249030, Kaluga Region, | @ llc.slogistics@mail.ru City of Obninsk, 9+7 (939) 900 5914

# SOFT CORPORATE OFFER

DATE:02/02/2023

**VALIDITY: 6 MONTHS** 

TO: BUYERS & BUYERS MANDATE

"S-LOGISTICS" is a Registered Russian Mandate company for top refineries in Russian Federation and abroad. "S-LOGISTICS" was Registered on the 30-07-09

We "S-LOGISTICS" with full corporate and legal responsibility under penalty of perjury confirms that we are willing, ready and able to sell and negotiate for the following petroleum products under the corporate laws and Regulations.

#### TERMS OF TRANSACTION

DELIVERY TERMS	CIF, FOB, TTO.
PAYMENT TERMS	SBLC, DLC, T/T
PERFORMANCE BOND	SELLER ISSUES 2% PERFORMANCE GUARANTEE BOND
MAX QTY. FOR 1 <sup>ST</sup> SHIPMENT	200,000 MT, 2,000,000 BBLS,200,000,000 GALLONS
INSPECTION	SGS/CIQ
LOADING PORTS	RUSSIAN PORTS, ROTTERDAM, HOUSTON

## PETROLEUM PRODUCTS AND PRICE LIST

## **AUTOMOTIVE GAS OIL (AGO)**

Monthly Quantity: 50,000MT - 500,000MT Price per MT: FOB \$330 Gross/\$320 Net.

CIF: \$360 Gross / \$350 Net.

Commission: \$5 / \$5.

# **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN**

Monthly Quantity: 500,000-10.000.000 BBLS Price per Barrel: FOB \$62 Gross/\$60 Net.

CIF: \$68 Gross / \$66 Net Commission: \$2/\$2.

## **CRUDE OIL GOST 9965-76**

Monthly Quantity: 300,000BBL - 6,000,000 BBLS

Price Per BBL: FOB \$40 Gross/\$38 Net.

CIF: \$42 Gross /\$40 Net. Commission: \$2/\$2.

### **DIESEL D6 VIRGIN FUEL OIL**

Min. Quantity: 25,000,000 Gallon. Max. Quantity: 50.000.000

Gallon per Week,

FOB Price: \$0.90 Gross/\$0.89 Net. CIF: Price: \$1.1 Gross/\$1.0 Commission: \$0.05/\$0.05

# **DIESEL FUEL EN 590 (ULSD 10 PPM)**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 1,300,000 Metric Tons per Month

FOB \$330 Gross/ \$320 Net. CIF: \$360 Gross / \$350 Net.

Commission: \$5/\$5

LOGISTICS ORGN: 1094025002257

INN: 4025422788 KPP: 402501001

## DIESEL ULTRA-LOW SULPHUR (ULSD) (ALL GRADES - 50PPM, 500PPM)

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 1,000,000 Metric Tons per Month

FOB \$330 Gross/ \$320 Net. CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5

# EASTERN SIBERIAN PACIFIC OCEAN (ESPO) CRUDE OIL

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 10.000,000 Barrels per Month

FOB: \$44 Gross/ \$42 Net. CIF \$48 Gross / \$46 Net. Commission: \$2/\$2

## **FUEL OIL (180, 280, 380 CST)**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month

FOB: \$200 Gross/ \$190 Net. CIF: \$220 Gross / \$210 Net.

Commission: \$5/\$5

# **GASOLINE (91 RONS) ALL OCTANES**

Monthly Quantity: 10,000 MT-1,000,000 MT. Price Per MT FOB: \$200 Gross/\$190 Net.

CIF: \$230 Gross / \$220 Net.

Commission: \$5/\$5.

#### **JET FUEL A1**

Monthly Quantity: 500,000 BBLS - 10,000,000 BBLS

Price Per BBL: FOB \$52 Gross / \$50 Net.

CIF \$60 Gross / \$58 Net. Commission: \$2/\$2.

## LIGHT CYCLE OIL

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month

FOB: \$260 Gross/ \$250 Net. CIF: \$290 Gross / \$280 Net.

Commission: \$5/\$5

### **LIQUEFIED NATURAL GAZ. GOST 5542-87:**

Monthly Quantity: 10,000MT - 500,000MT Price per MT: FOB \$210 Gross / \$200 Net.

CIF \$230 Gross / \$220 Net.

Commission: \$5/\$5.

### LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50% BUTANE MIX

Monthly Quantity: 20,000MT - 500,000MT Price per MT: FOB 230 Gross / \$220 Net.

CIF \$270 Gross / \$260 Net.

Commission: \$5/\$5.

# **MAZUT M100 GOST-10585**

Monthly Quantity: 10,000MT- 1,000,000 MT. Price Per MT: FOB \$190 Gross/\$180 Net.

CIF: \$220 Gross / \$210 Net.

Commission: \$5/\$5.

