

**LLC "PETROLEUM OIL"**  
oil and gas

To: Who It May Concern

Attn: Principal Buyer / Mandate

Issue Date: 6<sup>th</sup> January 2025

Valid Through: 31<sup>st</sup> December 2025

Buyer's official ICPO should be issued & addressed as follows;

To: Supplier / Refinery,

Attn: Export Director

Via: LLC "PETROLEUM OIL"

(Sales Consultant)

### **SOFT CORPORATE OFFER**

We, LLC "PETROLEUM OIL" are Sales Consultants in oil and gas field, and we have several refineries with which we work. Our role is to make sure both parties are protected and have full knowledge of the transaction, we also work with the buyer representative to make sure the transaction scales through. Our service is covered as follows. verifying companies for buyers and sellers, Document verification, Tank Farm verification in Rotterdam, Russia, and Houston, and if you are also in need of a Tank farm, we can also recommend one for your needs. Our supplier can supply the under-listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the requirements of SGS. "Only direct negotiations from buyers, the representative shall be considered".

### **TRANSACTION TERMS: COUNTRY OF ORIGIN: RUSSIAN /OTHER ORIGIN.**

Trading Mode: - FOB (Free on Board) & CIF (Cost of Insurance and Freight). Price: Negotiable (send your sensitive/target price during ordering). Payment: SBLC/MT760, DLC/MT700, MT103/ TT-Wire. Loading port: Any Safe World Port (ASWP). Specification: Annexed within Contract (TBA). PB: 2% Operative Performance Bond, by the Seller.

### **COMMISSIONS STRUCTURE**

INSPECTION: SGS FOR THE QUALITY & QUANTITY TEST REPORT

COMMISSION PER BBL: SELLER SIDE & BUYER SIDE - \$ 2.00 USD PER BARREL

COMMISSION PER MT: SELLER'S SIDE - \$5.00 & BUYER'S SIDE - \$ 5.00 USD PER MT.

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

### **PRODUCTS LIST**

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

Minimum Quantity: Buyer requests not less than 100,000 per BBL

Maximum Quantity: 2,000,000 per BBL Monthly

Price CIF ASWP: Gross \$ 82 US D / NET \$ 80 USD per BBL

Price FOB: Gross \$ 80 US D / NET \$ 78 USD per BBL

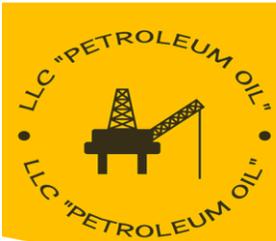
COMMISSION: \$ 1.00 Seller Side / \$ 1.00 Buyer Side per BBL

**Юридический Адрес: 109316, г. Москва, ул. Талалихина, д. 41, стр. 9, офис 252**

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**JET FUEL (AVIATION KEROSENE COLONIAL GRADE A1)**

Minimum Quantity: Buyer request not less than 100,000 per BBL

Maximum Quantity: 2,000,000 per BBL Monthly

Price CIF ASWP: Gross \$ 82 USD / NET \$ 80 USD per BBL

Price FOB: Gross \$ 80 USD / NET \$ 78 USD per BBL

COMMISSION: \$ 1.00 Seller Side / \$ 1.00 Buyer Side per BBL

**VIRGIN FUEL OIL (D6)**

Minimum Quantity: Buyer request not less than 20,000,000 per Gallon

Maximum Quantity: 100,000,000 per Gallon Monthly

Price CIF ASWP: Gross \$ 1.00 USD / NET \$ 0.99 USD per Gallon

Price FOB: Gross \$ 0.99 USD / NET \$ 0.97 USD per Gallon

COMMISSION: \$ 0.1 Seller Side / \$ 0.1 Buyer Side per Gallons

**DIESEL GAS OIL GOST 305-82 (D2)**

Minimum Quantity: Buyer request not less than 20,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$ 290 USD / NET \$ 280 USD per MT

Price FOB: Gross \$ 270 USD / NET \$ 260 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

**DIESEL FUEL (EN590)10PPM,50PPM**

Minimum Quantity: Buyer request not less than 20,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: GROSS \$ 400 USD / NET \$ 390 per USD

Price FOB: GROSS \$ 390 USD / NET \$ 380 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

**LIGHT CYCLE OIL (LCO)**

Minimum Quantity: Buyer request not less than 20,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$ 280 USD / NET \$ 270 USD per MT

Price FOB: Gross \$ 270 USD/NET \$ 260 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

**LIQUEFIED PETROLEUM GAS (LPG)**

Minimum Quantity: Buyer request not less than 20,000 per MT

MT Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$ 470 USD / NET \$ 460 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

