



## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUBLIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61

INN:0548007725

EMAIL: [alexander.viktor@inbox.ru](mailto:alexander.viktor@inbox.ru), [gamzatovrasul@inbox.ru](mailto:gamzatovrasul@inbox.ru)

OKPO: 12801308

TEL: +79856914260, WHATSAPP: +79267748594

KPP:054801001

SKYPE: [vikto.alexander@bk.ru](mailto:vikto.alexander@bk.ru)

To: **Who It May Concern**

Attn: **Principal Buyer / Mandate**

**Buyer's official ICPO should be issued & addressed as follows;**

To: **Supplier / Refinery, Russia-Federation,**

Attn: **Export Director**

Via: **LLC "CASPIAN PETROL",**

(Sales Representative)

### SOFT CORPORATE OFFER

WE **LLC "CASPIAN PETROL"**, 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.

### TRANSACTION TERMS:

Country of Origin: **RUSSIAN FEDERATION.**

Trading Mode: - **FOB (Free On Board) & CIF (Cost of Insurance and Freight).**

Price: **Negotiable (send your sensitive/target price during ordering).**

Payment: **SBLC/MT760, LC/DLC/MT700, MT103/23 and TT-Wire.**

Loading port: **Ust-Luga / Tuapse / Novorossiysk / Nakhodka / Kozmino, Prigorodnoye - Russia.**

Destination: **Any Safe World Port (ASWP).**

Specification: **Annexed within Contract (TBA).**

PB: **2% Operative Performance Bond, by the Seller.**

### COMMISSIONS STRUCTURE

INSPECTION: **SGS FOR THE QUALITY & QUANTITY TEST REPORT**

COMMISSION PER BBL: **SELLER SIDE & BUYER SIDE - \$ 4.00 USD PER BARREL**

COMMISSION PER MT: **SELLER'S SIDE - \$5.00 & BUYER'S SIDE - \$ 5.00 USD PER MT.**

COMMISSION PER GAL: **SELLER SIDE & BUYER SIDE - \$ 0.2 USD PER GALLON**

### RUSSIAN JET FUEL (AVIATION KEROSENE COLONIAL GRADE 54)

Minimum Quantity: **Buyer request not less than 100,000 per BBL**

Maximum Quantity: **4,000,000 per BBL Monthly**

Price CIF ASWP: **Gross \$ 58 US D / NET \$ 54 USD per BBL**

Price FOB: **Gross \$ 54 US D / NET \$ 50 USD per BBL**

COMMISSION: **\$ 2.00 Seller Side / \$ 2.00 Buyer Side per BBL**

### RUSSIAN JET FUEL (AVIATION KEROSENE COLONIAL GRADE A1)

Minimum Quantity: **Buyer request not less than 100,000 per BBL**

Maximum Quantity: **4,000,000 per BBL Monthly**

Price CIF ASWP: **Gross \$ 59 USD / NET \$ 55 USD per BBL**

Price FOB: **Gross \$ 55 USD / NET \$ 51 USD per BBL**

COMMISSION: **\$ 2.00 Seller Side / \$ 2.00 Buyer Side per BBL**

### RUSSIAN VIRGIN FUEL OIL (D6)

Minimum Quantity: **Buyer request not less than 20,000,000 per Gallon**

Maximum Quantity: **200,000,000 per Gallon Monthly**

Price CIF ASWP: **Gross \$ 0.77 USD / NET \$ 0.75 USD per Gallon**

Price FOB: **Gross \$ 0.75 USD / NET \$ 0.73 USD per Gallon**

COMMISSION: **\$ 0.1 Seller Side / \$ 0.1 Buyer Side per Gallons**

## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUB LIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61



## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUBLIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61

INN:0548007725

EMAIL: [alexander.viktor@inbox.ru](mailto:alexander.viktor@inbox.ru), [gamzatovrasul@inbox.ru](mailto:gamzatovrasul@inbox.ru)

