

# LLC "TOTALENERGIS MARKETING RUSSIA"

125196 , Moscow , Lesnayast., 7, floor 6 room. 62



**ТОТАЛЬЭНЕРДЖИС  
МАРКЕТИНГ РОССИЯ**  
Skype: Rigaud Pascal

OGRN: 1087746252120 INN: 7707655396

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**ТОТАЛЬЭНЕРДЖИС  
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Valid till: 27 December, 2023

To: Capable End Buyers / Buyer Mandates.

## SOFT CORPORATE OFFER

We, **LLC "TOTALENERGIS"**, under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

### ***MAZUT M100 GOST-10585-99 RUSSIAN ORIGIN:***

Monthly Quantity: 50.000MT - 500.000MT.  
Price Per MT: FOB \$300 Gross/\$290 Net. CIF \$320 Gross / \$310 Net.  
Commission: \$5/\$5.

### ***ESPO RUSSIAN ORIGIN:***

Monthly Quantity: 500.000BBLs – 10,000,000 BBL  
Price Per BBL: FOB \$70 Gross/\$65 Net. CIF \$80 Gross/ \$70 Net.  
Commission: \$2/\$2.

### ***DIESEL FUEL EN590:***

Monthly Quantity 50.000MT – 500.000MT.  
Price Per MT: FOB \$340 Gross / \$330 Net. CIF \$360 Gross / \$350 Net.  
Commission: \$5/\$5 Per MT

### ***PET COKE RUSSIAN ORIGIN:***

Monthly Quantity: 50.000 MT – 300.000MT  
Price per MT: CIF \$180 Gross /\$170 Net.  
Commission: \$2.5/\$2.5

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### **FOB ROTTERDAM/HOUSTON/RUSSIAN PORT TRANSACTION PROCEDURE**

- 1 The Buyer sends ICPO on receipt and acceptance of the Seller's SCO Offer alongside with the
- 2 The Seller Issues Commercial Invoice (C I) for the Buyer's endorsement
- 3 The Buyer signs and returns the C I to Seller
- 4 The Seller issues the readiness to inject and UDTA with ATV, ATSC to Buyer.
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
- 6 Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel.
- 7 The Seller releases the Complete POP Documents to the Buyer, including the following documents:
  - Resource Confirmation Letter (issued by the End-Refinery).
- 8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller.
- 9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the Commission to his Seller Side Intermediaries as per Master Fee Agreement and Buyer pays also directly his Buyer's Side intermediaries
- 10 The Seller issues annual (12 months) delivery contract for review and acceptance.

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Rigaud Pascal  
Director



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ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "ТОТАЛЬЭНЕРДЖИС МАРКЕТИНГ РОССИЯ"



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