



# ZAO "KIROV-OIL"

Address: 188508, Leningrad region, Lomonosov district, Gorelovo urban settlement, Volkhonskoye sh 4, Tel: +7 (926) 7496686

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OGRN: 1024702181680

INN: 7805082231

KPP: 780501001

**TO: BUYER'S OR BUYER'S MANDATE**

## SOFT CORPORATE OFFER

We ZAO "KIROV-OIL", is a company incorporated and operating as direct mandate to different oil refinery that Has permit to export petroleum products from Russia Federation to genuine buyer's globally and we hereby Confirm our legal responsibility, under penalty of perjury that we are ready, willing and able to supply the below products platform.

### AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54) JPA1

Minimum Quantity: 500,000BBL 5,000,000BBL Per Month

Price: Gross \$ 10 - Net \$ 9/CIF ASWP

Price: Gross \$ 12- Net \$ 10 /FOB Rotterdam

Quality: SGS or similar inspection

Commissions: \$1 Buy side (open) Seller side \$1 (open)

Payment Term: MT103 Loading Port: Primorsk/Novo

### D6 FUEL OIL

Minimum Quantity: 10,000,000 – 400,000,000 Gallons

Price: US\$ 0.38 Gross US\$ 0.36 Net / CIF ASWP

Price: US\$ 0.32 Gross US\$ 0.30 Net /FOB Rotterdam

Quality: SGS or similar inspection

Commissions: 0.3 cent Buy side (open) Seller side 0.3 Cent (open)

Payment Term: MT103

Loading Port: Vladivostok / Novorossiysk/ Primorsk

### DESIEL GAS OIL ULTRA – LOW SULPHUR DIESEL 50 PPM/ EN590

Price: Gross \$ 160- Net \$ 140/ CIF ASWP

Price: Gross \$ 130- Net \$ 110 /FOB Rotterdam

Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (open)

Payment Term: MT103

Loading Port: Vladivostok / Novorossiysk/Primorsk



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## PROCEDURES FOR CIF

1. Buyer issues ICPO along the following documents; Buyer Company certificate of registration.
2. Seller issues to buyer the Sales and Purchase Agreement Contract, Buyer sign with initials and return to Seller.
3. Seller send to Buyer the below documents via Email.  
Product Allocation Certificate issued on Buyer name approved by the Russian Ministry of Energy  
Letter of Commitment to supply  
Q&Q report of the product in seller reservoir Company registration certificate Export License
4. Seller and Buyer sign Chartered Party Agreement (CPA) with Shipping Company and conclude booking of vessel, APA (Advance Provisioning Allowance) charges with shipping schedule preparation with port authority.
5. Upon conclusion of vessel booking with shipping company, seller commences internal transportation of the product to loading port and injects product to the chartered vessel and conduct SGS aboard the vessel, buyer have the option to witness loading.
6. Seller bank will issue to Buyer's bank the full shipment documents and proof of Product (POP) Plus 2% Performance Bond via swift bank to bank. SGS report, Copy of Approval to Export, Copy of License/Permit to Export Copy of Statement of Availability of Product. Copy of the Refinery Commitment to Produce the Product. Copy of Vessel Questionnaire and BL.



# ZAO "KIROV-OIL"

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E-mail: zaokirovoil@mail.ru

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INN: 7805082231

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7. Refinery Certificate of Product Ownership. Copy of Fresh SGS. Copy of Bill of Lading. Copy of the Port Storage Agreement. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
8. Buyer/Buyer's Bank officer verifies the swift of full POP & 2%PB and replies with the DLC.
9. Delivery commence as per schedule.
10. Upon arrival at the discharge port, the cargo will be subject to SGS inspection at the buyer's expense. Upon completion of SGS inspection buyer makes 100% payment via MT103-T/T wire transfer within 72 hours from issuance of SGS certificate at discharge port.
11. Upon receipt of buyer's T/T wire payment, seller pays all intermediaries within 24 hours.

We ONLY work 100% strictly according to END Seller Company/Refinery's above procedures ONLY.

Price lists are negotiable in some terms.

If the terms and procedures are acceptable, kindly provide your ICPO for us to proceed further.

The ICPO must be complete identification of principal buyer signed, sealed and stamped; in buyer's company letterhead with quantity per month/year, Target Price, Contract length, Buyer's own opinion of specification if any and any other relevant details. We do not accept expired ICPO (Maximum date for validity is 5 working days)

Sincerely,

Anoshkin Alexey Viktorovich  
General Director  
ZAO "Kirov-Oil"

