



**ГАЗИНВЕСТОЙЛ**

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115516, Moskva G, Promyshlennaya ul, 11, Str.3

**Email:** pechenikov.igorevich@mail.ru

**Phone:** +7 (905) 738 2910

**Registration:** 1117746890601

## **SOFT CORPORATE OFFER (SCO)**

We, OOO Gazinvestoil, a registered mandate company, on behalf of our end seller, do hereby confirm with full legal and corporate responsibility and regulations of the International Chamber of Commerce (ICC) that we are willing and ready to deliver the below listed commodities for immediate Spot and Contract deals.

### **COMMODITIES**

#### **1). D2 DIESEL GAS OIL L-0.2-62 GOST 305-82, HSD2**

Technical Standard: GOST 305-82

Price: Gross \$352.00 USD / \$342.00 USD Net per Metric Ton - CIF

Price: Gross \$340.00USD / \$330.00 USD Net per Metric Ton – FOB

#### **2). D2 Diesel Gas Oil L-0.2-62 GOST 305-75**

Technical Standard: GOST 305-75

Price: Gross \$356.00 USD / \$346.00 USD Net per Metric Ton - CIF

Price: Gross \$348.00USD / \$338.00 USD Net per Metric Ton – FOB

#### **3). DIESEL GAS OIL ULTRA LOW SULFUR DIESEL 50 PPM**

Price: Gross \$365.00 Gross USD /\$355.00 USD Net per Metric Ton – CIF

Price: Gross \$357.00 Gross USD /\$347.00 USD Net per Metric Ton – FOB

#### **4). DIESEL GAS OIL ULTRA LOW SULFUR DIESEL EN590 10 PPM**

Price: Gross \$361.00 Gross USD /\$351.00 USD Net per Metric Ton – CIF

Price: Gross \$353.00 Gross USD /\$343.00 USD Net per Metric Ton – FOB

**5). AUTOMOTIVE GAS OIL AGO RUSSIAN ORIGIN**

Price: Gross \$380.00 Gross USD /\$370.00 USD Net per Metric Ton – CIF

Price: Gross \$373.00 Gross USD /\$363.00 USD Net per Metric Ton – FOB

**6). MAZUT M100 GOST 10585-75**

Technical Standard: GOST 10585-75

Price: Gross \$221.00 USD /\$210.00 USD Net per Metric Ton – CIF

Price: Gross \$214.00 USD /\$204.00 USD Net per Metric Ton – FOB

**7). MAZUT M100 GOST 10585-99**

Technical Standard: GOST 10585-99

Price: Gross \$238.00 USD / \$228.00 USD Net per Metric Ton – CIF

Price: Gross \$230.00 USD / \$220.00 USD Net per Metric Ton – FOB

**8). JET FUEL JP54 (AVIATION KEROSENE COLONIAL GRADE 54)**

Price: Gross \$48.00 USD / \$46.00 USD Net per Barrel – CIF

Price: Gross \$46.00 USD / \$44.00 USD Net per Barrel – FOB

**9). JET FUEL A1 91/91 AVIATION TURBINE FUEL**

Price: Gross \$51.00 USD / \$49.00 USD Net per Barrel – CIF

Price: Gross \$49.00 USD / \$47.00 USD Net per Barrel – FOB

**10). CST-180 FUEL OIL RUSSIAN ORIGIN**

Price: Gross \$189.00 USD /\$179.00 USD Net per Metric Ton – CIF

Price: Gross \$179.00 USD /\$169.00 USD Net per Metric Ton – FOB

**11). CST-380 FUEL OIL RUSSIAN ORIGIN**

Price: Gross \$191.00 USD /\$181.00 USD Net per Metric Ton – CIF

Price: Gross \$181.00 USD /\$171.00 USD Net per Metric Ton – FOB

**12). D6 VIRGIN FUEL OIL**

Price: Gross \$0.80 USD /\$0.78 USD Net per Gal – CIF

Price: Gross \$0.78 USD /\$0.76 USD Net per Gal – FOB

**13). LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90**

Technical Standard: GOST 20448-90

Liquefied Petroleum Gas 50% Propane and 50% Butane - Russian Origin

Liquefied Petroleum Gas 30% Propane and 70% Butane - Russian Origin  
Liquefied Petroleum Gas 40% Propane and 60% Butane - Russian Origin  
Price: Gross \$241USD /\$231 USD Net per Metric Ton – CIF  
Price: Gross \$231USD /\$221 USD Net per Metric Ton – FOB

**14). LNG (LIQUEFEID NATURAL GAS) MIXED GRADE**

Technical Standard: GOST 5542-87  
Price: \$235 Gross USD /\$225 Net per Metric Ton – CIF  
Price: \$225 Gross USD /\$215 Net per Metric Ton – FOB

**15). PETROLEUM COKE RUSSIAN ORIGIN**

Price: Gross \$78.00 USD / \$73.00 USD Net per Metric Ton – CIF  
Price: Gross \$73.00 USD / \$68.00 USD Net per Metric Ton - FOB

**16). REBCO RUSSIAN EXPORT BLEND CRUDE OIL**

Technical Standard: GOST 9965-76  
Price: Gross \$57.00 USD / \$55.00 USD Net per Metric Ton – CIF  
Price: Gross \$54.00 USD / \$52.00 USD Net per Metric Ton – FOB

**GRADE:** International Export Grade

**ORIGIN:** Russian Federation

**QUANTITY:** Starting-10,000 MT (Minimum quantity) per month per contract and above order over 500,000 MT/month – US \$ 5-10 discount for quantities above 200,000 MT/month

**CONTRACT TERM:** Spot and Contract (12 months with rolls and extensions)

**COMMISSION STRUCTURE:** \$10 per MT / \$5 per BBL. 50% to the seller's side and 50% to the buyer's side of the total commission per MT/BBL

**PAYMENTS TERM:** SBLC/DLC, Irrevocable, divisible, confirmed and transferable LC, established by a top prime bank for 100% invoice value, payable at sight against shipping documents.

