

**TO:** End Buyer

## FULL CORPORATE OFFER

“JSC GRITS” hereby issues this official SOFT CORPORATE OFFER with full power and authority under Penalty of Perjury with given terms and conditions and confirm our readiness to execute a Sales and Purchase Agreement directly with end Buyers and Mandates, for supply of the following commodities in accordance with the terms and procedures of the Refinery as stipulated in this SOFT CORPORATE OFFER.

### **CORPORATE OFFER:**

**PRODUCTS ORIGIN:** Russia Federation.

**FOB QUANTITY:** (BBL: 1,000,000 -5,000,000 Barrels).

**CIF QUANTITY:** (MT: 10,000 - 500,000 Metric Tons).

**SPECIFICATION:** As per enclosed in ICPO/CI/Contract.

**DELIVERY TERMS:** FOB Rotterdam, Houston, Vladivostok, Singapore.

**DELIVERY TERMS:** CIF ASWP (Any Safe World Port)

**PAYMENT TERMS:** Operative IRDLC MT700 / SBLC MT760 / MT103 after CIQ Inspection at discharge Port.

### **COMMODITY LIST, PRICES AND WORKING PROCEDURES:**

#### **JET FUEL A1 91/91**

Quantity: Minimum of 1,000,000 Barrel/per

Maximum of 3,000,000 Barrels/ per month

Delivery: FOB ROTTERDAM/HOUSTON/ VLADIVOSTOK/ CIF ASWP

FOB Price: \$62.00 Gross / \$60.00 Net per Barrel

CIF Price: \$64.00 Gross / \$62.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

#### **AUTOMOTIVE DIESEL FUEL EN-590**

Quantity: 10 000 MT/per month

Maximum of 100,000 MT per month

FOB ROTTERDAM/HOUSTON, VLADIVOSTOK / CIF ASWP

FOB price: Price: \$260 Gross / \$250 Net per Metric Ton

CIF Price:\$270.00 Gross / \$260.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side

#### **AVIATION KEROSENE (JP54)**

Quantity: Minimum of 1,000,000 Barrel/per

Maximum of 3,000,000 Barrels/ per month

Delivery: FOB ROTTERDAM/HOUSTON/ VLADIVOSTOK/ CIF ASWP

FOB Price: \$62.00 Gross / \$60.00 Net per Barrel

CIF Price: \$64.00 Gross / \$62.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

## CIF AWSP PROCEDURES I.

1. Buyer accepts sellers working procedures and issues ICPO with:

- a) Corporate bank details.
- b) Name of issuing bank for DLC.
- c) Passport copy of buyer.
- d) Company Registration certificate or trade license.
- e) Product Specification.

2) Seller issues/ send draft copy of sales & purchase agreement to buyer, open for amendments.

3) Buyer returns to seller signed sales & purchase agreement along with letter of acceptance.

4. Seller registers and legalizes the contract with the appropriate authorities and borne for the charges.

5. Seller issues/ send the following PPOP documents to Buyer;

- a. Legalized/Notarized hard contract copies.
- b. Export License.
- c. Local & International GOST R certification
- d. Product Certificate of origin issued and endorsed by the Russian Chamber of Commerce.
- e. Company Registration Certificate.
- f. Product Analysis Report.

6. Both parties proceed to mutually appoint Top-rated Russian charter company for proceeding with the signing of the Chartered Party Agreement (CPA) along with the Marine Insurance Policy (MIP) to confirm the shipping schedule and hire vessel that will convey the product to the Buyer's destination port, whereby:

- a) Both parties equally share cost of charter covering one month voyage for quantity of trial order.
- b) Seller agrees to reimburse buyer 50% of charter cost in final commercial invoice for payment at buyer port.
- c) After sealing CPA, optional, seller can invite buyer for TTM in Russia and to witness vessel loading.

7. After both parties complete the signing of the CPA, seller issues to buyer the following:

- a) statement of availability of the product.
- b) Letter of commitment to supply.
- c) Proforma invoice for first trial delivery showing deduction of 50% charter cost.
- d) Vessel loading schedule.

- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment to produce the product.
- e) Copy to contract to transport the product to the port.
- f) Copy of the port storage agreement)
- g) Copy of the charter party agreement(s) to transport the product to discharge port.
- h) Tank Storage Receipt (TSR) i) SGS report.

8. Seller issues 2% PB to activate the buyer's letter of credit or other acceptable means of payment as agreed on the contract.

9. Delivery commences as per the contract schedule and seller pays intermediaries via NCNDA/IMFPA.

## AUTHORIZED SIGN & SEAL

JSC GRITS

General Director

MR. GOLOVKO VIKTOR YURIEVICH

