



ОО "ТНГП"

LIMITED LIABILITY COMPANY "TROITSKAYA NEFTEGAZOVAYA PLOSHCHAD"

353384, Краснодарский край, Крымский район, город Крымск, Родниковая ул., д.2 к.а

OGRN: 1052320797550 INN: 2337029272 KPP: 233701001 OKPO: 75888322 OKATO: 03415000000

Email: llctroitskayaneftgazvaya@gmail.com

Telephone: +7 (940) 321-74-00

31.03.2025

SOFT CORPORATE OFFER (SCO)

We, LIMITED LIABILITY COMPANY "TROITSKAYA NEFTEGAZOVAYA PLOSHCHAD" with reliable Seller / Refinery; hereby issue this Soft Corporate Offer with full corporate responsibility. We confirm and certify that our Seller / Refinery have the ability to supply the commodity in accordance with the terms and conditions herein. We negotiate with Buyer/ Buyer Mandate.

An Irrevocable Confirmed Purchase Order (ICPO) should be addressed to the refinery or the relevant department of the seller's company. Based on the details provided:

Recipient: The ICPO should be addressed to:

Export Department: TOO "COSMO INTERNATIONAL PETROLEUM LLP"/KZ

Via Facilitator: Include the name of the facilitator company through which the ICPO is being processed.

Structure: Ensure that the ICPO includes all essential details, such as:

- Buyer's full corporate name and address.
- Commodity details (e.g., product type, origin, specifications).
- Quantity, delivery terms (FOB/CIF/TTIA/TTV/TTO/STS), and contract period.
- Payment terms (e.g., irrevocable, MT103)
- Inspection requirements and performance bond details.
- Bank information of buyer.

Authorization: The document must be signed and sealed by an authorized representative of the buyer's company on official letterhead, confirming corporate responsibility and intent to purchase.

The ensures that the ICPO is legally binding and follows international trade standards.

COMMISSIONS STRUCTURE & TRANSACTION TERMS:

COMMISSION PER BBL: SELLER SIDE & BUYER SIDE-\$ 4.00 PER BARREL

COMMISSION PER MT: SELLER'S SIDE & BUYER SIDE \$10.00 PER METRIC TON.

COMMISSION PER GAL: SELLER SIDE & BUYER SIDE-\$ 0.2 PER GALLON

COUNTRY OF ORIGIN: KAZAKHSTAN

INCOTERMS: - FOB (FREE ON BOARD), CIF (COST OF INSURANCE AND FREIGHT) & TTO (TANKER TAKE-OVER) INSPECTION: SGS, CIQ, QUALITY & QUANTITY TEST REPORT AND SIMILAR

PAYMENT: SBLC MT760, DLC MT700, MT103, TT-WIRE AND USDT

LOADING PORT: BATUMI OIL TERMINAL, VLADIVOSTOK, NOVOROSIYSK, BELAWAN, ROTTERDAM, HOUSTON, FUJAIH & SINGAPORE.





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DELIVERY TERMS: ANY SAFE WORLD PORT (ASWP).

SPECIFICATION: ANNEXED WITHIN CONTRACT.

AVAILABLE PRODUCTS

- **AVIATION KEROSENE COLONIAL GRADE 54 (JP54)**

CIF: \$80 GROSS/ \$76 NET PER BBL

FOB: \$76 GROSS/ \$72 NET PER BBL

QTY: 1-2,000,000.00 BBLS MONTHLY QTY: 5,000,000.00 BBLS

- **AVIATION FUEL FOR GAS TURBINE ENGINES (JET-A1)**

CIF: \$80 GROSS/ \$76 NET PER BBL

FOB: \$76 GROSS/ \$72 NET PER BBL

QTY: 1-2,000,000.00 BBLS MONTHLY QTY: 5,000,000.00 BBLS

- **DIESEL OIL EN590 (ULSD) 10PPM**

CIF: \$470 GROSS/ \$460 NET PER MT

FOB: \$460 GROSS/ \$450 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **DIESEL OIL EN590 (ULSD) 50PPM**