OKPO: 12801308

TEL: +79856914260, WHATSAPP: +79267748594

KPP:054801001

SKYPE: vikto.alexander@bk.ru

### ASWP CIF WORKING PROCEDURE.

1. Buyer issues Irrevocable Cooperate Purchase Order (ICPO), and Buyer international passport Data Page.
2. Seller verifies buyers details and issues the SALES AND PURCHASE AGREEMENT / OFFICIAL COMMERCIAL INVOICE addressed to the buyer's Company.
3. Buyer reads carefully the terms and conditions of the «SPA» and then signs/seals (SPA) and (CI) and returns to the seller, signed showing that they have agreed on the terms and conditions of the «CI/SPA» according to the Sellers transaction procedures.
4. Seller issues the PPOP Documents as shown below:
  - A. Export License
  - B. Certificate of Incorporation
  - C. Rail Way Bill {For the transportation of the product from the Refinery reservoir to the Sea Shore Tank storages at the loading port}.
  - D. Certificate of Quantity and Quality
  - E. Certificate of Origin
  - F. Dip Test Analysis Result
  - G. Commitment to Supply
  - H. Confirmation of the Availability of Product. {Endorsed by the Russian Ministry Of Energy}.
5. After proper verifications on the sellers PPOP documents, Buyer visits the Refinery in Russian federation to sign the ACT OF TRANSFER and after successful TTM at seller's office, buyer forwards the signed sealed ACT OF TRANSFER to the Russian Ministry of Energy directly in order to change the TITLE of the ALLOCATION of the PRODUCT to buyer's company name as the owner of the ALLOCATION.
6. After Successful CHANGE OF OWNERSHIP to buyer's company name as the owner of the Allocation. Loading of the products into the vessel commences, as buyer receives the ALLOCATION CERTIFICATE from our Mother Russian MOE. Buyer forwards copy of the Certificate to the Russian Port Authorities/Customs, for them to enable successful loading of the product/departure of the vessel to buyers discharge port.
7. After Successful loading of the product into the vessels, Shipment commences and seller sends to buyer all shipping documents, including:
  - A. VESSEL Q88
  - B. BILL OF LADING
  - C. CARGO MANIFEST... ETC.

## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUB LIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61



## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUBLIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61

INN:0548007725

EMAIL: [alexander.viktor@inbox.ru](mailto:alexander.viktor@inbox.ru), [gamzatovrasul@inbox.ru](mailto:gamzatovrasul@inbox.ru)

OKPO: 12801308

TEL: +79856914260, WHATSAPP: +79267748594

KPP:054801001

SKYPE: vikto.alexander@bk.ru

8. Upon Arrival of the vessel to buyers discharge port, buyers performs DTA and after successful RESULT of the quantity and quality of the product at the buyer's discharge port. Within 72 working hours buyer pays all intermediaries in his side and seller pays his Mandate within 24 hours.

**IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURES ARE ACCEPTABLE BY YOUR COMPANY KINDLY ISSUE AN ICPO INSERTING THE ABOVE WORKING PROCEDURES IN THE ICPO IN ORDER FOR AN ACCEPTANCE.**

During October - March winter specification:

Pour Point not more than  $-15^{\circ}\text{C}$  / Cloud Point  $-8^{\circ}\text{C}$  Max.

April - September summer specification:

Pour Point not more than  $-10^{\circ}\text{C}$  / Cloud Point  $-5^{\circ}\text{C}$  Max.



**Mr. GAMZATOV RASUL GAMZATOVICH (CEO)**  
**For & on behalf of LLC "CASPIAN PETROL"**  
**Seller's Authorized Sales Mandate**  
**Via: ALEXANDER VIKTOR**  
**(Sales Associate)**

## LLC "CASPIAN PETROL"

ADDRESS: 368502, REPUB LIC OF DAGESTAN, IZBERBASH, UL CHERNYSHEVSKOGO D 61