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ТАТАРСТАН

Адрес: Татарстан респ.,
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SCO SOFT CORPORATE OFFER

We the Management of; TATARSTAN OIL INVESTMENT COMPANY the (Seller / Title Holder) of the Below Listed Petroleum Products, Hereby Issues this OFFICIAL SOFT CORPORATE OFFER and Confirms the Availability and Readiness of the Below Listed Petroleum Products for Immediate Lift Able under CIF – ASWP (Any Safe World Port) Terms of Delivery;

DIESEL GAS D2 OIL GOST 305-82:

Quantity: 50,000 -200,000 Metric Tons per Month

Price: GROSS 310 USD / NET 300 USD on FOB

Price: GROSS 320 USD / NET 310 USD on CIF

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

MAZUT- M100 GOST -10585-75 & 10585-99:

Quantity: 50,000 -200,000 Metric Tons per Month

Price: GROSS 250 USD / NET 240 USD on FOB.

Price: GROSS 260 USD / NET 250 USD on CIF

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

AVIATION KEROSENE COLONIAL GRADE JP54:

Quantity: From 1,000,000 -2,000,000 Barrels per Month

Price: GROSS 78 USD / NET 76 USD per Barrels on FOB

Price: GROSS 80 USD / NET 78 USD on CIF

COMMISSION STRUCTURE: \$ 2 USD per BBL Buyer Side / \$ 2 USD per BBL Seller Side

RUSSIAN JET A-1:

Quantity: From 1,000,000 -2,000,000 Barrels per Month

Price: GROSS 52 USD / NET 48 USD per Barrels on FOB

Price: GROSS 54 USD / NET 52 USD per Barrels on CIF

COMMISSION STRUCTURE: \$ 2 USD per BBL Buyer Side / \$ 2 USD per BBL Seller Side

RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Quantity: 1,000,000 – 5,000,000 Barrels per Month

Price: GROSS 160 USD / NET 150 USD on FOB

Price: GROSS 170 USD / NET 160 USD on CIF

COMMISSION STRUCTURE: \$5 USD per Barrel Buyer Side / \$5 USD per Barrel Seller Side.

LIGHT CYCLE OIL (LCO)

Quantity: 50,000 – 100,000 MT per Month

Price: GROSS 230 USD / NET 220 USD on FOB

Price: GROSS 240 USD / NET 220 USD on CIF

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL FUEL EN 590

Quantity: 50,000 – 200,000 MT per Month

Price: GROSS 250 USD / NET 240 USD on FOB

Price: GROSS 260 USD / NET 250 USD on CIF

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL D2 AUTOMOTIVE GAS OIL (AGO)

Quantity: 50,000 – 200,000 MT per Month

Price: GROSS 210 USD / NET 200 USD on FOB

Price: GROSS 220 USD / NET 210 USD on CIF

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.



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DIESEL GASOIL ULTRA-LOW SULPHUR 50 PPM

Quantity: 50,000 – 200,000 MT per Month
Price: GROSS 210 USD / NET 200 USD on FOB
Price: GROSS 220 USD / NET 210 USD on CIF
COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL GASOIL ULTRA-LOW SULPHUR 10 PPM

Quantity: 50,000 – 200,000 MT per Month
Price: GROSS 230 USD / NET 220 USD on FOB
Price: GROSS 240 USD / NET 230 USD on CIF
COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL GASOIL ULTRA-LOW SULPHUR 500 PPM

Quantity: 50,000 – 200,000 MT per Month
Price: GROSS 240 USD / NET 230 USD on FOB
Price: GROSS 250 USD / NET 240 USD on CIF
COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

RUSSIA VIRGIN FUEL OIL D6

Quantity: 1,000,000 – 50,000,000 Gallons per Week
Price: GROSS 0.94 USD / NET 0.90 USD on FOB
Price: GROSS 0.98 USD / NET 0.94 USD on CIF
COMMISSION STRUCTURE: \$0.2 USD per Gallon Buyer Side / \$0.2 USD per Gallon Seller Side.

EAST SIBERIAN PACIFIC BASIN CRUDE OIL (ESPO)

Quantity: 500,000 – 5,000,000 Barrels per Month
Price: GROSS 47 USD / NET 42 USD on FOB
Price: GROSS 52 USD / NET 47 USD on CIF
COMMISSION STRUCTURE: \$5 USD per barrel Buyer Side / \$5 USD per barrel Seller Side.

LIQUEFIED NATURAL GAS (LNG)

Quantity: 50,000 – 200,000 MT per Month
Price: GROSS 235 USD / NET 225 USD on FOB.
Price: GROSS 245 USD / NET 235 USD on CIF
COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

LIQUEFIED PETROLUEM GAS (LPG)

Quantity: 50,000 – 200,000 MT per Month
Price: GROSS 240 USD / NET 230 USD on FOB.
Price: GROSS 250 USD / NET 240 USD on CIF
COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

SPECIFICATIONS: Standard Export Quality.