CIF: \$410 GROSS/ \$400 NET PER MT

FOB: \$400 GROSS/ \$390 NET PER MT MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **VIRGIN D6 FUEL OIL (D6)**

CIF: 0.85 GROSS/ \$0.83 NET PER GAL

FOB: \$0.82 GROSS/ \$0.80 NET PER GAL MIN

QTY: 50-100,000,000.00 GALS MONTHLY QTY: 200-800,000,000.00 GALS

- **DIESEL-GAS OIL L0.2-62 GOST 305-82 (D2)**

CIF: \$350 GROSS/ \$340 NET PER MT

FOB: \$330 GROSS/ \$320 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **LIGHT CYCLE OIL (LCO)**

CIF: \$330 GROSS/ \$320 NET PER MT

FOB: \$320 GROSS/ \$310 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **AUTOMOTIVE GAS OIL (AGO)**

CIF: \$320 GROSS/ \$310 NET PER MT





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FOB: \$300 GROSS/ \$295 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **LIQUIFIED PETROLEUM GAS (LPG)**

CIF: \$340 GROSS/ \$330 NET PER MTMIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **LIQUIFIED NATURAL GAS 5542-87 (LNG)**

CIF: \$340 GROSS/ \$330 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 100-200,000.00 MT

- **PETROLEUM COKE**

CIF: \$350 GROSS/ \$340 NET PER MT

FOB: \$340 GROSS/ \$330 NET PER MT MIN

QTY: 50-100,000.00 MT MONTHLY QTY: 300,000.00 MT

- **CST-180 FUEL OIL**

CIF: \$330 GROSS/ \$310 NET PER MT

FOB: \$300 GROSS/ \$290 NET PER MT MIN

QTY: 50,000.00 MT MONTHLY QTY: 200,000.00 MT

- **GASOLINE RON 93**

CIF: \$340 GROSS/ \$330 NET

FOB: \$320 GROSS/ \$310 NET MIN

QTY: 50,000.00 MT MONTHLY QTY: 100,000.00 MT

FOB BELAWAN/ ROTTERDAM/HOUSTON/FUJAIRAH & SINGAPORE DIP/TEST

1. BUYER ISSUES HIS ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH COMPANY PROFILE, COMPANY REGISTRATION CERTIFICATE, BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT.

2. SELLER ISSUES A COMMERCIAL INVOICE FOR FIRST LIFT QUANTITIES FOR PARTY'S SIGNATURES AND ENDORSEMENT. BUYER SIGNS AND RETURNS TO SELLER.

3. BUYER SIGNS AND RETURNS TO SELLER, AND SELLER ISSUES PPOP:

a) REFINERY COMMITMENT TO SUPPLY.

b) STATEMENT OF PRODUCT AVAILABILITY.

c) SELLER'S TSR.

d) ATV TO CONTACT BY EITHER (PHONE OR EMAIL)

4. UPON BUYER CONFIRMATION OF THE ABOVE PPOP DOCUMENTS, THE BUYER EXTENDS SELLER'S TANK STORAGE FOR 2DAYS PAYMENT TO OBTAIN 2DAYS TSR IN BUYER'S NAME TO ENABLE SELLER PROVIDED THE UDTA FOR BUYER TO CONDUCT DIP TEST IN SELLER'S TANK.





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5. SELLER/BUYER AND TANK FARM SIGN THE TTIA TO COMMENCE INJECTION INTO BUYER TANK STORAGE OR VESSEL. BUYER PAYS 100% VIA MT103 T/T WIRE TRANSFER FOR THE TOTAL VALUE PRODUCT.
6. SELLER PROVIDES ALL RELEVANT DOCUMENTS TO BUYER FOR THE PURCHASE OF THE PRODUCT.
7. SELLER PAYS COMMISSION WITHIN 48 HOURS BY SWIFT MT103 TO ALL INTERMEDIARIES AS SIGNED NCNDA/IMFPA.

