

BUYER/ BUYER / MANDATE

### **SOFT CORPORATE OFFER**

**AO'NEFTEGAZREZERV'** 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.

### **PRODUCTS AND PRICE LIST**

#### **D2 GAS OIL GOST 305-82**

Quantity: Minimum: 50,000 MT.  
Maximum: 500,000 MT  
FOB Price: \$ 190 GROSS / \$180 NET  
CIF Price: \$ 200GROSS / \$190 NET

#### **MAZUT 100 GOST-10585-75**

Quantity: Quantity: Minimum: 50,000 MT.  
Maximum: 500,000 MT  
FOB Price: \$ 170 GROSS / \$160 NET  
CIF Price: \$ 180 GROSS / \$170 NET

#### **LNG (LIQUEFIED NATURAL GAS)/LPG**

Quantity: Quantity: Minimum: 50,000 MT.  
Maximum: 500,000 MT  
FOB Price: \$ 170 GROSS / \$ 160 NET  
CIF Price: \$ 180 GROSS / \$ 170 NET

#### **AVIATION KEROSENE COLONIAL GRADE 54 /JET FUEL A1**

Quantity: Minimum: 2,000, 000 BBLs.  
Maximum: 4,000,000 BBLs  
FOB Price: \$ 30 GROSS / \$ 28NET  
CIF Price: \$ 32GROSS / \$ 30NET

#### **VIRGIN FUEL OIL D6**

Quantity: Minimum: 100,000,000  
GALLS PER WEEK. Maximum: 200, 000,000 GALS  
FOB Price: \$0.54 GROSS / \$0.52NET  
CIF Price: \$0.56GROSS / \$0.54NET

#### **EN 590 10PPM**

Quantity: Minimum: 50,000 MT.  
Maximum: 500,000 MT  
FOB Price: \$210 Gross/\$200 NET.  
CIF Price: \$ 220 GROSS / \$210NET

#### **REBCO GOST 9965-76 /ESPO .**

Quantity: Minimum: 1,000,000 BBL PER WEEK.  
Maximum: 10, 000,000 BBL



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ADDRESS 4100012, OBLAST SARATOVSKAYA, GOROD

SARATOV, ULITSA IM CHELYUSKINTSEV D, 122 OF LITERA - OGRN-1026403677068 - INN- 6455021630 - ISSUE - ON  
-JANUARY/29/2022 / VLID TILL DECEMBER/31/2022 /BUYER/BUYER MANDATE

FOB Price: \$38GROSS / \$36 NET  
CIF Price: \$ 40GROSS / \$ 38NET

**RUSSIAN LIGHT CRUDE OIL/LIGHT CYCLE OIL**

Quantity: Minimum: 50,000 MT.  
Maximum: 500,000 MT  
FOB Price: \$ 200 GROSS / \$190 NET  
CIF Price: \$ 210GROSS / \$200 NET

**Russian Liquefied Petroleum Gas (LPG)**

Price Gross \$220 Net \$210  
CIF. Price Gross \$200 Net \$190  
FOB MOQ 20,000 Metric Tons Max Metric Ton

**Russian Aviation Kerosene Colonial Grade JP54**

Price Gross \$38 Net \$36  
CIF Price Gross \$35 Net \$44  
FOB MOQ 500,000 Barrels Max

**PETROLEUM COKE**

Min. Quantity: 10.000 MT Max. Quantity: 750.000 MT per Month  
Price: \$65 Gross / \$55 Net per MT

**HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO**

CIF/ASWP Price:\$220.00 Net/210 Metric Tons  
FOB Price:\$200.00/\$190.00/Net

**UREA 46,2% PRILLED & GRANULATED:**

Origin Russian Quantity MINIMUM 100.000 –  
MAXIMUM 500.000 MT x 12 months  
Price - \$190/180USD Gross/Net, per MT  
CIF Price -\$170-160 USD Gross/Net per MT  
FOB Commission: \$0.02 seller side

**TRANSACTION PROCEDURE FOB DIP & PAY ROTTERDAM**

1. Buyer accepts seller working procedure and issue ICPO to the End seller via Seller's representative.
2. Seller issues a commercial invoice and NCNDA and Buyer signs and returns back commercial invoice along
3. Seller Representative visit the buyer's tank farm for TTM with a copy of the SGS and Injection Report upon verification of the copy of the SGS and Injection report, buyer and buyer's Tank Farm endorse DIP Test Authorization letter seller sends the following PPOP documents:

A. Statement of Product Availability



**AO'NEFTEGAZREZERV** ADDRESS 4100012,OBLAST

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- B. Letter of Guarantee
- C. Product Passport (Analysis Report)
- D. Certificate of Origin

4. Seller issues Complete DTA and Tank Receipt to Buyer, Buyer order SGS to conduct a Dip Test of the product in the Seller's Tank on Buyer expenses submit the full injection report to the Buyer.
5. Upon successful Dip Test, sellers inject the fuel into the buyer lease Storage Tank and sellers submit the full injection report to the Buyer
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and the Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.
7. Seller issues draft SPA to the buyer to review for R monthly deliveries.
8. Buyer review and approves the SPA and issues SBLC/IRDLC irrevocable, non -transferable, auto revolving for 12 months shipment value, documentary letter of credit for length of the contract, and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer one each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from the buyer.

#### **FOB WORKING PROCEDURE**

- 1 The buyer sends ICPO on receipt and acceptance of the seller's Soft Otter alongside with the buyer's CP,
- 2 The Seller issuer Commercial Invoice (CI) for the buyer's endorsement,
- 3 The buyer signs and returns the CI to seller with copy of International Passport (data Page) &
- 4 the seller issuer the readiness to inject and UDTA with ATV, ATSC to buyer,
- 5 The buyer contacts the seller Tank Administrator to execute the Quality and Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
- 6 Upon the successful Dip Test Inspection in the seller Tank, The buyer Submits the TSR from his Tank farm or NOR, from his shipping Company, and seller injects the product into the buyer Tank or Vessel.
- 7 The seller releases the complete POP Document to the buyer, Including the following documents, .Resource Confirmation letter (issued by the End-Refinery)
- 8 The buyer issue 100% payment for the total product by MT103/ TT Wire Transfer to the seller.
- 9 The seller transfers the product title with the complete POP document to the buyer and pay the commission to the Intermediaries as per Master Fee Agreement,
- 10 The buyer issue annual (12 months) delivery contract for the review and acceptance



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**END OF THE PROCEDURE**

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