



СЗТК НОРДБЕРГ

**LLC "SZTK "NORDBERG"**

197046 , city of St. Petersburg , Petrogradskaya embankment, 34 litera a, premises. 38

OGRN: 1089847318142 INN: 7811414196 KPP: 781301001 OKPO: 87375579

Email: sztknordberg@gmail.com Tel(Whatsapp): +7 926 77-84-645

**To: Whom it may Concern**

We LLC " SZTK "NORDBERG " in Collaboration with our Business partners, hereby issue this binding offer with full Corporate responsibility; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Conditions

**AVAILABLE PRODUCTS**

**MAZUT M100 : Monthly Quantity:** 50,000MT- 1,000,000MT.Price per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

**D2GAS OIL : Monthly Quantity:** 50,000MT–1,000,000MT.Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

**LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX:** Monthly Quantity: 20,000 MT-500,000 MT. Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**LIQUEFIED NATURAL GAZ. :** Monthly Quantity: 20,000MT–500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL :** Monthly Quantity: 500,000BBLs-10,000,000BBLs, Price Per Barrel: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

**DIESEL FUEL EN590:** Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB \$460 Gross/\$450 Net. CIF \$470 Gross / \$460 Net. Commission: \$5/\$5 Per MT.

**AUTOMOTIVE GAS OIL (AGO):** Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5 / \$5.

**JET FUEL A1 91/91: Monthly Quantity:** 500,000BBLs–10,000,000BBLPrice Per BBL: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

**BITUMEN OF ALL SPECIFICATIONS: Monthly Quantity:** 5,000MT-150,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.



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**EURO 4, 5: Monthly Quantity:** 10,000MT - 300,000MT, Price Per MT: FOB Price: \$320 Gross / \$310 Net PER MT. CIF Price: \$330 Gross/ \$320 Net. Commission: \$5/\$5 Per MT.

**GASOLINE 95 OCTANES: Monthly Quantity:** 50,000MT-500,000MT Price Per MT: FOB \$330 Gross/\$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5 / \$5.

**EXPORT BLEND CRUDE OIL GOST 9965-76:** Monthly Quantity: 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$60 Gross/\$56 Net. CIF \$64 Gross /\$60 Net. Commission: \$2/\$2.

**DI-AMMONIUM PHOSPHATE (DAP) :**Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$280 Gross /\$270 Net. Commission: \$5/\$5.

**UREA N46 GRANULAR AND PRILLED :** Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$340 Gross /\$330 Net. Commission: \$5/\$5.

**DIESEL D6 VIRGIN LOW POUR FUEL OIL :** Min. Quantity: 25,000,000 Gallon. Max. Quantity : 50.000.000 Gallon Per Week, FOB Price: \$0.57 Gross/\$0.55 Net Per Gallon, CIF Price: \$0.59 Gross/\$0.57 Net FOB Price. Commission: 0.1 Seller Side/0.1 Buyer Side.

**LIGHT CRUDE OIL:** Monthly Quantity: 50,000MT - 300,000MT, Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5 Per MT.

**PETCOKE :** Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$130 Gross /\$120 Net. Commission: \$5/\$5.

**ESPO: Monthly Quantity:** 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$64 Gross/\$60 Net. CIF \$68 Gross /\$64 Net. Commission: \$2/\$2.

**TERMS OF NEGOTIATION**

<b>Origin:</b>	<i>Kazakhstan Origin available / Russian Origin available</i>
<b>Delivering port:</b>	<i>ASWP</i>
<b>Incoterms:</b>	<i>FOB/CIF</i>
<b>Loading Port:</b>	<i>Aktau Port/ Novorossiysk / Vladivostok / Primorsk / Nakhodka / Rotterdam or any other safe World Port.</i>
<b>Payment Terms:</b>	<i>MT103 T/T Telegraphic Transfer</i>
<b>Inspection:</b>	<i>SGS or Similar</i>
<b>Commission:</b>	<i>Seller's Mandate on Seller Side 50% &amp; Buyer's Mandate on Buyer Side – 50% Percent accordingly.</i>
<b>Insurance:</b>	<i>Paid by Seller, covering 110% of Shipment Value</i>



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**CIF TRANSACTION PROCEDURE**

1. Buyer issues Purchase Order upon receipt in acceptance of seller's procedure.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller sends partial PPOP to Buyer via email:
  - a) Statement of Availability of Product
  - b) Commitment to Supply
  - c) Product Passport
  - d) Product Allocation Export License
  - e) Company Registration Certificate
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company(50/50 MT103)for transporting of the product to buyers final discharge port.
5. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyers Bank release the Total value of the shipping to seller's Bank within 48 hours (two banking days)By MT103.
6. Buyer/Seller pays all intermediaries involved in transaction as per IMFPA within 48hours

