



# **TULYMNEFT LIMITED LIABILITY COMPANY**

**ADD\*\*614015, Пермский край, город Пермь, ул. Максима**

**Горького, д. 34, офис 512/2**

**MAIL:llctulymneft@internet.ru WHATSAPP:+79169633872 TELEPHONE +79169633872 SKYPE:@LLC**

**TULYMNEFT**

**OGRN:**

**1125902002720**

**/dated 30.03.2010**

**INN: 5902887774**

**/KPP:**

**590201001**

**Reg: 20.04.2012**

## **SOFT CORPORATE OFFER**

We, Management Board of 'LLC TULYMNEFT, an official Mandate to a reputable Refinery in Russian Federation, hereby confirm under penalty of perjury issue this official Price List and Procedure on behalf of our Export Department, with full power and authority with given terms and conditions, we confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with End buyers. With the ability to supply the following commodity according to the terms and conditions stipulated in this Soft Corporate Offer.

### **DIESEL GAS D2 OIL**

**Minimum Quantity: 10,000 Metric Tons per Month**

**Maximum Quantity: 500,000 Metric Tons per Month**

**CIF Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on CIF**

**FOB Price: Gross USD \$ 380.00MT NET / USD \$ 370.00MT on FOB**

### **MAZUT M100**

**Minimum Quantity: 10,000 Metric Tons per Month**

**Maximum Quantity: 500,000 Metric Tons per Month**

**CIF Price: Gross USD \$360.00/ USD \$ 350.00 NET on CIF**

**FOB Price: Gross USD \$350.00 / USD \$340.00 NET on FOB**

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

**Minimum Quantity: 500,000 Barrels per Month**

**Maximum Quantity: 5,000,000 Barrels per Month**

**CIF Price: Gross USD \$ 96.00BBL NET/ USD \$94.00 NET on CIF**

**FOB Price: Gross USD \$ 94.00BBL NET / USD \$92.00 NET on FOB**

### **VIRGIN FUEL OIL D6**

**Minimum Quantity: 400,000,000 Gallons per Month**

**Maximum Quantity: 800,000,000 Gallons per Month**

**CIF Price: Gross USD \$ 0.99 / USD \$ 0.97 NET on CIF**

**FOB Price: Gross USD \$ 0.97 / USD \$0.95 NET on FOB**

### **EXPORT BLEND CRUDE**

**Minimum Quantity: 10,000 Barrels per Month**

**Maximum Quantity: 3,000,000 Barrels per Month**

**CIF Price: Gross USD \$86.00 / USD \$ 84.00 NET on CIF**

**FOB Price: Gross USD \$84.00 / USD \$ 82.00 NET on FOB**

### **LIQUEFIED PETROLEUM GAS**

**Minimum Quantity: 10,000 Metric Tons per Month**

**Maximum Quantity: 1,000,000 Metric Tons per Month**

**CIF Price: Gross USD \$ 380.00MT / USD \$ 370.00MT NET on CIF**

**FOB Price: Gross USD \$ 370.00MT / USD \$ 360.00MT NET on FOB**

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## LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month

Maximum Quantity: 400,000Metric Tons Per Month

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

FOB Price: Gross USD\$370.00/ USD\$360.00 NET on FOB

## FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

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

FOB Price: Gross USD \$280.00/ USD \$270.00 NET on FOB

## UREA 46% PRILLED & GRANULAR

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

CIF Price: Gross USD \$ 210.00 / NET USD \$ 200.00 on CIF

FOB Price: Gross USD \$ 200.00 / NET USD \$ 190.00 FOB

## SULPHURGRANULAR

Minimum Quantity: 50,000 metric tons per month

Maximum Quantity: 500,000 metric tons per month

CiF Price: Gross USD \$220 /NET USD \$210 on CIF

## JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$96.00BBL NET/ USD \$94.00 NET on CIF

FOB Price: Gross USD \$94.00BBL NET / USD \$92.00 NET on FOB

## DIESEL EN590

Minimum Quantity: 30,000 metric tons

Maximum Quantity: 500,000 metric tons

CIF price: GROSS USD \$385.00 MT NET: USD \$375.00 MT

FOB Price: GROSS USD \$ 375.00 MT NET: USD \$365.00 MT **PRODUCT:**

## PETCOKE

Minimum Quantity: 50,000MT per month

Maximum Quantity: 400,000MT per month

CIF price: USD \$110.00MT \$ USD 100.00 Net on cif

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## **FOB STANDARD PROCEDURE TANK TO VESSEL**

1: BUYER ISSUES OFFICIAL ICPO, CPA, Q88 ADDRESSED TO THE REFINERY OR REPRESENTATIVE.

2: SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS THE SIGNED INVOICE TO SELLER.

3: SELLER ISSUES TO BUYER THE PARTIAL PROOF OF PRODUCT DOCUMENTS:

ATSC - AUTHORITY TO SELL AND COLLECT DTA – DIP TEST AUTHORIZATION

PRODUCT PASSPORT –

PRODUCT ANALYSIS REPORT FROM A RENOWNED INSPECTION COMPANY.

STATEMENT OF PRODUCT AVAILABILITY DULY SIGNED AND NOTARISED BY

THE APPROPRIATE AUTHORITIES. COMMITMENT LETTER TO SUPPLY

ATV – AUTHORITY TO VERIFY THE EXISTENCE OF PRODUCT FROM THE STORAGE COMPANY. (CALL OR EMAIL)

4: BUYER CONTACT REFINERY TO REQUEST FOR DIP TEST AUTHORIZATION

PASS TO ALLOW BUYER VESSEL OR TEAM TO GO INTO TERMINAL AND CONDUCT DIP TEST, CIQ INSPECTION & SGS

5: AFTER SUCCESSFUL DIP TEST IN SELLER'S TANKS,

BUYER TAKES OVER SELLER'S TANK OR SELLER INJECTS INTO BUYER'S VESSEL / TANK AND BUYER CONDUCTS ITS OWN DIP TEST INSPECTION FOR Q & Q OF THE PETROLEUM PRODUCTS ABOARD VESSEL / TANK.

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## TRANSACTION WORKING PROCEDURES FOB TANK TO VESSEL ROTTERDAM

1. Buyer issues ICPO; including seller procedure, Buyer's Company Profile, registration certificate & Passport of Owner/Director, along with Buyer's/End user Charter Party Agreement (CPA), for Seller's validation.
2. Seller issues Commercial Invoice, for the available products in Tank at the Port, for Buyer's review and endorsement and return along with Buyer's/End user Charter Party Agreement (CPA). Buyer signs and returns to Seller. At the same time Seller will sign NCNDA & IMFPA with intermediaries as presented by the Buyer.
3. Seller issues to Buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's /End user Logistic Company.
4. Upon returned of the endorsed TTVIA, Seller release to Buyer the following PPOP documents:
  - Tank Storage Receipt (TSR).
  - Commitment Letter to Supply
  - Export License
  - Authorization to Verify (ATV) (call or email)
5. Buyer contact the Seller's Storage Company to verify the availability of the product and to obtain access to enable Buyer and his team conduct dip test on the product in the sellers Tank.
6. Seller upon confirmation of Buyer securing legal access to the product, issues Dip Test Authorization (DTA) for Buyer to proceed for the dip test
7. Upon satisfactory result of the dip test on the product by the Buyer and his team, Seller's storage Company issue to Buyer the Notice of Readiness (NOR) to inject the product.
8. Buyer issues Q88 and make available the Vessel for the injection process to commence as schedule.
9. Upon completion of the Injection, Seller releases to buyer the below POP documents.
  - Product SGS Report.
  - Injection Report.
  - Authority to Sell and Collect (ATSC)
  - Product passport (analysis test report)
  - Certificate of Origin

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10. Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT Wire Transfer.

11. Then Seller upon confirmation of the payment, pays all intermediaries involved in the transaction

## **TRANSACTION WORKING PROCEDURES CIF DELIVERY**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) in Seller's name along with Company import licenses, and along with buyer's representative passport copy.

2. Seller issues SPA to Buyer. Within 48 hours Buyer signs seals and returns the SPA to seller, Seller gives Partial proof of products, PPOP authentication/approval legalized by the authority Ministry of energy.

3. Seller notarizes the contract, at its own expenses and submits Partial Proof of Product (via email) as follows:

- A) Refinery Commitment to Supply
- B) Product Passport
- C) Certificate of Origin
- D) Company Profile
- E) Proforma invoice for the first value month
- g) Statement of Availability of Product.

4. Within 7 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 or DLC via MT700 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 banking days, buyer will make cash deposit of \$400,000 or its Equivalent in RMB by TT wire transfer /Crypto currency (bitcoin/USDT) for security guarantee to enable seller charter vessel, pay cost insurance, export duty taxes, custom clearance 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 of transaction.

5. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB 2%). a) Copy of license to export,

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- b) Copy of Approval to Export,
- 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
- o) All parties finalized the signing of the NCNDA/IMFPA. The buyer will be invited by the

6.seller to witness the loading of the product (At Buyers Cost, Maximum of Five Personals/Representatives, Optional).

7.Seller clears vessels from the commercial's terminal (Loading Port), the buyer confirms shipping documents with ship master while seller effects delivery to buyer destination according to the contract schedule.

8.Upon the arrival of cargo at the discharge port, and after SGS/Q&Q at discharge port buyer's bank release to seller's bank payment by TT/MT103 within 7 (Seven) banking days.

