



000 АП-ФИНАНС

ЮРИДИЧЕСКИЙ АДРЕС: 410056, САРАТОВСКАЯ ОБЛАСТЬ, ГОРОД
САРАТОВ, УЛИЦА ИМ РАХОВА В.Г., ДОМ 58/60, КВАРТИРА 7
ЭЛ. АДРЕС: Prozorovalexey.vladimirovich@mail.ru
ТЕЛЕФОН + 79684462850

Issued Date: 05 OCTOBER 2024

Expiring Date: 13 JANUARY 2025

To: Capable End Buyers / Buyer Mandates.

SOFT CORPORATE OFFER

We "LLC AP-FINANS" under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with

End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Kazakhstan/Russian

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 3,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 48 Gross / USD 46 Net / FOB: USD 44 Gross / USD 40 Net.

Per Barrel

Destination port: Any Safe World Port

Commission: USD2 Buyer side / USD2 Seller side

PRODUCT: JET FUEL JET A-1

Origin: Kazakhstan/Russian

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 90 Gross / USD 85 Net / FOB: USD 85 Gross / USD 80 Net. Barrel Per

Destination port: Any Safe World Port.

Commission: USD2 Buyer side / USD2 Seller side

PRODUCT: 10PPM DIESEL FUEL EN 590

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

TIN: 6454102090 | KPP: 645401001



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Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price: CIF: USD 340 Gross / USD 330 Net/ FOB: USD 310 Gross/ USD 300 Net per Metric Tons
Destination port: Any Safe World Port
Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: MAZUT M100 GOST 10585-75

Origin: Kazakhstan/Russian
Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross / USD 200 per Metric Tons
Destination port: Any Safe World Port
Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: D2 GAS OIL L-0.2-62 GOST 305-82

Origin: Kazakhstan/Russian
Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 210 Gross / USD 200 per Metric Tons
Destination port: Any Safe World Port
Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED NATURAL GAS (LNG)

Origin: Kazakhstan/Russian
Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price: CIF: USD 230 Gross / USD 220 Net / FOB: USD 220 Gross/ USD 210 per Metric Tons
Destination port: Any Safe World Port
Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED PETROLEUM GAS (LPG)

Origin: Kazakhstan/Russian
Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price: CIF : USD 230 Gross / USD 220 Net / FOB: USD 220 Gross/ USD 210 per Metric Tons
Destination port: Any Safe World Port
Commission: USD 5 Buyer side / USD5 Seller side



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PRODUCT: LCO – LIGHT CYCLE OIL

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross/ USD 200 per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: Di Ammonium Phosphate (DAP)

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 180 Gross / USD 170 Net / FOB: USD 170 Gross/ 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: UREA 46%

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months.

Price: CIF: USD 180 Gross / USD 170 Net/ FOB: USD 170 Gross/ 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: PETCOKE

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 75 Gross / USD 65 Net / FOB: USD 70 Gross/ USD 60 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: ESPO CRUDE OIL

Origin: Kazakhstan/Russian

Quantity: 500,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months



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Price: CIF: USD 55 Gross / USD 53 Net FOB: USD 53 Gross/ USD 50 Net Per Barrel

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side

PRODUCT: VIRGIN D6 FUEL OIL

Origin: Kazakhstan/Russian

Quantity: 25,000,000 Gallons - 100,000,000 Gallons Trial lift

Quantity: 100,000,000 Gallons – 400,000,000 Gallons per week x 52 weeks

Price: CIF: USD 0.80 Gross / USD 0.78 Net FOB: USD 0.78 Gross/ USD 0.75 Per Gallon

Destination port: Any Safe World Port

Commission: USD 0.2 Buyer side / USD 0.2 Seller side

PRODUCT: URALS CRUDE OIL

RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Origin: Kazakhstan/Russian

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 55 Gross / USD 53 Net / FOB: USD 53 Gross/ USD 50 Net Per Barrel

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side

PRODUCT: AUTOMOTIVE GAS OIL (AGO)

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 230 Gross/ USD 220 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: GASOLINE OCTANE 72, 76, 91, 93, 95

Origin: Kazakhstan/Russian

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 250 Gross / USD 240 Net / FOB: USD 240 Gross/ USD 230 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



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PRODUCT: ULTRA LOW SULFUR FUEL OIL (ULSFO) 0.1%

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net / FOB: USD 270 Gross / USD 260 Net / per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BASE OIL.

