



**Chamber of Commerce and Industry  
of the Russian Federation**

For the benefit of business For the benefit of Russia



**CERTIFICATE OF CONFORMITY / PASSPORT QUALITIES NO.334**

**JET FUEL-A1 RUSSIAN ORIGIN AS AMENDED**

**CERTIFICATE COMPLIANCE № POCC-RU.AP04B.00644C**

**12/12/2019 to 12/12/2021**

**КОПИЯ  
ВЕРНА**

**LOT B3 / 5 OF ECOLOGICAL CLASS 2**

**DATE OF MANUFACTURE:12.12.2019**

**DATE OF ANALYSIS:20.12.2019**

**NUMBER TANK: TR-S947657JP PLANT #028**

**PASSPORT:501492 <<OJSC BASHNEFT-NOVOIL>>**

**DATE OF COLLECTION SAMPLE: 16/12/2019**

**Quantity:500,000 BARRELS**

**PRODUCT REGISTRATION NO.528-305-20**

**PP: TU 0258-128**

**Fuel type: Substance name:(JET FUEL-A1)**

**Trade name: JET FUEL-A1**

**MAJOR COMPONENTS AND ANALYTICAL DESCRIPTION**

<u>Test</u>	<u>Units</u>	<u>Specifications</u>	<u>Method</u>
		D1655	
		Degree C (F)	
Saybolt Color	Number	Report	D156
Total Acid, Max.	mgKOH/g	0.10	D3242
Aromatic Content, Max.	vol %	25	D1319
Naphthalenes, Max.	vol %	3	D1840
Mercaptan Sulfur, Max.	wt %	0.003	D3227
Total Sulfur, Max.	wt %	0.30	D4294
Initial Boiling Point	Celsius	Report	D86
10% Recovery Point, Max.	Celsius	205 (401)	D86
20% Recovery Point	Celsius	Report	D86
50% Recovery Point	Celsius	Report	D86
90% Recovery Point	Celsius	Report	D86
Final Boiling Point, Max.	Celsius	300 (572)	D86
Residual, Max.	vol %	1.5	D86
Loss, Max.	vol %	1.5	D86
Flash Point, Min.	Celsius	38.0 (100)	D56
Viscosity @-20C, Max.	cSt	8.0	D445
Gravity	API	37-51	D4052
Density @15 C,	kg/ms	775 - 840	D4052
Freeze Point, Max.	Celsius	-45.5(-50)	Jet A D5972
Freeze Point, Max.	Celsius	-47 (-53)	Jet A - 1 D5972
Heat Content, Min.	Btu/lb	18,400	D3338
Net Heat of Combustion, Min.	MI/kg	42.8	D3338
Smoke Point, Min.	mm	18.00	D1322
Copper Corrosion, Max.	Code	1	D130
Stability, P, Max. @	mm HG	25	D3241



260C

Preheat Code, Max.  
Existent Gum, Max.  
Water Separation

Code  
mg/100ml  
MSEP

<3  
7  
85

D3241  
IP540  
D3948



Conclusion: The product corresponds to JET FUEL-A1 Russia origin as amended. The product is certified.

Certificate of conformity № РОСС-РУ. АР04 В.00644 from 12/12/2019 to 12/12/2021.  
Information for the consumer;

Tank No: TR-S947657JP

MPC p.3125 mg/m<sup>3</sup>. Hazard Class 4.

The warranty period of storage is 2 years from the date of manufacture.

Date of issue of the passport 20.01.2020

Stamp Engineer - Laboratory assistant

Ivanovna A.A.

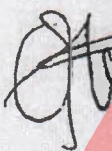

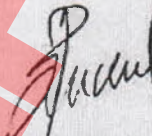
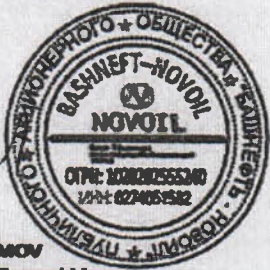


ПРОДУКТ



# CERTIFICATE OF ORIGIN

JET FUEL -A1

<b>1. EXPORTER (NAME ADDRESS, COMPANY)</b> NAME: OJSC BASHNEFT-NOVOIL ADDRESS: 450037, RUSSIA, REPUBLIC OF BASHKORTOSTAN, UFA, UL. MIRA, 14		ORIGINAL <span style="float: right;">RST-97680</span>  <div style="text-align: center;"> <b>CERTIFICATE OF ORIGIN</b>  <b>FORM A</b>                      ISSUED IN RUSSIA FEDERATION                 </div>	
<b>2. CONSIGNEE (NAME ADDRESS COUNTRY)</b> NAME: HECTOR MONTAND PERCEVAL-QUON ADDRESS: SUITE 1803, FOUR SEASONS PLACE, NO. 8 FINANCE		<b>5. OFFICIAL USE</b>	
<b>3. MEANS OF TRANSPORTATION AND ROUT</b> ORIGINATED OJSC BASHNEFT-NOVOIL T7850 TRANSIT RESERVOIR- ROTTERDAM		<b>6. SUPPLEMENTARY DETAILS</b>	
<b>4. COUNTRY OF ORIGIN</b> RUSSIA FEDERATION		<b>7. ITEM</b>  No:1.	
<b>8. DESCRIPTION OF GOODS.</b> JET FUEL -A1		<b>9. NUMBER AND KIND OF PACKAGE</b> Vessel Tanker	
<b>10. GROSS WEIGHT AND QUANTITY.</b> 500,000 Barrels			
<b>11. CERTIFICATION</b> IT IS HEREBY CERTIFIED THAT THE DECLARATION BY THE EXPORTER IS CORRECT AND APPROVED BY: PETROPAVLOVSK CHAMBER OF COMMERCE AND INDUSTRY  ADDRESS: 34 ORDZNIKIDZE ST., YAKUTSK, SAICHA REP. (YAKUTIA), RUSSIA FEDERATION, 667000		<b>12. DECLARATION BY THE EXPORTER</b> THE UNDERSIGN HEREBY DECLARES THAT THE ABOVE DETAILS AND STATEMENT ARE CORRECT; THAT THE GOODS ARE THE ORIGIN OF THE COUNTRY SHOWN IN THE BOX № 4; THAT THE GOODS ARE TO BE EXPORTED TO : FROM REFINERY RESERVOIR TO ROTTERDAM FOR IMMEDIATE LIFTABLE BY THE ABOVE MENTIONED COMPANY	
  Mr. NATALIA MIATKINA Director Of Petropavlovsk CCI <small>Place, Date, Stamp, Signatory of Certifying Authorized</small>		  MR. BORIS POKAMOV Assistant Deputy General Manager <small>Place, Date, Stamp, Signatory of Certifying Authorized</small>	





# Chamber of Commerce and Industry of the Russian Federation

For the benefit of business. For the benefit of Russia.



CERTIFICATE OF CONFORMITY / PASSPORT QUALITIES NO.334

AVIATION KEROSENE COLONIAL GRADE 54 (JP54) OF RUSSIAN ORIGIN AS AMENDED

CERTIFICATE COMPLIANCE № РОСС-РУ.АР04В.00644С

10/07/2019 to 10/07/2020.

**КОПИЯ  
ВЕРНА**

LOT №3 / 5 OF ECOLOGICAL CLASS 2

DATE OF MANUFACTURE: 10.07.2019

DATE OF ANALYSIS: 12.09.2019

NUMBER TANK: TR0984788PC PLANT #026

PASSPORT: 501491<<OJSC BASHNEFT-NOVOIL>>

DATE OF COLLECTION SAMPLE: 03/09/2019

Quantity: 1,000,000 BARRELS

PRODUCT REGISTRATION NO.528-305-19



PP: TU 0258-128

Fuel type: Substance name: ( AVIATION KEROSENE COLONIAL GRADE 54 (JP54) )

Trade name: AVIATION KEROSENE COLONIAL GRADE 54 (JP54)