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## **EASTERN SIBERIAN PIPELINE OCEAN OIL (ESPO)**

Minimum Quantity: Buyer request not less than 200,000 per BBL

MT Maximum Quantity: 1,000,000 per BBL Monthly

Price CIF ASWP: Gross \$ 66 USD / NET \$ 64 USD per BBL

Price FOB: Gross \$ 64 USD / NET \$ 62 USD per BBL

COMMISSION: \$ 1.00 Seller Side / \$ 1.00 Buyer Side per BBL

## **PETROLEUM COKE**

Minimum Quantity: Buyer request not less than 20,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton per Monthly

Price CIF ASWP: Gross \$160 / NET \$ 150 USD per MT

Price FOB: Gross \$ 150 USD / NET \$ 140 USD per MT

COMMISSION: \$ 5 Seller Side / \$ 5 Buyer Side per MT

## **AUTOMOTIVE GAS OIL (AGO)**

Minimum Quantity: Buyer request not less than 20,000 per MT

MT Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$ 280 USD / NET \$ 270 USD per MT

Price FOB: Gross \$ 270 USD / NET \$ 260 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

## **LIQUEFIED NATURAL GAS (LNG)**

Minimum Quantity: Buyer request not less than 20,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$ 280 USD / NET \$ 270 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

## **GASOLINE OCTANE**

Quantity: 20 000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF ASWP

87OCTANES \_\_\_\$330 Gross/ \$320 Net per MT

89 OCTANES \_\_\_\$320 Gross/ \$310 Net per MT

90 OCTANE \_\_\_\$320 GROSS / \$310 NET

95 OCTANES \_\_\_\$320 Gross/ \$310 Net per MT

93 OCTANE \_\_\_\$320 GROSS / \$310 NET

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

## **UREA**

Minimum Quantity: Buyer request not less than 20,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton per Monthly

Price CIF ASWP: Gross \$320 / NET \$ 310 USD per MT

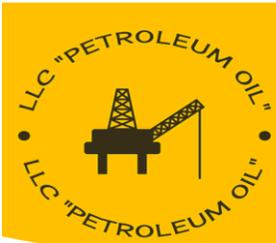
Price FOB: Gross \$ 310 USD / NET \$ 300 USD per MT

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COMMISSION: \$ 5 Seller Side / \$ 5 Buyer Side per MT

### **STANDARD CIF TRANSACTION PROCEDURE**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller's along with buyer passport data page.
2. Seller issues the draft SPA for buyer's review and sign.
3. Seller issues the below PPOP document.
  - a. Product Passport.
  - b. Certificate of Product Origin.
  - c. Product availability
  - d. Commitment letter to supply.
4. Buyer's bank per seller's verbiage shall issue SBLC/DLC within six (6) working days for first shipment's value to seller's financial bank to enable the seller to commence loading of a product with the shipping company. Seller to finalize loading within (15) working days. But if the buyer fails to issue SBLC/DLC within six (6) working days, as an alternative provision buyer pays 5% of the total product value directly to the payment account designated by the Seller either via MT103, Bitcoin or USDT as a transaction guarantee which will be deducted from the product's invoice value of the product at the destination port.
5. After confirmation by seller's bank, the seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with the submission of nominated Vessel details to the buyer.
6. Seller's bank responds with contractual operative 2% PB if DLC or SBLC is issued and full POP to buyer's within\* seventy - Two (72) hours since buyer's instrument confirmed by seller's bank
  - a. Copy of the Port Storage Agreement.
  - b. Copy of the CPA, to Transport the Product to Discharge Port.
  - c. Vessel Q88.
  - d. Original BL (full set).
  - e. Copy of SGS Report.
7. Upon successful product confirmation against the SGS/CIQ Report of Quality and Quantity at the destination port, the buyer makes payment by MT103.
8. Seller and buyer, within seventy-two (72) hours, the seller pays commissions to the seller side and the buyer pays buyer side intermediaries involved in the transaction.

### **PROCEDURE FOR ROTTERDAM:**

1. Buyer sends ICPO in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer.
2. Seller issues Commercial Invoice (C.I.), Buyer Signs within 24 hours and returns to Seller Within its validity.
3. Upon receipt and review of the signed C.I. Seller issues Dip Test Authorization (D.T.A) to be completed and signed by buyer and its Logistic Company in order for Dip Test to be conducted alongside counter signed copies of the C.I.

