

**ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ  
"ПОЛИМЕРПЕТРОЛ"**

199178, ул. ГОРОД САНКТ-ПЕТЕРБУРГ, УЛ. 4-Й В.О., Д.65, ЛИТЕРА А, ПОМ 302-Н, РОССИЙСКАЯ ФЕДЕРАЦИЯ.

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Ref: LLC/PLMP/1503/2022/RU  
Issued Date: 5<sup>th</sup> Jan, 2024.  
Validity Until: 30<sup>th</sup> September, 2024.

**To: END BUYER**

**FULL CORPORATE OFFER**

We **LIMITED LIABILITY COMPANY "POLIMERPETROL"** with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered

ORIGIN: Kazakhstan  
INCOTERMS: FOB / CIF / TTO  
LOADING PORT: ROTTERDAM/ /NOVOROSSIYSK/ KOZMINO/ VLADIVOSTOK /PRIMORSK/ NAKHODKA.  
DESTINATION PORT: BUYER'S DESIRE PORT  
PAYMENT TERMS: T/T WIRE TRANSFER & MT103  
INSPECTION: SGS INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE  
COMMISSION: EQUAL SHARE BETWEEN SELLER'S SIDE AND BUYER'S SIDE.

**PRODUCT LIST**

**D2 VIRGIN FUEL OIL DIESEL GAS D2 OIL GOST 305-82**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TON.  
MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTHLY BASIS.  
PRICE on CIF: GROSS USD \$380.00/ NET USD \$370.00 PER METRIC TON  
PRICE on FOB: GROSS USD \$340.00/ NET USD \$330.00 PER METRIC TON  
COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**D6 VIRGIN FUEL OIL**

MINIMUM LIFTABLE QUANTITY: 100,000,000 GALLONS.  
MAXIMUM LIFTABLE QUANTITY: 400,000,000 GALLONS ON MONTHLY BASIS.  
PRICE on CIF: GROSS USD \$0.78 / NET USD \$0.76 PER GALLON  
PRICE on FOB: GROSS USD \$0.69 / NET USD \$0.66 PER GALLON  
COMMISSION BUYER SIDE 0.1 USD SELLER SIDE 0.1 USD

**LIQUEFIED PETROLEUM GAS (LPG)**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TON.  
MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTHLY BASIS.  
PRICE on CIF: GROSS USD \$380.00/ NET USD \$370.00 PER METRIC TON  
PRICE on FOB: GROSS USD \$330.00/ NET USD \$320.00 PER METRIC TON  
COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

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**AVIATION KEROSENE JET FUEL JP54**

MINIMUM LIFTABLE QUANTITY: 1,000,000 BARRELS.

MAXIMUM LIFTABLE QUANTITY: 4,000,000 BARRELS ON MONTHLY BASIS.

PRICE on CIF: GROSS USD \$82.00/NET USD \$80.00 PERBARREL

PRICE on FOB: GROSS USD70.00 /NET USD \$68.00 PERBARREL

COMMISSION BUYER SIDE 1 USD SELLER SIDE 1 USD

**UREA 46% PRILLED & GRANULAR (RUSSIANORIGIN)**

MINIMUM LIFTABLE QUANTITY: 10,000 METRIC TON

MAXIMUM LIFTABLE QUANTITY: 40,000 METRIC TON ON MONTHLY BASIS.

PRICE on CIF: GROSS USD \$350.00 / NET USD \$330.00 PER METRIC TON

COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**MAZUT M-100 GOST 10585-75/9**

MINIMUM LIFTABLE QUANTITY: 100,000 METRIC TON,

MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTH BASIS.

PRICE on CIF: GROSS USD \$300.00/ NET USD \$290.00 PER METRIC TON

COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**DIESEL FUEL EN-590 ULSD -10PPM/50PMM/500PMM GASOLINE**

MINIMUM LIFTABLE QUANTITY: 100,000 METRIC TON.

MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTH BASIS.

PRICE on CIF: GROSS USD \$580.00 / NET USD \$570.00 PER METRIC TON

PRICE on FOB: GROSS USD \$530.00 / NET USD \$520 PER METRIC TON

COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**FUEL OIL CST-180**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TON.

MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTHLY BASIS.

PRICE on CIF: GROSS USD \$340.00/ NET USD \$330.00 PER METRIC TON

PRICE on FOB: GROSS USD \$300.00/ NET USD \$290.00 PER METRIC TON

COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**AUTOMOTIVE GAS OIL – AGO OIL – AGO**

MINIMUM LIFTABLE QUANTITY: 100,000 METRIC TONS.

MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TONS ON MONTH BASIS.

PRICE on CIF: GROSS USD \$340.00/NET USD \$330.00 PER METRIC TON.

PRICE on FOB: GROSS USD \$310.00/ NET USD \$300.00 PER METRIC TON

.COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**LIQUEFIED NATURAL GAS (LNG)**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TON.

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MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TON ON MONTHLY BASIS. PRICE on CIF: GROSS USD \$350.00/ NET USD \$340.00 PER METRIC TON  
PRICE on FOB: GROSS USD \$320.00/ NET USD \$310.00 PER METRIC TON  
COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**JET A1 FUEL COLONIAL GRADE**

MINIMUM LIFTABLE QUANTITY: 1,000,000 BARRELS.  
MAXIMUM LIFTABLE QUANTITY: 4,000,000 BARRELS ON MONTHLY BASIS.  
PRICE on CIF: GROSS USD \$82.00/NET USD \$80.00 PERBARREL  
PRICE on FOB: GROSS USD76.00 /NET USD \$73.00 PERBARREL  
COMMISSION BUYER SIDE 1 USD SELLER SIDE 1 USD

**PETROLEUM COKE**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TONS.  
MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TONS ON MONTH BASIS.  
PRICE on CIF: GROSS USD \$190.00/NET USD \$180.00 PER METRIC TON.  
COMMISSION BUYER SIDE 1.5 USD SELLER SIDE 1.5 USD

**LIGHT CYCLE OIL (LCO)**

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TONS.  
MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TONS ON MONTH BASIS.  
PRICE on CIF: GROSS USD \$ 280.00/NET USD \$270.00 PER METRIC TON  
COMMISSION BUYER SIDE 2 USD SELLER SIDE 2 USD

**RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 / GOST 9965-76**

MINIMUM LIFTABLE QUANTITY: 10,000 BARRELS  
MAXIMUM LIFTABLE QUANTITY: 4,000,000 BARRELS ON MONTHLY BASIS  
PRICE on CIF: GROSS USD \$76.00/NET USD \$74.00 PERBARREL  
PRICE on FOB: GROSS USD70.00 /NET USD \$68.00 PERBARREL  
COMMISSION BUYER SIDE 1 USD SELLER SIDE 1 USD

**TRANSACTION PROCEDURE: FOB ROTTERDAM**

1. Buyer issues ICPO addressed to Seller's representative (**LLC POLIMERPETROL**) with Seller's procedure incorporated on it, buyer's company details, banking details with buyer's passport data page.
2. Seller receives and verifies buyer's ICPO with other buyer's details. When satisfy with the verification, seller 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.

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4. The seller verify tank Storage Agreement (TSA) provided by the buyer. Upon successful verification and approval of the authenticity and availability of the Storage Facility reserve in favor of the buyer. Seller release the below POP documents directly to end buyer's secure email.
  - Legalized Commercial Invoice.
  - Commitment letter to supply
  - Fresh SGS (Not Older Than 48 hrs.)
  - ATSC -Authorization to Sell & Collect
  - Authorization to verify (ATV)
  - DIP test authorization (DTA)
  - Commitment Letter to Supply
  - Export license.
  - Statement of Product Availability.
  - Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
  - 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

**FOB /DIP AND PAY TRANSACTION GENERAL PROCEDURE VESSEL –VESSEL/TANK-VESSEL  
CHINA-UAE**

1. Buyer sends Company Profile along with ICPO, CHARTERPARTYAGREEMENT (CPA) and data page of buyer passport.
2. Seller issues commercial invoice (CI), Buyer signs and returns commercial invoice back to seller.
3. Buyer request 1day Tank extension Invoice fee from Seller to enable dip test on seller's Tank . Upon receipt of payment, Seller issues the following POP documents to buyer:  
Documents:
  - a. Statement of Product Availability
  - b. Commitment Letter to supply
  - c. Unconditional Dip Test Authorization (UDTA)
  - d. Authorization to Sell and Collect (ATSC)
  - e. Authorization to verify the product in sellers tanks ( ATV)
  - f. Fresh SGS Report  
(ATV)

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4. NCNDA/IMFPA will be signed among all parties involved.
5. Buyer options to conduct Dip Test on the product and makes the payment for the total value of product injected into the Buyers vessel through the means of MT103-TT. 6. Seller pays commission to all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the commercial invoice and extension of transaction by issuing 12 months contract to