BUYER TANK COST SHARING (FOB BELAWAN/ROTTERDAM/HOUSTON/FUJAIRAH & SINGAPORE)

1. BUYERS ISSUES ICPO WITH FULL BANKING DETAILS & COMPANY PROFILE.
2. SELLER ISSUES COMMERCIAL INVOICE TO BUYER.
3. BUYER SIGNED/SEALED AND RETURNS COMMERCIAL INVOICE WITH LETTER OF ACCEPTANCE TO SELLER WITHIN 24HRS.
4. BUYER PROVIDES SELLER WITH TSA FROM RELIABLE TANK FARM FOR SELLER VERIFICATION AND APPROVE.
5. BUYER PAY 5 DAYS AND SELLER PAYS 3 DAYS SIMULTANEOUSLY TO COMPLETE 8 DAYS TO BUYER'S TANK FARM AND SEND TSR TO SELLER WITH AUTHORIZATION TO VERIFY (ATV).
6. SELLER ISSUES TO BUYER BELOW PPOP DOCUMENTS AS MENTIONED VIA EMAIL.
 - a) FRESH SGS REPORT (QUALITY AND QUANTITY) (24-72HOURS FRESH)
 - b) TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES OF TANK LOCATION.
 - c) INJECTION SCHEDULE (ROTTERDAM)
 - d) AUTHORIZATION TO VERIFY THE PRODUCT IN SELLER'S TANK (ATV)
 - e) PRODUCT PASSPORT.
 - f) UNCONDITIONAL DIP TEST AUTHORITY (UDTA)
7. SELLER COMMENCES WITH THE INJECTION OF THE FIRST MONTH SHIPMENT QUANTITY FROM THE REFINERY STORAGE RESERVATION THROUGH THE PIPELINE INTO STORAGE TANK IN THE PORT OF LOADING OR TANK TO TANK.
NB: IF THE INJECTION PROCESS EXCEEDS 8 DAYS BUYER SHALL COMPLETE THE OUTSTANDING DAYS TO ENABLE THE CONCLUSION OF THE INJECTION, THIS USUALLY DEPENDS ON THE TANK LOCATION.
8. UPON THE COMPLETION OF THE INJECTION SELLER ISSUES DTA TO BUYER, BUYER INSPECTS WITH SGS AGENT.
9. AFTER BUYER SUCCESSFUL Q&Q DIP TEST ON THE PRODUCT BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT INJECTED INTO THE TANK VIA MT103 OR TT WIRE TRANSFER.
10. UPON SELLER RECEIPT OF THE FULL PRODUCT PAYMENT FROM THE BUYER, SELLER ISSUES TO BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND EXPORTS DOCUMENTS.
11. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SENDS SPA TO BUYER FOR ONE-YEAR SUBSEQUENTLY MONTHLY SHIPMENT CONTINUE AS PER





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TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.

FOB CONTRACT PROCEDURES (TTVIA)

1. BUYER SENDS ICPO WITH ACCEPTANCE LETTER, COMPANY REGISTRATION CERTIFICATE ALONG WITH BUYER'S TANK STORAGE AGREEMENT (TSA) FROM THEIR TANK FARM AS PROOF OF STORAGE AVAILABILITY AND READINESS.
2. SELLER ISSUES COMMERCIAL INVOICE FOR THE AVAILABLE QUANTITY IN THE STORAGE TANKS TO BUYER ALONG WITH TTVIA
3. UPON BUYER TANK FARM SIGNED THE TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA) AND SELLER WILL PROVIDE TO THE BUYER WITH THE OTHER PPOP ACROSS THE TABLE IN BUYER'S DESIGNATED TANK FARM OFFICE IN NETHERLANDS AND IS EXCHANGED WITH BUYER'S TTVIA DOCUMENT ALONG WITH THE FOLLOWING PPOP DOCUMENTS:
 - A. FRESH 48HR SGS IN BUYER NAME.
 - B. LETTER OF GUARANTEE.
 - C. PRODUCT PASSPORT.
 - D. INJECTION REPORT.
 - E. UNCONDITIONAL DTA.
 - F. STATEMENT OF PRODUCT AVAILABILITY.
4. SELLER ISSUES COMPLETE DTA AND 5 DAYS VALID TANK STORAGE RECEIPT TO BUYER, BUYER ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK ON BUYER EXPENSES AND SUBMIT THE INJECTION REPORT TO THE BUYER.
5. UPON SUCCESSFUL DIP TEST, SELLER INJECTS THE FUEL INTO THE BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
6. BUYERS MAKE 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT TO SELLER BANK ACCOUNT & AND RESELLER PAYS COMMISSION TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.
7. SELLER ISSUES DRAFT SPA TO BUYER TO REVIEW FOR R&E MONTHLY DELIVERIES.
8. BUYER REVIEW AND APPROVES THE SPA 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 PER SCHEDULE, BUYER PAYS AFTER DIP TEST BY MT103 WIRE TRANSFER ONE FOR EACH MONTHLY QUANTITY.
9. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE CONTRACT.
10. SELLER PAYS COMMISSIONS TO ALL INTERMEDIARIES AS PER IMFPA/NCNDA 24 HOURS AFTER CONFIRMATION OF PAYMENT FROM THE BUYER.





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PROCEDURE ON FOB BASIC TANK TO TANK INJECTION

1. BUYER ACCEPTS SELLER WORKING PROCEDURE AND ISSUE ICPO ADDRESSED TO THE SELLER REFINERY ALONG WITH TANK STORAGE AGREEMENT (TSA).
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE
3. SELLER PROVIDE BUYER WITH THE BELOW LISTED PPOP.
 - A. PRODUCT PASSPORT (PRODUCT ANALYSIS REPORT)
 - B. IRREVOCABLE COMMITMENT LETTER TO SUPPLIER
 - C. TANK STORAGE RECEIPT (TSR)
 - D. TANK TO TANK INJECTION AGREEMENT (TTTIA) TO BE SIGNED BY BUYER TANK FARM (BUYER MUST HAVE A 5 DAYS TSR FOR 5 DAYS INJECTION PROCESS)
4. SELLER REGISTER BUYER'S COMPANY WITH PORT AUTHORITIES FOR ACCESS TO THE PORT FOR DIP TEST.
5. SELLER PROVIDE BUYER WITH
 - A. SGS REPORT
 - B. INJECTION REPORT
 - C. UNCONDITIONAL DTA
6. (NCNDA/IMFPA) WILL BE SIGNED, BUYER WITHIN 24 HOURS CONDUCT DIP TEST TO CONFIRM THE PRODUCT IN SELLER TANK.
7. UPON SUCCESSFUL DIP TEST IN SELLER TANKS, SELLER PROCEED WITH TANK TO TANK INJECTION AND PROVIDE BUYER WITH THE INJECTION REPORT OF THE PRODUCT INTO BUYER TANKS.
8. BUYERS TEAM/SGS VISIT THE PORT/TANK STORAGE FOR CONFIRMATION OF INJECTED PRODUCT TO CONDUCT DIP TEST.
9. UPON SUCCESSFUL CONFIRMATION, BUYER MAKE PAYMENT FOR TOTAL COST OF PRODUCT INJECTED INTO BUYER TANKS VIA MT103, SELLER TRANSFER TITLE OWNERSHIP TO BUYER WITH ALL EXPORTATION DOCUMENTS REQUIRED OF BUYER FOR THE TRANSACTION.
10. UPON CONCLUSION OF FIRST LIFT TRANSACTION, SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND PROCEEDS WITH THE SIGNING OF CONTRACT WITH BUYER.