**INSURANCE:** 100% by Seller

**INSPECTION:** By Indigenous Survey Company / Say Bolt / SGS

**PERFORMANCE BOND:** 2%

## **PURCHASE PROCEDURES – FOB CI DIP AND PAY (RUSSIA/HOUSTON/ROTTERDAM PORT)**

1. Seller's representative issues SCO and Byer send ICPO/LOI, CP and Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller verifies and issues Commercial Invoice (CI) for available quantity in the Storage Tank to include the product specifications along with:
  - Statement of Product Availability
  - Commitment to Supply
  - Product Origin Certificate
  - Company Certificate of Incorporation and Tax Registration
  - NCNDA/IMFPA Agreement
3. Buyer signs and returns CI to Seller along with ATV approved by their logistics company for Seller verification purpose
4. Upon receipt of the signed CI and ATV, Seller verifies and issues the POP documents:
  - Fresh SGS Report
  - 7 days Unconditional DTA
  - Loading Port Injection Report
  - Product Passport
  - Tank Storage Receipt/Reservoir Receipt
  - Authorization to Sell and Collect (ATSC)
  - Bill Of Lading
5. Upon successful verification of the POP documents, Buyer orders SGS report to Conduct Dip Test of the product in Sellers Tanks at buyer's expense.
6. Following the completion of the Dip Test with results consistent to the specifications on the CI, Buyer provides ATI and Seller injects fuel into Buyer's leased storage tanks. Seller submits the full Injection report to the Buyer.
7. Buyer makes 100% payment by MT 103 TT wire transfer for the total product and Seller pays commission to all Intermediaries involved in the transaction within 24 hours after confirmation of the Buyer's payment.
8. Buyer reviews and approves the SPA and issues SLBC/IRDL Irrevocable, nontransferable, auto revolving for 12 monthly Shipment value And Documentary Letter of Credit or Standby Letter Of Credit for length of contract and for each lift per schedule. Buyer pays after dip test by MT103 wire transfer on each monthly quantity.

9. Seller issues draft SPA to Buyer to review for Roll & Extension monthly deliveries
10. The subsequent delivery shall commence according to the terms and conditions of the contract, and intermediaries receive their commissions according to monthly deliveries

## **PURCHASE PROCEDURES – CIF ASWP (ANY SAFE WORLD PORT)**

1. Buyer confirms Soft Offer and issues ICPO.
2. Seller issue FCO to buyer. Buyer endorses and returns FCO.
3. The seller issues Draft Contract open for amendments, both parties confirm Draft Contract by endorsing it.
4. Seller registers and legalizes the Contract officially with the appropriate authorities to facilitate booking of allocation, obtaining transaction code and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer by the relevant authorities, expenses borne by seller.
5. Seller sends hard copy of the notarized and insured Partial Proof of Product (PPOP) documents along with the legalized Contract to buyer. The cost for processing these documents will be borne by buyer. The Partial POP documents includes:-
  - Certificate of origin/conformity
  - Company registration certificate
  - Statement of product availability
  - Refinery commitment to produce the product)
  - Refinery affidavit endorsed by of Justice
  - Registered and Legalized Contract endorsed by the Ministry of energy
6. Seller issues the Attestation Act of Transfer for buyer's endorsement to facilitate the Transfer of Ownership Title/Allocation to buyer's name from the relevant authority.
7. Upon completion of the Act of Transfer with the Ownership Title/Allocation transferred to buyer name as owners of the allocation; Seller submits the product title transfer certificate with the 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 logistics company (A three parties 'CPA).

8. Seller issue commercial invoice and Product title transfer certificate, buyer sign and return commercial invoice. Seller proceeds with port & clearance of product, custom and all internal routines operations, accreditation and finalization.
9. Seller issue to Buyer full POP documents, 2% Performance Bond, product ownership transfer title certificate and the full exportation documents. Buyer bank confirms swift and issues documentary letter of credit and if Seller fails to supply the cargo of the product to the Buyer this 2% Performance Bond will be paid to the Buyer.
10. The product SGS inspection charges will be borne by Seller at the loading port and buyer at the discharge port. Seller invites buyer for visitation to witness the final inspection, loading of product at the port and Top table meeting for negotiation of future transaction (optional to buyer).
11. Delivery commences as per signed contract. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 7 banking days to Seller for total shipment value in favor of seller, after discharge of product at destination port and receipt of the entire relevant shipping and export documents for immediate negotiation and credited at Buyer's bank. Seller within 48 hours pays all intermediaries involved according to signed contract & NCNDA/IMFPA.

**PECHNIKOV IGOREVICH**

**Director: OOO GAZINVESTOYL**

