

ADDRESS: 15 MIRA STR., YUGORSK, KHANTY-MANSIYSK AUTONOMOUS DISTRICT, TYUMEN REGION, 628260, RUSSIAN FEDERATION. TEL (+79268587495)

TEL: +74993912576 E-MAIL/WEBSITE: <u>www.gazprom-ytr.ru</u> info@gazprom-ytr.ru

INN: 8622000931 KPP: 862201001 OGRN: 1028601843918

## **FOB SPOT SOFT CORPORATE OFFER (SCO)**

On behalf of GAZPROM TRANSGAZ YUGORSK we the board of directors hereby issue this SOFT CORPORATE OFFFER, with full legal responsibility, under penalty of perjury hereby confirm our capability and responsibilities with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

## **FOB SPOT PRICE LIST**

(a) COMMODITY: JET FUEL (AVIATION KEROSENE COLONIAL GRADE) RUSSIAN ORIGIN

Gross Price: USD \$45.00 Net USD \$42.00 PER BARREL SPOT ROTTERDAM PORT

(b) COMMODITY: D2 DIESEL GAS OIL L-0.2-62 GOST 305-82 RUSSIAN ORIGIN

Gross Price: USD \$ 350.00 Net USD \$340.00 PER METRIC TON SPOT ROTTERDAM PORT

(c) COMMODITY: D6 VIRGIN OIL RUSSIAN ORIGIN

Gross Price: USD \$ 1.00 Net USD \$0.95.00 PER GALLON SPOT ROTTERDAM PORT

(d) COMMODITY: FUEL OIL - CST 380 RUSSIAN ORIGIN

Gross Price: USD \$ 280 Net USD \$270.00 PER METRIC TON SPOT ROTTERDAM PORT

(e) COMMODITY: MAZUT M100 GOST 10585-99 RUSSIAN ORIGIN

Gross Price: USD \$ 280.00 Net USD \$270.00 PER METRIC TON SPOT ROTTERDAM PORT

(f) COMMODITY: UREA 46% PRILLED AND GRANULAR RUSSIAN ORIGIN

Gross Price: USD\$ 280.00 Net USD \$270.00 PER METRIC TON SPOT ROTTERDAM PORT

(g) COMMODITY: REBCO RUSSIAN EXPORT BLENDS CRUDE OIL GOST 9965-76

Gross Price: USD \$ 45.00 Net USD \$42.00 PER BARREL SPOT ROTTERDAM PORT

(h) COMMODITY: LPG (LIQUEFEID PETROLEUM GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 385.00 Net USD \$375.00 PER METRIC TON SPOT ROTTERDAM PORT



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(i) COMMODITY: LNG (LIQUEFEID NATURAL GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 380.00 Net USD \$370.00 PER METRIC TON SPOT ROTTERDAM PORT

(j) COMMODITY: GASOLINE 93 OCTANE RUSSIAN ORIGIN

Gross Price: USD \$ 240.00 Net USD \$230.00 PER METRIC TON SPOT ROTTERDAM PORT

(k) COMMODITY: GASOLINE 89 OCTANE RUSSIAN ORIGIN

Gross Price: USD \$ 240.00 Net USD \$230.00 PER METRIC TON SPOT ROTTERDAM PORT

(I) COMMODITY: GASOLINE 87 OCTANE RUSSIAN ORIGIN

Gross Price: USD \$ 240.00 Net USD \$230.00 PER METRIC TON SPOT ROTTERDAM PORT

(m) COMMODITY: CST-180 FUEL OIL RUSSIAN ORIGIN

Gross Price: USD \$ 300.00 Net USD \$290.00 PER METRIC TON SPOT ROTTERDAM PORT

(n) COMMODITY: NAPHTHA RUSSIAN ORIGIN

Gross Price: USD \$ 345.00 Net USD \$335.00 PER METRIC TON SPOT ROTTERDAM PORT

(o) COMMODITY: EN-590 10PPM RUSSIAN ORIGIN

Gross Price: USD \$ 355.00 Net USD \$345.00 PER METRIC TON SPOT ROTTERDAM PORT

We subscribe to energy market data services, and independent market Intellect services that provide us with regular reports that we circulate to our customers to keep them informed of changes that regularly occurs in the market. We react to market factors and May make possible Changes in pricing without public notice. If you are in need of other Petroleum-based products, we can source them for you provided the Volume is high (at least minimum-10,000 metric tons and maximum-500,000 Metric tons/ 5,000,000 Barrels per month).

## FOB SPOT PROCEDURE:

- 1) Buyer issue LOI/ICPO address to seller refinery company name with company registration and passport copy if available.
- 2) Seller issue Commercial Invoice to Buyer for review and signature, Buyer sign and returns back to Seller, Buyer contact Seller Tank Farm and obtain his Tank Storage Agreement (TSA) and send copy to seller.
- 3) On confirmation and approval of Buyer Tank Storage Agreement (TSA) Buyer instruct the tank farm to arrange invoice for Buyer to pay four (4) days and Seller pays for three (3) days, Seller shall make payment within 24 hours of receipt of Buyer confirmation payment receipt, thereafter Seller makes 3 days payment.
- 4) Seller issue to the buyer the NOR (Notice of readiness) to commence the injection of the product into buyer's tanks and Injection commences as per agreed SPOT Lift Quantity.
- 5) After completion of the Injection, the seller shall precede providing buyer with the following POP: -
- A. INJECTION/PRODUCT PASSPORT ANALYSES DIP TEST



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- B. COMMITMENT TO SUPPLY/TANK RECEIPT
- C. AUTHORIZATION TO SELL THE PRODUCT (IF BUYER IS A BROKER) IF NOT NEED FOR ATS.
- D. COMPANY LICENSE AND EXPORT LICENSE.
- E. FRESH SGS QUALITY&QUANTITY
- F. UNCONDITIONAL DTA
- 6) Upon Buyer's successful Q&Q dip test on the product, Buyer makes the payment for the Total Value of the product injected into the Tanks through the means of TT/MT103.
- 7) Buyer release payment for the total cost of the product to Seller bank by swift TT Wire transfer, Seller issue Certificate of ownership in Buyers name.
- 8) Seller confirms Buyer payment and immediately releases payment to all intermediaries that Involved in the said transaction.

## TANKER TAKE OVER TTO PROCEDURES.

- 1. Upon acceptance of seller's Offer, Buyer issues Purchase Order (ICPO) to Seller alongside company registration and passport copy if available.
- 2. Upon acceptance of buyer ICPO, Seller issues Commercial Invoice, Buyer sign the commercial invoice and returns to seller, seller issues to Buyer the below listed documents for Buyer to confirm product existence.
- -Q&Q Quality and Quantity
- TSR Tank Receipt of the product in Tank at Rotterdam.
- -COMMITEMENT TO SUPPLY THE PRODUCT.
- 3. Upon confirmation of the above documents by Buyer, Buyer extend Seller Tank for 5 days, seller issue DTA to Buyer to enable Buyer conduct test on the available product in Seller Tank, Buyer conduct dip test with fresh SGS report.
- 4. Upon successful Q&Q including Dip Test, Buyer pays for product by Wire Transfer / Swift MT-103 into the Seller's account.
- 5. Seller releases original POP documents in buyer's name and Trans-loading commences.
- 6. Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB Rotterdam contract upon completion of the first trial order.

Sales Direct

Igor stravinsky aleksandrovich