

# LLC "VESELOVSKAYA OIL COMPANY"

Legal Add: 460961, Orenburg region , Orenburg , Avtomatikiproezd, 8, office 411

Tel: +7 926 687 9154 Email: veselovskaya-oil-company@mail.ru,

OGRN: 1215600012737INN: 5609198275 KPP: 560901001



To: Potential Buyer.

## SOFT CORPORATE OFFER

We **VESELOVSKAYA LLC** under penalty and Perjury hereby confirm the Availability and Capability to Supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from End buyers will be considered.

### TERMS AND CONDITION

**Origin:** All products are of Russian Origin.

**Payment:** BG/SBLC-MT760/MT103/DLC.

**Specifications:** Specifications and refinery product passport can be provided for every product listed below on buyer request.

**Delivery:** FOB/CIF,ASWP.

**Commission Structure:** 50% to buyer's side (open) and 50% to seller's side (closed).

**Contract:** 12 (twelve) Months validity with possible rollovers/ SPOT.

#### JET A1 -JPA1 COLONIAL GRADE

Origin: Russia

Quantity: 2,000,000 Barrels

Delivery: CIF/FOB

CIF Price: Gross \$67 / Net \$64 USD per barrel,

FOB Price: Gross \$64 / Net \$61 USD per barrel,

Commission: USD 1.5 seller side, USD 1.5 Buyer side Per Barrel

#### BASRA LIGHT CRUDE OIL

Minimum Quantity: 1,000,000MT - 5,000,000MT - Per Month

FOB Price: Gross \$67 - Net \$65 / CIF Price: Gross \$71 - Net \$69

Quality: SGS or similar inspection

Commissions: \$1 Buyer side and \$1 Seller side

Loading Port: Vladivostok/Novorossiysk/Primorsk

#### EASTERN SIBERIA PACIFIC CRUDE OIL (ESPO)

Quantity: 10,000 BBL - 5,000,000 BBL - Per Month

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Quality: SGS or similar inspection  
Commissions: \$5 Buyer side and \$5 Seller side  
Loading Port: Vladivostok/Novorossiysk/Primorsk

**DAP (Di Ammonium Phosphate) FERTILIZER (RUSSIAN ORIGIN)**

Quantity: 10,000MT - 500,000MT - Per Month

FOB Price: Gross \$220 - Net \$210 / CIF Price: Gross \$230 - Net \$220

Quality: SGS or similar inspection  
Commissions: \$5 Buyer side and \$5 Seller side  
Loading Port: Vladivostok/Novorossiysk/Primorsk

**DIESEL GAS D2 GOST 305-82**

Origin: Russia

Quantity: 10,000 Metric Tons- 500,000MT available

Loading Port: Vladivostok

Delivery: CIF/FOB (AWSP)

CIF Price: Gross 280.00 / Net \$270.0 USD per Metric Ton,

FOB Price: USD Gross \$270/260 Net per Metric Ton,

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

## CIF TERMS AND PROCEDURES:

1. Buyer issues an official ICPO with a company registration license.
2. Seller issues FCO to buyer for signing and returns with a letter of acceptance stating to adhere to seller's transaction terms and procedure.
3. Seller issues draft contract (SPA) open for an amendment to buyer for review and signing and return to seller in word format and PDF within 5 working days.
4. Seller reviews and countersigns the draft contract (SPA), converts to PDF and sends a copy to buyer with a guarantee letter to supply.
5. Seller submits signed contract (SPA) to the government authorities in charge for registration, legalization and notarization at seller's expense.
6. Seller sends to buyer the below listed soft performance guarantee POP documents:
  - a) Commitment letter to supply product
  - b) Availability letter of product
  - c) Certificate of origin
  - d) Product passport
  - e) Company registration license
7. Buyer issues payment instrument via SBLC-BG swift MT760 or DLC swift MT700 for the first shipment total product value to the seller's fiduciary bank coordinate in a format

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5. Buyer makes transaction guarantee payment to obtain the ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) which identify buyer as the product allocation owner; note the said amount shall be deducted from the first shipment value.
6. Seller issues the following partial Proof of Product (PPOP) documents with the legalized SPA:

Allocation transaction passport code certificate (ATPCC)  
Statement of availability of the product  
Certificate of Origin  
Commitment to supply  
Product passport (analysis test report)  
Company license

7. Both parties lodge their contract with their respective banks, seller signs the Charter Party Agreement and sends copy to buyer for reference and ensure that the Shipping Schedule shall be confirmed by the Buyer before fixing the chartered vessel date.

8. Buyer issue via swift bank to bank DLC MT700 or SBLC MT760 to seller's nominated bank covering the first shipment value

9. Seller's Bank issue via swift bank to bank the full Proof of products (POP) and 2%PB to buyer's bank

10. Shipment commences as per contract schedule

11. Within 5 working days of Vessel arrival, buyer release full payment via MT103 after SGS/CIQ at the destination port and seller transfer product title ownership to buyer and pays all intermediaries accordingly within 72 hours.

12. Subsequently monthly shipment continues as per signed SPA and product payment will be made against successful SGS/CIQ or equivalent inspection at discharge port via TT/MT103

Best Regards

Kalinin Alexander Evgenievich

Director

VESELOVSKAYA LLC



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