SN 100 - USD\$ 320 Gross / 310 Net CIF. SN150 - USD\$340 Gross / 330 NET CIF. SN 300 - USD\$340
Gross / 330 NET CIF. SN 500 - USD\$330 Gross / 320 NET CIF.

COMMISSION : \$5 USD seller side and \$5 USD buyer side.

PRODUCT: LOW SULFUR FUEL OIL(LSFO) 1.0%

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net/ FOB: USD 270 Gross / USD 260 Net / per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BITUMEN

Origin: Kazakhstan/Russian

Quantity: 50,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price :CIF: USD \$180 Gross / USD 170 Net / FOB: USD 170 Gross / USD 160 Net per Metric Tons

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

LOADING PORTS (RUSSIAN PORTS) : NOVOROSSIYSK, KUZMINO, VLADIVOSTOK,
PRIMORSK, UST-LUGA, NAKHODKA, ROTTERDAM PORT (NETHERLAND).

DELIVERY TERM: CIF AND FOB

PAYMENT TERMS: DLC, SBLC, IRDLC, T/T WIRE

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DESTINATION PORTS: ANY WORLD SAFE PORT (AWSP)

CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION

FOB PROCEDURE (TANK TO TANK)

1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic
2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return for legalization on seller's expenses.
3. Seller logistics team verify the buyer's provided tank farm agreement and pay 4 days first on buyer's tank farm and after confirmation of the funds by buyer's tank farm, Buyer pays the remaining 2 days to his Tank Farm Company to obtain 6 Days TSR, to show both parties proof of readiness. Seller provides below documents to the Buyer:
 - a) Product Quality Passport (Dip Test Result)
 - b) Statement of Product Availability
 - c) Certificate of Origin of Product
 - d) Injection Report
 - e) Dip Test Authorization letter (Unconditional) – DTA
 - f) Authorization to Sell & Collect – ATS
 - g) Fresh SGS (Q&Q) Report (Not Older Than 48 hrs.)
 - h) Authorization to Verify the product in seller Tank – ATV
 - i) Export license
 - j) TSR (Tank Storage Receipt) with all coordinates.
- 4) (Optional) Buyer conducts Dip-Test in seller's vessel; via SGS, Intertek, Saybolt, Bureau Veritas or acceptable inspector on buyer's cost and after successful verification of POP & SGS Q&Q buyer bank make payment based on Q&Q by MT103 wire transfer / TT according to the final Commercial Invoice.
- 5) Seller transfers the title of ownership and all necessary export documents as per Buyer's instruction within 24 hours upon receipt of wire transfer receipt and swift confirmation number for the product



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payment.

6) Buyer injects product into buyer vessel or tank

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

CIF TRANSACTION PROCEDURE

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 send's partial POP to Buyer via email:

(a) Statement of Availability of Product

(b) Commitment to Supply

(c) Product Passport

(d) Certificate of Origin

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.



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7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.
3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.
4. Seller acknowledged the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PPOP documents;
 - a) Copy of DIP-TEST AUTHORIZATION - D.T.A. to buyer, to be endorsed by Buyer Tank farm.
 - b) Copy of Legalized Commercial Invoice.
 - c) Copy of Export License
 - d) Copy of Guarantee Letter to Supply
 - e) Copy of Statement of Availability of Product
5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction:
 - a) Copy of Certificate of Origin;
 - b) Copy of Commitment to Supply;
 - c) Copy of Authorization to Verify
 - d) Copy of Authorization to Sell and Collect
 - e) Copy of Accreditation certificate
 - f) Copy of Product Allocation Certificate
 - g) Copy of Product Passport
 - h) Copy of Fresh SGS Report
 - i) Copy of Injection Report



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- j) Copy of Tank Storage Receipt/Reservoir Receipt
 - k) Copy of GPS coordinates/ location of Seller tanks at loading port including tank details, tank farm contact person and telephone number.
 - l) Copy of NCNDA & IMFPA document.
6. Buyer immediately orders his SGS inspection team to proceed for the dip test on the product in the tank at buyer's expense.
7. Upon successful and satisfactory Q&Q test. Buyer provides his TSR and ATI to enable seller inject the product into the buyer's tank.
8. Buyer pays for the total cost of the product in the tank or injected into the buyer's tank via MT103 to seller's nominated bank account.
9. Within 24hours upon receipt of the payment, seller pays commission to mandates / intermediaries that are involve in the deal.
10. Seller issues title change/transfer of product to buyer and buyer fully take over the tank and the product.

