

Registration Number
201901034277 (1343607-D)



شركة
المطيري للاستشارات المالية
ALMOTIREY CONSULTING SDN. BHD



Attn: Principal Buyer's / Buyer's Mandate.

SOFT COOPERATE OFFER

We " ALMOTIREY CONSULTING SDN BHD, hereby issue this Soft Offer with full corporate responsibility for and on behalf of our Seller/ Supplier; we confirm and certify that we have the intention and capacity to supply the commodities according to the nonnegotiable terms and conditions herein stipulated nonnegotiable terms and conditions herein stipulated

1) EXPORT BLEND CRUDE OIL (REBCO)/ ESPO

Quantity minimum: **500,000 BBLs**
Trial Shipment / Maximum: **2,000,000 BBLs Monthly**
CIF Price: **\$ 68 GROSS / \$66 NET PER BBL**
FOB Price: **\$ 66 GROSS / \$ 64 NET PER BBL**
Commission: \$2 USD PER BBLs SELLER SIDE \$1 (CLOSED) / BUYER SIDE \$1 (OPEN)

2) FUEL OIL MAZUT-M100 GOST 10585-75/99

Quantity minimum: **20,000 MT**
Trial Shipment /Maximum: **100,000 MT Monthly.**
CIF Price: **\$ 390 GROSS / \$ 380 NET PER MT**
FOB Price: **\$ 380 GROSS / \$ 370 NET PER MT**
Commission: \$10 USD PER MT SELLER SIDE \$5 (CLOSED) / BUYER SIDE \$5 (OPEN)

3) GAS OIL DIESEL D2 0.2/62, GOST 305-82

Quantity Minimum: **20,000 MT**
Trial Shipment /Maximum: **100,000 MT Monthly.**
CIF Price: **\$ 460 GROSS / \$ 450 NET PER MT**
FOB Price: **\$ 450 GROSS / \$ 440 NET PER MT**
Commission: \$10 USD PER MT SELLER SIDE \$5 (CLOSED) / BUYER SIDE \$5 (OPEN)

4) AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL/ JET A1

Quantity minimum: **500,000 BBL**
Trial Shipment / Maximum: **2,000,000 BBLs Monthly**
CIF Price: **\$ 70 GROSS / \$ 68 NET PER BBL**
FOB Price: **\$ 68 GROSS / \$ 66 NET PER BBL**
Commission: \$2 USD PER BBLs SELLER SIDE \$1 (CLOSED) / BUYER SIDE \$1 (OPEN)

5) VIRGIN D6 FUEL OIL

Quantity Minimum: **15,000,000 Gallons**
Trial Shipment /Maximum: **100,000,000 Gallons Monthly**
CIF Price: **\$ 1.40 GROSS / \$ 1.35 NET per Gallon**
FOB Price: **\$ 1.35 GROSS / \$ 1.30 NET per Gallon**
Commission: \$0.05 USD PER GALLON SELLER SIDE \$0.025 (CLOSED) / BUYER SIDE 0.025\$ (OPEN)

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2-FOB PROCEDURE

FOB DIP AND PAY TRANSACTION PROCEDURES

- 1. The Buyer issue ICPO with seller working procedure along with banking details, CP and Buyer passport scan copy. And BCL or RWA and Signature SCO + ICC (letter-Interpol)**
- 2. The Seller Issues Commercial Invoice for Buyer's review and signing and returns to Seller along with their Tank Storage Agreement (TSA).**
- 3. Seller lodges the signed Commercial Invoice and the approved Tank Storage Agreement (TSA) with the (Ministry of Energy Russia Federation):**
- 4. Upon successful endorsement by the Ministry of Energy, Seller issues the POP Documents as shown below:**
 - A. Dip Test Authorization (DTA) unconditional**
 - B. Fresh SGS Report**
 - C. Q&Q Report**
 - D. Ullage Report**
 - E. Tank Storage Receipt**
 - F. Tank Injection Report g. ATV**
 - H. ATSC**
- 5. Buyer inspects products in Seller tanks with the above documents with no hidden charges.**
- 6 Seller issues Authorization to Transfer from Seller Tank to Buyer Tank or vessel upon Buyer's satisfaction.**
- 7. Buyer makes payment of the product within 96 hours, via MT103 or MT199 upon the commencement of the injection of the products to Buyer vessel or tanks, and Seller transfers title ownership to Buyer and sign yearly contract deliver.**

1. CIF PROCEDURE

TRANSACTION PROCEDURE FOR CIF-ASWP

- 1. The buyer issues ICPO, Company Profile, and Copy of Identification documents (data page of Buyers International Passport) of the signatory + Signature SCO + ICC (letter-Interpol) +POF OR BCL OR RWA**
- 2. Seller issues Sales & Purchase Agreement. Buyer review draft contract agreement, sign and returns a copy to seller with Letter of readiness, within five (5) days.**
- 3. Seller issue below Partial POP documents to Buyer via email;**
 - (a) Refinery Commitment to Supply**
 - (b) Refinery Export Licenses**
 - (c) Seller's Certificate of Incorporation**

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7. *Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months contract upon completion of the first trial order*

GUIDELINES TO NOTE WHEN PREPARING DOCUMENTS ICPO

1. **Freshly dated (not older than 3 working days).**
2. **The letterhead is genuine, check for any signs of cut and paste or scan and edit. In the letterhead, we need complete company name, address, phone number, fax number and email address.**
3. **The information's must be detailed and we need a specification.**
4. **The ICPO /LOI must be addressed to us ALMOTIREY CONSULTING SDN.BHD**

You are welcome to do business with our experienced and esteemed Refinery

Note: For Serious Buyers only, ICPO must strictly follow the template with CIS and passport. The ICPO of Unable Buyers will be rejected

(Buyer signs SCO and selects product + letter of intent, and sends via official email)

=>Prices and Procedure are not negotiable by the seller

=>DLC OR SBLC only from TOP 50 Bank

Validity for 30 September 2022



SELLER'S MANDATE

ALMOTIREY CONSULTING SDN BHD

NASHMI ALMOTIREY

buyer name:

The product:

Date:

