



# LIMITED LIABILITY COMPANY

## NOBLE OIL

Адрес: 115054, Г МОСКВА, МУНИЦИПАЛЬНЫЙ РАЙОН ЗАМОСКВОРЕЧЬЕ, УЛИЦА

БАХРУШИНА, 32, КОРП. 1, КОМНАТА 14

Адрес: oil.nobel@mail.ru

Телефон: +7 915 445 1981

REF: LLC-GP16/NOBEL-OIL-12300-16

Issued Date: 27<sup>th</sup> August, 2023

Valid till: 30<sup>th</sup> December, 2023

### SOFT CORPORATE OFFER(SCO)

We LLC "NOBEL OIL" as authorized collaborative of our seller and representative of a Russian Petroleum Company, whose in legal representation of Kazakhstan/ Russian Oil Refinery as authority in all Negotiation of Sales and Marketing of your products globally In accordance, present before all mandates, intermediaries, brokers, and end buyers, with our available products for sales, exportation to any safe world port of buyers / end buyer's choices, and due to the regulations of the instable prices for commodities purchase in the crude oil GLOBAL marketers today LLC "NOBEL OIL" would like to bring the following prices and quantities quotations of products commodities allocations available for export to your attention as stated below, as prices changes we keep our purchasers updated regularly as to keep all our numerous clients up to date with market prices: We hereby issue this Soft Corporate Offer with given terms and conditions and confirm our readiness and willingness to proceed straight to Sales Purchase Agreement upon acceptance of our term and conditions stipulated herein for the below products:

PRODUCTS ORIGIN: KAZAKHSTAN / RUSSIAN.

DELIVERY: FOB & CIF.

INSPECTION BY: SGS / CIQ

LOADING PORT: RUSSIAN, ROTTERDAM OR HOUSTON PORT.

DELIVERY PORT: ANY SAFE WORLD PORT

CONTRACT TERM: 12 MONTHS MINIMUM (WITH ROLLS AND EXTENSION)

POP: PROVIDED AS PER DOCUMENTS LISTED IN CONTRACT

PAYMENT TERM: MT103, BG, SBLC MT760, T/T TELEGRAPHIC TRANSFER

COMMISSION: PAID BY SELLER

### AVAILABLE PRODUCTS

RUSSIAN D2 – DIESEL GAS OIL L-02-62 GOST 305-82

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$310.00 USD GROSS / \$300.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

RUSSIAN EXPORT BLEND CRUDE OIL GOST 51 858-2002 /9965-76 (R.E.B.C.O)

Minimum Quantity: 100,000 Barrels per month

Maximum Quantity: 5,000,000 Barrels per month

Price on FOB: \$72.00USD GROSS / \$70.00 USD NET

Commission: Seller's Side \$1.00USD/ Buyer's Side \$1.00USD Per BBL

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 2,000,000 Barrels per month.

Maximum Quantity: 4,000,000 Barrels per month

Price on FOB: \$74.00USD GROSS / \$72.00USD NET

Commission: Seller's Side \$1.00USD/ Buyer's Side \$1.00USD Per BBL

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### AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1

Minimum Quantity: 2,000,000 Barrels per month.

Maximum Quantity: 4,000,000 Barrels per month

Price on FOB: \$74.00USD GROSS / \$72.00USD NET

Commission: Seller's Side \$1.00USD/ Buyer's Side \$1.00USD Per BBL

### AGO (AUTOMATIVE GAS OIL)

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$280.00 USD GROSS / \$270.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### BITUMEN GRADE 40/50, 60/70, 80/100

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$280.00USD GROSS / \$270.00USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### MAZUT M100 GOST 10585-75 & 10585-99

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$250.00USD GROSS / \$240.00USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### DAP (DI-AMMONIUM PHOSPHATE) RUSSIAN ORIGIN

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$290.00 USD GROSS / \$280.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### RUSSIA VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons per month

Maximum Quantity: 500,000,000 Gallons per month

Price on FOB: \$0.95 USD GROSS / \$0.90 USD NET

Commission: Seller's Side \$0.025USD/ Buyer's Side \$0.025USD Per GL

### LIQUIDIFIED PETROLEUM GAS (LPG)

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$390.00 USD GROSS / \$380.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### RUSSIAN EASTERN SIBERIA PACIFIC OCEAN (ESPO)

Minimum Quantity: 50,000 Barrels per month

Maximum Quantity: 500,000 Barrels per month

Price on FOB: \$74.00 USD GROSS / \$72.00 USD NET

Commission: Seller's Side \$1.00USD/ Buyer's Side \$1.00USD Per BBL

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### LIQUIDIFIED NATURAL GAS

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$390.00 USD GROSS / \$380.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### ULTRA SULPHUR EN590 (RUSSIAN ORIGIN)