STANDARD TRADING PROCEDURES: CIF-TTO

1. BUYER ISSUES ICPO WITH SELLER PROCEDURE INCLUDING BUYER BANKING DETAILS.
2. SELLER ISSUES TAKEOVER SPOT CONTRACT FOR REVIEW AND ENDORSED BY ALL PARTIES. BUYER SIGN AND SEND BACK THE CONTRACT TO SELLER.
3. UPON RECEIPT OF THE BELOW DOCUMENTS BY THE BUYER, WITHIN 24 HOURS BUYER VERIFIES THE POSITION OF VESSEL ON HIGH SEA AND POP DOCUMENTS OF THE PRODUCT ON BOARD THE TANKER VESSEL AND BUYER DEPOSIT 3% WITHIN 24 HOURS TO SECURE THE TITLE OWNERSHIP OF THE PRODUCT ALLOCATION.
 - A. COMMITMENT LETTER TO SUPPLY PRODUCT
 - B. PRODUCT PASSPORT (Q&Q ANALYSIS REPORT)





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- C. BILL OF LADING.
- D. CARGO MANIFEST.
- E. VESSEL Q88 DOCUMENT.
- F. CERTIFICATE OF ORIGIN.
- G. PAYMENT INVOICE FOR TITLE OWNERSHIP.
- 4. UPON CONFIRMATION OF THE 3% DEPOSIT PAYMENT, SELLER RELEASE THE BELOW LISTED POP DOCUMENTS IN BUYER COMPANY NAME WITHIN 72 HOURS.
- A. TITLE HOLDER CERTIFICATE.
- B. CERTIFICATE OF CONFORMITY.
- C. COMPANY REGISTRATION CERTIFICATE.
- D. VESSEL ESTIMATED TIME OF ARRIVAL (ETA)
- E. MARINE INSURANCE CERTIFICATE.
- F. MATERIAL SAFETY DATA SHEET (MSDS)
- G. ULLAGE REPORT.
- H. CREW COVID-19 HEALTH CERTIFICATE.
- I. ENTRUSTMENT OF SHIPPING COMPANY TO SHIPPING AGENT.
- 5. UPON RECEIPT OF THE ABOVE POP DOCUMENTS WITHIN 48 HOURS BUYER FREIGHT FORWARDING COMPANY CONNECTS WITH THE SELLER'S SHIPPING AGENCY TO OBTAIN THE RECEIPT OF MARITIME FILLING REPORT, CUSTOMS FORECAST, AND OPERATION NOTICE OF PORT AUTHORITY.
- 6. UPON ANCHOR OF THE VESSEL AT THE BUYER DISCHARGE PORT. THE INSPECTION ORGANIZATION DESIGNATED BY THE BUYER SHALL CONDUCT SAMPLING INSPECTION AND THE CIQ/CICC TEST RESULTS TO BE INSPECTED COMPLY WITH THE SELLER'S DELIVERY INSPECTION REPORT. THE FLANGE PARIS CONNECTED INTO THE TANK, AND THE BUYER SHALL MAKE PAYMENT FOR GOODS WITHIN 2-3 WORKING DAYS VIA MT103/TT WIRE TRANSFER. ALL THE GOODS RIGHTS SHALL BE TRANSFERRED BY THE SAME DELIVERY.
- 7. MANDATES/INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO SPOT DELIVERY.

CIF PAYMENT PROCEDURE

- 1. THE BUYER ISSUES ICPO + CP + COPY OF THE BUYER'S INTERNATIONAL PASSPORT (DATA PAGE) TO THE SELLER.
- 2. THE SELLER AND BUYER ENDORSE THE CONTRACT. THE BUYER ISSUES A LETTER OF COMMITMENT TO THE SELLER.
- 3. THE SELLER PROVIDES THE FOLLOWING PPOP DOCUMENTS TO THE BUYER;
 - A. COMMITMENT/ASSURANCE TO SUPPLY,
 - B. STATEMENT OF PRODUCT AVAILABILITY,
 - C. PRODUCT PASSPORT,
- 4. BUYER AND SELLER JOINTLY CHARTER A VESSEL FROM A RENOWNED SHIPPING COMPANY FOR SELLER INJECTION AND SHIPMENTS TO THE BUYER DESIGNATED DESTINATION/DISCHARGE PORT.





