



BİZNES KATALOQU-ELAY HOLDİNG  
САБАИЛЬСКИЙ Р-Н, УЛ. РАСУЛА РЕЗЫ. 11,  
ОФИС 41-42 AZ1000 БАКУ АЗЕРБАЙДЖАН  
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### SOFT CORPORATE OFFER

We, the undersigned company ELAY HOLDING a reputable Mandate of petroleum products in the Russian Federation, Qatar and Azerbaijan Origin with a full corporate and legal responsibility, hereby issue this Soft Corporate Offer with given terms and conditions willing and capable to supply the following products:

### PRODUCTS AND PRICES FOB/CIF ASWP

| PRODUCT   | MIN. QTY /<br>MT/BBLS/GAL | MAX. QTY /<br>MT/BBLS/GAL | FOB MT/BBLS<br>/GAL PRICE   | CIF<br>MT/BBLS/GAL<br>PRICE |
|---|---------------------------|---------------------------|-----------------------------|-----------------------------|
| LIGHT CYCLE OIL (LCO) GOST<br>56871-2016            | 30,000 MT                 | 200,000 MT                | \$325 Gross/<br>\$315 Net   | \$345 Gross/<br>\$335 Net   |
| DIESEL EN590, EURO 6, (10PPM),<br>GOST R 52368-2005 | 30,000 MT                 | 200,000 MT                | \$300 Gross/<br>\$290 Net   | \$320 Gross/<br>\$310 Net   |
| GAS OIL D2 L0,2-62<br>GOST 305-82                   | 30,000 MT                 | 300,000 MT                | \$300 Gross/<br>\$290 Net   | \$320 Gross/<br>\$310 Net   |
| VIRGIN FUEL OIL D6                                  | 100,000,000 GAL           | 500,000,000 GAL           | \$0.70 Gross<br>/\$0.65 Net | \$0.76 Gross<br>/\$0.71 Net |
| JET FUEL A1<br>GOST 10227-86                        | 500,000 BBLS              | 3,000,000 BBLS            | \$64 Gross /<br>\$62 Net    | \$68 Gross/ \$64<br>Net     |
| AVIATION KEROSENE GRADE 54                          | 500,000 BBLS              | 3,000,000 BBLS            | \$110 Gross /<br>\$100 Net  | \$120 Gross/<br>\$110 Net   |
| LPG - Liquefied Petroleum Gas GOST<br>20448-90      | 30,000 MT                 | 200,000 MT                | \$325 Gross/<br>\$315 Net   | \$345 Gross/<br>\$335 Net   |
| LNG – Liquefied Natural Gas GOST<br>5542-87         | 30,000 MT                 | 200,000MT                 | \$325 Gross/<br>\$315 Net   | \$345 Gross/<br>\$335 Net   |
| MAZUT M100<br>GOST-10585-99                         | 30,000 MT                 | 200,000 MT                | \$220 Gross/<br>\$210 Net   | \$240 Gross/<br>\$230 Net   |
| Crude Oil REBCO GOST 51858-2002                     | 500,000 BBLS              | 3,000,000 BBLS            | \$43 Gross/ \$40<br>Net     | \$45 Gross / \$43<br>Net    |
| East Siberian Pacific Basin Crude Oil<br>(ESPO)     | 500,000 BBLS              | 3,000,000 BBLS            | \$58 Gross /<br>\$56 Net    | \$60 Gross/ \$58<br>Net     |
| PETROLEUM COKE                                      | 30,000 MT                 | 300,000 MT                | \$300 Gross/<br>\$290 Net   | \$320 Gross/<br>\$310 Net   |
| GRANULAR UREA 46%                                   | 30,000 MT                 | 300,000 MT                | \$200 Gross/<br>\$190 Net   | \$220 Gross/<br>\$210 Net   |
| AUTOMOTIVE GAS OIL (AGO)                            | 30,000 MT                 | 300,000 MT                | \$200 Gross/<br>\$190 Net   | \$220 Gross/<br>\$210 Net   |

### TERMS OF TRANSACTION

|                     |   |
|---------------------|---|
| <b>DELIVERY</b>     | CIF, TTO, FOB                                   |
| <b>PAYMENT TERM</b> | MT 103, TT WIRE, SBLC, DLC                      |
| <b>ORIGIN</b>       | RUSSIAN FEDERATION, QATAR AND AZERBAIJAN ORIGIN |
| <b>INSPECTION</b>   | ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY |
| <b>COMMISSION</b>   | TO BE SHARED 50% EACH BY BOTH SIDES             |

### COST, INSURANCE, FREIGHT (CIF)

1. Buyer issues an official Irrevocable Corporate Purchase Order (ICPO), with Seller's procedures.
2. Seller issues Sales and Purchase Agreement (SPA) open for amendment to the Buyer.
3. Buyer signs and sends back to Seller the aforesaid SPA in Acceptance.
4. Seller registers and legalizes the signed Sales and Purchase Agreement Contract.
5. Seller sends Partial POP Documents to Buyer as listed below:

- **Legalized Contract (SPA);**
- **Certificate of Origin;**
- **Product Passport (Quantity & Quality Dip Test Analysis Report);**
- **Statement of Product Availability;**
- **TSR (Tank Storage Receipt) at Loading Port;**
- **Commitment to Supply.**

6. Buyer issues their Deposit - Financial Guarantee in Escrow Company of 50% of the total product value as performance to secure the allocation to Escrow Company's Account in Five (5) banking Days.
7. All parties involved in this transaction sign the NCNDA/IMFPA to product for all intermediary's commission(s) as payable by each side oneself separately.
8. Upon confirmation of Buyer's Financial Guarantee on Escrow Company, as aforesaid Seller issues 2% Performance Bond and commences loading of the product into the chartered oil tanker vessel, and provides Full POP and Shipping Documents to Buyer with a copy to Escrow Company as shown below:

- **Charter party Agreement to transport the product to discharge port;**
- **Certificate of Ownership;**
- **Certificate of Insurance;**
- **Customs Declaration;**
- **SDS (Safety Data Sheet);**
- **The Quota Allocation Certificate issued by the Ministry of Energy of Azerbaijan Republic;**
- **SGS Quality and Quantity Certificate;**
- **Cargo Manifest;**
- **Bill of Landing;**
- **Ullage Report;**
- **Vessel Questionnaire 88.**



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Signed by:  
Mr. Eldar Pasayev,



- \* The validity of this document is until December 30, 2023
- \* Performance Bond 3% is for yearly contracts only

