



**EKATERINODAR NEFT-SERVICE**

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**LEGAL ADDRESS:** 350015, Krasnodarsky Krai,  
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String 2.

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**TEL:** +7 (926) 504-2763

**SOFT CORPORATE OFFER ON CIF, FOB AND TTO PROCEDURE  
FROM DIFFERENT SELLERS**

WE **EKATERINODAR NEFT-SERVICE**, HEREBY ISSUE THIS SOFT CORPORATE OFFER ON BEHALF OF OUR END SELLERS (ALL IN RUSSIAN FEDERATION) WITH GIVEN TERMS AND CONDITIONS AND CONFIRM SELLER'S READINESS AND WILLINGNESS TO SUPPLY THE PRODUCTS UPON BUYER'S ACCEPTANCE OF OUR TERMS AND CONDITIONS

VIRGIN FUEL OIL D6

ORIGIN: RUSSIA

QUANTITY: 50,000,000 – 100,000,000 GAL DELIVERY: FOB PRICE: \$0.72.00 GROSS / \$0.68.00

NET COMMISSION: \$0.01 SELLER SIDE \$0.01 BUYER SIDE PER GAL.

JET A1 -JPA1 COLONIAL GRADE

ORIGIN: RUSSIA

QUANTITY: 1,000,000 BARRELS AVAILABLE

DELIVERY: FOB

FOB PRICE: GROSS \$48/ NET \$46 USD PER METRIC TON,

COMMISSION: USD 1.00 SELLER SIDE, USD 1.00 BUYER SIDE PER BARREL

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

ORIGIN: RUSSIA

QUANTITY: 1,000,000 BARRELS AVAILABLE.

DELIVERY: CIF/FOB FOB PRICE: GROSS \$48 / NET \$46 USD PER METRIC TON,

COMMISSION: USD 1.00 SELLER SIDE, USD 1.00 BUYER SIDE PER BARREL

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 / GOST 9965-76

ORIGIN: RUSSIA

QUANTITY: 100,000 BARRELS PER DELIVERY:

CIF/FOB /AWSP

CIF PRICE: USD GROSS \$220/210 NET PER BARRELS,

FOB PRICE: USD GROSS \$210/200 NET BARRELS

COMMISSION: USD 5.00 SELLER SIDE, USD 5.00 BUYER SIDE PER BARRELS

DIESEL GAS ULTRA LOW SULPHUR DIESEL FUEL (EN590)

ORIGIN: RUSSIA QUANTITY: 50,000 METRIC TONS – 500,000 MT AVAILABLE

DELIVERY: CIF/FOB (AWSP)

CIF PRICE: GROSS 260.00 / NET \$250.0 USD PER METRIC TON,

FOB PRICE: USD GROSS \$250/250 NET PER METRIC TON,

COMMISSION: USD 5.00 SELLER SIDE, USD 5.00 BUYER SIDE PER METRIC TON



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**STANDARD FREE ON BOARD (FOB) PROCEDURE (ROTTERDAM & HOUSTON) OPTION  
(TANK TO VESSEL OR TANK TO TANK PROCEDURE)**

1. Buyer Accepts Seller Working Procedure And Issue ICPO And Company Profile (CP) To The End Seller Via Seller's Representative.
2. Seller Issues Commercial Invoice And NCNDA And Buyer Signs And Returns -Back Commercial Invoice Along With Buyer's Charter Party Agreement (CPA).
3. Seller Checks The Buyer's CPA And Sends To Buyer THE TANK TO TTVIA INJECTION AGREEMENT That Must Be Signed By Seller/Buyer/Injection Company And Seller Tank Farm
4. AFTER SIGNED TTVIA SELLER SENT THE SGS REPORT 48hrs Old And Injection Report
5. Upon Verification Of The Copy Of The SGS And Injection Report, Buyer Send Q88 Of The Vessel AND NOR (NOTICE OF READINESS) Addressed To Seller As Proof Of Readiness For Buyer To Inject From Seller Tanks To The Buyer's Vessel
6. Seller Send Following PPOP Documents:
  - A. Reservoir Storage Receipt
  - B. Statement of Product Availability
  - C. Letter of Supply's Guarantee
  - D. Product Passport
7. Seller Issues Complete UDTA (UNCONDITIONAL DIP TEST AUTHORIZATION) With Valid Tank Receipt To Buyer, Buyer Order SGS to Conduct Dip Test of the Product in the Seller's Tank on Buyer Expenses
8. Upon Successful Dip Test, Sellers Inject The Fuel Into Buyer Vessel And Seller Submit The Full Injection Report To The Buyer
9. Buyer Makes 100% Payment By MT103 TT Wire Transfer For The Total Product And Seller Pays Commission To All Intermediaries Involved In The Transaction Within 24 Hours After Confirmation Of The Buyer's Payment.
10. Seller Issues Draft SPA To Buyer To Review For R&E Monthly Deliveries.
11. Buyer Review And Approves The SPA And Issues SBLC/IRDLIC Irrevocable, Non - Transferable, Auto Revolving For 12 Months Shipment Value, Documentary Letter Of Credit For Length Of Contract And For Each Lift Per Schedule. Buyer Pays After Dip Test By MT103 Wire Transfer One Each Monthly Quantity.
12. The Subsequent Delivery Shall Commence According To The Terms And Conditions Of The Contract.
13. Seller Pays Commission To All Intermediaries As Per IMFPA/NCNDA 24 Hours After Receiving Payment From The Buyer

**TTO TRANSACTION TRANSACTION TTO PROCEDURE**

1. Buyer issues official ICPO
2. Seller issues MOU and Commercial invoice to buyer to sign and seal
3. Upon the receipt of the countersigned MOU and Commercial invoice from the buyer, seller emails to the buyer the listed documents:



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4. Seller bank issues full pop document to the buyer's bank alongside with 2% (PB)

- Copy of license to export
- Copy of approval to export
- Copy of statement of product availability
- Copy of refinery commitment to produce the product
- Copy of the port storage agreement
- Copy of vessel questionnaire 88
- Copy of bill of lading
- SGS report at loading port
- Certificate of ownership transfer

5. Shipment commences as per signed contract delivery schedule

6. Buyer releases payment to seller by TT/MT103 upon arrival of the vessel and Confirmation of the SGS /CIQ at the Destination port.

7. Seller pays commission within 72 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA

8. Buyer and seller sign supply contract and R&E

Mr. Syedin Anton Vladimirovich  
Director:

