



# LLC "Alliance"

Address: 117452 , Moscow , Balaklavsky pr-kt, 24 k. 1, e 1 / office V k 12 of a4d  
TEL: +79653446347 EMAIL: llcallianceoil@mail.ru OGRN: 1207700239493 INN: 7727447676

To: End Buyer/Buyer Mandate

## SOFT COOPERATE OFFER

We LLC ALLIANCE under penalty of Perjury Hereby Confirm our 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, representative and mandates will be considered.

## **TRANSACTION TERMS OF DELIVERY**

Delivery Term: FOB Rotterdam Origin: Kazakhstan

Loading ports: Rotterdam

## **COMMISSION STRUCTURE FOR MANDATE/ REPRESENTATIVES**

\$5 USD per MT Seller's side / \$5 USD per MT Buyer's side.

\$0.2 USD per Gal Seller's side / \$0.2 USD per Gal Buyer's side.

\$1 USD per BBL Seller's side / \$1 USD per BBL Buyer's side.

Payment terms: MT103-T/T Wire Transfer for IMMEDIATE QUANTITY. INSPECTION: SGS or Similar

## **PRODUCTS AND PRICE LIST**

### **RUSSIAN ULTRA – LOW SULPHUR DIESEL 50 PPM/10 PPM EN590**

Minimum Quantity: 30,000 Metric Tons per Month

Maximum Quantity: 100,000 Metric Tons per Month

Fob Price: Gross USD \$310/ Net \$300 USD

[CIF] Price: Gross USD \$290.00 / Net \$280.00 USD

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

Minimum Quantity: 100,000,000 Gallons per Month

Maximum Quantity: 500,000,000 Gallons per Month

Fob Price: Gross USD \$0.94 USD/ Net \$0.90 USD

[CIF] Price: Gross USD \$0.90 USD / Net \$0.88 USD

### **RUSSIAN LIGHT CYCLE OIL**

Minimum Quantity: 100,000 Metric Tons per Month

Maximum Quantity: 200,000 Metric Tons per Month

Fob Price: Gross USD \$200.00/ Net \$190.00 USD

[CIF] Price: Gross USD \$240.00 / Net \$230.00 USD

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

Minimum Quantity: 100,000 Barrels per Month

Maximum Quantity: 500,000 Barrels per Month

Fob Price: Gross USD \$52.00/ Net \$50.00 USD

[CIF] Price: Gross USD \$50.00/ Net \$48.00 USD

## **55 - OPTION 1: HOUSTON FOB – PROCEDURES FOR TANK-to-TANK INJECTION – PROCEDURE**

1. The Buyer issues their ICPO, and company profile and company registration certificate and Passport Copy (Data Page) along with their TSA.
2. The Seller Issues Commercial Invoice (CI) & Warning Letter & NCNDA/IMFPA. Buyer signs and returns to Seller. Seller will complete verification on Tank Farm of the Buyer.
3. The Seller Leases and pays the Buyer's tank for 3.5 days for the injection process. Buyer pays his Tank Farm Company for his three and half (3.5) days Tank Storage cost, (Totaling seven (7) days active TSR to be issued).
4. The Seller issues following POP Documents:
  - a. Injection Report
  - b. Certificate of Origin
  - c. Tank Storage Receipt from the Sellers Tank Farm
  - d. Dip Test Authorization Letter (UDTA) - Unconditional
  - e. ATSC-Authorization to Sell & Collect
  - f. Fresh SGS or equivalent not older than 48 hours
  - g. Authorization to Verify the product in the Seller's tank (ATV)
5. The Buyer Conducts Dip Test on the product at Buyers expenses and makes the payment for the Total value of the product injected into the tanks through the means of MT103-TT.
6. Seller pays all intermediaries involved in the transaction (via the signed IMFPA) and subsequently monthly/weekly shipment continues as per terms and conditions of the Sales and Purchase Agreement contract between Buyer and Seller.

## **PROCEDURE FOR LOADED VESSEL TANKER TAKE OVER (TTO)**

1. Buyer issues an official ICPO inserting seller's terms and procedures.
2. Seller issues Memorandum of Understanding (MOU) TITLE TANKER TAKE OVER for buyer's review and signing.
3. Buyer signs the Memorandum of Understanding (MOU) TITLE TANKER TAKE OVER and returns to seller the signed MOU contract, and seller issues the POP Documents as shown below:
  - A. Product Passport (Quantity & Quality Dip Test Analysis Report)
  - B. Certificate of Origin
  - C. Bill of Lading
  - D. Vessel Q88
  - E. E.T.A. (Estimated Time of Arrival) Of Vessel
  - F. 6%Allocation Guarantee Invoice
4. Upon receipt confirmation of the above PPOP documents by the buyer, Buyer conducts due diligence on the product availability via Q88 or via the vessel IMO No upon tracking the vessel current location on the sea.
5. After a successful satisfactory verification of the products and vessel availability, buyer makes a guarantee deposit of 6% Via MT103 T.T Wire Transfer to seller's nominated bank account as Transaction Guarantee Deposit (TGD) in order to get the vessel secured to buyer company name (This is Compulsory).

6. Upon arrival of the vessel at Buyer Discharge Port, vessel captain handover hardcopies of the Full Proof of product (POP) documents/Q&Q Report by SGS at loading port to Buyer, and Seller issues the Authorization to Board (ATB) for product inspection.

7. Buyer conducts product Inspection by SGS, CIQ or equivalent on Buyer's expenses and issues payment for the total balance of contract value to the Seller within 5 banking days after the satisfactory SGS/CIQ inspection at the discharging port.



Mrs. Lisina Nadezhda Sergeevna