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4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents: -
  - A. Fresh SGS Report (Not older than 72 hours);
  - B. Product Reservoir Receipt;
  - C. Product Passport (Quantity and Quality Analysis)
  - D. Authorization to Sell and Collect Certificate (ATSCC)
  - E. Injection Report
5. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
6. Upon successful completion of the Q&Q test on the product, Buyer provides his TSR from its logistic company.
7. Seller commences Injection of the product from the seller's leased tank to the buyer's tank.
8. NCNDA/IMFPA sign and seal by all intermediaries connected in the transaction.
9. Upon successful completion of injection process into the buyer's tank. Buyer makes payment for the total quantity of product injected into the buyer's tank through MT103 / TT wire transfer.
10. Seller transfer title ownership of the product from seller's name to buyer's name as well as issue all outstanding documents.
11. Seller within 24 hours upon receipt of the buyer's payment pays commission to all intermediaries involved in the transaction.
12. Seller and buyer sign contract for monthly delivery (Optional)

## **FOB PROCEDURES**

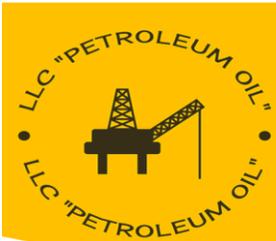
- 1 Buyer issues ICPO addressed to Seller /Refinery Mandate along with approved TSA for Buyer approval.
- 2 Upon approval of buyer's documents, Seller issues Commercial Invoice, Buyer signs and returns back to seller within 48 hours
- 3 Seller verifies and approve buyer's tanks farm by requesting for invoice of 2-days payment remittance, Seller leases the Buyer's tank for 2 days only and provide buyer with payment slip and buyer pay the remaining days. Seller issue Injection Schedule from a pipeline injection masters and Authority to inject (ATI).
- 4 Buyer's tank farm provide seller with total days TSR + NOR to receive received the product.
- 5 Seller injection masters /company commences with the injection of the product and seller releases the following PPOP documents to buyer
  - A. Product Certificate of origin
  - B. Authorization to sell and collect (ATSC)
  - C. Product Passport
  - D. Injection Report

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E. Availability of product

F. Commitment to supply

6 Upon the completion of the injection seller issues DTA to Buyer, Buyer inspects product with SGS Agent.

7 After Buyer's Successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product via MT103- TT.

8 Upon Seller Receiving the Payment for the Product from the Buyer, Seller issues to Buyer the Title Ownership of the product and all Exportation Documents of the product.

9 Buyer Lifts Product and all Intermediaries are paid. Seller and Buyer consider and signs further contracts after successful transaction

### **TTO TRANSACTION PROCEDURES**

1. Buyer issues an official ICPO inserting seller's terms and procedures and buyer passport data page and company certificate

2. Seller issues memorandum of understanding (MOU), title tanker takes over (TTO) and buyer endorses and send back with NCNDA/IMFPA

3. Seller issues the pop documents as listed below:

Certificate of Origin.

Bill of Lading.

Passport Report.

NOR

Cargo Manifest.

Vessel Q88.

Statement of Product Availability

4. Buyer makes a Security Deposit payment of 3% via TT Wire transfer to seller's receiving bank. This payment will be deducted by the buyer from the total payment of the cargo after Quality and Quantity Inspection at discharge port.

5. Upon confirmation of the security deposit payment, the seller will instruct the vessel tanker master to change its final destination to the buyer's discharge port and send all marine documents to buyer's nominated shipping agency for processing of the custom clearance.

6. Upon arrival of the vessel tanker at buyer's discharge Port, buyer pays for the full product value via TT Wire within 7 banking days after successful Quality and Quantity inspection.

7. Seller pays commission to middlemen; broker or intermediary involved in the transaction as per signed NCNDA/IMFPA and seller commences the subsequent monthly shipments if needed.

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**Transaction Procedures FOB (VOPAK)**

1. Buyer issues ICPO with their full details and Seller issues commercial invoice to buyer for signing.
2. Buyer signed a commercial invoice and send it back to the seller.
3. Buyer and Seller signed agreement with Vopak
4. After the agreement, the seller scheduled a date for the dip test.
5. Buyer conducts Vopak for dip Test.
6. Seller issue title transfer of ownership to buyer and seller starts injecting product to buyer tank.
7. After completion of the injecting product into the buyer tank, buyer pays to seller provided account or wallet and seller releases all documents to buyer.

**Acceptable, kindly provide your LOI/ICPO address to us with us cooperate procedure stated in it for our review and proceeding not that without our procedure stated in the ICPO it will not be approved.**



Assistance Manager  
Mr. Soloviev Alexey

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