**TRANSACTION PROCEDURE: FOB ROTTERDAM (2)**

1. The Buyer sends ICPO on receipt and acceptance of the Seller's Soft Offer alongside with the Buyer's CP.
2. The Seller Issues Commercial Invoice (CI) for the Buyer's endorsement.
3. The Buyer signs and returns the CI to Seller with Copy of International Passport (Data Page)
4. The Seller issues the readiness to inject and ATV with ATSC to Buyer.
5. The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm terminal prior to the Inspection.
6. Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits the TSR from his Tank Farm or NOR from his Shipping Company, and Seller Injects the product into the Buyer Tank or Vessel.
7. The Seller releases the Complete POP Documents to the Buyer, including the following documents:
  - Resource Confirmation Letter (issued by the End-Refinery).
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 the Intermediaries as per Master Fee Agreement.
10. The Seller issues annual (12 months) delivery contract for the review and acceptance.

**FOB TRANSACTION PROCEDURE (DIRECT INJECTION INTO BUYER'S TANK)**

1. Buyer issues ICPO addressed to Seller's representative (LLC POLIMERPETROL) with Seller's procedure incorporated on it, buyer's company details, banking details, passport copy with letter confirming readiness, wiliness and capability to carry out the transaction.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal.
3. Buyer sign and return to seller signed and sealed Commercial Invoice along with buyer's own or leased Tank Storage

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Agreement (TSA) as a proof of buyer's availability of storage facility.

4. Seller accept the signed and sealed Commercial Invoice (CI) and verify buyer's Tank Storage Agreement (TSA) and make 3days tank lease payment to the buyer tank farm for the Injection Process.
5. Buyer pays his Tank Farm Company for 2 days tank storage costs, (bringing it to a total of 5day TSR) after his Tank Farm Company has received the payment from Seller Company 3 days cost.
6. Upon receipt of the TSR, Seller issues the POP documents;
  - ✓ Unconditional DTA.
  - ✓ SGS Report.
  - ✓ Injection Report
  - ✓ Product Passport.
  - ✓ Tank Storage Receipt (TSR)
  - ✓ Authority to Sell and Collect.
  - ✓ NCNDA/IMFPA Agreement.
7. Upon successful verification of POP documents, Buyer orders his SGS inspection team to conduct Q&Q test on the product in seller's tank at buyer's expense.
8. Following the successful completion of the Q&Q test with result consistent to the specification on the commercial invoice (CI). Buyer provides ATI from his logistic company and seller injects fuel into buyer's leased tanks.
9. Upon completion of the Injection, Seller submits the full Injection report to the buyer.
10. Buyer makes 100% payment by MT 103 TT wire transfer for the total product injected into the tank.
11. Seller transfer the Title Ownership of the product to the buyer's company name.
12. Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.

**TRANSACTION PROCEDURES FOB (TTV)**

1. Buyer issues **ICPO** addressed to Seller's representative (**LLC POLIMERPETROL**) with Seller's procedure incorporated on it, buyer's company details, banking details, passport copy with letter confirming readiness, wiliness and capability to carry out the transaction.
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, buyer and buyer's Logistic Company.

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5. Upon returned of the endorsed TTVIA, Seller release to buyer the following PPOP documents;
  - ✓ Commitment Letter to Supply
  - ✓ Export License
  - ✓ Tank Storage Receipt TSR.
  - ✓ 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 SGS Inspection team conduct dip test on the product in the tank.
9. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product.
10. Buyer provide Q88 and ATI from his Logistic Company and also make available the Vessel for the injection process to commence as schedule.
11. Upon completion of the Injection, Seller releases to buyer the below POP documents.
  - ✓ Product SGS Report.
  - ✓ Pipeline Injection Report.
  - ✓ Authority to Sell and Collect (ATSC)
  - ✓ Product passport (analysis test report).
  - ✓ Certificate of Origin
  - ✓ 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.
14. Seller issues title change/transfer of product to buyer.

