



REF: NV-OIL/LLC/29783562/RU

ISSUE DATE: 27TH NOVEMBER, 2023.

VALID TILL: 20TH MARCH, 2024

## **OFFICIAL SOFT CORPORATE OFFER**

We LIMITED LIABILITY COMPANY "NORDVESTOIL" On behalf of Seller Refineries Company with full corporate and legal responsibility, under Penalty of perjury here by issue this Soft Corporate Offer with confirmation that seller Refineries is RWA to supply the following product according to terms and conditions:

**ORIGIN:** RUSSIA FEDERATION / KAZAHKSTAN**INCOTERMS:** FREE ON BOARD (FOB) / COST, INSURANCE AND FREIGHT (CIF)**LOADING PORT:** ROTTERDAM / NOVOROSIYSK/ VLADIVOSTOK /PRIMORSK. HOUSTON**PAYMENT TERMS:** IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, SBLC, MT103.**INSPECTION:** SGS, CIQ OR SIMILAR

### **AVAILABLE PRODUCTS FOR EXPORT**

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

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$89.00 USD Gross / \$87.00 USD Net  
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

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

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$89.00 USD Gross / \$87.00 USD Net  
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

#### **D6 VIRGIN FUEL OIL**

Minimum Quantity: 100.000.000 Gallons per Month  
Maximum Quantity: 800.000.000 Gallons per Month  
FOB Price: \$0.78 USD Gross / \$0.73 USD Net  
Commission: Seller side \$0.025USD Buyer side \$0.025USD Per GL.

#### **LIQUIDIFIED NATURAL GAS (LNG)**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$360.00 USD Gross / \$ 350.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

#### **BITUMEN GRADES: 40/50, 60/70 & 80/100**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross \$240.00 USD Gross / \$230.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

#### **UREA 46% PRILLED & GRANULAR**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons Month  
CIF Price: \$290.00 USD Gross / \$280.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

#### **DIESEL GAS D2 OIL GOST 305-82**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$400.00 USD Gross / \$390.00 USD Net





# ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "НОРДВЕСТОЙЛ"

197183, ГОРОД САНКТ-ПЕТЕРБУРГ, УЛИЦА САВУШКИНА, ДОМ 15, ЛИТЕР А, ОБЕЩАНИЕ 24Н



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FOB Price: \$340.00 USD Gross / \$330.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)**

Minimum Quantity: 1,000,000 per barrel per Month  
Maximum Quantity: 5,000,000 per barrel per Month  
FOB price: \$70.00 USD Gross / \$68.00 USD Net  
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

## **MAZUT RUSSIA ORIGIN**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$280.00 USD Gross / \$270.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **LIQUIDIFIED PETROLEUM GAS. (LPG)**

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$360.00 USD Gross / \$350.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **ULTRA-LOW SULPHUR DIESEL (EN590)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$420.00 USD Gross / \$410.00 USD Net  
FOB Price: \$360.00 USD Gross / \$350.00 USD Net.  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **LIGHT CYCLE OIL (LCO)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$360.00 USD Gross / \$350.00 USD Net  
FOB Price: \$300.00 USD Gross / \$290.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **AUTOMATIVE GAS OIL (AGO)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$350.00 USD Gross / \$340.00 USD Net  
FOB Price: \$280.00 USD Gross / \$270.00 USD Net.  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **PETROLEUM COKE**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$160.00 USD Gross / \$150.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **DI-AMMONIUM PHOSPHATE (DAP)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$280.00 USD Gross / \$270.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **GASOLINE**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$380.00 USD Gross / \$370.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT





## TTO WORKING PROCEDURE

1. Buyer issues an official ICPO with acceptance letter and company registration certificate.

2. Seller issue buyer MOU, buyer sign back the MOU to seller company, and seller issue the following pop documents to buyer;

- Ö Product Passport Analysis test report
- Ö Certificate of Origin
- Ö Bill of Lading
- Ö Tanker Vessel Q88 Document
- Ö ETA (Estimated Time of Arrival) Of Vessel
- Ö Vessel (NOR) Notice of Readiness
- Ö Ullage Report
- Ö Cargo Manifest
- Ö Invoice for title transfer procurement guarantee

3. Upon the receipt of the documents, buyer pays 2% from the total product value as procurement guarantee to Sellers nominated bank by MT 103 /TT within 48 hours of receiving the above documents also this payment will be deducted out of the total cost of product.