DELIVERY: FOB ROTTERDAM. CIF ASWP

PAYMENT: MT103T/T.

CONTRACT: 12 Months with possible rollovers and Extension / Spot.

INSPECTION: SGS or similar by Seller.

CIF TANK TAKE OVER (TTO) TRIAL ORDER SPOT PROCEDURE.

1. BUYER ISSUES IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO) WITH GUARANTEE LETTER TO TAKE OVER TITLE OF THE PRODUCT.
2. SELLER ISSUE DRAFT (MOU) AGREEMENT TO BUYER COUNTER-SIGN AND RETURN BACK TO SELLER.
3. UPON SELLER RECEIPT OF SIGN MOU-CONTRACT FROM THE BUYER, SELLER LEGALIZES THE AGREEMENT WITH THE MINISTRY OF ENERGY, AGRICULTURE & TRADE RUSSIAN FEDERATION.
4. SELLER SENDS TO BUYER THE FOLLOWING DOCUMENTS FOR BUYER'S CONFIRMATION.



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3. SELLER ISSUES DIP TEST AUTHORIZATION LETTER SIGN BY ALL PARTIES INCLUDING BUYER TANK FARM FOR PROOF OF READINESS / UPON RECEIPT OF SIGNED DTA, SELLER GIVE ATV TO DO PHYSICAL VERIFICATION OF FUEL IN LOADING PORT.
 4. SELLER APPROVE THE DTA ATTACHED WITH FRESH SGS/INJECTION REPORT & TANK RECEIPT TO BUYER COMPANY, BUYER INSTRUCT SGS AGENT TO CONDUCT DIP TEST OF THE PRODUCT ALLOCATION IN THE SELLER'S TANK ON BUYER EXPENSE.
 5. UPON SUCCESSFUL DIP TEST, BUYER PROVIDES VESSEL OR TANK TERMINAL DETAILS, SELLER SHALL IMMEDIATELY SUBMIT THE FULL PROOF OF PRODUCT (POP) TO THE BUYER COMPANY, INJECTION OF THE PRODUCT PROCEEDS. NCNDA/IMFPA IS SIGNED BY ALL GROUPS WITH COMMISSION STRUCTURES.
 6. BUYER MAKES 100% PAYMENT BY MT103/TT WIRE TRANSFER WITHIN 24HOURS, AFTER CONFIRMATION OF BUYERS' PAYMENT.
 7. SELLER ISSUES FINAL AGREEMENT TO BUYER COMPANY TO REVIEW CONTRACT ON R/E MONTHLY DELIVERIES.
- D. CERTIFICATE OF ORIGIN
8. BUYER REVIEW AND APPROVES CONTRACT AND ISSUES SBLC/IRDLIC IRREVOCABLE, NON-TRANSFERABLE, AUTO REVOLVING FOR 12 MONTHS SHIPMENT VALUE, DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFT-ABLE AS SCHEDULE.
 - 9 BUYER PAYS AFTER SUCCESSFUL DIP TEST BY MT103 WIRE TRANSFER ON EACH MONTHLY QUANTITY.
 10. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE CONTRACT AND MANDATES /INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO MONTHLY

FOB TANK TO TANK PROCEDURE

1. BUYER ISSUE ICPO TO SELLER REFINERY
2. SELLER ISSUES CI TO BUYER TO SIGN AND RETURN ALONG WITH BUYER'S TSA
3. SELLER ISSUES TO BUYER:
 - A. TANK STORAGE RECEIPT (TSR),
 - B. AUTHORITY TO VERIFY (ATV) CALL OR EMAIL SELLER TANK FARM TO CONFIRM FUEL.
 - C. UNCONDITIONAL DTA.
4. DTA MUST BE SIGNED BY BUYER AND HIS TANK FARM AND THEN RETURNED TO SELLER WITH AUTHORIZATION TO INJECT (ATI) FROM BUYER TANK FARM WITHIN 24 HOURS FOR THE UNCONDITIONAL DTA TO BE ACTIVATED.
5. DIP TEST IS CONDUCTED WITHIN 36 HOURS. SIGNED IMFPA IS EXECUTED BY ALL PARTIES INVOLVED.
6. WITHIN POSITIVE Q&Q TEST RESULT, BUYER PAYS FOR THE PRODUCT BY MT103 WITHIN 48 HOURS. ALL INTERMEDIARIES ARE PAID WITHIN 24 HOURS OF PRODUCT PAYMENT. TITLE, SHIPPING AND ALL EXPORT DOCUMENTS ARE IMMEDIATELY TRANSFERRED TO BUYER.



For and Behalf of the Management of:
TATARSTAN OIL INVESTMENT COMPANY
MR.KOZYREV ALBERT ALIKOVICH (GENERAL DIRECTOR)