



# CLOSED JOINT STOCK COMPANY "ASLADOR OIL"

Address: 169710, Komi Republic, Usinsk city, Zavodskaya st., 5

Email: Asladoroil@gmail.com Tel: +7 980 189-15-57

REF: NAT/9371/SCO530/RU

To: Who It May Concern

Attn: Principal Buyer / Mandate

Buyer's official ICPO should be issued & addressed as follows; To: Supplier / Refinery,

Attn: Export Director

Via: CJSC "ASLADOR OIL"

(Sales Representative)

## SOFT CORPORATE OFFER

The undersigned company, CJSC "ASLADOR OIL" is a direct mandate to Refineries in Russia, Kazakhstan and Uzbekistan with full Corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum Products / commodities with the terms and conditions as stated here under:

### CORPORATE OFFER:

Country of Origin: USA, NON-RUSSIAN ORIGIN.

Trading Mode: - TTO (TITLE TAKE OVER) & CIF (COST OF INSURANCE AND FREIGHT)

Price: Negotiable (send your sensitive/target price during ordering).

Payment: MT103, TT WIRE after CIQ Inspection at discharge Port.

Loading port: Russia/Rotterdam/HOUSTON Texas.

Destination: Any Safe World Port (ASWP). Specification: Annexed within Contract (TBA).

PB: 2% Operative Performance Bond, by the Seller.

### COMMODITY LIST, PRICES AND WORKING PROCEDURES:

DIESEL FUEL	
Quantity: Minimum 50,000 MT - Maximum 500,000 MT - Trial/Monthly Shipment	
DIESEL FUEL EN590 EURO5 (ULSD 10 PPM)	Price-\$420 gross/410 net per MT
LIQUEFIED NATURAL GAS (LNG)	Price-\$280 gross/270 net per MT
AVIATION TURBINE FUEL (JET FUEL A1)	Price-\$69 gross/64 net per BBL
AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL JP54)	Price-\$70 gross/65 net per BBL
DIESEL FUEL D6 GAS OIL	Price-\$0.54 per GAL
ESPO CRUDE OIL	Price-\$170 gross/275 net per MT
GREEN PETCOKE	Price-\$290 gross/28.0 net per MT



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## **TRANSACTION PROCEDURE FOR TANK TO VESSEL ( FOB)**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) along with their TSA.
2. Seller issues Commercial Invoice (CI) for the product available in Tanks at the port; Buyer sign and submit the Commercial Invoice to the Seller.
3. Seller issues a copy of SGS report to the Buyer's Tank Farm to verify product in seller's tank reservoir and SGS report
4. Upon confirmation of successful verification of SGS and product by Buyer's Tank farm, seller issues the below listed PPOP documents to buyer:
  - Fresh SGS (not older than 48 hours)
  - Certificate of Origin
  - Authorization to Verify (ATV)
  - Dip Test Authorization (DTA)
  - Commitment to Supply
  - Tank Storage Receipt (TSR)
  - ATSC
  - Injection Report.
5. Seller issues NCNDA/IMFPA to all intermediaries involved in the transaction and to seller/buyer. Endorsed NCNDA/IMFPA.
6. Buyer inspect by SGS (Dip test in Seller tanks) at buyer's expense.
7. Seller Issue (Authorization to Transfer from Seller Tank to Buyer Tank) upon buyers satisfactory.
8. Buyer makes payment for the product via MT103 after completed injection and receiving copy of bill of lading and seller transfers title ownership to buyer and sign yearly contract delivery. We look forward to receiving your offer and supply to meet our above requirement at the earliest. Yours Sincerely



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## WORKING PROCEDURE FOR ( CIF )

1. Buyer Company Issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead with letter of acknowledgement, scanned copies of the buyer's company registration and international passport number of buyer to the seller.

2. Seller issue Draft Sales Purchase Contract and Invoice of \$15,000 USD for Buyer to make payment and secure/ register the Contract. Then Buyer return signed Contract for it to be legalized by Seller within 3 working days and return legalized copy to Buyer to be lodged at each respective Banks.

3. Buyer within three (3) working days' signs SPA and returns to seller. Seller registers and legalizes contract officially with the appropriate authorities to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer's Company name at seller's expense.

4. Seller releases to the Buyer the Partial POP Documents below.

- a) Copy of Tax Registration Certificate (Certificate of Incorporation),
- b) Copy of Certificate of origin
- c) Copy of Product Passport,
- d) Copy of Refinery commitment to supply
- e) Copy of Statement of availability of product.
- f) Copy of Proforma Invoice

5 Buyer issues their financial guarantee in the form of SBLC (MT760) OR DLC (MT700) to cover the first shipment to seller's fiduciary bank within five (7) working days

6 If buyer fails to issue MT760 OR MT700) within five (7) working days, in alternative shall make security guarantee deposit of (\$380,000 USD) Three Hundred and Eighty Thousand United States Dollars Only via MT103 TT Wire Transfer to seller's fiduciary account to enable seller secure the service of the vessel to transport the product to the buyer's desired port

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.



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7 On confirmation of the above clause, Seller Company releases copies of POP and Shipping documents to buyer Company.

- a) Copy of export license, issued by the ministry of Petroleum and Energy.
- b) Copy of approval to export, issued by the ministry of justice.
- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment.
- e) Copy of Transnet contract to transport the Product to the Port.
- f) Copy of the Port Storage agreement/ Insurance.
- g) Copy of charter party agreement.
- h) Copy of Customs clearance certificate.
- i) Copy of the tank receipt issued by the storage facilitator.
- j) Copy of 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 48 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,

11 Buyer transfers the full amount of the following month delivery to maintain the IRDLC (IRRIVOCABLE ROVOLVING DLC) and contract continues for subsequent Eleven (11) months subject to this Contract.

## TRANSACTION PROCEDURES (TTO)

1. The buyer issues official ICPO with his/her banking details and certificate of company registration.
2. The seller issues Draft contract for both parties to sign. Within 24 hours, the buyer signs and send back with guaranteed letter and proof of funds to fulfil the contractual agreement.
3. The seller sends the Product's Proof documents in the buyer company's name as listed below.
  - (a) Certificate of Origin.



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(b) Product quality passport (Analysis test Report).

(c) Commitment to Supply.

(d) Bill of Lading.

(e) Cargo Manifest.

(f) Certificate of Quality and Quantity.

(g) Master's Receipt of Documents.

(h) Master's Receipt of Samples.3 (i) Vessel Q88.

4. The buyer makes a guaranteed deposit of 3% of the total product value via MT103 and upon receipt of buyer's payment, the seller will instruct the vessel master to re-route the vessel tanker and change its destination to the buyer's discharge port. Intermediaries sign and endorse NCNDA/IMFPA.

5. The buyer provides his/her shipping agent contact details for the vessel master to open communication, issue the Notice of Readiness (NOR) and Power of Attorney to the buyer's shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge port.

6. The seller will issue the Title Transfer Affidavit for buyer's signing. The seller and the buyer sign the Title Transfer Affidavit, and the ministry of energy issues the allocation Title Ownership Certificate in the buyer's company name.

7. The seller instructs vessel master to countersign the shipping agent Power of Attorney and proceed to send the complete set of maritime and shipping documents to enable the buyer shipping agent file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.

8. On arrival of the vessel tanker at the destination port and completion of CIQ Inspection, the buyer pays for full cargo value via MT103/TT Wire within 48 Hours deducting all paid expenses.

9. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the Buyer.





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PRESENTED BY:  
KOCHENKOV A. VLADIMIROVICH  
SALES DIRECTOR  
CJSC "ASLADOR OIL"

