

**TO END BUYER/MANDATE:**

**SOFT CORPORATE OFFER**

**WE AS THE REP / MANDATE FOR THE END-SELLER OWNING HIS REFINERY, HEREWITH FULL AUTHORITY / RESPONSIBILITY PROVIDE TO YOU / YOUR COMPANY A SOFT OFFER FOR PETROLEUM PRODUCT.**

**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 \$ 240.00MT NET / USD \$ 230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT 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 \$ 0.77 / USD \$ 0.75 NET on CIF

FOB Price: Gross USD \$ 0.75 / USD \$0.73 NET on FOB/Novorossiysk/Rotterdam.

**RUSSIA ORIGIN JET A1 FUEL**

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 55.00BBL NET/ USD \$51.00 NET on CIF

FOB Price: Gross USD \$ 47.00BBL NET / USD \$43.00 NET on FOB/Novorossiysk/Rotterdam.

**Diesel Oil EN590 ULSD PPM10**

Minimum Quantity: 50,000 MT per Month

Maximum Quantity: 500,000 MT per Month

CIF Price: Gross USD \$ 250 / USD \$240 NET on CIF

FOB Price: Gross USD \$230 / USD \$220 NET on FOB/Novorossiysk/Rotterdam.

**PETROLEUM COKE**

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

CIF Price: USD \$ 80.00MT/USD \$ 70.00 NET on CIF

**TRANSACTION WORKING PROCEDURE FOB ROTTERDAM/HOUSTON**

1. Buyer accepts seller working procedure and issue ICPO addressed to the End seller via Seller's representative.
2. Seller issues commercial invoice (CI) and Buyer signs and returns back commercial invoice along with Buyer's Tank storage agreement (TSA).
3. Seller provide buyer with the below listed PPOP.
  - A. Product Passport (product analysis report)
  - B. Authorization to verify (ATV) via email or call
  - C. Commitment Letter to Supplier
  - D. Authorization to sell and collect (ATSC)
  - E. Tank to Tank Injection Agreement (TTIA) to be signed by Buyer's tank farm
4. Seller provides buyer with SGS report, Injection Report, unconditional DTA
5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR) seller proceed for Tank to Tank injection and provide buyer with the injection report of the product into buyer tanks.
6. Buyer makes payment for total cost of product injected into buyer tanks via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
7. Upon conclusion of first lift transaction, seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

*Ref No.:3215*

9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total.