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5. SELLER SENDS AN INVITATION LETTER TO THE BUYER TO COME TO THE EXPORTING PORT FOR CHECKING THE PRODUCT LOADING OR BUYER REPRESENTATIVE (OPTIONAL). THE SELLER LOADS THE PRODUCT ONBOARD THE VESSEL, SAILS TO THE COMPASSED DESTINATION OF THE BUYER AND SENDS THE FOLLOWING SHIPMENT DOCUMENTS TO THE BUYER;

- A. CERTIFICATE OF ORIGIN
- B. BILL OF LADING, ISSUED IN THE BUYER'S NAME.
- C. AUTHORIZATION LETTER TO BOARD THE VESSEL
- D. SGS INSPECTION REPORT
- E. TANKER ULLAGE REPORT
- F. CARGO MANIFEST
- G. MARINE INSURANCE
- H. VESSEL DETAILS OR Q88

6. THE BUYER PAYS VIA MT103/TT AS PER THE COMMERCIAL INVOICE WITHIN FIVE (5) BANKING DAYS, AFTER THE ARRIVAL OF THE VESSEL AT THE DESTINATION/DISCHARGING PORT AND SGS INSPECTION BY THE BUYER.

7. THE SELLER RELEASES PAYMENTS (COMMISSION) TO THE INTERMEDIARIES INVOLVED WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER'S BANK.

CIF CONTRACT PROCEDURES 1

1. THE BUYER ISSUES THE PURCHASE ORDER AND ACCEPTANCE LETTER AFTER RECEIVING THE SOFT QUOTATION FROM THE SELLER.

2. THE SELLER ISSUES THE DRAFT SALES AGREEMENT AND CONTRACT.

3. THE BUYER SIGNS THE SALES AGREEMENT AND CONTRACT.

4. THE SELLER SHALL REGISTER AND LEGALIZE THE SIGNED SALES AGREEMENT AND CONTRACT.

5. THE SELLER SHALL SEND THE LEGALIZED CONTRACT AND THE FOLLOWING POP DOCUMENTS TO THE BUYER, AS FOLLOWS:

- 5.1) - CERTIFICATE OF ORIGIN.
- 5.2) - SUPPLY COMMITMENT.
- 5.3) - PRODUCT PASSPORT.
- 5.4) - PRODUCT AVAILABILITY STATEMENT.
- 5.5) - EXPORT LICENSE.

6. THE BUYER SHALL DEPOSIT A NEGOTABLE 2-5% OF THE TOTAL VALUE OF THE GOODS INTO SELLER DESIGNATED FIDUCIARY BANK ACCOUNT AS THE SECURITY DEPOSIT. THE BUYER & THE SELLER SHALL SIGN A REFUND AGREEMENT. THE PAYMENT FOR GOODS WILL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE AT THE DISCHARGE PORT.

7. THE SELLER SHALL COMMENCE SHIPMENT OF THE GOODS AND PROVIDE COMPLETE POP DOCUMENTS TO THE BUYER VIA EMAIL AND HARD COPIES WILL BE SENT FROM





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SELLER'S BANK TO BUYER'S BANK VIA COURIER ON THE SELLER'S EXPENSES, TTM WILL BE HELD IN BUYER'S DESIGNATED SAFE LOCATION UPON BUYER'S REQUEST.