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# **RUSSIAN EXPORT BLEND CRUDE GOST 51858-2002 (REBCO)**

Minimum Quantity: 300.000 BBLS

Maximum Quantity: 10,000,000 BBLS per Month.

FOB: \$42 Gross/ \$40 Net.

CIF: \$46 Gross / \$44 Net per BBL.

Commission \$2/\$2.

#### **RUSSIA D2 GAS OIL GOST 305-2013**

Monthly Quantity: 10,000MT-500,000MT. Price Per MT: FOB \$300 Gross/\$290 Net.

CIF: \$330 Gross / \$320 Net.

Commission: \$5/\$5.

## **RUSSIAN BITUMEN OF ALL SPECIFICATIONS**

Monthly Quantity: 10,000MT - 100,000MT Price Per MT: FOB \$250 Gross/ \$240 Net.

CIF: \$280 Gross / \$270 Net.

Commission: \$5/\$5

### RUSSIAN ORIGIN BASE OIL SN65, SN100, SN700-800

Minimum Quantity: 10,000MT Maximum Quantity: 100.000 MT FOB Price: \$400.00 / USD \$390.00 CIF Price: Gross \$450/ USD \$440 NET.

Commission: \$5/\$5

### **UREA GRANULAR AND PRILLED**

Monthly Quantity: 10,000 MT - 100,000 MT

CIF \$430 Gross /\$420 Net.

Commission: \$5/\$5.

# PETROLEUM COKE (PETCOKE)

Minimum Quantity: 10,000MT Maximum Quantity: 100.000 MT CIF Price: Gross \$110/ USD \$100 NET.

Commission: \$5/\$5.

### FOB STANDARD TRANSACTION PROCEDURE I

- 1. Buyer sends ICPO, Company Registration Certificate along with Buyer's Tank Storage Agreement (TSA) from their tank farm as proof of storage availability and readiness.
- 2. Seller issues Commercial Invoice (CI) to Buyer to sign and return.
- 3. Seller issues to buyer the below documents:
- A. Unconditional Commitment to Supply,
- B. Statement of availability of product,
- C. Tank to Tank Injection Agreement (TTIA) to be signed by Buyer and Buyer's Tank Farm and returned to Seller with Authorization to Inject (ATI) from Buyer's Tank Farm within 48 hours for the issuance of the Unconditional Dip Test Authorization (DTA).
- 4. Seller issues;
- A. Tank Storage Receipt (TSR)
- B. Unconditional Dip Test Authorization (DTA)
- C. Authorization to Seller & Collect (ATSC)
- D. Injection Report and
- E. Fresh SGS Report to Buyer.
- 5. Buyer conducts Dip Test. Signed NCNDA/IMFPA is executed by all parties involved. Upon successful dip test by Buyer, Buyer presents its TSR and Seller injects product into Buyer's tanks and Buyer makes Payment for the total value of product injected into the tanks by MT103/TT
- 6. All intermediaries are paid within 24 hours of product payment. Upon satisfaction by Buyer, both Buyer and Seller sign contract for Monthly delivery with rolls and extension.



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# **FOB STANDARD TRANSACTION PROCEDURE II**

- 1. Buyer sends ICPO, Company Registration Certificate along with Buyer's Tank Storage Agreement (TSA) from their tank farm as proof of storage availability and readiness.
- 2. Seller issues Commercial Invoice (CI) to Buyer to sign and return.
- 3. Seller issues to buyer the below documents:
- A. Unconditional Commitment to Supply,
- B. Statement of availability of product,
- C. Inspection Approval Letter signed by Buyer's tank farm.
- 4. Seller issues;
- A. Tank Storage Receipt (TSR),
- B. Unconditional Dip Test Authorization (DTA),
- C. Change of ownership documents,
- D. Authorization to Seller & Collect (ATSC),
- E. Injection Schedule,
- F. Fresh SGS Report to Buyer.
- 5. Buyer conducts Dip Test within 36 Hours. Signed NCNDA/IMFPA is executed by all parties involved.
- 6. With positive Q&Q test result, product is transferred to Buyer's tank and Buyer pays for the product by MT103 within 48 hours. All intermediaries are paid within 24 hours of product payment. Title, shipping and all Export documents are immediately transferred to Buyer.

