



"НАФТА-ЮГ"

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "НАФТА-ЮГ"

Адрес :350005, Краснодарский край, г Краснодар,

1-й Лиговский пр-д, д. 20/5, этаж 2 ком. 5

ИНН 2311211872 КПП 231101001 ОГРН 1162375011523

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Date of Issue: 01/July/2024

Ref: NAF/5916-01-GAZ-24

To: End Buyer/ Registered Mandate

SOFT CORPORATE OFFER

We "NAFTA-YUG LLC" are the undersigned group of companies and a direct agency in large oil refineries herein the Russian, Kazakhstan, Azerbaijan & Georgia Origin with wide business network internationally. We are certified representative and agent of all refineries with full corporate and legal authority & responsibility under penalty of perjury confirm the availability of the following petroleum products for immediate sales only to all qualified buyers in accordance with the conditions below and provisions. All supplies are guaranteed under the auspices of the Department of Energy, which also meets standard specifications and to pass the strict requirements of the SGS Report or equivalent in accordance with international ICC rules.

Country of Origin: Russian, Kazakhstan Republic, Azerbaijan & Georgia- Non- Sanctioned Origin

Port of Loading: AKTAU / VLADIVOSTOK / NOVOROSIYSK/ JORONG, ROTTERDAM

Port of Delivery: FOB ROTTERDAM, HOUSTON / CIF ASWP (ANY SAFE WORLD PORT)

Inspection: SGS / CCIC / CIQ / Say bolt at the Port of Loading

Payment Method: MT 103 TT / SBLC VIA MT760 / DLC VIA MT700

Insurance: Paid By SELLER COVERING 110% OF THE SHIPMENT VALUE

THE PRODUCT PRICE & QUANTITY FOR TRIAL SHIPMENT

EN590 10PPM

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 50.000 – 500.000 MT

PRICE: GROSS \$480 / NET \$470 PER MT

COMMISSION: \$5 SELLER / \$5 BUYER SIDE PER MT

D6 VIRGIN FUEL

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 10.000.000 – 100.000.000 GALLON

PRICE: GROSS \$0.84 / NET \$0.80 PER GALLON

COMMISSION: \$0.02 SELLER / \$0.02 BUYER SIDE PER GALLON

JET-A1 / JP -54

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 500.000 – 1.000.000 BARRELS

PRICE: GROSS \$74 / NET \$70 PER BARREL

COMMISSION: \$2 SELLER SIDE / \$2 BUYER SIDE PER BARREL

LIGHT CYCLE OIL

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 50.000 -100.000 MT

PRICE: GROSS \$270 / NET \$260 PER MT

COMMISSION: \$5 SELLER / \$5 BUYER SIDE PER MT



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LNG / LPG

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 50,000 – 100.000 MT

PRICE: GROSS \$320 / NET \$310 PER MT

COMMISSION: \$5 SELLER / \$5 BUYER SIDE PER MT

UREA46

ORIGIN: Non-Sanctioned

QUANTITY: MINIMUM 25.000 – 100.000 MT

PRICE: GROSS \$250 / NET \$240 PER MT

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE PER MT

NOTE: Our prices are highly negotiable. Our standard commission structure is \$5 PER MT and \$2 PER BBL. Our Commission structure can also be negotiated between the seller and authorized buyer mandates or intermediaries.

Payment: By T/T Wire Transfer & MT 103

Inspections: Indigenous Analysis Report or SGS Report

Country of Origin: Kazakhstan / Azerbaijan & Georgia



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FOB TERMS & CONDITIONS PROCEDURE ROTTERDAM

1. Buyer issues ICPO and the Company Registration Certificate, Company Profile and I.D.
2. Seller issue Draft Commercial Invoice, along with ICC Letter, Buyer signs and returns to Seller with his Tank Storage Agreement.
3. Seller lease and pays the buyer's tank for 3 days for the Injection Process, Buyer do pay his Tank Farm Company for 2 days after his Tank Farm Company has received the payment from Seller Company.
4. Seller provides buyer with FULL POP Documents:
 - . Fresh SGS Report
 - . Passport of the Product (Q&Q)
 - . Dip Test Authorization- Unconditional
 - . Injection Report
 - . Authorization to Verify (ATV) (call or email)
 - . Tank Storage Receipt
 - . Tank Storage Bar-code Information
 - . Letter of Commitment to Supply
 - . Certificate of Origin Report
 - . Registration Certificate
 - . Confirming Warrant
 - . Authority to Sell & Collect (ATSC)
5. Buyer conducts Dip Test, Q&Q via SGS and after Dip-Test buyer issues TSR or extends seller's Tank or issue his Vessel Q88. Buyer makes payment in Full as per MT103 wire transfer / TT according to the Commercial Invoice Buyer lift the product.
6. Seller transfer the title of owner ship as per Buyer's instruction. Buyer lifts the product.
7. 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.



