

REF: 11SAS/37692021

VALID TILL: 31st Dec 2021

TO: BUYER MANDATES/POTENTIAL END BUYERS

## **SOFT CORPORATE OFFER**

WE CJSC "SIBERIA AVIA SERVICE" ON BEHALF OF SELLERS, REFINERIES COMPANY WITH FULL CORPORATE AND LEGAL RESPONSIBILITY, UNDER PENALTY OF PERJURY HEREBY ISSUE THIS SOFT OFFER WITH CONFIRMATION THAT SELLERS REFINERIES ARE READY, WILLING AND ABLE TO SUPPLY THE FOLLOWING PRODUCT ACCORDING TO TERMS AND CONDITIONS BELOW:

LOADING PORT: PRIMORSK-UST-LUGA/VLADIVOSTOK - CIF: ASWP ORIGIN RUSSIAN SHIPPING TERMS CIF: ASWP SPECIFICATION STANDARD SHIPMENT TIME 15-25 DAYS INSPECTION SGS OR EQUIVALENT SHIPMENT WILL BE ADVISED.

SHIPPING TERMS FOB SPECIFICATION STANDARD INJECTION TIME 5-7DAYS. INSPECTION SGS OR EQUIVALENT LOADED FROM PRIMORSK-UST-LUGA-VLADIVOSTOK

## **PRODUCTS:**

### **RUSSIAN D2 DIESEL GAS OIL L-02-62 GOST 305-82**

Minimum Quantity: 100,000 Metric Tons

Maximum Quantity: 1,000,000 Metric Tons

Price: Gross USD210 / USD200 NET on FOB

Price: Gross USD220 / USD210 NET on CIF

Commissions: USD10 (\$5 Buyer /\$5 Seller)

### **RUSSIAN EXPORT BLEND CRUDE OIL GOST 51 858-2002 / 9965-76 [R.E.B.C.O]**

Minimum Quantity: 500,000 Barrels

Maximum Quantity: 10,000,000 Barrels

Price: Gross USD54 / USD50 NET on CIF

Commissions: USD4 (\$2 Buyer /\$2 Seller)

### **VIRGIN D6 OIL**

Minimum Quantity: 50,000,000 GLN

Maximum Quantity: 400,000,000 GLN

Price: Gross USD0.59 / USD0.57 Net on FOB

Price: Gross USD0.61 / USD0.59 Net on CIF

Commissions: USD 0.02 (\$0.01 Buyer /\$0.01 Seller)

### **JET FUEL A1**

Minimum Quantity: 1,000,000 Barrels

Maximum Quantity: 4,000,000 Barrels

Price: Gross USD48 /USD44 Net on FOB

Price: Gross USD50 / USD46 Net on CIF

Commission: USD4 (\$2 Buyer/\$2 Seller)

### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Minimum Quantity: 1,000,000 Barrels

Maximum Quantity: 4,000,000 Barrels

Price: Gross USD48 /USD44 Net on FOB

Price: Gross USD50 / USD46 Net on CIF

Commission: USD4 (\$2 Buyer/\$2 Seller)

**EN590 10 PPM DIESEL FUEL**

Minimum Quantity: 50,000 Metric Tons

Maximum Quantity: 1,000,000 Metric Tons

Price: Gross USD200 / USD190 Net on FOB

Price: Gross USD210 / USD200 Net on CIF

Commission: USD 10 (\$5 Buyer /\$5 Seller)

**HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)**

Minimum Quantity: 50,000 MT

Maximum Quantity 500,000 MT

Price: Gross USD220 / USD210 Net on FOB

Price: Gross USD230 / USD220 Net on CIF

Commission: 10 USD (Seller \$5 / \$5 Buyer side)

**LIGHT CYCLE OIL**

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross USD210 / USD200 Net on CIF

Commissions: USD10 (\$5 Buyer /\$5 Seller)

**LIQUIDIFIED PETROLEUM GAS (LPG) .GOST 20448 -90**

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross USD180 / USD170 Net on CIF

Commissions: USD 10 (\$5 Buyer /\$5 Seller)

**LIQUIDIFIED NATURAL GAS**

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross USD180 / USD170 Net on CIF

Commissions: USD 10 (\$5 Buyer /\$5 Seller)

**PETROLEUM COKE OIL (PET COKE) RUSSIAN ORIGIN**

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross USD54 / USD44 Net on CIF

