



## ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "БЕСТ-ОЙЛ"

Юридический адрес: 445032, Самарская область, город Тольятти, бульвар Кулибина, 2, 172  
Эл. адрес: [best-oil@internet.ru](mailto:best-oil@internet.ru) || Skype: [best-oil@internet.ru](https://www.skype.com/ru/contacts/best-oil@internet.ru) || Телефон: +7(926) 773- 5532

Issue Date: 24/02/2021

To: Buyer / Mandate

### SOFT CORPORATE OFFER

We LLC "BEST-OIL", hereafter refer to as a confirmed Seller of Russian Crude Oil/Petroleum Products, hereby confirm the 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 ability to purchase the product.

### TERMS OF NEGOTIATION

ORIGIN: RUSSIA FEDERATION

INCOTERMS: CIF/FOB

LOADING PORT: NOVOROSSIYSK / VLADIVOSTOK / PRIMORSK / ROTTERDAM / HOUSTON

PAYMENT TERMS: SBLC-MT760, MT103

PERFORMANCE BOND: 2% PB

CONTRACT TERM: 12 MONTHS MINIMUM (WITH ROLLS AND EXTENSIONS)

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: STRUCTURED NCNDA/IMFPA

### RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$260.00MT NET / USD \$250.00MT on CIF

FOB Price: Gross USD \$240.00MT NET / USD \$230.00MT on FOB/Novorossiysk/Rotterdam

### RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$210.00 / USD \$200.00 NET on CIF

FOB Price: Gross USD \$190.00 / USD \$180.00 NET on FOB/Novorossiysk/Rotterdam.

### RUSSIA ORIGIN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$44.00BBL NET / USD \$42.00 NET on CIF

FOB Price: Gross USD \$ 40.00BBL NET / USD \$38.00 NET on FOB/Novorossiysk/Rotterdam

### VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

CIF Price: Gross USD \$ 0.54 / USD \$ 0.50 NET on CIF

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

Minimum Quantity: 10,000 Barrels per Month

Maximum Quantity: 3,000,000 Barrels per Month

CIF Price: Gross USD \$46.00 / USD \$44.00 NET on CIF

FOB Price: Gross USD \$42.00 / USD \$40.00 NET on FOB/Novorossiysk/Rotterdam.



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### LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 1,000,000 Metric Tons per Month

CIF Price: Gross USD \$270.00MT / USD \$260.00MT NET on CIF

FOB Price: Gross USD \$250.00MT / USD \$240.00MT NET on FOB/Novorossiysk/Rotterdam.

### BASE OIL SN150 / SN300 / SN400 /SN500

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 METRIC Metric Tons per Month

CIF Price: Gross USD \$245MT/USD \$240MT NET on CIF

FOB Price: Gross USD \$235MT/ USD \$ 230MT NET on FOB/Novorossiysk/Rotterdam

### LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month

Maximum Quantity: 400,000Metric Tons Per Month

CIF Price: Gross USD \$270.00/ USD\$260.00 NET on CIF

FOB Price: Gross USD\$250.00/ USD\$240.00 NET on FOB/Novorossiysk/Rotterdam

### FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD\$200.00/ USD\$190.00 NET on CIF

FOB Price: Gross USD \$180.00/ USD \$170.00 NET on FOB/Novorossiysk/Rotterdam

### UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

CIF Price: Gross USD \$200.00 / NET USD \$190.00 on CIF

### SULPHURGRANULAR

Minimum Quantity: 50,000 metric tons per month

Maximum Quantity: 500,000 metric tons per month

CIF Price: Gross USD \$200 /NET USD \$190 on CIF

### RUSSIA ORIGIN JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$44.00BBL NET/ USD \$42.00 NET on CIF

FOB Price: Gross USD \$ 40.00BBL NET / USD \$38.00 NET on FOB/Novorossiysk/Rotterdam

### DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL

Minimum Quantity: 100,000 metric tons

Maximum Quantity: 300,000 metric tons

CIF price: GROSS USD \$290.00 MT NET: USD \$280.00 MT

### PETROLEUM COKE

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

CIF Price: USD \$75.00MT/USD \$70.00 NET on CIF



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### LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 MT per Month  
Maximum Quantity: 400,000 MT per Month  
CIF Price: USD \$240.00MT/USD \$230.00 NET on CIF

### AUTOMATIVE GAS OIL -AGO OIL

Minimum Quantity: 50,000MT per Month  
Maximum Quantity: 500,000 MT per Month  
CIF Price: USD \$270.00MT/USD \$260.00 NET on CIF

