

LIMITED LIABILITY COMPANY "YUGNAFTATTRANS"

367008, REPUBLIC OF DAGESTAN, URBAN DISTRICT CITY OF MAKHACHKALA, CITY OF MAKHACHKALA, INTRACITY DISTRICT OF THE

URBAN DISTRICT SOVETSKY DISTRICT, ST. TANKAYEVA, D. 65, FLOOR 3, CAB. 35

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Tel: +79361228160

Ref No: LLC/YUG - TRANS/68543RU

Issue Date: 17th June, 2024.

Valid Till: 31st December, 2024.

To: POTENTIAL END BUYERS

SOFT CORPORATE OFFER (SCO)

We LIMITED LIABILITY COMPANY "YUGNAFTATTRANS" is an integrated oil and gas consultant company working as a Mandate in the oil and gas industry. It has improved the company growth and the company intend to collaborate in establishing relationship with more genuine partners / importers of agrochemical and petrochemical products.

ORIGIN: RUSSIA / KAZAKHSTAN

INCOTERMS: FOB / CIF

LOADING PORT: ROTTERDAM / RUSSIAN / KAZAKHSTAN PORT

PAYMENT TERMS: T/T TELEGRAPHIC TRANSFER, BG OR SBLC, MT103.

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: PAID BY SELLER

PRODUCTS

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 / \$85.00 USD Net
Commission:	Seller side \$2.00USD Buyer side \$2.00USD 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:	\$89.00USD Gross / \$85.00 USD Net
Commission:	Seller side \$2.00USD Buyer side \$2.00USD 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:	\$290.00USD Gross / \$280.00USD Net
Commission:	Seller side \$5.00USD Buyer side \$5.00USD Per MT

LIMITED LIABILITY COMPANY "YUGNAFTATRANS"

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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: \$380.00USD Gross / \$370.00 USD Net
FOB Price: \$360.00USD Gross / \$350.00USD 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: \$70.00USD Gross / \$66.00USD Net
Commission: Seller side \$2.00USD Buyer side \$2.00USD Per MT

MAZUT RUSSIA ORIGIN

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: \$330.00USD Gross / \$320.00 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: \$360.00USD 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: \$370.00USD Gross / \$360.00 USD Net
FOB Price: \$350.00USD Gross / \$340.00 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: \$350.00USD Gross / \$340.00 USD Net
FOB Price: \$330.00USD Gross / \$320.00 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: \$350.00USD Gross / \$340.00 USD Net
FOB Price: \$270.00USD Gross / \$260.00 USD Net.
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

FOB PROCEDURE (TANK TO TANK)

- 1) Buyer issues ICPO.
- 2) Seller issues Commercial Invoice (CI) , buyer's signs and returns to Seller with his TSA, Seller verify buyer TANK FARM and make 3days tank lease payment to the buyer tank farm for the Injection Process.
- 3) Buyer pays his Tank Farm Company for 2 days tank storage costs, after his Tank Farm Company has received the buyer's payment the Seller Company pays 3 days cost (totaling) 5days TSR
- 4) Seller inject into buyer tank and issues SGS, ATV and Unconditional DTA.
- 5) Buyer conducts Dip Test and makes the payment for the total value of product injected into the

tanks through the means of MT103-TT.

6) Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller

TRANSACTION PROCEDURES TANK TO VESSEL

- 1 The Buyer sends ICPO**
- 2 The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.**
- 3 The Buyer signs and returns the CI to the Seller**
- 4 The Seller issues the product ATV, to Buyer**
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition the Access Code Certificate).**
- 6 issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)**
- 7 Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.**
- 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 Seller and Buyer Sides Intermediaries as per Master Fee Agreement**
- 10 The Seller issues an annual (12 months) delivery contract for review**

TRANSACTION PROCEDURES CIF (BANK GUARANTEE BASIS)

- 1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller upon receipt and signatory of full corporate offer.**
- 2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense**
- 3. The seller issues payment invoice for the product allocation. Upon executed by the buyer via TT and confirmation of the payment, the seller Issue the following PPOP documents.**
 - (A) Seller Irrevocable Commitment to Supply**
 - (B) Statement of availability of product**
 - (C) Certificate of origin**
 - (D) Commercial invoice for the first value shipment**
- 4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (DLC/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 \$310,000 USD by TT wire transfer for security guarantee to enable seller charter vessel 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.**
- 5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).**

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- a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
- b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
- 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

6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.

TRANSACTION PROCEDURES CIF (SHIPPING BASIS)

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
 - (d) Company Registration Certificate
 - (e) Product Allocation Export License
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.
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.



Authorized Signature,
Mr. Akhmedov Abdulbek Abakarovich
General Director
Limited Liability Company "Yugnaftatrans"