4. Upon receipt confirmation above payment, vessel will proceed for re-rout to the buyer's destination discharge port (storage in buyer), seller issues Authorization to board vessel (ATB) and Dip Test Authorization (DTA) to the buyers nominated inspection team to commence on the product test for quality & quantity analysis (Q&Q). And seller re-issue the below documents;

- Ö Certificate of Origin
- Ö Bill of Lading
- Ö Vessel Q88
- Ö Ullage Report
- Ö Cargo Manifest

With additional other pop documents to the potential buyer's company's name, such as

- Ö Approval Export License certificate
- Ö Authorization to board the vessel (ATB)
- Ö Dip test authorization (DTA)
- Ö Authorization to Sell and Collect (ATSC)
- Ö Title Transfer Ownership Certificate (TTOC)





Ö NS Code Number

Ö Letter of Entrustment

NOTE: The title takeover payment will be deducted when buyer is paying for the full product payment

5. Upon arrival of the vessel at buyer's discharge port, buyer pays balance payment after successful CIQ/SGS or equivalent inspection via TT/MT103 and pumping and title of product ownership transferred to buyer.

6. Seller pays commission to Agencies, Broker and intermediary as per signed NCNDA/IMFPA

## **CIF PROCEDURE**

1. Buyer issues an official ICPO with company registration license.

2. Seller issues draft contract (SPA) to buyer open for amendment, buyer review and sign mutually accepted contract and return to seller within 3 working days.

3. Seller submits signed contract to the government ministry for registration, legalization and notarization at seller's expense.

4. Seller issue to buyer the below listed soft performance guarantee PPOP documents:

Ö Commitment letter to supply product

Ö Availability letter of product

Ö Certificate of origin

Ö Product passport

Ö Notice of readiness

5. Buyer's bank issues bank instrument via SBLC MT760 for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller/seller's bank within 7 banking days of buyer receiving final approved contract in

PDF format with soft performance guarantee POP documents to enable seller commence trans-loading of product with the shipping company and release full set of POP documents after loading via bank to bank swift within five (5) working days, note:

If buyer fails to issue the bank instrument within 7 banking days, in alternative buyer pays via MT103/TT USD 350,000.00 or equivalent in EURO/RMB as provisional guarantee performance within 72 hours and the amount will be deducted from the product face value when final payment is to be made.

6. Within 5 banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues 2%PB to buyer's bank account which is detailed and mutually agreed in the signed contract (Please note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD 350, 000.00)

7. Upon seller's fiduciary bank's successful receipt of bank instrument and buyer receipt of 2% PB from seller's fiduciary bank or in the alternative, on receipt of MT103/TT payment of USD 350,000.00 by seller's nominated bank, seller commence loading of the product within 7 days and issues full POP/Shipping documents with legalized SPA to buyer's company via bank to bank and copies via e-mail; buyer shall notify the seller by official written notice of his bank receiving seller's POP documents.





8. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carry out SGS/CIQ or Equivalent Inspection to ascertain quality and quantity of the product.
9. Upon successful SGS/CIQ Inspection by buyer, product is discharged into buyer's storage facility. Buyer's bank release total product payment value or balance payment via MT03/TT in USD or equivalent and title of product ownership transferred to buyer.
10. Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours.
11. Subsequently monthly shipment continues as per signed SPA and product payment will be made against successful SGS/CIQ or equivalent inspection via TT/MT103.

### **FOB TRANSACTION PROCEDURE DIP AND PAY**

1. Buyer receives official offer and issues ICPO to Seller with seller approved FOB delivery procedure.
2. Seller issues Commercial Invoice (CI), buyer signs and returns to seller with Tank storage agreement (TSA). Seller will complete due diligence on the Tank Farm of the buyer before making their 2days tank lease payment.
3. Seller pays the buyer's tank for 2 days for the Injection Process and Buyer pays his Tank Farm Company for 3days' tank storage costs, (totaling a five 5 days TSR).
4. Buyer tank farm provide 5 days storage receipt (TSR) to Seller and buyer, Seller issues Unconditional DTA to buyer along with following documents:-
  - (A) Product Passport,
  - (B) Certificate Of Origin,
  - (C) Product Injection Report,
  - (D) Statement Of Product Availability,
  - (E) Commitment To Supply,
  - (F) Authorization To Sell And Collect.
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 within 24 hours of confirming Q/Q of the product.
6. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues through sales agreement between Refinery and buyer's company.

Signed and Sealed:



MR. KOSACHEV VLADIMIR SPIRIDONOVICH  
General Director