

LLC "BALPRODSERVIS"

Address: G.Sevastopol Street. Parshina D.6.

OGRN : 1169204051961 TIN: 9204559555 KPP: 920301001

Email: balprodsevis@mail.ru ,Tel: +79917375942



БАЛПРОДСЕРВИС

Ref: LLCBS/2281-24/RU

Issued Date: 4th January, 2024.

Validity: Until Further Instruction.

OFFICIAL SOFT CORPORATE OFFER

We LLC "BALPRODSERVIS" as Official Agent to Refineries of Petrol/ Petrochemical Products hereby confirm with full legal and corporate responsibility and under penalty of perjury that we are willing and ready to supply listed products to buyers globally through our reliable seller and Refineries, as per quantities, prices and for the terms as specified below:

PRODUCTS ORIGIN: RUSSIAN & NON RUSSIAN ORIGIN

INCOTERMS: CIF/FOB

PRODUCTS

COMMODITY: LIGHT CRUDE OIL

MINIMUM QUANTITY: 2,000,000 BBL / 10,000,000 BBL
SPOT SHIPMENT: 2,000,000 BBL / 1,000,000 BBL
PRICE:CIF PRICE USD \$ 70 / USD \$ 68 NET
ORIGIN: RUSSIAN / KAZAKHSTAN
PAYMENT CONDITION: TT/MT103
PORT OF LOADING: VLADIVOSTOK/AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

ESPO (EASTERN SIBERIA PACIFIC OCEAN)

MINIMUM QUANTITY: 5,000,000 BBL / 10,000,000 BBL
SPOT SHIPMENT QUANTITY: 1,000,000 BBL / 2,000,000 BBL
PRICE:
CIF GROSS USD \$ 64 / USD \$ 60 NET
COMMISSION USD \$4 SELLER MANDATE USD 2 / BUYER MANDATE USD 2
PAYMENT CONDITION: TT/MT103
ORIGIN: RUSSIA / KAZAKHSTAN
LOADING PORT: KOZMINO/ AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

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PRODUCT: DIESEL EN590 10PPM

MINIMUM QUANTITY: 100,000 MT / 150,000 MT
SPOT SHIPMENT QUANTITY: 50,000 MT / 100,000 MT
DELIVERY TERMS: CIF ASWP
LOADING PORT: VLADIVOSTOK / AKTAU
PRICE:
CIF GROSS USD \$ 410 / USD \$ 400 NET
COMMISSION \$10, BUYER MANDATE \$5/SELLER MANDATE \$5
ORIGIN: RUSSIA / KAZAKHSTAN
SPECIFICATION: EXPORT STANDARD QUALITY
PAYMENT: TT/MT103

COMMODITY: LIGHT CYCLE OIL (LCO)

MINIMUM QUANTITY: 150,000 MT / 300,000 MT
SPOT SHIPMENT QUANTITY: 50,000 MT / 100,000 MT
PRICE:
CIF GROSS USD \$ 300 / USD \$ 290 NET
COMMISSION USD \$10 SELLER SIDE USD 5 / BUYER SIDE USD 5
ORIGIN: RUSSIA / KAZAKHSTAN
LOADING PORT: VLADIVOSTOK/ AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

PRODUCT: LIQUEFIED NATURAL GAS (LNG)

MINIMUM QUANTITY: 150,000 MT / 200,000 MT
SPOT SHIPMENT QUANTITY: 50,000 Metric ton
PRICE:
CIF GROSS USD \$ 280 / USD \$ 270 NET
ORIGIN: RUSSIAN / KAZAKHSTAN
COMMISSION \$10, SELLER SIDE \$5 / BUYER SIDE \$5
LOADING PORT: NAKHODKA/ AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