**TRANSACTION PROCEDURES FOR CIF DELIVERY**

1. Buyer issues ICPO upon receipt of Soft Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller
3. Seller reviews signed contract acknowledged and legalize it through the Authorized Authority. Cost of legalization shall be borne by the Seller.
4. The Below Notarized listed PPOP is released for Buyer confirmation.
  - (a) Refinery Commitment to Supply
  - (b) Seller export license
  - (c) Company profile
  - (d) Statement of Product Availability

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(e) Authorization to Sell and collect

(f) Payment Invoice of \$350,000 performance guarantee deposit. 5. Buyer pays \$350,000 of the total product cost as performance guarantee deposit to secure the product allocation and charter vessel. This payment would be deducted from the final payment at discharge port. Within 24hrs of Guarantee Deposit Confirmation, Seller Sign CPA and release full POP document and 2% Performance Bond to Buyer's Bank. All

Parties involved sign the NCNDA/IMFPA while seller load product and sail the vessel. (a) Ship Certificates

(b) Cargo Declaration

(c) Fresh SGS Report/ Certificate of Origin

(d) Charter Party Agreement

(e) Ownership Certificate

(f) Title Transfer Affidavit

(g) Product Allocation Certificate

(h) Ullage Report

(i) Notice of Readiness

(j) Customs Declaration Certificate

(K) 2% Performance Bond

6. Shipment commences as per contract schedule. 7. Within 72 hours of Vessel arrival, buyer release payment via MT103 after CIQ/SGS at destination port. 8. Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and seller transfers title to buyer.

**TRANSACTION CONTRACTING CIF WORKING PROCEDURE.**

1. Buyer accepts Seller's procedure and issues ICPO with the following:

a) Banking details, b) company profile, C) passport copy d) Acceptance letter stating to adhere to seller's procedure.

2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment, buyer signs SPA and return the contract to

the seller in word format within 3 working international days

3. Seller notarizes the SPA, makes the final signature and convert the contract to PDF and Send to buyer as final approved contract

along with soft performance guarantee POP documents given below:

Documents:

A. Company profile

B. Proforma invoice

C. COMMITMENT LETTER TO SUPPLY

D. Export license

4. Buyer's Bank in accordance with Seller's verbiage issue SBLC(MT760) within 7 working days for first shipping's value to seller's

financial bank to enable seller commence loading of product with the shipping company and release full set of PPOP documents after loading via bank to bank swift within 7 working days . Should buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit or TT wire of USD\$420,000 for security guarantee to enable seller charter vessel and commence shipment. 5. Seller's bank issues operative 2% PB in

favor of buyer's bank account within 3 working days, which is submitted and detailed in the mutually agreed signed contract

6. Upon Seller's bank successful exchange of instrument method with buyer's bank in which the buyer's bank must have must

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finished issuance of the SBLC (MT760) to the Seller's bank within the stipulated 7 working days), Seller loads product within 7 international working days and send Full

Sets of PPOP documents in buyer's company name to buyer via bank to bank along with NCNDA and copy via email to buyer and representative as given below:

(A) Copy of license to export

(B) Copy of Approval to Export

(C) Copy packing List

(D) Copy Certificate of Origin

(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

7. Buyer notifies seller by official written notice of his bank receiving seller's PPOP document while seller sends to buyer the registered hard copy of

contract through courier service within 3 working days.

8. Shipment commences as scheduled in the contract and upon arrival of the Cargo at the discharge port, buyer's inspection team carry out CIQ or equivalent inspection to ascertain quality.

9. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port.

10. Seller pay commission to all intermediaries involved before 48 hours as per NCNDA/ IMFPA.

**TRANSACTION PROCEDURES FOR CIF DELIVERY**

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 sends partial POP to Buyer via email:

(a) Statement of Availability of Product

(b) Commitment to Supply

(c) Product Passport

(e) Product Allocation Export License

(d) 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 for transporting of the product to buyer's final discharge port.

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5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank
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.

**APPROVED AND NON-NEGOTIABLE TTO PROCEDURE**

1. Buyer issue ICPO.
2. Seller Provides MOU to be signed by buyer and seller.
3. Seller and Buyer endorse the MOU.
4. Seller provide following documents: A. BILL OF LADING,  
B. VESSEL Q88,  
C. VESSEL DETAILS,  
D. ULLAGE REPORT, E. CARGO MANIFEST,  
F. PRODUCT PASSPORT (INDIGENOUS DIP TEST),  
G. CERTIFICATE OF ORIGIN,  
H. STATEMENT OF PRODUCT AVAILABILITY.
5. Buyer pays 5% deposit of the total cost of the product.
6. Seller provides ATV on board and PRODUCT TITLE TRANSFER CERTIFICATE.
7. Buyer pays remaining balance in full After CIQ/SGS test confirms Q&Q.
8. Seller pays the commission to all intermediates and completes the deal

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