9.Seller release payment to all intermediaries as per signed NCNDA IMFPA within 48 hours of receiving the payment for the product from the Buyer's bank

## **TRANSACTION WORKING PROCEDURES FOB ROTTERDAM AND HOUSTON PORT**

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 Company.

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

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3.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 reserve in favor of the buyer. Seller releases the below POP documents directly to end buyer's secure email.

- a) Copy of Legalized Commercial Invoice.
- b) Copy of Commitment to Supply.
- c) Copy of Injection Report
- d) Copy of Fresh SGS (Not Older Than 48 hrs.)
- e) Copy of ATS - Authorization to Sell & Collect
- f) Copy of Authorization to Verify (ATV)
- g) Copy of Dip Test Authorization (DTA)
- h) Copy of Commitment Letter to Supply
- i) Copy of Export license.
- j) Copy of Statement of Product Availability.
- k) Copy of Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
- l) Copy of NCNDA/IMFPA

4. The Buyer Conducts Dip Test in the product in the seller's reservoir.

5. Buyer provide Authority to Inject (ATI) from its Logistic Company to enable seller commence Injection of Product into the Buyer's Tank.

6. 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.

7.Buyer lifts products and all intermediaries are paid; Seller and Buyer consider and signs further contracts after successful Transaction

## (TTO) PROCEDURES

1.Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.

2.Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.

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3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the Ministry of Energy, Agriculture & Trade Russian Federation. Seller sends to Buyer the following documents for Buyer's confirmation:

- A. Seller's company profile
- B. Bill of Lading
- C. Vessel Tanker Details.
- D. Product Passport-Dip-Test Report. E. %3 Payment deposit Invoice
- F. Cargo Manifest.
- G. Cargo Ullage Report.
- H. Q88.
- I. Buyer confirms the goods documents and makes %3 down deposit which stands as an

Allocation Security & Guarantee payment to the seller nominated bank by T/T Wire Transfer/Bitcoin/USDT) within 3 banking days, which shall be deducted from the total payment value of the takeover product. (The payment to be made to Shipping Company not to the seller).

4. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.

5. Upon the successful completion of Dip-test inspection, Buyer make the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.

6. Trans-loading commence immediately.

7. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

## **CIF TERM/COST INSURANCE AND FREIGHT TRANSACTION PROCEDURES**

1. Seller issues and sends soft offer to Buyer and Buyer response with ICPO including full banking details, Buyer sign and return full corporate offer along with their company certificate of incorporate copy.

2. Seller issues SPA, (Sales & Purchasing Agreement) Buyer review, sign and return the contract to Seller in word format within 3 bank working days. Seller

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sends final SPA in PDF format. Buyer confirms final SPA and issue letter of acceptance of terms and condition of contract.

3.Seller issues to Buyer via electronic mail the following copy of partial copy product exportation transaction documents.

- A. Product certificate of quality passport analysis
- B. Statement of product availability
- C. Commitment to supply
- D. Product certificate of origin

4.Seller submits the Product title transfer certificate to the shipping company to ship the product to buyer designated discharge port, Seller signs the Charter Party Agreement (CPA), After the Buyer Issue the DLC MT700 or SBLC MT760, If Buyer fails to issue the payment instrument within 7 working days Buyer have to solve 100% of the total amount of the shipping charges directly to shipping company to enable seller proceed with CPA seal and loading the product to the ship, Seller bank respond with 2%PB to buyer bank within 72 hours. Upon the ship complete loading BL release to both seller and buyers.

5.Seller issue commercial invoice, Product title transfer and product allocation application form send to the buyer including SGS application form for the buyer to sign, and return the commercial invoice including the SGS and Allocation application form after filled and signed to proceed in obtaining the allocation certificate of final ownership with buyer's name by Ministry of Energy of Azerbaijan Republic, Seller proceeds along with port clearance of product, custom and all internal routines operations, accreditation and finalization of unanchored the ship to the destination.

6.Buyer's bank issue DLC to seller's nominated Bank Account DLC. Upon seller's confirmation of receiving DLC, seller proceeds in issuance of the full POP documents in buyer name, 2% Performance Bond, product ownership transfers title certificate and Full Exportation documents. Buyer bank confirms swift and issues documentary letter of credit and if Seller fails to supply the cargo of the product to the Buyer this 2%Performance Bond will be paid to the Buyer.

7.The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection, loading of product at the port and Top table meeting for negotiation of future transaction (Optional to Buyer).



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8.Loading & Shipment of product commences as schedule, Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 5 to 7 banking days to Seller for total shipment value in favor of seller after discharge of product at destination port and receipt of the entire relevant shipping and export documents for immediate negotiation and credited at Buyer's Bank.



General Director

Yeshchenko Igor Anatolyevich

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