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PRODUCT: PETCOKE

MONTHLY DELIVERY 100,000 MT / 200,000 MT
TRIAL SHIPMENT QUANTITY: 50,000 MT / 100,000 MT
PRICE:
CIF GROSS USD \$ 120 / USD \$ 110 NET
COMMISSION USD \$10 SELLER MANDATE \$5 & \$5 BUYER MANDATE
ORIGIN: RUSSIAN / KAZAKHSTAN
LOADING PORT: VANINO/ AKTAU
PAYMENT METHOD: TT/MT103
SPECIFICATION: EXPORT STANDARD QUALITY

COMMODITY: MAZUT M100 (GOST 10585/75)

MINIMUM QUANTITY: 100,000 MT / 300,000 MT
SPOT SHIPMENT QUANTITY: 50,000 MT
PRICE:
CIF GROSS USD \$ 210 / USD \$ 200 NET
COMMISSION USD \$10 SELLER MANDATE USD \$5 / \$5 BUYER MANDATE USD 5
ORIGIN: RUSSIA / KAZAKHSTAN
PAYMENT TERMS: TT/MT103
LOADING PORT: VLADIVOSTOK/ AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

COMMODITY: LIQUEFIED PETROLEUM GAS (LPG)

MINIMUM QUANTITY: 100,000 MT / 300,000 MT
SPOT SHIPMENT QUANTITY: 30,000 MT / 50,000 MT
PRICE:
CIF GROSS USD \$ 310 / USD \$ 300 NET
COMMISSION USD \$10 SELLER SIDE USD 5 / BUYER SIDE USD 5
ORIGIN: RUSSIA / KAZAKHSTAN
PAYMENT TERMS: TT/MT103
LOADING PORT: NAKHODKA/ AKTAU
SPECIFICATION: EXPORT STANDARD QUALITY

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PRODUCT: DIESEL En590 50PPM

MINIMUM QUANTITY: 100,000 MT / 150,000 MT
SPOT SHIPMENT QUANTITY: 100,000 MT / 150,000 MT
DELIVERY TERMS: CIF ASWP
LOADING PORT: VLADIVOSTOK / AKTAU
PRICE:
CIF GROSS USD \$ 400 / USD \$ 390 NET
COMMISSION \$10, BUYER MANDATE \$5/SELLER MANDATE \$5
ORIGIN: RUSSIA / KAZAKHSTAN
SPECIFICATION: EXPORT STANDARD QUALITY
PAYMENT: TT/MT103

PRODUCT: DIESEL OIL En590 10PPM "EURO 5"

MINIMUM QUANTITY: 150,000 MT / 200,000 MT
SPOT SHIPMENT QUANTITY: 50,000 MT / 100,000 MT
PRICE:
FOB GROSS USD \$ 410 / USD \$ 400 NET
LOADING PORT: JURONG / ROTTERDAM / FUJAIRAH
COMMISSION \$10, BUYER MANDATE \$5&SELLER MANDATE \$5
ORIGIN: KAZAKHSTAN/RUSSIA
SPECIFICATION: EXPORT STANDARD QUALITY
PAYMENT: TT/MT103

JET FUEL A1-AVIATION TURBINE KEROSENE

MINIMUM QUANTITY: 2,000,000 BBL / 5,000,000 BARRELS
SPOT SHIPMENT QUANTITY: 1,000,000 BARRELS
PRICE:
FOB GROSS USD \$ 90 / USD \$ 88 NET
TOTAL COMMISSION USD \$2 SELLER SIDE USD 1 / BUYER SIDE USD 1
ORIGIN: KAZAKHSTAN/RUSSIA
LOADING PORT: JURONG/ROTTERDAM/FUJAIRAH
SPECIFICATION: EXPORT STANDARD QUALITY
PAYMENT: MT103 / TT