Commissions: USD 10 (\$5 Buyer /\$5 Seller)

## PROCEDURE FOR CI DIP AND PAY FOB ROTTERDAM/HOUSTON

1. BUYER ISSUES ICPO WITH TANK STORAGE AGREEMENT (TSA).
2. SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK IN ROTTERDAM WITH ICC WARNING LETTER. BUYER SIGNS AND RETURNS BACK TO SELLER WITHIN 48 HOURS.
3. BUYER SIGNS AND THEN RETURN THE COMMERCIAL INVOICE ALONG WITH ATV AUTHORIZATION TO VERIFY ON BUYER COMPANY LETTERHEAD. (ATV TO BE PREPARED BY BUYER FOR SELLER TO VISIT AND VERIFY TANK FARM).
4. SELLER VERIFIES BUYER TSA AND PROGRAMS THE INJECTION IN THE BUYER TANK AND THEN ISSUES BUYER THE FOLLOWING DOCUMENTS;
  - \* 3 DAYS UNCONDITIONAL DIP TEST
  - \* FRESH SGS REPORT INSPECTED IN ROTTERDAM SHORE TANK
  - \* TANK STORAGE RECEIPT (TSR)
  - \* (ATV) AUTHORIZATION FOR PHYSICAL VERIFICATION OF THE PRODUCT
  - \* INJECTION REPORT SHORE TANK ROTTERDAM
  - \* CERTIFICATE OF ORIGIN
  - \* PRODUCT PASSPORT
  - \* NOTARIZED AND ENDORSE NCNDA/IMFPA BY THE SELLER AND SELLER BANK
  - \* AUTHORIZATION TO SELL AND COLLECT (ATSC)
5. BUYER UPON PHYSICAL VERIFICATION OF THE PRODUCT AND PPOP CONFIRMATION, ORDER SGS TO CONDUCT THE DIP TEST IN THE SELLER STORAGE TANK ON BUYER EXPENSE.
6. UPON SUCCESSFUL DIP TEST, BUYER PROVIDES TANK STORAGE RECEIPT (TSR) FOR THE NUMBER OF DAYS FOR THE INJECTION.
7. SELLER COMMENCES INJECTION IMMEDIATELY INTO BUYER TANK AND ISSUES BUYER TITLE OF OWNERSHIP CERTIFICATE TO BE FOLLOWED BY ALL EXPORT DOCUMENTATION.
8. BUYER MAKES PAYMENT BY MT103 OR TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND LIFTS THE PRODUCT AND SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

## PROCEDURE FOR CIF ALL SAFE PORTS

1. BUYER ACCEPTS SELLER PROCEDURE AND ISSUES ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, AND PASSPORT COPY.
2. SELLER ACKNOWLEDGES BUYER ICPO AND ISSUES CONTRACT TO BUYER OPEN FOR AMENDMENT, BUYER SIGNS AND RETURNS THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN THREE (3) INTERNATIONAL WORKING DAYS.
3. SELLER LEGALIZES AND REGISTERS THE CONTRACTS WITH INSURANCE COMPANY AND NOTARIZE IT WITH THE APPROPRIATE AUTHORITIES OF THE MINISTRY OF ENERGY ALONG WITH THE BELOW PPOF DOCUMENT:
  - **PRODUCT QUALITY PASSPORT / QUALITY CERTIFICATE**
    - **CERTIFICATE OF ORIGIN**
    - **COMMITMENT LETTER TO SUPPLY**
    - **STATEMENT OF PRODUCT AVAILABILITY**
    - **AUTORIZATION TO SELL AND COLLECT (ATSC)**
4. BUYER'S BANK IN ACCORDANCE WITH SELLER'S VERBIAGE SHALL ISSUE SBLC/DLC WITHIN SIX (6) WORKING DAYS FOR FIRST SHIPMENT'S VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY. SELLER TO FINALIZE LOADING WITHIN SIX (6) WORKING DAYS. BUT IF BUYER FAILS TO ISSUE SBLC/DLC WITHIN SIX (6) WORKING DAYS, AS AN ALTERNATIVE PROVISION BUYER PAYS \$250,000 DIRECTLY TO THE SHIPPING COMPANY VIA MT103 AS TRANSACTION GUARANTEE WHICH WILL BE DEDUCTED FROM THE PRODUCT'S INVOICE VALUE OF PRODUCT AT DESTINATION PORT.
5. AFTER CONFIRMATION BY SELLER'S BANK, SELLER AT OWN EXPENSE, CHARTERS WITH SHIPPING/LOGISTIC COMPANY AND ALERT BUYER ON SHIPMENT ORDERED GRAPHIC/SCHEDULE ACCOMPANIED WITH SUBMISSION OF NOMINATED VESSEL DETAILS TO BUYER.
6. SELLER'S BANK RESPONDS WITH CONTRACTUAL OPERATIVE 2% PB AND FULL POP TO BUYER'S BANK WITHIN SEVENTY -TWO (72) HOURS UPON BUYER'S INSTRUMENT CONFIRMED BY SELLER'S BANK:
  - **CERTIFICATE OF INCORPORATION.**
    - **ACT OF TRANSFER**
    - **LEGALIZED COMMERCIAL INVOICE**
    - **COMPANY TAX PAYER CERTIFICATE**
  - **48 HOURS FRESH SGS EXPORT REPORT CONDUCTED IN VESSEL**
    - **QUALITY SPECIFICATION**
  - **NOR/NOTICE OF READINESS ETA-ESTIMATED TIME OF ARRIVAL**
7. 7 UPON SUCCESSFUL PRODUCT CONFIRMATION AGAINST SGS/CIQ REPORT OF QUALITY AND QUANTITY AT DESTINATION PORT, BUYER MAKES PAYMENT BY MT103. 8 SELLER AND BUYER, WITHIN SEVENTY-TWO (72) HOURS, SELLER PAYS COMMISSIONS TO SELLER SIDE AND BUYER PAYS BUYER SIDE INTERMEDIARIES INVOLVED IN THE TRANSACTION.

