



# **LIMITED LIABILITY COMPANY "GEFEST-M"**

**ADDRESS:** 350049, KRASNODAR TERRITORY, KRASNODAR G, IM KOTOVSKOGO UL, 42, 27

**EMAIL:** [sankoyuri@inbox.ru](mailto:sankoyuri@inbox.ru)

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Attn.: End Buyers/Buyer's Mandate.

DATE OF ISSUE: 9' OCTOBER 2024

DUE DATE: 8' JANUARY 2025

## **SOFT CORPORATE OFFER**

We LIMITED LIABILITY COMPANY GEFEST-M, on behalf of our End Seller Company with full corporate and legal responsibility, under penalty of perjury confirm that we are ready willing and able to supply the following products at the cost specified under per metric ton, barrels. We respectively offer for sell the above products and quantity as the lawful owner of the commodity in quantity and quality as will be stated in the soft corporate offer and the buyer has the full capability to purchase the said commodity.

### **PRODUCTS LIST**

PRODUCT	Ultra-Low Sulphur Diesel
GRADE	EN590, 10 PPM, 500 PPM, Euro 4
QUANTITY	100,000 – 500,000 Metric Tons per month x 12 Months
PRICE	FOB Price: \$420.00 USD Gross / \$410.00 USD Net / CIF Price: \$450.00 USD Gross / \$440.00 USD Net

PRODUCT	Aviation Kerosene
GRADE	Jet A, Jet A1 & TS-1
QUANTITY	1,000,000 – 5,000,000 Barrels per Month x 12 Months
PRICE	FOB Price: \$76.00 USD Gross / \$74.00 USD Net / CIF Price: \$78.00 USD Gross / \$76.00 USD Net

PRODUCT	Aviation Kerosene Jet Fuel
GRADE	JP54
QUANTITY	1,000,000 – 5,000,000 Barrels per Month x 12 Months
PRICE	FOB Price: \$76.00 USD Gross / \$74.00 USD Net / CIF Price: \$78.00 USD Gross / \$76.00 USD Net

PRODUCT	Fuel Oil Virgin (D6)
GRADE	GOST 5542-87
QUANTITY	100,000,000 Gals – 8,000,000 Gals per Month x 12 Months
PRICE	FOB Price \$0.85 USD Gross / \$0.80 USD Net / CIF Price \$0.95 USD Gross / \$0.90 USD Net

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PRODUCT	Light Cycle Oil
GRADE	LCO
QUANTITY	100,000 – 500,000 MT Per Month x 12 Months
PRICE	FOB Price: \$260.00 USD Gross / \$250.00 USD Net / CIF Price: \$280.00 USD Gross / \$270.00 USD Net

PRODUCT	PETROLEUM
GRADE	COKE
QUANTITY	100,000 – 500,000 Metric Tons. per Month x 12 Months
PRICE	FOB Price: \$145.00 USD Gross / \$135.00 USD Net / CIF Price: \$165.00 USD Gross / \$155.00 USD Net

PRODUCT	Liquefied Petroleum Gas
GRADE	LPG
QUANTITY	100,000 – 500,000 Metric Tons per Month x 12 Months
PRICE	FOB Price: \$230.00 USD Gross / \$220.00 USD Net / CIF Price: \$350.00 USD Gross / \$340.00 USD Net

PRODUCT	Liquefied Natural Gas
GRADE	LNG
QUANTITY	100,000 – 500,000 Metric Tons per Month x 12 Months
PRICE	FOB Price: \$320.00 USD Gross / \$310.00 USD Net / CIF Price: \$340.00 USD Gross / \$330.00 USD Net

## **TERMS OF TRANSACTION:**

DELIVERY	FOB, TTO AND CIF ANY SAFE WORLD PORT
PAYMENT TERM	MT103 / TT WIRE / MT760 SBLC Payment Guarantee Required for Payment.
ORIGIN	Kazakhstan Origin
INSPECTION	Any Universally Accepted Q&Q Inspection Company
COMMISSION	Seller Mandate Side 50% and Buyer Mandate sides 50%

## **FOB TRANSACTION PROCEDURES (TANK TO TANK) ROTTERDAM/HOUSTON/SINGAPORE/FUJAIH:**

1. Buyer issues ICPO with Seller's procedure incorporated on it, Buyer's company details, banking details, passport copy with letter confirming readiness, willingness and capability to carry out the transaction, along with their Tank Storage Agreement ("TSA").

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2. Seller receives Buyer's ICPO with Tank Storage Agreement TSA, Seller issues Commercial Invoice (CI) for the total product in Seller's leased tank.
3. Buyer signs and returns to Seller signed and sealed Commercial Invoice, and buyer request 2-days tank payment invoice from the Buyer's tank farm addressed to Seller and 3-days tank payment invoice addressed to Buyer's.
4. Upon Seller receipt and acceptance of the signed and sealed Commercial Invoice (CI), Seller pays 2-days to Buyer tank farm and Buyer pays 3-days to his tank farm for the Injection Process.
5. Upon Buyer's Tank Farm Company confirmed Seller 2-days payment and Buyer 3-days payment bringing it a total of 5-day TSR, (Note the 5-days TSR must be the Seller's Company Name).
6. Upon Seller receipt and acceptance of Buyer 3-days TSR, Seller issues the following POP documents:
  - A. Unconditional DTA.
  - B. SGS Report.
  - C. Injection Report Product Passport.
  - D. Tank Storage Receipt (TSR)
  - E. Authority to Sell and Collect.
  - F. NCNDA/IMFPA Agreement.
7. At Buyer's OPTION, Buyer orders his SGS inspection team to conduct Q&Q test with result consistent to the specification on the commercial invoice (CI) on the product in Seller's tank at Buyer's expense.
8. Upon buyer successful verification of POP documents in item#6 OR following the buyer successful completion of the Q&Q test in item#7, coupled with POP verification; Buyer provides ATI from his logistic company and seller injects fuel into buyer's leased tanks.
9. Upon completion of the Injection, Seller submits the full Injection report to the Buyer and Buyer makes 100% payment by MT 103 TT wire transfer for the total product injected.
10. Seller transfers the Title Ownership of the product to the Buyer's company name.
11. After successful Trial Lift/SPOT (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.

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12. Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment for the initial lift and on all subsequent lifts.

### **NON-NEGOTIABLE TRANSACTION PROCEDURE (SHIP TO SHIP):**

1. Buyer issue ICPO containing the seller's working procedure with banking details and scanned copy of buyer's passport along with CPA Document.
2. Seller issues commercial invoice of the product in tanks at the port for Buyer and buyer's logistics sign and return commercial invoice to seller, along with ATV for the CPA.
3. Seller sends to the Buyer Tank-to-Vessel-Injection-Agreement (TTVIA) to be endorsed by both Seller Buyer and Buyer's Logistics Companies.
4. Upon the returned of the endorsed TTVIA, Seller releases to the Buyer the following PPOP documents:
  - A) (ATV) with access code and hub number in order to verify the product
  - B) GPS Coordinate-Tank Storage Receipt (TSR)
  - C) Injection Report
  - D) Unconditional Dip test authorization letter (DTA)
  - E) Authorization to sell.
  - F) Fresh SGS Report in Seller Tank.
5. [Optional] At Buyer expenses the Buyer conducts a DIP TEST and gets an SGS report.
6. Upon satisfactory result of the dip test, Seller's storage Company issues to the Buyer the Notice of Readiness (NOR) to inject the product.
7. Buyer provides Q88 and ATI from his Logistic Company and also makes available the Vessel for the injection process to commence as scheduled.
8. Upon successful Dip Test in the seller's tanks or acceptance of the SGS provided by the seller, product will immediately be injected into Buyer's tanks.
9. The buyer pays via MT103/TT against Title Transfer Ownership on Bank to Bank, within 48 Hrs. Seller pay to all intermediaries.

