



OGRN: 121080000047 INN: 0816040449

Email: info@aranzaloil.ru Tel: +7(495)-294-90-64 +7(926)-802-98-74 www.aranzaloil.ru

Address: 358011, Republic of Kalmykia, City Elista, G Elista, Mkr 4, D. 1, Floor 2, Kom. 1

TO: END BUYER/BUYER'S MANDATE

SOFT CORPORATE OFFER

AO ARANZAL OIL, 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

EN590 GOST 52368-2005

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 500,000 MT Monthly

CIF: \$230 Gross / \$220 Net

Commission: \$5 / \$5

RUSSIAN MAZUT M100 10585/75

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 300,000 MT Monthly.

CIF Price: \$230 GROSS / \$220 NET

Commission: \$5 / \$5

RUSSIAN GAS L0.2/26 GOST 305-82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

CIF Price: \$270 GROSS / \$260 NET

Commission: \$5 / \$5

LIQUEFIED NATURAL GAS

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly

CIF: \$200 Gross / \$190 Net

Commission: \$5 / \$5



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MEMORANDUM OF UNDERSTANDING FOR
TITLE TAKE OVER (TTO).

1. Buyer issues official ICPO.
2. Seller issues original MOU.
3. Buyer countersign MOU and forward back.
4. Upon the receipt of countersign original MOU from the buyer, seller emails to buyer the listed document issued in the name of the initial buyer as stated below:
 - A. Product Passport (Quantity & Quality Dip Test Analysis Report)
 - B. Certificate of Origin.
 - C. Bill of Lading
 - D. Tanker Vessel Q88 Document
 - E. E.T.A. (Estimated Time of Arrival) Of Vessel
 - F. Vessel (N.O. R) Notice of Readiness
 - G. Ullage Report
 - H. Cargo Manifest
 - I. Invoice for title transfer
 - J. Q88 & CPA
- (5). Upon the receipt of the documents, the buyer verifies the availability of the product on the high sea and make a deposit of 5% (percent) MT103 T/T of the total product value to the Seller within (5) FIVE WORKING DAYS, for the title takeover (TTO).
- (6) Upon the confirmation or seller receipt of the title takeover payment seller orders for re-route to the buyer's desired port, transfer the title to the potential buyer's company's name and also reissue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full proof of product.
- (7). Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a Successful inspection, buyer pays by MT103 T/T for the full product to the seller.



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Sign/Stamp:



General Director

Popov Alexander Alexandrovich

AO ARANZAL OIL