**CIF TRANSACTION PROCEDURE OPTION (B)**

1. BUYER ISSUES ICPO WITH LETTER OF ACCEPTANCE TO SELLER UPON RECEIPT OF SOFT CORPORATE OFFER AND PRODUCE LETTER OF ACCEPTANCE PAYMENT ON ALLOCATION OF MINISTRY OF ENERGY
2. SELLER ISSUES SALES PURCHASE AGREEMENT, (SPA) AND OPEN FOR AMENDMENT, BUYER SIGNS AND RETURNS BACK THE SIGNED SPA TO SELLER WITH THE OFFICIAL ACCEPTANCE LETTER FOR \$90,000.00 USD OF THE PAYMENT OF ALLOCATION PROCUREMENT FEE.
3. THE SELLER ISSUES PAYMENT INVOICE UNDER FIDUCIARY COMPANY FOR THE ALLOCATION PROCUREMENT WITH LETTER OF AUTHORIZATION TO BUYER REMITTING THE PAYMENT UNDER FIDUCIARY ACCOUNT (BANKING PURPOSE). UPON EXECUTED BY THE BUYER AND CONFIRMATION OF THE PAYMENT THE SELLER ISSUE THE FOLLOWING PPOP DOCUMENTS. SELLER ISSUE LETTER OF AUTHORIZATION TO BUYER REMITTING THE PAYMENT UNDER FIDUCIARY ACCOUNT (BANKING PURPOSE). SELLER ISSUE LETTER OF COMMITMENT DELIVERY AND GUARANTEE OF THE PRODUCT TO BUYER
  - A. SELLER IRREVOCABLE COMMITMENT TO SUPPLY
  - B. STATEMENT OF AVAILABILITY OF PRODUCT



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C. CERTIFICATE OF ORIGIN

D. COMMERCIAL INVOICE FOR THE FIRST VALUE SHIPMENT

4. BUYER REVIEWS DRAFT AGREEMENT AND THEN RETURNS TO SELLER SIGN IN WORD FORMAT AND PDF FORMAT, SELLER ACKNOWLEDGED AND SUBMIT THE CONTRACT TO THE MINISTRY OF ENERGY FOR LEGALIZATION ON SELLER EXPENSES.

5. UPON THE CONFIRMATION OF THE LISTED PARTIAL PPOP, BUYER BANK ISSUES IRREVOCABLE, NON OPERATIVE, NON-TRANSFERABLE, INDIVISIBLE LETTER OF CREDIT (SBLC FROM FOREIGN COUNTRY) ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER NOMINATED FIDUCIARY OFFSHORE BANK ACCOUNT FOR FIRST MONTH SHIPMENT. SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN 7 WORKING BANKING DAYS, BUYER WILL MAKE CASH DEPOSIT OF \$310,000 USD BY TT WIRE TRANSFER FOR SECURITY GUARANTEE TO ENABLE SELLER CHARTER VESSEL AND COMMENCE SHIPMENT, AND THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF PRODUCT AFTER INSPECTION AT DISCHARGE PORT, OR LEGAL ACTION WILL BE TAKEN AGAINST BUYER FOR DEFAULT.

6. SELLER IS NOT ALLOWED DELIVERING TTO CARGO FOR BUYER FOR THE FIRST SHIPMENT. TTO CARGO ONLY ABLE TO OFFER TO BUYER AFTER COMPLETING FIRST TRIAL SHIPMENT WITH CONCERN OF BUYER BEFORE SELLER COMMITTING ANY TTO SHIPMENT.

7. SELLER'S BANK REPLIED WITH 2% PB TO ACTIVATE THE LETTER OF CREDIT ISSUED BY THE BUYER BANK. SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH 2% PERFORMANCE BOND (PB2%).

- a) COPY OF LICENSE TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF ENERGY ,
- b) COPY OF APPROVAL TO EXPORT, ISSUED BY THE MINISTRY OF JUSTICE.
- c) COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT.
- d) COPY OF THE REFINERY COMMITMENT TO PRODUCE THE PRODUCT.
- e) COPY OF TRANSNET CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT.
- f) COPY OF THE PORT STORAGE AGREEMENT.
- g) COPY OF THE CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
- h) COPY OF VESSEL QUESTIONNAIRE 88.
- i) COPY OF BILL OF LADING.
- j) SGS REPORT AT LOADING PORT.
- k) DIP TEST AUTHORIZATION (DTA) & ATB
- l) NOR /ETA
- m) CERTIFICATE OF OWNERSHIP TRANSFER
- n) ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY

8. SHIPMENT COMMENCES AS PER SIGNED CONTRACT DELIVERY SCHEDULE AND THE SHIPMENT SHOULD ARRIVE AT BUYER' DISCHARGE PORT WITHIN 5-24 DAYS. THE SGS



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INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND BUYER AT THE UNLOADING SEAPORT. SELLER HAS TO NOTIFY BUYER 24 HOURS BEFORE LOADING THE CARGO INTO VESSEL.

