



ООО "ТРАНСНЕФТЬ-ПРИМОРСК"

188910, Ленинградская область, Выборгский район, город Приморско. Российская Федерация.
ИНН: 4704045809 КПП: 470401001 ИНН: 1024700873856 Tel: +79691002275, Fax: +7-916-887-01-47
EMAIL: alexkudinov76@mail.ru | SKYPE: Кудинов Александрович. М

ATTN: End Buyer/Buyer's Mandate.

SOFT CORPORATE OFFER

We **LTD "TRANSNEFT-PRIMORSK"**, on behalf of our end Seller/Refinery, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

TERMS OF NEGOTIATION:

Delivery: CIF/FOB

Payment Term: DLC MT700, SBLC MT760 and TT Wire Transfer MT103

Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank.

Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller.

Products Origin: Russia Federation.

JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

Minimum Quantity: 1,000,000BBL - 5,000,000BBL - Per Month

FOB Price: Gross \$ 46- Net \$ 42.

CIF Price: Gross \$54- Net \$ 50

Quality: SGS or similar inspection

Commissions: \$2Buy side. Seller side\$2.

Payment Term: MT103

Loading Port: Primorsk/ Novorossiysk

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)

Minimum Quantity: 1,000,000BBL 5,000,000BBLPer Month

FOB Price: Gross \$ 45 - Net \$ 41

CIF Price: Gross \$ 48- Net \$ 44

Quality: SGS or similar inspection

Commissions: \$2 Buy side. Seller side \$2.

Payment Term: MT103

Loading Port: Primorsk/ Novorossiysk

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000MT - 100,000MT - Per Month

FOB Price: Gross \$320- Net \$ 310

CIF Price: Gross \$ 350- Net \$ 340

Quality: SGS or similar inspection

Commissions: \$5 Buy side. Seller side \$5.

Payment Term: MT103

Loading Port: Vladivostok / Novorossiysk/Primorsk

Russian origin Mazut M100 Gost 10585-75, 10585-99.

Minimum Quantity: 50,000MT - 100,000MT - Per Month

FOB Price: Gross \$290 - Net \$280

CIF Price: Gross \$ 300- Net \$ 290

Quality: SGS or similar inspection

Commissions: \$5 Buy side. Seller side \$5.



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REFINERY WORKING PROCEDURES (FOB ROTTERDAM/HOUSTON)

- 1) The Buyer Issue ICPO with his International Passport Copy (Data Page) to the Seller.
- 2) The Seller Issues Commercial Invoice (CI), Product passport Analysis Report, Injection report and DTA, along with the Consignment note issued by the tank farm operator where product is currently stored, confirming availability of product in storage and the quantity in storage, buyer's verification, and ICC letter of warning to be filled and endorsed by the Buyer.
3. Buyer signs and returns the CI to the Seller with their signed Tank Storage Agreement (TSA) for the Seller's Verification and Approval.
- 4) The Seller issues the Partial POP documents as below and sends to the Buyer.
 - (i) Fresh SGS conducted in Rotterdam/Houston (not older than 48 hours)
 - (ii) Tank Storage Receipt (TSR)
 - (iii) ATSC
- 5) The Buyer verifies Fresh SGS Report and makes payment of the product via MT 103 and Seller transfer Title. .
- 6) Seller Seller pays for commission in accordance to the endorsed NCNDA/IMPFA to all intermediaries involved in the transaction.
7. Seller Inject product into buyer leased tank & buyer lift first shipment Order

REFINERY WORKING PROCEDURES (FOB ROTTERDAM/HOUSTON)

1. The buyer sends a company profile along with buyer passport and issued ICPO with TSA, seller verify and approved TSA.
2. Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of One day or more to known that buyer already have tank to lift the product.
3. Upon received and confirmation of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller send the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS.
4. Upon confirmation of a successful verification of the SGS report by the buyer, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank.
5. Seller issue the following POP document to the buyer for buyer conducts dip test on the products at his own expenses. -
Authorization to verify physically the products in the seller tank
TSR
UDTA
Product Passport
Injection Reports
Fresh SGS Report



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5. UPON RECEIPT OF THE ABOVE PAYMENT OF THE TITLE TRANSFER DEED, THE OWNERSHIP CERTIFICATE, VESSEL Q88 DOCUMENTS, WILL BE ISSUED AND THE FULL SET OF PROOF OF PRODUCT ALONG WITH SHIPPING DOCUMENTS WILL BE SENT TO THE BUYER WHILE THE VESSEL WILL BE REROUTED TO THE CURRENT BUYER DISCHARGE PORT.
6. UPON ARRIVAL OF THE VESSEL AT THE BUYER DISCHARGE PORT. THE VESSEL CAPTAIN WILL HAND OVER THE ENTIRE ORIGINAL POP DOCUMENTS TO THE BUYER REPRESENTATIVE WHILE BUYER PAYS IN FULL AFTER POSITIVE SGS, CIQ OR EQUIVALENT INSPECTION AT THE DISCHARGE PORT VIA T/T WIRE TRANSFER.
7. MANDATES/ INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO SPOT DELIVERY.



CEO:
Kudinov Maksim Aleksandrovich.