### BITUMEN GRADE60/70 AND 80/100:

PRICE CIF ASWP: GROSS \$270/NET \$260  
PRICE FOB ASWP: GROSS \$250 NET \$240

### GASOLENE 89 OCTANES

PRICE CIF ASWP: GROSS \$225/NET \$215  
PRICE FOB ASWP: GROSS \$205/NET \$195

### TRANSACTION WORKING PROCEDURE FOB ROTTERDAM/HOUSTON

1. Buyer sends ICPO in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer.
2. Seller issues Commercial Invoice (C.I.), Buyer Signs within 24 hours and returns to Seller Within its validity.
3. Upon receipt and review of the signed C.I. Seller issues Dip Test Authorization (D.T.A) to be completed and signed by buyer and it Logistic Company in order for Dip Test to be conducted alongside counter signed copies of the C.I.
4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents: -
  - A. Fresh SGS Report (Not older than 72 hours);
  - B. Product Reservoir Receipt;
  - C. Product Passport (Quantity and Quality Analysis)
  - D. Authorization to Sell and Collect Certificate (ATSCC)
  - E. Injection Report
5. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
6. Upon successful completion of the Q&Q test on the product, Buyer provides his TSR from it logistic company.
7. Seller commences Injection of the product from the seller's leased tank to the buyer's tank.
8. NCNDA/IMFPA sign and seal by all intermediaries connected in the transaction.
9. Upon successful completion of injection process into the buyer's tank. Buyer makes payment for the total quantity of product injected into the buyer's tank through MT103 / TT wire transfer.



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10. Seller transfer title ownership of the product from seller's name to buyer's name as well as issue all outstanding documents.
11. Seller within 24 hours upon receipt of the buyer's payment pays commission to all intermediaries involved in the transaction.
12. Seller and buyer sign contract for monthly delivery (Optional)

### CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES

- 1-Buyer issue ICPO to seller including his international passport or delegates full information to enable invitation processing.
- 2-Seller issued SPA for buyer for review and countersign.  
2B, Contract is confirming via electronic, seller issue invitation letter to buyer or buyer delegates.
- 3-Seller Issue Commitment to supply, Availability of product, Analysis Report issued by GOST R, Certificate of Origin and Export License to buyer at the table top meeting, to enable buyer make the first dip at the seller's storage terminal.
- 4-Seller sends buyer the shipping company details and buyer contact the shipping company and finalizes the CPA Fees, both parties will be reliable for first month freight fee 50% each, Buyers 50% to be deducted from the first beach delivery upon confirmation of Q/Q at the unloading port. (Or possible buyer show POF via MT760 swift confirming funds availability and seller shall take charge of all expenses on the freight charges upon confirmation of buyers POF via MT760 SBLC only)
- 5-Seller/shipping company swift full set of POP documents including the registered contract, fresh SGS report, Bill of loading, Attestation report, Vessel Manifesto ETC to buyer and buyer's bank for confirmation.
- 6-Upon confirmation of FPOP shipping commence as scheduled.
- 7-Upon Vessel arrival at Port of Destination, Seller issue ATB/DTA for buyer/buyer's inspection team to conduct CIQ or its equivalents along with the full proof of products to be handed over to the buyer by the ship captain.
- 8-Buyer confirm products Q/Q and pays for product amount via MT103 and Seller Transfer Ownership Title / Full POP to buyer's name.
- 9-Buyer discharges the product and Seller pays commissions within 48 hours. Further delivery shall follow as agreed on the SPA.

FOB RUSSIAN PORT



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1. Buyer issue legal ICPO + Company profile+ Buyer passport
2. Title Holder confirms Buyer Documents and issue confirmation Letter to confirm.
3. Buyer visit Title Holder administrative office for TTM (Face to Face) meeting to sign SPA & CI and get POP.
4. Buyer conducts DIP TEST at Title Holder Tanks (Buyer borne for the SGS) and submits his carrier information (CPA).
5. Upon SGS report + POP confirmed by the Buyer, Buyer issue 30% payment MT 103/TT to Title Holder account.
6. Seller inject to buyers' tank or vessel, buyer confirm loading or injection and remit balance 70%.
7. Buyer lift product to their own destination.
8. Title Holder pays all intermediaries

Kindly issue your ICPO/LOI upon acceptance of the above transacting terms and procedures.



TIUNOVA LYUDMILA ANATOLYEVNA  
Director, LLC "BEST-OIL"