FOB TRANSACTION PROCEDURE OPTION (TTV)

- 1 The Buyer sends ICPO on receipt and acceptance of the Seller's SCO Offer alongside with the passport copy.
 - 2 The Seller Issues Commercial Invoice (CI) for the Buyer's endorsement.
 - 3 The Buyer signs and returns the CI to Seller
 - 4 The Seller issues the readiness to inject and UDTA with ATV, ATSC to Buyer.
 - 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
- (NOTE: The tank farm registration fee remains \$78,900.00 USD, this payment shall be deducted from the total cost of product.)



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6 Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel.

7 The Seller releases the Complete POP Documents to the Buyer, including the following documents:

* Resource Confirmation Letter (issued by the End-Refinery).

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 his Seller Side Intermediaries as per Master Fee Agreement and Buyer pays also directly his Buyer's Side intermediaries

10 The Seller issues annual (12 months) delivery contract for review and acceptance.

TTO TERMS AND PROCEDURES

1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.

2. Seller issues original MOU for Buyer's review and endorsement.

3. Upon the receipt of countersign MOU from Buyer, Seller emails to Buyer the listed below PPOP and Shipping documents:

A. Copy of Certificate of Origin

B. Copy of the Company License to Export

C. Copy of Product Passport (Analysis Result)

D. Copy of Ullage Report

E. Copy of Cargo Manifest

F. Copy of Bill of Lading

G. Copy of Vessel's Q88

H. Copy of E.T.A (Estimated Time of Arrival) of Vessel

I. Copy of Invoice for Title Transfer. (\$280.000 USD) Two Hundred and Eighty



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Thousand United State Dollars

4. Seller upon confirmation of the Title Transfer Payment, Seller Orders for Re-route to buyer's desired port, issues the ACT of TRANSFER in Buyers Name, Title of Ownership Certificate, and all Export Documentation will be sent to the buyer alongside the SGS Report at the loading Port.

5. Vessel Captain hands over all the Original POP documents to the Buyer upon arrival at the discharge port.

6. Buyer carries out the CIQ/SGS inspection and upon successful inspection, T/T Wire Transfer the total contract, Seller within 24 hours release payments to all intermediaries by T/T Wire Transfer

CIF PROCEDURES

1. Buyer issues the ICPO and scanned copies of the buyer's company registration and international passport and Seller Issues Draft Contract and sends it to the Buyer, Buyer returns the countersigned Contract to Seller Company.

2. Seller reviews signed contract, seal and return a copy of the signed and sealed contract with buyer's P. O. F.

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

- A. Certificate of origin
- B. Product Passport,
- C. Refinery commitment to supply
- D. Statement of availability of product.
- E. Proforma Invoice.

4. Upon Buyer's confirmation of the documents, Buyer MUST within Seven (7) bank working days, send SBLC to Seller Bank account. OR on the eight day of buyer failure to issue any of the mentioned guarantee the Seller shall issue the invoice to Buyer to deposit a Security Guarantee



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fee of \$280,000 in seller nominated bank account by TT Wire Transfer to facilitate the product delivery from the refinery to the loading port and from the loading port to the destination port.

This payment (Security Guarantee fees) is not an extra cost, rather it would be deducted from the total cost of the products before Buyer established the final payment of the product, OR legal action shall be taken against the Buyer for default.

5. Seller issues 2% Performance Bond (PB) to Buyer as guarantee of monthly shipment, alongside the full POP/SHIPPING Documents, customs formalities to Buyer's Bank, including the SGS based on international analytical report/Bill of Lading.

7. Seller clears vessels from the commercial's terminal (Kazakhstan Shore), Buyer confirms shipping Documents with ship master while Seller effects delivery to Buyer destination according to contract schedule.

8. Upon arrival of cargo at discharge port, and the conclusion of CIQ/SGS/Q&Q at discharge port, Buyer's Bank release to Seller's Bank, payment by TT/MT103, within seven (7) bank working days. Seller release payment to all intermediaries in accordance with the signed NCNDA/IMFPA within 48 hours of receiving the payment for the product from the Buyer's bank

GENERAL DIRECTOR
PROZOROV ALEXEY VLADIMIROVICH