

Issue Date: 05, February, 2024  
Expire Date: 05, June, 2024  
To: Buyers mandate/ End Buyers.

## GENERALSOFT CORPORATE OFFER

We JSC IRKUTSKNEFTEPRODUKT under penalty of perjury, hereby confirm as seller mandate, with full corporate responsibility that we are ready, willing and able to supply the product commodity under the following terms and conditions.

### MAZUT 100GOST 10585-75

CIF Price: USD 380 Gross / 370 Net  
FOB Price USD 220 Gross / 210 Net  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

### JET FUEL JP54

PRICE CIF ASWP: GROSS \$ 48/NET \$46PRICE  
FOB: GROSS \$ 46/ NET \$44  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$2/ US \$2

### JET FUEL JPA1

PRICE CIF ASWP: GROSS \$ 78/NET \$76PRICE  
FOB: GROSS \$ 90/ NET \$80  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$2/ US \$2

### REBCOGOST 9965-76

PRICE CIF ASWP: GROSS \$ 50/NET \$48  
PRICE FOB: GROSS \$ 48/ NET \$46  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$1/ US \$1

### LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90

PRICE CIF ASWP: GROSS \$ 360/NET \$ 350  
PRICE FOB: GROSS \$ 350/ NET \$ 340  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

### LIQUIDIFIED NATURAL GAS

PRICE CIF ASWP: GROSS \$ 420/NET \$ 410  
PRICE FOB: GROSS \$ 390/ NET \$ 380  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## Base Oil SN 150

PRICE CIF ASWP: GROSS \$ 820/NET\$800 PRICE  
FOB: GROSS \$ 790/ NET \$ 780  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## Virgin Fuel Oil D6

PRICE CIFASWP: GROSS \$ 0.85/NET \$ 0.83  
PRICE FOB: GROSS \$ 0.82/ NET \$ 0.70  
QUANTITY: Min 50,000,000 GLLN / Max 500,000,000 GLLN  
Commission: US \$ 03/ US \$ 03

## DIESEL D2 OILGOST 305-82

QUANTITY: Min 50,000 MT / Max 500,000 MT  
PRICE CIF ASWP: GROSS \$ 420/NET \$410  
PRICE FOB: GROSS \$ 320/ NET \$310  
Commission : US \$5/ US \$5

## BITUMEN GRADE60/70

PRICE CIF ASWP: GROSS \$ 370/NET \$ 360  
PRICE FOB: GROSS \$ 340/ NET \$ 330  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## AGO

PRICE CIF ASWP: GROSS \$ 300/NET \$ 290  
PRICE FOB: GROSS \$ 290/ NET \$ 280  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## GASOLINE 89-92-93-95 OCTANE

PRICE CIF ASWP: GROSS \$ 370/NET \$ 360  
PRICE FOB: GROSS \$ 360/ NET \$ 350  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## EN 590 10ppm

PRICE CIF ASWP: GROSS \$ 420/NET \$ 410  
PRICE FOB: GROSS \$ 450/ NET \$ 440  
QUANTITY: Min 50,000 MT / Max 1000,000 MT  
Commission: US \$5/ US \$5

## CST-180 FUEL OIL

PRICE CIF ASWP: GROSS \$ 330/NET \$310  
PRICE FOB: GROSS \$ 310/ NET \$ 290  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## CST-280 AND 380 FUEL OIL

PRICE CIF ASWP: GROSS \$ 310/NET \$ 300  
PRICE FOB: GROSS \$ 300/ NET \$ 290  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## TERMS AND CONDITIONS

**All products are of a Kazakhstan Origin.**

**Quantities:** Quantities stated in the product sheet above are not to be exceeded.

**Markups:** Markups are reserved for Registered Seller Mandates and shouldn't exceed \$ 10.00

**Inspection:** SGS, CCIC, CIQ or Similar at the expense of the seller.

**Proof of Product:** processed hard copies will be issued to the End Buyer.

**Trial Shipments:** Trial Shipments are obligatory for new clients. **Payment:** - MT700 Documentary Letter of Credit /Swift MT 103 – 23 **Commissions:** All Commissions are shared equally between buyer side and seller side.

**Note:** Seller Side commissions are reserved for registered mandates with passcode from the Ministry.

## COST, INSURANCE AND FREIGHT (CIF) PROCEDURE:

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
  - a. Commitment to supply
  - b. Statement of product availability
  - c. Certificate of origin
  - d. Export License

Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded /deducted when Buyer is paying for the total product cost).
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends.
6. Seller issue to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
7. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:
  - a. Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - b. Product Allocation Certificate.
  - c. Allocation Title Transfer Certificate.
  - d. Export License
  - e. Export Approval
8. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760 or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer, this 2% Performance Bond will be paid/forfeited to the Buyer.
9. The product SGS inspection charges will be borne by buyer at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (IF Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

## CIF PROCEDURE (SBLC MT760 BANK GUARANTEE)

1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport
2. Seller issues A Draft Contract / Sales and Purchase Agreement for Buyer's review and endorsement. (SPA Open for amendment if any).
3. Buyer within three (3) working days reviews and endorse the SPA and returns to seller for legalization at seller's expense.
4. Seller issues the below PPOP Documents to Buyer. Certificate of origin Product Passport Tax Registration Certificate Refinery commitment to supply Statement of availability of product Proforma Invoice.
5. Upon Buyer's receipt of the PPOP Documents, 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. Buyer in alternative shall make security guarantee deposit of 5% of product value via TT Wire from total value of the contract (First month's delivery) to seller bank to secure the vessel if fails to issue the Bank Instrument within the stipulated time frame 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 Company releases copies of POP and Shipping documents to buyer Company. Export license by the ministry of Petroleum and Energy. Approval to export by the ministry of justice. Statement of availability of the product. Refinery commitment. Transnet contract to transport the Product to the Port. Port Storage agreement/ Insurance. Charter party agreement. Customs clearance certificate. Tank receipt by the storage facilitator. 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 24 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.

## **NOTE: OUR TRANSACTION PROCEDURE MUST APPEAR IN BUYER ICPO/LOI**

Kudryavtcev Andrej Nikolaevich

Marketing Manager

JSCIRKUTSKNEFTEPRODUKT

Email: [Kudryavtcevandrei@mail.ru](mailto:Kudryavtcevandrei@mail.ru)

Whatsapp: +79160400208

Skype: 558c60f021cc609e

Sales Department Tel: +7 (917) 517 84-29