**PROCEDURE FOR TANK TAKE OVER (TTO)**

1. BUYER ISSUE ICPO WITH BANKING DETAILS, CUSTOMER INFORMATION SUMMARY AND PROOF OF FUND.
2. SELLER ISSUES COMPLETE TANKER TAKE-OVER (TTO) DRAFT CONTRACT OF THE LOADED CARGO.
3. BUYER SIGNS TTO DRAFT CONTRACT AND RETURNS TO THE SELLER.
4. SELLER ENDORSES TTO CONTRACT, RETURNS A COPY TO BUYER WITH THE FOLLOWING PROOF OF PRODUCT (POP) DOCUMENTS WHICH WERE ISSUED IN THE INITIAL BUYER'S NAME VIA EMAIL:
  - CERTIFICATE OF PRODUCT ORIGIN
  - PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)
    - BILL OF LADING
    - TANKER VESSEL Q88 DOCUMENT
  - E.T.A. (ESTIMATED TIME OF ARRIVAL) OF VESSEL
    - ULLAGE REPORT
    - FREIGHT/CARGO MANIFEST
    - INVOICE
5. BUYER VERIFIES AND CONFIRMS THE POP DOCUMENTS, AND DEPOSIT VIA TELEGRAPHIC TRANSFER (MT103) PAYMENT FOR THE MINIMUM OF 2% OF THE TOTAL VALUE OF THE PRODUCT TO SELLER'S NOMINATED ACCOUNT, TO OBTAIN CERTIFICATE OF OWNERSHIP OF THE CARGO, AND THE SHIPPING DOCUMENTS WILL BE RE-ISSUED IN THE NAME OF THE POTENTIAL BUYER.
6. SIMULTANEOUSLY, SELLER WILL RE-ROUTE THE VESSEL TO BUYER'S DESTINATION PORT UPON CONFIRMATION OF BUYER'S PAYMENT AND SENDS TO BUYER THE INFORMATION OF THE CLEARING AGENT FOR THE VESSEL. NOTE: THE MINIMUM 2% DEPOSIT SHALL BE DEDUCTABLE FROM THE TOTAL COST OF THE PRODUCT.
7. UPON ARRIVAL OF THE VESSEL AT THE BUYER'S DISCHARGE PORT, BUYER VERIFIES THE PRODUCT, PERFORMS DIP-TEST ONBOARD AND PAYS THE BALANCE 98% FOR THE PRODUCT VIA TT MT103 BEFORE CIQ AND DISCHARGE OF THE VESSEL.
8. SELLER OUT PAYS THE INTERMEDIARIES INVOLVED WITHIN 50 HOURS UPON RECEIPT OF PAYMENT FROM THE BUYER.



**Ivanov Alexander Borisovich**  
General Manager.