



# 000 "VOSHOD"

Юридический Адрес: 629805, Ямало-Ненецкий Автономный Округ, Г.

Ноябрьск, Ул. Магистральная, Д. 75а, Этаж 1

Эл. адрес: [office@voshod-llc.ru](mailto:office@voshod-llc.ru) Телефон +7 9030957931

Скайп:

Issued Date: 1 JANUARY 2025

Expiring Date: 31 DECEMBER 2026

To: Capable End Buyers / Buyer Mandates.

## SOFT CORPORATE OFFER

We, **LLC "VOSHOD"**, under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with

End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

### **PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Origin: Kazakhstan/Russian

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 3,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 48 Gross / USD 46 Net / FOB: USD 44 Gross / USD 40 Net.

Per Barrel

Destination port: Any Safe World Port

Commission: USD2 Buyer side / USD2 Seller side

### **PRODUCT: JET FUEL JET A-1**

Origin: Kazakhstan/Russian

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 48 Gross / USD 44 Net / FOB: USD 44 Gross / USD 40 Net. Barrel Per

Destination port: Any Safe World Port.

Commission: USD2 Buyer side / USD2 Seller side

### **PRODUCT: 10PPM DIESEL FUEL EN 590**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 340 Gross / USD 330 Net/ FOB: USD 310 Gross/ USD 300 Net per Metric Tons



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Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: MAZUT M100 GOST 10585-75**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross / USD 200 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

## **PRODUCT: D2 GAS OIL L-0.2-62 GOST 305-82**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 210 Gross / USD 200 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

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

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 230 Gross / USD 220 Net / FOB: USD 220 Gross/ USD 210 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

## **PRODUCT: LIQUEFIED PETROLEUM GAS (LPG)**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF : USD 230 Gross / USD 220 Net / FOB: USD 220 Gross/ USD 210 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

## **PRODUCT: LCO – LIGHT CYCLE OIL**

Origin: Kazakhstan/Russian



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Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross/ USD 200 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: Di Ammonium Phosphate (DAP)**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 180 Gross / USD 170 Net / FOB: USD 170 Gross/ 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: UREA 46%**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months.

Price: CIF: USD 180 Gross / USD 170 Net/ FOB: USD 170 Gross/ 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: PETCOKE**

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 75 Gross / USD 65 Net / FOB: USD 70 Gross/ USD 60 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: ESPO CRUDE OIL**

Origin: Kazakhstan/Russian

Quantity: 500,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 55 Gross / USD 53 Net FOB: USD 53 Gross/ USD 50 Net Per Barrel

Destination port: Any Safe World Port



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Commission: USD 2 Buyer side / USD 2 Seller side

## **PRODUCT: VIRGIN D6 FUEL OIL**

Origin: Kazakhstan/Russian

Quantity: 25,000,000 Gallons - 100,000,000 Gallons Trial lift

Quantity: 100,000,000 Gallons – 400,000,000 Gallons per week x 52 weeks

Price: CIF: USD 0.80 Gross / USD 0.78 Net FOB: USD 0.78 Gross/ USD 0.75 Per Gallon

Destination port: Any Safe World Port

Commission: USD 0.2 Buyer side / USD 0.2 Seller side

## **PRODUCT: URALS CRUDE OIL**

### **RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)**

Origin: Kazakhstan/Russian

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 55 Gross / USD 53 Net / FOB: USD 53 Gross/ USD 50 Net Per Barrel

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side

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

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 230 Gross/ USD 220 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: GASOLINE OCTANE 72, 76, 91, 93, 95**

Origin: Kazakhstan/Russian

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 250 Gross / USD 240 Net / FOB: USD 240 Gross/ USD 230 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

## **PRODUCT: ULTRA LOW SULFUR FUEL OIL (ULSFO) 0.1%**



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Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net / FOB: USD 270 Gross / USD 260 Net / per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

## PRODUCT: BASE OIL.

SN 100 - USD\$ 320 Gross / 310 Net CIF. SN150 - USD\$340 Gross / 330 NET CIF. SN 300 - USD\$340 Gross / 330 NET CIF. SN 500 - USD\$330 Gross / 320 NET CIF.

COMMISSION : \$5 USD seller side and \$5 USD buyer side.

## PRODUCT: LOW SULFUR FUEL OIL(LSFO) 1.0%

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net/ FOB: USD 270 Gross / USD 260 Net / per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

## PRODUCT: BITUMEN

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price :CIF: USD \$180 Gross / USD 170 Net / FOB: USD 170 Gross / USD 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

LOADING PORTS (RUSSIAN PORTS) : NOVOROSSIYSK, KUZMINO, VLADIVOSTOK, PRIMORSK, UST-LUGA, NAKHODKA, ROTTERDAM PORT (NETHERLAND).

DELIVERY TERM: CIF AND FOB

PAYMENT TERMS: DLC, SBLC, IRDLC, T/T WIRE

DESTINATION PORTS: ANY WORLD SAFE PORT (AWSP)

CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION

TIN: 1841095517 | KPP: 184101001



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## **FOB PROCEDURE (TANK TO TANK)**

**1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic**

**2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return for legalization on seller's expenses.**

**3. Seller logistics team verify the buyer's tank farm agreement and buyer pay 2 days first on buyer's tank farm and after confirmation of the funds by buyer's tank farm, seller pays the remaining 4 days to the buyer's Tank Farm Company to obtain 6 Days TSR, to show both parties proof of readiness. Seller provides below documents to the**

**Buyer:**

- a) Product Quality Passport (Dip Test Result)**
- b) Statement of Product Availability**
- c) Certificate of Origin of Product**
- d) Injection Report**
- e) Dip Test Authorization letter (Unconditional) – DTA**
- f) Authorization to Sell & Collect – ATS**
- g) Fresh SGS (Q&Q) Report (Not Older Than 48 hrs.)**
- h) Authorization to Verify the product in seller Tank – ATV**
- i) Export license**
- j) TSR (Tank Storage Receipt) with all coordinates.**

**4) (Optional) Buyer conducts Dip-Test in seller's tank; via SGS, Intertek, Saybolt, Bureau Veritas or acceptable inspector on buyer's cost and after successful verification of POP & SGS Q&Q buyer bank make payment based on Q&Q by MT103 wire transfer / TT according to the final Commercial Invoice.**

**5) Seller transfers the title of ownership and all necessary export documents as per Buyer's instruction within 24 hours upon receipt of wire transfer receipt and swift confirmation number for the product payment.**

**6) Buyer injects product into buyer vessel or tank**

**7) Seller pays all intermediaries involved in the transaction and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.**



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## **CIF TRANSACTION PROCEDURE**

- 1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.**
- 2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.**
- 3. Seller send's partial POP to Buyer via email:**
  - (a) Statement of Availability of Product**
  - (b) Commitment to Supply**
  - (c) Product Passport**
  - (d) Certificate of Origin**
- 4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.**
- 5. Seller swift the full POP.**
- 6. 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 Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.**
- 7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.**

## **FOB (DIP/PAY) TRANSACTION PROCEDURE: TANK TO TANK**

- 1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.**
- 2. Seller issue Commercial Invoice (CI) & Warning Letter, buyer's signs and returns to seller with his TSA. Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.**
- 3. Buyer leases and pays his tank for 2 days for the Injection Process. Seller pays to Buyers Tank Farm Company for his three (3) days' tank storage costs, (totaling a five (5) day TSR) After Buyer Company has received the payment from Seller Company three (3) days cost.**
- 4. Seller issues Unconditional DTA and SGS report.**
- 5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.**
- 6. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and purchase agreement contract between buyer and seller.**



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## TRANSACTION PROCEDURES TANK TO VESSEL (DIP & PAY)

1. The Buyer sends ICPO
2. The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.
3. The Buyer signs and returns the CI to the Seller
4. The Seller issues the product ATV, to Buyer
5. The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition of the Access Code Certificate).
6. seller issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)
7. Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
8. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
9. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
10. The Seller issues an annual (12 months) delivery contract for review.

## TTO TERMS AND PROCEDURES

1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.
2. Seller issues original MOU for Buyer's review and endorsement.
3. Upon the receipt of countersign MOU from Buyer, Seller emails to Buyer the listed below PPOP and Shipping documents:
  - A. Copy of Certificate of Origin
  - B. Copy of the Company License to Export
  - C. Copy of Product Passport (Analysis Result)
  - D. Copy of Ullage Report
  - E. Copy of Cargo Manifest
  - F. Copy of Bill of Lading
  - G. Copy of Vessel's Q88
  - H. Copy of E.T.A (Estimated Time of Arrival) of Vessel
  - I. Copy of Invoice for Title Transfer. (\$280.000 USD) Two Hundred and Eighty Thousand United State Dollars
4. Buyer verifies the availability of the product currently on the sea and within 24 hours makes



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payment of (\$520.000

USD) Five Hundred and Twenty Thousand United State Dollars for Title Transfer of the consignment via MT103 T/T Wire

Transfer to Seller's nominated account.

5. Seller upon confirmation of the Title Transfer Payment, Seller Orders for Re-route to buyer's desired port, issues the

ACT of TRANSFER in Buyers Name, Title of Ownership Certificate, and all Export Documentation will be sent to the buyer

alongside the SGS Report at the loading Port.

6. Vessel Captain hands over all the Original POP documents to the Buyer upon arrival at the discharge port.

7. Buyer carries out the CIQ/SGS inspection and upon successful inspection, T/T Wire Transfer the total contract, Seller

within 24 hours release payments to all intermediaries by T/T Wire Transfer

DIRECTOR  
IGOR KALNITSKY