Minimum Quantity: 100,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$380.00 USD GROSS / \$370.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

Minimum Quantity: 20,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month

Price on CIF: \$260.00 USD GROSS / \$250.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### GASOLINE RON 91 (RUSSIAN ORIGIN)

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$320.00 USD GROSS / \$310.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### LIGHT CIRCLE OIL (LCO)

Minimum Quantity: 100,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

Price on CIF: \$360.00 USD GROSS / \$350.00 USD NET

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### TRANSACTION PROCEDURE: FOB ROTTERDAM

1. Buyer issues an official Irrevocable Corporate Purchase Order (ICPO) with Seller's procedure incorporated on it.
2. Seller receives and verifies buyer's ICPO and issues Commercial Invoice (CI) for the product in seller's tank in port terminal for buyer's review and endorsement.
3. Buyer review, endorse and return the endorsed Commercial Invoice (CI) to seller, along with buyer's Tank Storage Agreement (TSA) from buyer's Logistic Company.
4. The Seller's verify the Tank Storage Agreement (TSA) provided by the buyer. Upon successful verification and approval of the authenticity and availability of the Storage Facility in favor of buyer. Seller release the below POP documents directly to end buyer's secure email.
  - a) Legalized Commercial Invoice.

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- b) Injection Report
  - c) Commitment to Supply.
  - d) Fresh SGS (Not Older Than 48 hrs.)
  - e) ATS -Authorization to Sell & Collect
  - f) Authorization to Verify (ATV)
  - g) Dip Test Authorization (DTA)
  - h) Commitment Letter to Supply
  - i) Export license.
  - j) Statement of Product Availability.
  - k) Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
  - l) NCNDA/IMFPA
5. The Buyer Conducts Dip Test in the product in the seller's reservoir.
  6. Buyer provide Authority to Inject (ATI) from it Logistic Company to enable seller commence Injection of Product into the Buyer's Tank.
  7. Within Twenty-Four (24) Hours upon completion of the Injection, buyer make payment for the total cost of the product injected into buyer's tank by TT wire transfer to seller's nominated bank account.
  8. The seller transfers the Title Ownership to the buyer.
  9. The seller pays commission to all the Intermediaries

### TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.
3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.
4. Seller acknowledged the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PPOP documents;
  - a) Copy of Dip-Test Authorization - D.T.A. to be endorse by Buyer Tank farm.
  - b) Copy of Legalized Commercial Invoice.
  - c) Copy of Export License
  - d) Copy of Guarantee Letter of Supply
  - e) Copy of Statement of Availability of Product
5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction:

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- a) Copy of Certificate of Origin
  - b) Copy of Commitment to Supply
  - c) Copy of Authorization to Verify
  - d) Copy of Authorization to Sell and Collect
  - e) Copy of Accreditation certificate
  - f) Copy of Product Allocation Certificate
  - g) Copy of Product Passport
  - h) Copy of Fresh SGS Report
  - i) Copy of Injection Report
  - j) Copy of Tank Storage Receipt/Reservoir Receipt
  - k) Copy of GPS coordinates/ location of Seller tanks at loading port including tank details, tank farm contact person and telephone number.
  - l) Copy of NCNDA & IMFPA document.
6. Buyer immediately conducts SGS at buyer's expense in Seller's Tank.
  7. Seller begins injection of product into Buyer Tank/Vessel.
  8. Buyer and Seller sign one-year Sales Purchase Agreement (SPA) optional.
  9. Buyer pays for product via MT 103.

### CIF TTO PROCEDURES

1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.
2. Seller issues the Tanker Take-Over Contract for review and endorsement by the buyer.
3. Seller issues partial Proof of Product and Shipping documents as listed below:
  - a) Copy of Certificate of Origin
  - b) Copy of Company License to Export
  - c) Copy of Product Passport (Analysis Result)
  - d) Copy of Tank Receipt (TRS)
  - e) Copy of Bill of Lading
  - f) Copy of Vessel's Q88
  - g) Copy of Invoice for Allocation Guaranty Deposit.
4. Upon receipt of the above documents, Buyer verifies the availability of the product currently on the sea and within 24 hours makes payment for Title Transfer of the consignment by T/T payable directly to the Refinery.
5. Upon receipt of the above payment, Seller issues the ACT of TRANSFER in Buyers Name, Title of Ownership Certificate to be followed by all Export Documentation will be sent to the buyer alongside the SGS Report at the loading Port.
6. Upon arrival of the vessel at Discharge Port, the vessel captain will hand over all the original POP documents to the buyer's representative while buyer pays for the total contract after SGS, CIQ or equivalent inspection at the discharge port via T/T

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Wire transfer and the amount payable for Allocation Guarantee Deposit will be deducted while offloading will commence immediately.

