

Date of Issue: 07th-JANUARY-2025  
REP: MANDATE  
VALID TILL 31ST -DEC- 2025

TO: BUYER  
ATTN/ REP  
Ref: TRN-72MSC-16254869206

PRODUCT PRICE AND TERMS

JOINT STOCK COMPANY "ATLANTIS" issued this official SOFT CORPORATE OFFER with full power and authority with given terms and conditions and confirm our readiness to execute a Sales and Purchase Agreement directly with end Buyers and Mandates, for supply of the following commodities in accordance with the terms and procedures the Refinery as stipulated in this SOFTCORPORATE OFFER.

PRODUCT	QUANTITY FIRST LIFT	QUANTITY MONTHLY	Weight	CIF NET PRICE \$	CIF GROSS PRICE \$	FOB NET\$	FOB GROSS \$	DELIVERY	PORT LOCATION	Commision \$
Aviation Jet Kerosene (JP54) GOST 1022786	1,000,000	5,000,000	Barrels	78	80	74.00	78.00	FOB	ROTTERDAM CHINA FUJAI RH SINGAPORE	
Virgin Oil(D6)	100,000,000	200,000,000	Gallons			0.90	0.88	FOB	HOUSTON/ NOVOROSIYSK	
D2 (Diesel) L-0.2-62 GOST 305-82	100,000		Metric Ton	460	470	370	380	CIF/FOB	PRIMORSK CHINA FUJAI RH	
Aviation Turbine Jet A1	1,000,000		Barrels	74	70	68	64	FOB ROTTERDAM	ROTTERDAM	
ESPO (EASTERN PACIFIC OCEAN CRUDE OIL)	100,000		Metric Ton	380	390	360	350	CIF/FOB	CHINA FUJAI RH SINGAPORE	
PETCOKE	60,000	100,000	Metric Ton	390	380	350	360	CIF/FOB	CHINA FUJAI RH	
High Speed Diesel, Euro 4 Grade	50,000		Metric ton	390	400	360	380	CIF/FOB	ROTTERDAM CHINA FUJAI RH	
AGO (Automotive Gas Oil)	50,000	150,000	Metric Ton	270	290	260	270	CIF/FOB	ROTTERDAM CHINA FUJAI RH	

Mazut M100 (GOST 1058575)	50,000	100,000	Metric Ton	370	380	360	370	CIF/FOB	ROTTERDAM CHINA FUJAI RH SINGAPORE	
USLD Ultra Low Sulphur Diesel EN 590	100,000		Metric Ton	340	350	330	340	CIF/FOB	ROTTERDAM CHINA FUJAI RH SINGAPORE	
LNG (GOST 554287)	100,000		Metric ton	360	380	360	370	CIF/FOB	ROTTERDAM CHINA FUJAI RH	
LPG (GOST 2044890)	100,000		Metric Ton	330	340	310	320	CIF/FOB	ROTTERDAM CHINA FUJAI RH	
BITUMEN	100,000		Metric ton	320	340	300	320	CIF/FOB	ROTTERDAM CHINA	
EURO4DIESEL	100.000	150.000	Metric ton	370	280	340	350	CIF/FOB	ROTTERDAM CHINA FUJAI RH	

*Commission: Seller Pays Seller's and Buyer's Intermediaries Buyer Side US \$50%.commission per barrel/mt & Seller Side US \$50%commission per barrel/mt Payment Terms: MT103 TT Wire Transfer 48 Hours after Dip Test by Buyer  
 Inspection: Inspection & quality certification by SGS with ICC International Standards .*

#### TANK TO TANK

1. BUYER SENDS ICPO, CP AND COPY OF PASSPORT ON RECEIPT OF SELLER'S OFFER ALONG WITH TANK STORAGE AGREEMENT (TSA) PROOF OF STORAGE TANK AVAILABILITY.
2. SELLER ISSUES COMMERCIAL INVOICE (CI), FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER. BUYER SIGNS THE CI AND RETURNS TO SELLER.
3. SELLER ISSUES DIP TEST AUTHORIZATION (DTA) TO BUYER. BUYER and BUYER TANK FARM SIGNS AND RETURNS WITHIN 24 HOURS. NCNDA/IMFPA WITH COMMISSION STRUCTURES IS SENT TO SELLER FOR ALL OF THE INTERMEDIARIES INVOLVED IN THE TRANSACTION.
4. SELLER VERIFIES CI AND DIP TEST AUTHORIZATION (DTA) AND ISSUES POP DOCUMENTS:
  - ♣ PRODUCT PASSPORT.
  - ♣ FRESH SGS REPORT.
  - ♣ STATEMENT OF AVAILABILITY OF THE PRODUCT.
  - ♣ EXPORT LICENSE.
  - ♣ CERTIFICATE OF ORIGIN.

**АДРЕС: 420015, РЕСПУБЛИКА ТАТАРСТАН, ГОРОД КАЗАНЬ, УЛИЦА КАРЛА  
 МАРКСА, ДОМ 52, АНТРЕСОЛЬ 5**

- ♣ TANK STORAGE RECEIPTS.
- ♣ REFINERY COMMITMENT TO SUPPLY
- \*ATV(Authorization to verify Physically) .
- 5. BUYER ISSUES TSR AND ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK AT BUYER'S EXPENSE.
- 6. UPON SUCCESSFUL DIP TEST, SELLER INJECTS THE FUEL INTO BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
- 7. BUYER MAKE 100% PAYMENT TO SELLER BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT. SELLER PAYS COMMISSION TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION ACCORDING TO THE NCNDA/IMFPA WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT. A COPY OF THE PASSPORT FOR EACH INTERMEDIRARY IS REQUIRED.
- 8. BUYER LIFTS THE PRODUCT TO BUYER'S RENTED/LEASED TANKS AT ROTTERDAM

#### TANK TO VESSEL PROCEDURE

1. Buyer issues official ICPO addressed to the refinery or representative.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to seller.
3. Seller issues to buyer the partial proof of product documents:
  - \* ATSC - Authority to sell and collect
  - \* DTA - Dip Test Authorization
  - \* PRODUCT PASSPORT – Issued by the Refinery.
  - \* STATEMENT OF PRODUCT AVAILABILITY.
  - \* COMMITMENT LETTER TO SUPPLY.
  - \* ATV – Authority to verify the existence of product from the storage company via email or phone call.
4. Buyer extend seller's tank and receives full GPS coordinates of the tanks, Hub Numbers, terminal access permit and dip test is conducted immediately with buyer's team to obtain fresh SGS report.
5. After successful Dip Test in Seller's tanks, Buyer takes over seller's tank or Seller injects into buyer's vessel / Tank and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
6. Buyer after successful Q & Q Dip test on the product, buyer makes the payment for the total value of product injected into the tanks through the means of MTI03 - TT.
7. Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the Product. Seller pays all intermediaries involved in the transaction.

## CIF PROCEDURE 1

1. buyer issues icpo with seller's delivery procedures on buyer's letterhead along with buyer banking information & company registration certificate.
2. seller issues sales purchase agreement to buyer
3. buyer signs and returns the spa to seller with guarantee of compliance, seller issues partial proof of products to buyer:
  - a. export license
  - b. certificate of origin
  - c. irrevocable commitment to supply
  - d. proforma invoice for the first value month
  - e. statement of availability of product
4. within 7 banking days, buyer's bank sends irrevocable operative sblc via mt'760 or dlc via mt'700 according to seller's fiduciary bank verbiage to seller's nominated fiduciary offshore bank account for first month shipment, should buyer fail to issue payment instrument within the 7 banking days. the buyer must make cash deposit of \$222,000 by tt wire transfer for security guarantee to enable seller secure a charter vessel and commence shipment, letter of guarantee of refund notarized by Bucharest high court will be issued to buyer and this payment will be deducted from the total cost of product after inspection at discharge port, seller's bank issues full pop documents to the buyer's bank alongside with the 2% performance bond (pb) and time will be held in buyer's designated safe location upon arrival of cargo at buyer's discharge port.
  - (a) nor/eta
  - (b) bill of lading (must have ground agent detail





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official export license

- (c) vessel questionnaire 88
- (d) port storage agreement
- (e) sgs report at loading port
- (f) certificate of ownership transfer
- (g) dip test authorization (ota) & atb
- (h) charter party agreement to transport the product to discharge port.
- (i) copy of transnet signed contract to transport the product to the loading port.
- (j) allocation transaction passport code certificate (atpcc) by ministry of energy

5. shipment commences only upon confirmation of buyer's payment of security guarantee and the shipment should arrive at buyer's discharge within 5- 25 days. the SGS 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 designation port.

7. seller pays commission within 48 hours by swift mt103 to all intermediaries assigned ncnda/impfa

8. seller/buyer proceeds on yearly basis as per signed draft contract.

## **CIF TRANSACTION PROCEDURE 2**

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) Company Registration Certificate (e) Product Allocation Export License
- 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 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 48 hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

### **CIF PROCEDURES 3.**

1. buyer issue icpo.
2. 2. seller issue draft contract (spa) sales and purchase agreement for both parties final endorsement.
3. seller issue to buyer:
  - (a) confirmation / commitment letter to supply,
  - (b) tank receipt
  - (c) certificate of origin of the product.
  - (d) statement of availability of the product in reservoir
  - (e) product passport
4. seller appoints and signs charter party agreement with the buyer and the shipping company. buyer and seller pay the shipping company 50/50 for transporting the product to buyers final discharge port. note: this fee will be deducted from the total product value.
5. upon finalization of the logistics for the delivery of the petroleum product to the buyer port of destination/discharge port, seller commence loading of the petroleum product into the vessel tanker (ship) provided by buyer or seller and provide to buyer the following proof of product documents and shipment documents;
  - bill of lading, vessel detail's (q88).
  - dip test report for quality and quantity of the product by sgs, saybolt, intertek or similar.
  - certificate of conformity of the product.
  - certificate of origin issued by the chamber of commerce.



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6. upon buyer receipt of the above proof of product document and shipment document, buyer issue dlc mt700 to guarantee payment for the product and seller issue 2%p.b.
7. shipment commence and buyer releases payment via mt103 - t/t for the total cost of the product after ciq at buyer discharge port and seller through the ship captain hands over all exportation document and certificate of ownership to buyer.
8. seller pays commission to intermediaries involve in the transaction.

**TRANSACTION TTO CONTRACTING WORKING PROCEDURE**

- 1 Buyer issues official ICPO product right inside the vessel on the sea:
- 2 Seller issues MOU
- 3 Buyer Verify MOU, countersign and forward back and request USD\$27,500 payment invoice for change of documents name to buyer's company name.
- 4 upon the receipt of payment and countersigned MOU from the buyer, Seller proceed to change below documents to buyers name and mails to buyer the listed below documents issued in the name of the buyer as stated below:
  - a) Product Passport (Quantity & Quality Dip Test Analysis Report)
  - b) Certificate of Origin
  - c) Bill of Lading
  - d) Vessel Q88 Document
  - e) E.T.A. (Estimated Time of Arrival) Of Vessel f) Vessel (N.O.R) Notice of Readiness
  - g) Ullage Report
  - h) Cargo Manifest
  - i) Invoice for title transfer
  - J) Authorization to seller and collect (ATSC)
- 5 Upon the receipt of the documents, buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover which amount to the sum of \$522,500.00 (five Hundred and Twenty Two Thousand , five hundred United State Dollars) to seller's Fiduciary account in Hong Kong or other countries
- 6 Upon seller receipt of the title takeover payment, seller orders for the vessel to be re-routed to buyer's desired port, seller transfers the title to the potential buyer's company's name and also issue all other outstanding documents to the potential





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buyer's company's and send  
via swift from seller bank the full prove of product to buyers bank.  
7 Vessel arrives the discharge port and buyer carry's out the CIQ/SGS inspection and upon a  
successful inspection, buyer pays by MT103 T/T for the full product to the seller. Note the  
title takeover payment will be deducted from the total product value.  
8 Seller pays all parties involved their commission within 48 hours

Ass. Marketing Director/ BENGOVICH SASHA

