



# LIMITED LIABILITY COMPANY "MARATOILGAS"

443530 Самарская обл р-н Волжский с Дубовый Умет ул. Советская, 115.

ИНН 6367046836 КПП 636701001 ОГРН 1056367009115

Электронное письмо: info.maratoilgas@mail.ru

To: Buyer / Buyer Mandate

## SOFT CORPORATE OFFER

We "MARATOILGAZ" as authorized collaborative of our seller and representative of a Russian Petroleum Company, whose in legal representation of Russian Oil Refinery as authority in all Negotiation of Sales and Marketing of your products globally, hereby issue this Soft Corporate Offer with given terms and conditions and confirm our readiness and willingness to proceed straight to Sales Purchase Agreement upon acceptance of our term and conditions stipulated herein for the below products:

GRADE: RUSSIAN EXPORT GRADE  
ORIGIN: RUSSIA  
COMMISSION STRUCTURE: %50-SELLER SIDE /%50 BUYER SIDE  
CONTRACT TERM: 12 MONTHS MINIMUM (WITH ROLLS AND EXTENSIONS)  
PAYMENT TERM: MT103, BG, SBLC via MT760  
POP: PROVIDED AS PER DOCUMENTS LISTED IN CONTRACT  
INSPECTION BY: SGS/CIQ  
COMMISSION: PAID BY SELLER

## PRODUCTS

### ✚ ULTRA LOW SULFUR EN590.

Quantity: 100,000 MT  
FOB Price: \$230.00 USD Gross / \$220.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per BBL.

## FOB PROCEDURE (TANK TO VESSEL)

1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport along with Charter Party Agreement (CPA), for Seller's validation.
2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return along with Buyer's Charter Party Agreement (CPA).
3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's Logistic Company.
4. Upon returned of the endorsed TTVIA, Seller release to Buyer the following PPOP documents:



**MARAT**

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- ✚ Copy of Tank Storage Receipt (TSR).
- ✚ Copy of Commitment Letter to Supply
- ✚ Copy of Export License
- ✚ Copy of Authorization to Verify (ATV) (call or email)

- 5 Buyer contact the Seller's Storage Company to verify the availability of the product and to obtain access to enable Buyer and his team conduct dip test on the product in the Tank.
- 6 Seller upon confirmation of Buyer securing legal access to the product, issues Dip Test Authorization (DTA) for Buyer to proceed for the dip test
- 7 Upon satisfactory result of the dip test on the product by the Buyer and his team, Seller's storage Company issue to Buyer the Notice of Readiness (NOR) to inject the product.
- 8 Buyer issues Q88 and make available the Vessel for the injection process to commence as schedule.
- 9 Upon completion of the Injection, Seller releases to buyer the below POP documents.
  - ✚ Copy of Product SGS Report.
  - ✚ Copy of Injection Report.
  - ✚ Copy of Authority to Sell and Collect (ATSC)
  - ✚ Copy of Product passport (analysis test report)
  - ✚ Copy of Certificate of Origin
  - ✚ Copy of NCNDA/IMFPA
- 10 Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT wire transfer.
- 11 Seller Upon confirmation of the payment, pays all intermediaries involve in the transaction

Signed and sealed,



GAISIN RINAT RAVILYEVICH  
{ CEO }  
LIMITED LIABILITY COMPANY "MARATOILGAZ"

**Our seller it's authorized to sell Crude Oil and Derivates of Russian Origin.**  
For Logistics, Maritime, Oils, Storage Wells, Energy & Mine Sector.