7. Seller pays Commission to all involved mandates and intermediaries by T/T Wire Transfer as mutually agreed in the NCNDA/IMFPA

8.

### FOB TRANSACTION PROCEDURE (TANK TO VESSEL)

1 Buyer issues an official ICPO, company registration license, buyer's passport data page and letter of acceptance to seller's transaction procedure. Charter Party Agreement (CPA), for seller's validation.

2 Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer.

3 Buyer signs and returns the Commercial Invoice along with Buyer's Charter Party Agreement (CPA).

4 Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's Logistic Company.

5 Upon returned of the endorsed TTVIA, Seller release to buyer the following PPOP documents;

- a) Copy of Commitment Letter to Supply
- b) Copy of Export License
- c) Copy of Tank Storage Receipt TSR.
- d) Copy of Authorization to Verify ATV (Through call or email)

6 Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank.

7 Seller issue DTA for buyer to proceed of the dip test upon confirmation of buyer securing legal access to the product.

8 Buyer and his Inspection team conduct dip test. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product.

9 Buyer issues Q88 and make available the Vessel for the injection process to commence as schedule.

10 Upon completion of the Injection, Seller releases to buyer the below POP documents.

- a) Copy of Product SGS Report.
- b) Copy of Pipeline Injection Report.
- c) Copy of Authority to Sell and Collect (ATSC)
- d) Copy of Product passport (analysis test report).
- e) Copy of Certificate of Origin

11 NCNDA/IMFPA is sign by intermediaries of both seller and buyer.

12 Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT wire transfer.

13 Seller Upon receipt of the payment, pays all intermediaries involve in the transaction



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### TRANSACTION PROCEDURES CIF (BANK GUARANTEE BASIS)

1. Buyer Company Issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead with letter of acknowledgement, scanned copies of the buyer's company registration and international passport number of buyer to the seller.
  2. Seller Company Issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendment if any).
  3. Buyer within three (3) working days' signs SPA and returns to seller. Seller registers and legalizes contract officially with the appropriate authorities to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer's Company name at seller's expense.
  4. Seller releases to the Buyer the Partial POP Documents below.
    - a) Copy of Tax Registration Certificate (Certificate of Incorporation),
    - b) Copy of Certificate of origin
    - c) Copy of Product Passport,
    - d) Copy of Refinery commitment to supply
    - e) Copy of Statement of availability of product.
    - f) Copy of Proforma Invoice
  5. Buyer issues their financial guarantee in the form of Standby Letter of Credit (SBLC MT760) to cover the first shipment to seller's fiduciary bank within five (5) working days
  6. If buyer fails to issue Standby Letter of Credit (SBLC MT760) with five (5) working days, in alternative shall make security guarantee deposit of \$320,000 (Three Hundred and Twenty Thousand USD) value via TT Wire to seller's nominated bank to enable seller secure the service of the vessel
- Note: Fee made by buyer will be deducted when making payment for the total cost of the product at the discharge port after a successful CIQ/SGS test at the discharge port.
7. On confirmation of the above clause, Seller's bank issues 2% PB, full copies of POP and Shipping documents to buyer Company.
    - a) Copy of export license, issued by the ministry of Petroleum and 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.
    - e) Copy of Transnet contract to transport the Product to the Port.
    - f) Copy of the Port Storage agreement/ Insurance.
    - g) Copy of charter party agreement.
    - h) Copy of Customs clearance certificate.
    - i) Copy of the tank receipt issued by the storage facilitator.
    - j) Copy of SGS Report.
  8. Shipment commences as per contract and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS or CIQ Inspection.
  9. Buyer makes operative payment for the full shipment via T/T Wire or MT103.
  10. Seller will release payments to the intermediaries involved within 48 hours of receiving the full Payment for the product from the Buyer's bank After successful delivery of the first monthly shipment of the Product,

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- 11 Buyer transfers the full amount of the following month delivery to maintain the Standby Letter of Credit 100% SBLC MT760 and contract continues
- 12 for subsequent Eleven (11) months subject to this Contract



**Dmitry Viktorovich Perov**  
(GENERAL DIRECTOR)

LIMITED LIABILITY COMPANY "NOBEL OIL"

ИНН : 7811438535/ КПП : 770501001, ОКПО : 61051543, ОГРН : 1097847164821

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