

## **SOFT CORPORATE OFFER**

We OOO Kuzmin Trade, Russian based broker of professionals and well connected to major A-listed suppliers with experience in the oil- industries - with connections and resources throughout the world, we are trading professionals, but above all we are serious people and time cautious. Our primary objectives are bringing together and facilitate transactions between serious & competent buyers and serious & performing sellers of oil-related commodities.

Our proposed business plans and program offers to our clients the ability to close transactions in a fast and efficient way - while mitigating concerns related to payment or uncertainty. We offer a wide range of petroleum derivate that are directly from reputable refineries in Russia, Venezuela, Rotterdam and Houston. Among the distributed oil products are: DIESEL D2 / DIESEL D6 /GASOIL 500 PPM / JETFUEL JP 54/ MAZUT M100 / LNG GAS / LPG GAS / FUEL OIL / COKE PETROLEUM / REBCO.

Our sell-side capabilities are highlighted by direct, first-person relationships with senior-level executives at major company in International area. Our business relationships are at the highest level of senior management - eliminating layers of complexity and ensuring smooth transactions. We also have direct business relationships with shipping companies, tank storage/warehouse companies, logistics and forwarding agents, representatives of the railway, pipeline, bunkering, ship-owners in Russia and other parts of the world and which can serve as easier management of the entire purchase / delivery process for our end customers.

Our buy-side capabilities are highlighted by numerous direct relationships with major end-users - , oil- companies, and major re sellers. We do not work with "desk trade" or attorneys who claim to be direct to the Major/s. We have established these direct business relationships through years of experience, which has enabled us to establish working relationships with executives from many different airlines, oil companies, and major re sellers.

We can cooperate with you if you are ready to accept our order and proposal for business, we select carefully & scrutinize any and all suppliers we introduce to our client or partners around the world and we expect your company to scrutinize your customers properly before introducing them to us so we don't waste each other's time and strength. Game players are not welcomed or tolerated.

Please let us know if you can accept orders and our policy of cooperation. If your esteemed company is able to accept our profitable proposal, we will provide you with more details about the orders and product offer available on CIF/FOB/SPOT/TTO and VTV basis as soon as we receive your responds.

**PRODUCTS:**

**JET FUEL JP54 (AVIATION KEROSENE COLONIAL GRADE 54)**

Price: Gross \$43 USD / \$40.00 USD Net per Barrel – FOB

**GRADE:** Export Grade

**QUANTITY:** Starting- 100,000 Barrel (Minimum quantity) per month per contract and above order over 1.000,000 barrels /month – US \$ 5 discount.

**CONTRACT TERM:** 12 months or less (with rolls and extensions)

**PAYMENTS TERM:** MT103/SBLC/DLC, Irrevocable, divisible, confirmed and transferable LC, established by a top prime bank for 100% invoice value, payable at sight against shipping documents.

**PERFORMANCE BOND: 2%**

**PROCEDURE: (FOB/SPOT/CI, DIP+PAY ROTTERDAM AND RUSSIAN PORTS)**

1. Seller's representative issues SCO and Buyer send ICPO/LOI, CP and Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller verifies TSA and issues Commercial Invoice for the available quantity. Buyer sign and returns the CI within 48 hours.
3. Seller issue to Buyer the transaction documents
  - Product Origin Certificate
  - Statement of Availability of Product
  - Commitment to Supply
  - Company Certificate of Incorporation and Tax Registration
  - NCNDA/IMFPA Agreement
4. After receipt of the certified copy of the transaction documents, buyer provides ATV addressed to seller and approved by their Tank Storage Company
5. Upon receipt of the ATV and after successful inspection of buyer's tank facilities by the Technical team, seller issue the below full POP documents

- Fresh SGS Report
- 7 days Unconditional DTA
- Loading Port Injection Report
- Authorization to Sell and Collect (ATSC)

6. Upon complete verification of the POP documents, Buyer orders SGS report to Conduct Dip Test of the product in Sellers Tanks at buyer's expense.

7. Following the completion of the Dip Test with results consistent to the specifications on the CI, Buyer provides their TSR and ATI and Seller injects fuel into Buyer's leased storage tanks. Seller submits the full Injection report to the Buyer.

8. Buyer makes 100% payment by MT 103 TT wire transfer for the total product and Seller pays Commission to all Intermediaries involved in the transaction within 24 hours after Confirmation of the Buyer's payment.

9. Seller issues draft SPA to Buyer to review for Roll & Extension monthly deliveries

10. The subsequent delivery shall commence according to the terms and conditions of the Contract, and intermediaries receive their commissions according to monthly deliveries

Yours Faithfully,



**Nikita Mikhalkov**

Director: **OOO KUZMINTRADE**