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TRANSACTION WORKING PROCEDURES FOB TANK TO VESSEL

1. Buyer issues ICPO; including seller procedure, Buyer's Company Profile, registration certificate & Passport of Owner/Director, along with Buyer's/End-user Validation Tank Storage Agreement/Charter Party Agreement (CPA), for Seller's delegates/legal verification and Approval of its Validity.
2. Seller issues Commercial Invoice along with ICC Letter, for the available products in Tank at the Port, for Buyer's review and endorsement and return seller's along with Buyer's authorize & authentic sign NCNDA & IMFPA with intermediaries as presented by the buyer's groups.
3. Seller issues to Buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by Seller, Buyer and Seller's Storage Shore Terminal to enable Inspection of the products.
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
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 involve in the transaction.



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FOB TERMS & CONDITION PROCEDURES FOR TANK TO TANK

1. Buyer issues ICPO along with Company Profile + Buyer's Passport Copy for Data File along with validation Tank Storage Agreement (TSA).
2. Seller verifies buyer's ICPO & TSA and issues Commercial Invoice (CI) & ICC warning letter for the available quantity in the storage tank to buyer, Buyer signs and return back to seller for final endorsement within 3working days, and along with the buyer official confirmation letter to confirm that they are willing and able to complete the transaction without changing initial procedure.
3. Seller issues Unconditional Dip Test Authorization DTA to be endorsed by Seller, Buyer and Seller's Storage Shore Terminal to enable Inspection of the products.
4. Upon Dip Test conducted successfully within 36 hours from the buyer, Seller issues the following POP documents NCNDA & IMFPA endorsed by all parties along with the Injection Process:
 - Authorization to Verify (ATV) (call or email)
 - Product Passport
 - Fresh SGS report (Not less than 48 hours)
 - Export license
 - Refinery Commitment to supply
 - Statement of available of the availability of the product
 - Authority to Sell and Collect
 - Readiness to inject
 - Endorsed NCNDA/IMFPA
- 5) Upon buyer receiving of the POP, Buyer conducts Dip test on the product in the seller's tank at buyer's expense.
- 6) Upon successful Dip test and after seller complete injecting product at tank storage /vessel ship of buyer, buyer makes 100% payment for the first trial lift via TT wiring after Seller transfer ownership of the product to the buyer
- 7) Seller pays all intermediaries and lifts the product into buyer's cargo Subsequent Monthly delivery commences.

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), and ICC warning letter 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. product passport
 - E. ATSC, 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). 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 jointly Contract with the authorities in charge and sends 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.
6. 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: ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority. ~ Injection Report ~ Product Allocation Certificate. ~ Allocation Title Transfer Certificate ~ Export License ~ Export Approval ~ Tank Receipt. ~ Dip Test Authorization.
7. Seller issues the commercial invoice and sends to Buyer and within 10 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760, Letter of Credit (LC) 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.
8. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized.



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- 1) Buyer issue ICPO containing the seller's working procedure and banking details, company registration certificate, company profile and I.D.& along with buyer's nominated TSA.
- 2) Seller issues Commercial Invoice along with ICC Letter of the product in tanks at the port, buyer sign and return commercial invoice along with an acceptance letter.
- 3) Seller issue appointment letter for seller representative to present a fresh SGS Report of less than 72 hours to Buyers and buyers logistics for proper verification at the buyers Tank Terminal upon successful SGS verification seller inspect buyers Tank for injections.
- 4) Upon confirmation of successful verification of SGS Report by Buyer company and buyers Tank Farm Company, Seller issue
 - A. INJECTION PERMISSION AGREEMENT signed by seller's and buyer's Tank Storage
 - B. Authorization to sell and collect.
 - C. commitment to supply
 - D. Statement of availabilities of product
- 5) Upon confirmation of the signed INJECTION PERMISSION AGREEMENT seller Issue to buyers
 - A. Fresh SGS report of less than 24hours on buyer's company name
 - B. Q&Q Report. And Injection Report.
 - C. Authorization to verify physically the product in sellers' tank (ATV)
 - D. Tank Storage receipt TSR
- 6) Buyer conducts Dip test on the product in seller Tank and makes the payment for the total value of product via MT103-TT to enable the injection process into their Nominated tanks.
- 7). Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between buyer and seller.