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D6 VIRGIN FUEL OIL

MINIMUM QUANTITY: 50,000,000 GAL / 100,000,000 GALLONS
SPOT SHIPMENT QUANTITY: 100,000,000 GAL / 200,000,000 GAL
PRICE:
FOB GROSS USD \$ 0.90 / USD \$ 0.86 NET
COMMISSION USD 0.4, SELLER SIDER \$ 0.02 / \$ 0.02 BUYER SIDE
LOADING PORT: JURONG/ROTTERDAM/FUJAI RAH
ORIGIN: KAZAKHSTAN/RUSSIA
PAYMENT TERMS: MT103/TT
SPECIFICATION: EXPORT STANDARD QUALITY

STANDARD OPERATION PROCEDURES CIF

1. Buyer issues ICPO with company registration certificate to seller upon receipt of soft corporate offer.
2. Seller issues ICC warning letter and Sales Purchase Agreement for buyer review.
3. Buyer signs the contract and send back to seller along with acceptance letter and POF, Seller signs/seal and send to buyer in PDF.
4. Upon acceptance seller register and legalize the contract to the appropriate ministry department to issue the below POP document as follow.
 - Product Quality Passport Certificate.
 - Certificate of Product Origin.
 - Product Commitment letter to supply.
 - Commercial proforma invoice
 - Charter party agreement (CPA)
5. Buyer's bank in accordance with seller's verbiage shall issue DLC MT700/SBLC MT760 within Seven (7) working days for total cost value to seller's financial bank to enable seller commence loading of product with the shipping company. if buyer fails to issue DLC MT700/SBLC MT760 within Seven (7) working days, as an alternative provision buyer deposit 4% Security Guarantee Deposit via TT wire to seller's nominated Bank account co-ordinate for the first trial shipment which will be deducted from the total cost of the product) to enable loading and shipment.
6. After confirmation of buyer payment instrument or by shipping cost, seller issue 2%PB Performance Bond to buyer for guarantee of monthly shipment and issue full POP and shipping documents. The buyer activates the drawn DLC/SBLC at the same time as acquiring the POP document from the seller.
 - Copy of Approval to Export, Issued by the Department of the Ministry of Justice
 - Copy of the Transnet Contract to Transport the Product to the Port.

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- Copy of the Port Storage Agreement.
 - Copy of Vessel Questionnaire Q88.
 - Copy of Bill of Lading.
 - Copy of SGS Report.
7. Ship arrives at destination port and buyer conduct inspection on the goods and buyer release payment to seller bank after inspection at port 100% payable for each shipment within 7 banking days upon the cargo passed CIQ and receipt of all the relevant payment documents.
 8. Seller pays commission to intermediaries involved in the transaction according to signed IMFPA. Maximum 48 hours after receive the payment.

TRANSACTION PROCEDURE FOB

1. Buyer confirms Soft Corporate Offer (SCO), upon satisfactory review, Buyer issues (ICPO) to Seller's Mandate.
2. Seller issue Commercial invoice (C.I), buyer signs and return to Seller along with (TSA) issued by the buyer tank farm.
3. Seller Contact Buyer tank farm to verifies (TSA) and Availability of storage space of the buyer prior to submit POP document.
4. Seller confirms availability of storage space to release POP documents as follow:
 - a. Conditional / Unconditional DTA – This depends on the response from the Tank Farm,
 - b. Certificate of origin,
 - c. Product Passport,
 - d. Commitment to supply,
 - e. Export License,
 - f. 48hours SGS Report,
 - g. Injection Report.
5. Buyer engages SGS to conduct FRESH DIP TEST on the products in Seller's tanks at Buyer expense, Upon successful completion, seller issues NCNDA/IMFPA to all intermediaries for commission protection.
6. Upon successful DIP TEST in Seller's tank, Seller injects the product into Buyer's tank to sends report of injected products and Buyer makes immediate payment for the total products available by Mt103.
7. Seller issue buyer title of ownership certificate and all related export documentation, seller and buyer sign the monthly contract and buyer provides the banking instrument for contract.
8. Seller pays Commission to all intermediaries involved in this transaction as per signed and sealed NCNDA & IMFPA.

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Balyasny Vadim Aleksandrovich
(General Director)



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