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## **TRANSACTION PROCEDURES TANKER TAKE OVER (TTO).**

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract with Commercial Invoice for buyer's review and signing.
3. Seller issues the Proof of Product documents in Buyer Company's name as listed below.
  - ☐ Certificate of Origin.
  - ☐ Product quality passport (Analysis test Report) By Kazakhstan standard Gost R.
  - ☐ Commitment to Supply.
  - ☐ Bill of Lading.
  - ☐ Cargo Manifest.
  - ☐ Vessel Q88.
4. Upon receipt of the POP documents, the buyer provides their shipping agent contact information for the ship owner to open communication, issue a Notice of Readiness (NOR) and Power of Attorney to buyer's shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge port.
5. Buyer makes a guarantee deposit of 5% 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 final destination to the buyer's discharge port.
6. Seller and Buyer signs the title transfer affidavit and the title ownership certificate is issued in the buyer's company name.
7. Seller instruct 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. Upon arrival of the vessel tanker at the destination port and completion of CIQ Inspection, buyer pays for full cargo value via MT103/TT Wire within 48Hours
9. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.

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### **CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES TO ANY BUYER SAFE PORT:**

1. Buyer issues an official ICPO with full buyer banking details & buyer company Registration Certificate.
  2. Seller issues Sales Contract Agreement for Buyer to sign and return to Seller within three (3) working days.
  3. Seller submits the signed Contract Agreement to relevant Authority for official Registration, Legalization and final approval at Seller's expense. Seller send's final Registered and Legalized Contract with the listed partial POP documents as below directly to buyer secured Email.
    - A. Registered and Legalized Final Contract
    - B. Statement of Availability of product
    - C. Commitment of Assurance Letter to Supply
    - D. Refinery Certificate of business Registration/Incorporation
  4. Seller appoints and both Buyer and Seller sign the Charter Party Agreement (CPA) and jointly pay the freight charges to the shipping company that will be responsible for the transportation of the products to Buyer's nominated discharge Port. Seller makes arrangements for the chartered freight with a renowned shipping company for the transportation of the product to buyer's 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 Month shipment. (Seller & Buyer jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company.
- Note: Fee made by buyer will be deducted when making payment for the total cost of the product at the discharge port.**
5. Buyer's Bank SWIFT SBLC MT760 OR DLC MT700 to Seller's nominated Bank account for first month shipment within ten (10) working days, (whereas Buyer fails to issue SWIFT SBLC MT760 OR DLC MT700 within Ten (10) banking days, Buyer must pay for the Allocation Security Guarantee Deposit via TT wire Transfer to Seller's nominated Bank account co-ordinate for the first trial shipment which will be deducted from the total cost of the product).
  6. Seller's Bank immediately issues to Buyer's Bank via Swift the 2%PB along with full set of proof of product (POP) documents as listed below.

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- A. Certificate of Origin
  - B. Refinery License to Export
  - C. Product Passport (Analysis Result)
  - D. Tank Storage Receipt (TSR)
  - E. Bill of Lading
  - F. Vessel's Q88
  - G. SGS Quality & Quantity analytical
  - H. ACT of Transfer in Buyers name
  - I. Authorization to Board (ATB)
7. Shipping commences immediately as schedule in the Contract.
8. Buyer pays for the total product value via TT/MT103 to seller nominated bank at sight of the goods after SGS/CIQ inspection at discharge port.

## **CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES TO ANY BUYER SAFE PORT**

1. Buyer issues ICPO must be with buyer company letterhead.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial Proof of Products.
  - A. Seller Irrevocable Commitment to Supply.
  - B. Statement of availability of product.
  - C. Certificate of origin.
  - D. Commercial invoice for the first value shipment.
  - E. Product Passport.
3. Within 5 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 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 5 banking days, buyer will make cash deposit of \$250,000 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.
4. 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
  - 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 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.
5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's 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.
6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port.
7. Seller pays commission to seller side and buyer side as structured in the NCNDA/IMFPA and contract commences



KINDEST REGARDS  
GENERAL DIRECTOR  
MR. SANKO YURI TIMOFEEVICH

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