of our end seller with full corporate and legal responsibility, under penalty of perjury confirm that we are ready willing and able to supply the following products at the cost specified under per metric ton. We respectively offer for sell the above products and quantity as the lawful owner of the commodity in quantity and quality as will be stated in the soft corporate offer and the buyer has the full capability to purchase the said commodity.

Payment:	/ T/T Wire Transfer & MT103
Inspections:	Indigenous Analysis Report or SGS Report
Country of Origin:	Russian Federation

PRODUCT AND PRICE-LIST FOB/CIF DELIVERY

RUSSIAN ORIGIN ULTRA LOW SULFUR DIESEL

RUSSIAN ORIGIN DIESEL GAS OIL EN 590 (10PPM)

Minimum Quantity: 20,000 Metric Tons

Maximum Quantity: 500,000 Metric Tons x 12 Months

FOB Price: Gross USD \$280.00 / Net USD \$260.00

CIF Price: Gross USD \$410.00 / Net USD \$390.00

Commission: 5/5

CIF TRANSACTION PROCEDURE

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (D) Product Allocation Export License



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(E) Company Registration Certificate

4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS / Q & Q or Equivalent inspection immediately Buyer's Bank releases the Total Payment: SBLC MT760/ DLC MT700/ T/T Wire Transfer & MT103 Inspections: Indigenous Analysis Report or SGS Report Payment: T/T Wire Transfer & MT103 Inspections: Indigenous Analysis Report or SGS Report Country of Origin: Russian Federation Report or SGS Report Country of Origin: Russian Federation value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours

ALTERNATIVE (B) TRANSACTION CIF PROCEDURE.

- 1 Buyer issues ICPO to Official seller mandate.
- 2 Seller Issues Sale & Purchase Agreement (SPA), Buyer reviews, amend, if necessary, signs and return the SPA in WORD format to Seller within 3 business days.
- 3 Seller lodge the finalized SPA and POP documents with the bank and seller bank sends PPOP documents to buyer bank or to buyer secure email directly from the seller bank which is number one bank among the top four banks in Russia.
 - (A) Irrevocable Commitment to Supply
 - (B) Statement of Availability of Product Approved by the Ministry of energy
 - (C) Certificate of Origin
 - (D) Commercial Invoice for the first value shipment
 - (E) Product Passport
 - (F) ATSC (Authorization to Sell and Collect)
- 4 Upon confirmation of the listed partial PPOP, Buyer sends acceptance message by email to seller. Within 5 banking days Buyer bank issue Standby Letter of Credit SBLC via MT760 to seller nominated bank or buyer make a product guarantee deposit of 3% of the total cost of product to enable the seller charter vessel and finalize all logistic of the product to buyer destination port without any need for buyer bank to issue standby Letter of Credit
- 5 Seller bank issues 2% Performance Bond PB to buyer bank and Full POP
 - a) Copy of license to export, issued by the Department of the Ministry of Energy, Russian Federation.
 - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - c) Copy of Refinery's contract to transport the product to the loading port.
 - d) Copy of the port storage agreement.
 - e) Copy of Vessel Questionnaire 88 Q88
 - f) Copy of Bill of Lading.
 - g) SGS Report at loading port.
 - h) Dip test Authorization (DTA) & ATV
 - i) NOR /ETA
 - j) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy



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6 Shipment commences as per signed contract according to delivery schedule and the shipment arrive at Buyer's discharge/destination port. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport. Seller signs NCNDA/IMFPA between all intermediaries involved, with the notarized copy sent to Seller's bank.

7 Upon arrival of the cargo at the discharge port, 97% remaining of product cost payment will be made by Buyer's Bank for the Product via MT103 after (Q&Q) or CIQ report Inspection / SGS at Discharge Port.



Sign and Sealed
Artur Kuznetsov
C.E.O