9. BUYER'S BANK UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR THE PRODUCT BY THE BUYER VIA MT103 WITHIN 48 BANKING HOURS AFTER (Q& Q) OR CIQ REPORT INSPECTION AT DISCHARGE PORT

**FOB TANK TO VESSEL TRANSACTION PROCEDURE**

1. Buyer issues ICPO along the following documents, Buyers Company Certificate of Registration or Company Profile with Buyer CPA in accordance to Seller's delivery transaction terms.
2. Seller issues Commercial Invoice and Tank to Vessel Injection Agreement to be countersign by the Buyer and its Logistics Shipping Company, Buyer Provide its nominated Vessel Q88 alongside with Safety Management Certificate of the Ship.
3. Seller provides the following documents for Buyer to verify the product in Seller's Tank.
  - (a) Fresh SGS Report.
  - (b) Tank Storage Receipt.
  - (c) Authorization to Verify.
  - (d) Dip-test Authorization Letter.
  - (e) Authorization to Sell & Collect. (f) Statement of Product Availability. (g) NCNDA/IMFPA.
4. Buyer conduct Dip-test Inspection of the Product in Seller Tank at Buyer own expense and upon satisfactory Dip Test Inspection carried out by the buyer, Buyer Makes Payments via MT103-T/T within 48-72 hours to Seller Beneficiary Account for the Total Cost of Product and lifting commences with Title Ownership Certificate and any other Exportation Documents is handed Over to Buyer.
5. Seller within 48 hours pays Commission to all Intermediaries Involve in the Transaction as per signed NCNDA/IMFPA.

**FOB TANK TO TANK TRANSACTION PROCEDURE**

1. Buyer issues ICPO addressed to Seller /Refinery Mandate along with approved TSA for Seller 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-day payment remittance, Seller leases the Buyer's tank for 2 days only and provide buyer with payment slip and



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buyer pay for 3 days. Seller issue Injection Schedule from a pipeline injection masters and Authority to inject (ATI).

4. Buyers 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
- 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.

**TTO TRANSACTION PROCEDURE**

1. Buyer issues an official ICPO inserting seller's terms and procedures along buyer's company certificate of registration.

2. Seller issues the Title Take-Over Contract (TTO/MOU) addendum for review and endorsement by all parties.

3. Seller issues the POP documents (in buyer company name) as listed below;

- a. Declaration of product ownership \*
- b. Product Passport (Quantity & Quality Dip Test Analysis Report
- c. Certificate of Origin
- d. Bill of Lading
- e. Ullage Report \*
- f. Vessel Notice of Readiness
- g. Cargo Manifest\*



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h. Vessel Q88

i CPA (Charter Party Agreement)

j. ATSC (Authorized to Sell and Collect)

4. Upon receipt confirmation of the above documents, within 2 (two) working days the buyer makes contact and conclude with seller vessel master to verify POP document of the product on high sea/vessel position, and make 3% payment as security guarantee payment of the total cost of product which serve as a Title Take-Over Fee and will be deducted from the total product cost.

5. Upon seller confirmation of the TTO payment, seller order to re-route to the buyer's desired port, transfer the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's name and via Swift from seller bank the full prove of product.

6. Seller issues Approval to export certificate, Export license certificate, Authorization to board vessel (ATB) and Dip test authorization (DTA) and all shipping documents will be reissued in the buyer's name and vessel will be sent to the buyer's discharge port.

7. Within 3 working days of Vessel arrival, Buyer releases full payment via MT103 after CIQ/SGS at the destination port.

8. Seller pays all intermediaries accordingly within 72 hours.

9. The next shipment commences, Both Parties proceed with the signing for a 12 Months CIF AWSP contract upon completion of the first trial order.

10. (a) Buyer issues DLC/SBLC to Seller for the subsequent 12 Month delivery and 2% Performance Bond to Buyer for the subsequent 12 Month delivery, after the first trial order.

**VESSEL TO TANK TRANSACTION PROCEDURE**

1. Upon acceptance of seller's procedure by mail, buyer issues Purchase Order (ICPO) and Tank Storage Agreement.

2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice to be signed by seller and buyer.

3. Buyer signs the commercial invoice and returns to seller, the signed CI, seller issues the POP Documents as shown below:

\* -Q&Q Report

\* -Ullage Report

\* -Clean-on-board Ocean Bill of Lading/Q88



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\* -Export License

\* -Cargo Manifest

4. Upon Buyer confirmation of the above POP on the arriving loaded vessel, buyer provide below Tank details within 3 days to enable seller commence Injection once the Vessel is moored.

\* -TANK RECEIPT valid for 5days (Minimum)

\* -Notice of Readiness issued by Storage Tank Company

\* - AUTHORITY LETTER TO VERIFY / INJECT

5. Upon vessel arrival at Buyer's nominated port, Vessel Captain Shall Berth the Vessel at the Buyer Tank Terminal for Injection process to take place, and trans loading/injection commences and upon completion of Injection into buyers Tank, the SGS inspectors' team will be invited for carrying out the DIP TEST Q&Q

6. Upon successful Q&Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.

7. Seller transfers the Ownership of the product to buyer and hands over all documents including Certificate of Origin.

8. Seller Pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB contract upon completion of the first trial order, payment SBLC + MT103 for long term contract.



Shevchuk Yulia Grigorievna  
CEO

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