### **FOB STANDARD TRANSACTION PROCEDURE III**

- 1. Buyer issues ICPO, TSA and Company Registration Certificate.
- 2. Seller issues Commercial Invoice, Buyer signs and returns.
- 3. Buyer contacts their tank farm to arrange invoice 5 days payment to secure their storage tanks, Seller pays 2 days of Buyers tank and upon confirmation of the payment from Buyer's tank farm, Buyer pays the remaining 3 days of its tank to Buyer's tank farm company.
- 4. Seller issues to the Buyer the below POP Documents:
- Injection Schedule,
- Injection Report,
- Fresh SGS Report at the Port of Rotterdam/Houston of not less than 24-48 hours,
- Authority to Sell and Collect (ATSC).
- Seller's own Tank Storage Receipt (TSR) with tank number, tank coordinates and tank location,
- Authorization to Verify (ATV),
- Five (5) Days Unconditional Dip Test Authorization (DTA).
- 5. Upon successful dip test by Buyer, Buyer issues its Notice of Readiness (NOR) to receive the fuel.
- 6.Injection of the product from Seller's tank to Buyer's tank commences and Seller furnishes Buyer with the newly injection report. Buyer conducts dip test on its on tank to reconfirm quality and quantity.
- 7.Buyer makes payment via MT103 for the total product injected into its tank as agreed and Seller issues to Buyer Title Transfer & Change of Ownership Certificate of the product. Seller pays mandates/intermediaries involved within 48 hours after receipt & confirmation of payment.
- 8. Upon satisfaction by Buyer, both Buyer and Seller sign contract for month delivery with rolls and extension.

### TRANSACTION PROCEDURES FOR FOB BUYERS NOMINATED PORT

- 1. Buyer issues ICPO along with TSA and passport and ID card, Seller verify and issue C.I, signed by the buyer company CEO/MD.
- 2. Seller upon confirmation of signed C.I., which includes buyer direct contact information, will provide POP to buyer as below.
- A: Ullage Analysis Report.
- B: Shipping registration certificate.
- C: Vessel Bill of Lading (B/L).
- D: Vessel Q88
- E: Product passport report
- F: Commitment letter to supply
- 3. Upon buyer confirmation of the POP, buyer OPTION" to take over the Vessel or provide tank for immediate Vessel to Tank (VTT) injection.
- 4. Upon completion of product injection, seller pays for SGS inspection, upon successful DIP TEST, buyer makes payment Via MT103 for the total product injected into its tank as agreed.
- 5. Seller issues to Buyer Title Transfer & Change of Ownership Certificate of the product on current buyer name.
- 6. Seller pays intermediaries involved within 48 hours after receipt and confirmation of the product payment both Buyer and Seller sign contract for month delivery with rolls and extension.

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# TRANSACTION PROCEDURES FOR CIF ASWP (A)

- 1. Buyer issues ICPO must be with buyer company letterhead, company profile and passport data of the representative.
- 2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, 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.
- 3. Within 5 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 or DLC via MT700 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 \$420,000USD by TT wire transfer for security quarantee 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%). a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
- b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment to produce the product.
- e) Copy of Transnet contract to transport the product to the loading port.
- f) Copy of the port storage agreement.
- a) 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 I) NOR /ETA.
- I) Certificate of Ownership Transfer.
- 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.

## CIF STANDARD TRANSACTION PROCEDURE (B)

- 1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
- 2.Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
- 3. Seller issues to Buyer via email the following transaction documents:
- •indigenous product certificate of quality and quantity,
- •commitment to supply,
- statement of product availability.

Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

- 4. Seller makes arrangement for the chartered freight with a renowned 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 shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded/deducted when Buyer is paying for the total product cost).
- 5. Upon completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller issues the commercial invoice and sends to Buyer the certificate of product title transfer. Seller legalizes the Contract with the authorities in charge and sends to buyer the legalized contract and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
- 6. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection, loading of the product at the loading port and TTM for negotiation of future transaction. (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
- 7.Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment

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value after discharge of product at destination port and receipt of the entire relevant shipping documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA.

### TANKER TAKE OVER TRANSACTION PROCEDURE (TTO)

- 1. Buyer issues Irrevocable Corporate Purchase Order (ICPO)
- 2. Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
- 3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the ministry of energy, agriculture & trade Russian federation.
- 4. Seller sends to Buyer the following documents for Buyer's confirmation.
- A. Seller's Export License/Registration Certificate
- B. Bill of Lading (in the name of previous buyer as Consignee.)
- C. Vessel Tanker Details.
- D. Product Passport-Dip-Test Report.
- E. Proforma Invoice.
- F. 5% Payment deposit Invoice.
- G. Cargo Manifest.
- H. Cargo Ullage Report.
- I. Q88
- 5. Buyer confirms the goods documents and makes 5% down deposit which stands as an Allocation and Security Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days to enable seller change every document to buyer's name and instruct the vessel captain to re-route the vessel to the new buyer's destination port. The 5% deposit Payment made shall be deducted from the total payment value of the takeover product.
- 6. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.
- 7. Upon the successful completion of Dip-test inspection, Buyer makes the balance payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence Trans loading.
- 8. Trans-loading commence immediately.
- 9. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

THE PRICE MAY BE NEGOTIABLE AND CAN BE CHANGE ACCORDING TO PETROLEUM AND CRUDE OIL PRICE IN THE WORLD MARKET.

**SIGNATORY** 

MR. ODINETS MAXIM PAVLOVICH (CEO)

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