- 8.1) - PRODUCT DISTRIBUTION EXPORT LICENSE.
- 8.2) - ASSIGN OWNERSHIP CERTIFICATE
- 8.3) - TRANSNEFT CONTRACT FOR TRANSPORTING PRODUCTS TO THE LOADING PORT.
- 8.4) - PORT STORAGE AGREEMENT.
- 8.5) - CHARTER PARTY AGREEMENT FOR THE TRANSPORTATION OF PRODUCTS TO THE PORT OF DISCHARGE.
- 8.6) - TANK RECEIPT.
- 8.7) - SGS QUALITY AND QUANTITY CERTIFICATE.
- 8.8) - LANDING ORDER.
- 8.9) - PRE-VALUED COMMERCIAL INVOICE.
- 8.10) - NOR/ETA READINESS NOTICE/SHIPPING DATE NOTICE.
- 8.11) - DIP AUTHORIZATION TEST LETTER.
- 8.12) - THE POWER OF ATTORNEY GIVEN BY THE SHIPPING COMPANY TO THE SHIPPING AGENCY COMPANY AT THE PORT OF DESTINATION, AND THE SHIP INFORMATION DOCUMENTS NECESSARY FOR MARITIME REPORTING SUBMITTED BY THE CAPTAIN OF THE SHIP AT THE ANCHORAGE OF THE PORT OF DESTINATION ON TIME
- 8.13) - SHIP QUESTIONNAIRE 88.
- 8.14) - POWER OF ATTORNEY (AUTHORIZING SALES AND COLLECTING PAYMENT FOR GOODS)
- 9. AT THE BEGINNING OF SHIPMENT, WHEN THE TANKER ARRIVES AT THE UNLOADING PORT, THE BUYER SHALL REFER THE SHIP TO THE CHINESE CUSTOMS FOR APPROVAL. UPON SUCCESSFUL CUSTOMS APPROVAL, THE SELLER SHALL UNLOAD THE OIL PRODUCTS INTO CHINA BONDED WAREHOUSE, THE BUYER SHALL CONDUCT CIQ INSPECTION, AND THE BUYER SHALL PAY ALL THE REMAINING PAYMENT THROUGH TT TELEGRAPHIC TRANSFER OR MT103 WITHIN 72-120 HOURS.
- 10. AFTER THE BUYER PAYS THE FULL PAYMENT, THE SELLER SHALL HAND OVER THE HARD COPIES OF THE ORIGINAL POP DOCUMENT (CARGO RIGHT DOCUMENT) TO THE BUYER.

CIF CONTRACT PROCEDURES SBLC/DLC

- 1. BUYER ISSUES ICPO AND ACCEPTANCE LETTER WITH SELLER'S DELIVERY PROCEDURES ON BUYER COMPANY LETTERHEAD ALONG WITH BUYER BANKING INFORMATION & COMPANY REGISTRATION CERTIFICATE.
- 2. SELLER ISSUES SALES PURCHASE AGREEMENT TO BUYER
- 3a. BUYER SIGNS AND RETURNS THE SPA TO SELLER WITH GUARANTEE OF COMPLIANCE, SELLER ISSUES PARTIAL PROOF OF PRODUCTS TO BUYER:
 - (A) EXPORT LICENSE.
 - (B) CERTIFICATE OF ORIGIN.





00 "ТНГП"

LIMITED LIABILITY COMPANY "TROITSKAYA NEFTEGAZOVAYA PLOSHCHAD"

353384, Краснодарский край, Крымский район, город Крымск, Родниковая ул., д.2 к.а

OGRN: 1052320797550 INN: 2337029272 KPP: 233701001 OKPO: 75888322 OKATO: 03415000000

Email: llctroitskayaneftgazvaya@gmail.com

Telephone: +7 (940) 321-74-00

(C) IRREVOCABLE COMMITMENT TO SUPPLY.

(D) PROFORMA INVOICE FOR THE FIRST VALUE MONTH.

(E) STATEMENT OF AVAILABILITY OF PRODUCT.

3b. WITHIN 7 BANKING DAYS, BUYER'S BANK SENDS TRANSFERABLE IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER'S NOMINATED FIDUCIARY BANK ACCOUNT FOR FIRST MONTH SHIPMENT, SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN THE 7 BANKING DAYS, THE BUYER MUST MAKE CASH DEPOSIT OF 3% THE TOTAL QUANTITY OF THE FIRST TRIAL SHIPMENT BY MT103 TT WIRE TRANSFER, FOR SECURITY GUARANTEE TO ENABLE SELLER SECURE A CHARTER VESSEL AND COMMENCE SHIPMENT. THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF PRODUCT AFTER INSPECTION AT DISCHARGE PORT, SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH THE 2% PERFORMANCE BOND (PB) AND TTM WILL BE HELD IN BUYER'S DESIGNATED SAFE LOCATION UPON ARRIVAL OF CARGO AT BUYER'S DISCHARGE PORT.

