



CONSULTANT FOR OIL AND GAS COMPANIES RUSSIA

Contact Address: 446811, Samara koshkinsky P.H
 pogrznaya f/a st Ave pervomayskaya
 email: vladimir.abram64@mail.ru
 Skype: abram6414

ПАРТНЕР ДЛЯ НЕФТЬ И ГАЗ КОМПАНИЯ РОССИЙ :

КОНТАКТЪ: +79067276872 Факс: +79267448980

TO:BUYER/MANDATE

SOFT CORPRATE OFFER CIF, TTO/FOB

We "VLADNEFT OIL" hereby issue this Soft Corporate Offer on behalf of our Seller/ Refinery with given Terms and conditions and confirm Seller/Refinery's readiness and willingness to Issue a Full Corporate Offer and then straight to Sales Purchase Agreement upon acceptance of our terms and conditions Stipulated herein for the below products.

List and price of product

PRODUCT: AVIATION KEROSENE COLONIAL GRADE "54" (GOST 10227-86)
ORIGIN: RUSSIAN FEDERATION
QUANTITY: TWO MILLION (2,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$ 48.00 GROSS / US\$36.00 NET PER BARREL
FOB PRICE: US\$ 34.00 GROSS/ US\$ 32.00 NET PER BARREL
PRODUCT: AVIATION TURBINE JET A-1
ORIGIN: RUSSIAN FEDERATION
QUANTITY: ONE MILLION (1,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$ 36.00 GROSS / US\$34.00 NET PER BARREL
FOB PRICE: US\$ 32.00 GROSS/ US\$ 30.00 NET PER BARREL
PRODUCT: EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)
ORIGIN: RUSSIAN FEDERATION
QUANTITY: ONE HUNDRED THOUSAND (100.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$220.00 GROSS / US\$210.00 NET PER MT
FOB PRICE: US\$200.00 GROSS / US\$190.00 NET PER MT
PRODUCT: PETROLEUM COKE
ORIGIN: RUSSIAN FEDERATION
QUANTITY: FIFTY THOUSAND (50.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$50.00 GROSS / US\$40.00 NET PER MT
FOB PRICE: US\$35.00 GROSS / US\$30.00 NET PET MT
PRODUCT: HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE)
ORIGIN: RUSSIAN FEDERATION
QUANTITY: FIFTY THOUSAND (50,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$ 200.00 GROSS / US\$190.00 NET PER MT
FOB PRICE: US\$ 190.00 GROSS / US\$180.00 NET PER MT
PRODUCT: ULTRA LOW SULPHUR DIESEL FUEL (EN590)
ORIGIN: RUSSIAN FEDERATION
QUANTITY: ONE HUNDRED THOUSAND (100,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
CIF/TTO PRICE: US\$ 220.00 GROSS / US\$200.00 NET PER METRIC TON
FOB PRICE: US\$ 190.00 GROSS/ US\$ 180.00 NET PER METRIC TON



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CIF PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller with RWA letter for final endorsement, Seller gives Partial proof of products
 - (A) Refinery Commitment to Supply
 - (B) Certificate of Origin
 - (C) Statement of availability of product
 - (D) Product transportation contract, to load the product from the reservoir to tank at port of loading,
 - (E) Pre injection report from reservoir to tank at port of loading.
3. Upon buyer successful SOP/verification and in order to confirm the buyer capability and seriousness, buyer and seller jointly contact a reliable shipping company and jointly pay 50% cost to the shipping company to secure the vessel in favor of the buyer and this payment is 100% deductible out of the total cost of product.
4. Seller settle all fee in the port and load the vessel at his own cost and immediately provide all shipping documents below to the buyer
 - a) Copy of Vessel Questionnaire 88.
 - b) Copy of Bill of Lading.
 - c) Dip test Authorization (DTA) & ATB
 - d) NOR /ETA
 - e) Certificate of Ownership Transfer
4. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-20 days maximum. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport
5. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

TTO TRANSACTION PROCEDURE (SPOT)

1. Buyer issues an official ICPO with acceptance letter and company registration certificate.
2. Seller issue buyer MOU with past performance sanitize shipping documents of any product, buyer sign back the MOU and confirm the past performance document,
 - a. Commercial Invoice
 - b. Product Passport
 - c. Analysis test report
 - d. Certificate of Origin
 - e. Bill of Lading
 - f. Vessel Notice
 - g. Cargo Manifest
 - h. Vessel Q88
3. Buyer pays 5% from the total product value as procurement guarantee to Sellers nominated bank by MT 103 /TT within 48 hours of receiving the above documents also this payment will be deducted out of the total cost of product.



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4. Upon receipt confirmation above payment, vessel will be sent to the buyers discharge port (storage in buyer), seller issues Authorization to board vessel (ATB) and Dip Test Authorization (DTA) to the buyers nominated inspection team to commence on the product test for quality & quantity analysis (Q&Q).

5. Upon arrival of the vessel at buyers discharge port, buyer pays balance payment after successful CIQ/SGS or equivalent inspection via TT/MT103 and pumping and title of product ownership transferred to buyer.

6. Seller pays commission to Agencies, Broker and intermediary as per signed NCNDA/IMFPA.



BEST REGARD VLADIMIR ABRAM

SIGN