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STANDARD CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer any form of IDENTIFICATION, (Preferably international passport).

2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement and legalization by ministry of energy on seller expenses.

Seller gives Partial proof of products.

A. Certificate of Origin.

B. Refinery Exports License

C. Refinery Commitment to Supply, duly legalized by Ministry

D. Seller Company registration certificate

E. Statement of availability of product, duly legalized by ministry

F. Product quality passport (DIP TEST Analysis Test Report) SAYBOLT etc.

G. Returned signed SPA duly legalized by the Ministry

3. Upon buyer receiving PPOP set of documents from seller, within 7 banking days, Buyer's bank shall send SBLC/DLC via MT700 in USD or its equivalent according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account. for first month shipment. Should buyer fail to issue the DLC MT700 instrument confirmed and verified by seller's fiduciary bank within 7 banking days, both buyer and seller within 48 to 72 hours shall pay at same time shipping cost. seller shall pay 60% part and buyer pay 40% part in USD or equivalent of the total shipping cost to seller's nominated shipping company account, and upon confirmation of both seller and buyer payment by shipping company, shipping company shall within 24 to 48 hours nominate vessel by issuing CPA (Charter Party Agreement) which will contain the nominated vessel IMO for signing by BOTH buyer and seller. Buyer 40%-part shipping fee payment to shipping company is to prove buyer financial readiness and security guarantee to lift the product. Note that the 40%-part payment by buyer to shipping company for charter vessel will be fully deducted from total product sum value after seller has supplied product to buyer Discharge port.

4. Seller issue to buyer allocation of product ownership certificate and Loading commences, upon shipping company receiving the returned Charter Party Agreement (CPA) duly signed by buyer and seller and payment of shipping fee by both buyer and seller.

Seller Issues Below Full POP Documents to the Buyer alongside with the 2% Performance Bond (PB) to buyer bank in 3 working days, if seller bank fails to issue the Performance Bond to buyer bank within the agreed stipulated 3 working days, seller shall in return pay buyer an agreeable security guarantees for breaching the signed contract procedure.

A. Copy of license to export, issued by the department of the Ministry

B. Copy of Approval to Export, issued by the Ministry

C. ULLAGE REPORT

D. TANK STORAGE RECEIPTS

E. CARGO MANIFEST

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. COPY OF NOR /ETA



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5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

6. Buyer releases payment to Seller by TT/MT103 in USD or equivalent, within 5 working days upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.

7. Buyer immediately pays commission within 48 hours to all intermediaries as signed in NCNDA/IMPFA along with payment to seller.

STANDARD RE-ROUTING TRANSACTION PROCEDURE

1. Buyer issues Purchase Order (ICPO), CP, and Buyer passport copy.
2. Seller issues a Draft Contract and Commercial Invoice for the buyer's review.
3. Buyer signs the contract (SPA) and commercial invoice (CI) and returns to the seller the signed CI and SPA; seller issues the POP Documents as shown below to buyer:
 - A. Seller Certificate of Incorporation
 - B. Commitment to Supply
 - C. Bill of Lading
 - D. Certificate of Quantity and Quality
 - E. Certificate of Origin
 - F. Dip Test Analysis Result
 - G. Statement of Product Availability
4. The buyer contacts the shipping company to re-direct the route of the vessel Tanker to the buyer's destination port and the Buyer conducts due diligence on the product availability and makes the payment for rerouting cost Via T.T Wire to the shipping company nominated bank account.
5. The seller and buyer agree on transferring the title to the buyer's name.
6. Upon the arrival of the vessel at the buyer's discharge port, the buyer performs DTA with their SGS inspection team.
7. Upon successful RESULTS of the quantity and quality of the product at the buyer's discharge port terminal, the buyer makes the payment for the total costs of the product via MT103/TT to the seller nominated account and takes over the product.
8. Upon confirmation of the buyer's payment of the product, within 72 bank hours, the Seller pays all intermediaries accordingly.

Sign and Sealed

DIRECTOR

Bolzan Konstantin, Evgenievich