(A) NOR/ETA

(B) BILL OF LADING.

(C) OFFICIAL EXPORT LICENSE.

(D) VESSEL QUESTIONNAIRE 88.

(E) PORT STORAGE AGREEMENT

(F) SGS REPORT AT LOADING PORT.

(G) CERTIFICATE OF OWNERSHIP TRANSFER.

(H) DIP TEST AUTHORIZATION (DTA) & ATB.

(I) CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.

(J) COPY OF TRANSNET SIGNED CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT.

(K) ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY.

4. SHIPMENT COMMENCES ONLY UPON CONFIRMATION OF BUYER'S PAYMENT OF SECURITY GUARANTEE AND THE SHIPMENT SHOULD ARRIVE AT BUYER'S DISCHARGE PORT WITHIN 5-25 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND BUYER AT THE UNLOADING SEAPORT.

5. BUYER RELEASES PAYMENT TO SELLER BY TT/MT103 UPON RECEIPT OF THE SHIPPING DOCUMENTS AND CONFIRMATION OF THE Q&Q BY SGS/CIQ AT DESTINATION PORT.

6. SELLER PAYS COMMISSION WITHIN 48 HOURS BY SWIFT MT103 TO ALL INTERMEDIARIES ASSIGNED NCNDA/IMPFA.

7. SELLER/BUYER PROCEEDS ON YEARLY BASIS AS PER SIGNED DRAFT CONTRACT.

BELOW IS SELLER NON-NEGOTIABLE TTO PROCEDURE:

1. BUYER CONFIRMED REFINERY PROCEDURE AND ISSUES OFFICIAL ICPO TO THE EXACT QUANTITY CONFIRMED BY SELLER.

2. SELLER ISSUES MOU SIGNED BY THE INITIAL BUYER AND FOR THE POTENTIAL BUYER TO SIGN.





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3. BUYER COUNTERSIGNS THE MOU AND SENDS BACK TO THE SELLER.
4. UPON THE RECEIPT OF THE COUNTERSIGNED MOU FROM THE BUYER, SELLER EMAILS TO BUYER THE LISTED DOCUMENTS AS STATED IN THE MOU:
 - A. CERTIFICATE OF PRODUCT ORIGIN
 - B. PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)
 - C. STATEMENT OF PRODUCT AVAILABILITY
 - D. BILL OF LADING
 - E. TANKER VESSEL Q88 DOCUMENT
 - F. TANKER CARGO MANIFEST
 - G. ULLAGE REPORT
 - H. TANKER VESSEL DETAILS
 - I. INVOICE FOR TITLE TAKE OVER CHANGE FEE 5%
5. UPON RECEIPT OF THE POP DOCUMENTS, BUYER PAYS 5% OF THE FULL PRODUCT IN THE HIGH SEA TO ENABLE SELLER REROUTE VESSEL AND REISSUE POP DOCUMENTS IN BUYERS NAME IN ORDER TO ARRANGE THE MARITIME FILING AND CUSTOMS CLEARANCE FILING.
6. UPON COMPLETION OF THE MARITIME FILING, SELLER SEND FULL SHIPPING DOCUMENTS TO BUYER.
7. ON ARRIVAL OF THE VESSEL, BUYER'S INSPECTION TEAM CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION; BUYER MAKES THE BALANCE PAYMENT FOR THE PRODUCT BY MT103.
8. SELLER PAYS THE INTERMEDIARIES INVOLVED WITHIN 72 HOURS AFTER RECEIPT OF PAYMENT FOR THE PRODUCT FROM THE BUYER.

If you find our product pricing and procedures appealing, we kindly request that you issue an ICPO (Irrevocable Corporate Purchase Order) to proceed further. Please note that while our procedures are fixed and non-negotiable, we are open to slight adjustments on pricing. Should you have any questions or require clarification, feel free to reach out.

SIGN:

Shirokaya Ekaterina Ivanovna

Director

LIMITED LIABILITY COMPANY "TROITSKAYA NEFTEGAZOVAYA PLOSHCHAD"

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