## MAJOR COMPONENTS AND ANALYTICAL DESCRIPTION

PROPERTY	UNIT	RESULT	TEST-IP	METHOD	ASTM
<b>ADDITIVES</b>					
Antioxidant in hydro processed fuel	mg/I	min			
Antioxidant non hydro processed fuel	mg/I	max	17		
Static dissipater first doping ASA-3	mg/I	min	24		
Stadis 450	mg/I	min	24		
	mg/I	min	1		
	mg/I	max	3		
<b>COMBUSTION PROPERTIES</b>					
Specific energy, net	mj/lkg	min	18.4		D4808
Smoke point	mm	min	19		D1322
Luminometer number		min	45		D1740
Naphthalenes	% vol	max	3		D1840
<b>COMPOSITION</b>					
Total Acidity	mg KOH/g	max	0.01	354	D3242
Aromatics	% vol	max	22	158	D1318
					D1266/262
Sulphur, Total	% mass	max	0.30	107	2
Sulphur, Mercaptan Doctor, test	% mass	max	0.003	342	D3227
				30	D4952
<b>VOLATILITY</b>					
Initial Boiling Point	Centigra de	max	Report	123	D96
10% vol at C			240		
20% vol at C			Report		
50% vol at C			Report		
80% vol at C			Report		





End point	Centigrade	max	300		
Recovered residuals	% vol	max	1.5		
Loss	% vol	max	1.5		
Flash Point	Centigrade	max	42	170/303	D56/3828
Density at 15 C	kg/m <sup>3</sup>	min/max	776/840	180/385	D1298

**LOW TEMPERATURE**

Freezing Point	Centigrade	max	-40	15	D2256
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**CORROSION**

Corrosion, copper (2hrs at 100C)		max	1	154	D130
Corrosion, silver (4hrs at 50C)		max	1	227	

**STABILITY**

Thermal stability control, Temp. 280C					
Filter pressure, differential mm.Hg		max	323		
Tube deposit rating (visual)		max	25	<3	



**CONTAMINATIONS**

Existent Gum	mg/100ml	max	7	131	D361
Water reaction, interface rating		max	16	258	D1084
Fuel with static dissipater additives		min	75		D3648
Fuel without static dissipater additive		min	85		

**CONDUCTIVITY**

Electrical conductivity	p <sup>3</sup> /m			Report	
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**Conclusion:** The product corresponds to Aviation Kerosene Colonial Grade 54 (Jp54) Russia origin as amended. The product is certified.

Certificate of conformity № POCC-RU. AP04 B.00644 from 10/07/2019 to 10/07/2020. Information for the consumer;

**Tank No:** TR0984709PC

**MPC** p.3125 mg/m<sup>3</sup>. Hazard Class 4.

**The warranty period of storage is 2 years from the date of manufacture.**

**Date of issue of the passport** 15.09.2017

**Stamp Engineer - Laboratory assistant**

**Ivanovna A.A.**



Mr. NATALIA MIATKINA



## MEMORANDUM OF UNDERSTANDING (MOU)

### FOR RESELL OF AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL)

THIS MEMORANDUM OF UNDERSTANDING IS MADE THIS 8<sup>th</sup> NOVEMBER, 2019

BETWEEN

SELLER: OJSC BASHNEFT-NOVOIL

ADDRESS: 450037, Russia, Republic of Bashkortostan, Ufa, ul. Mira, 14

Telephone: +7(9267) 73-38-57, Fax: +7(347) 269-80-88

Email: supply@bashneft-novoil.ru , goncharov@bashneft-novoil.ru

REFERRED TO AS THE **SELLER**,

AND

AUTHORIZED MANDATE: DIMA GLOBAL TRADE

ADDRESS:

Telephone:

Email:

HEREIN REFERRED TO AS THE **MANDATE AND RESELLER (A)**,

AND

AUTHORIZED MANDATE PARTNER:

ADDRESS:

Telephone:

Email:

HEREIN REFERRED TO AS THE **MANDATE PARTNER AND RESELLER (B)**

Seller and Mandates are sometimes collectively referred to as the "**Parties**"

This Memorandum of Understanding sets forth the understandings and agreements of the Parties with respect to the Selling of Aviation kerosene colonial grade 54 (Jet fuel), Petroleum product:

- 1. THE PROPOSED TERMS OF RESELL.** The Parties agree that it is their mutual intent to complete negotiations on and to enter into a definitive JOINT VENTURE to partner and pay for the moving or transportation of 1,000,000 barrels of aviation kerosene colonial grade 54(jet fuel) from the reservoir to the Rotterdam port

SALES AND EXPORT DEPARTMENT©

Legal Address: 450037, Russia, Republic of Bashkortostan, Ufa, ul. Mira, 14

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for the purpose of reselling. The mandate shall therefore possess the ownership of the product immediately after issuing of the PPOP documents. the mandates (resellers) shall secure discuss the price direct with the buyer in the port and supply to them as the principal seller

Once the product is moved to the port and to negotiate and agree upon all Schedules and Exhibits to the Agreement with the Buyer. For purpose of the Memorandum of Understanding, except as otherwise expressly provided herein, the capitalized terms in the Memorandum of Understanding shall have the same meaning assigned to them in the Agreement.

2. **DEFINITIVE AGREEMENT.** The Parties agree to use their best efforts to negotiate diligently and in good faith to reach a final, definitive agreement to be signed on or before agreed closing date state by the refinery, if all corporate approvals as counsel may deem reasonably necessary to enter into the Agreement and if approval by executive management of each Party shall have been received.
3. **BINDING OBLIGATION.** This MOU and any oral or written communication between the Parties and Buyer pertaining to the subject matter hereof shall constitute a legally binding obligation. This MOU shall become effective upon signature by the authorized officials from the refinery (OJSC BASHNEFT-NOVOIL) and will remain in effect until modified or terminated by the parties.
4. **TERMS.**
  - This MOU shall cover only this particular transaction and a new MOU should be made if the need arise for another transaction.
  - This legally binding agreement prevents Seller from having any future dealing or transactions with any partner introduced as a result of dealing through the official name above.
  - If MOU is broken as a result of sales completed by Seller with Broker's contacts without any consent, a fee of 10% of total Commission realized from that completed transaction will be claimed by Broker from Seller.
5. **GOVERNING LAW.** The Governing Law of this MOU is that of English law, and the jurisdiction recognized is that of which applies in England and Wales, and Northern Ireland courts. Any disputes shall be resolved by binding arbitration in accordance with these courts.
6. **EXCLUSIVE DEALING.** Seller shall not either directly or indirectly
  - (a) Provide information to any Person or representative of such Person, which would assist such Person in evaluating the prospects of purchasing any Crude Oil, Petroleum and Petrochemical products which Broker is handing.
  - (b) Initiate, encourage, solicit, analyze or respond to any inquiries, offers, proposals, bids or other investigations by any Person to acquire all or any Crude Oil, Petroleum and Petrochemical products Broker is handing (other than to indicate that the product are not for sale).
  - (c) Enter into or agree to enter into any transactions, the result of which would interfere, hinder, delay or materially change the effect of the transaction contemplated by the Agreement, or
  - (d) Negotiate with any Person with respect to any such transaction.
  - (e) Brokers have no right to demand or receive any fees of any kind from the buyer without the consent/approval of the seller.

**SALES AND EXPORT DEPARTMENT ©**

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7. **CONFIDENTIALITY.** This MOU shall be subject to and governed by that certain confidentiality agreement between Seller and Broker dated 17th October 2019, as amended ("Confidentiality Agreement").
8. **PRESS RELEASE.** No Party will make any press release or public announcement respecting the MOU without the consent of the other Party, unless the Party refuses to consent and the Party desiring to make the release or other announcement is required to comply with any statute, law or regulation.
9. **COSTS AND EXPENSES.** The fix cost per a barrel is forty eight United State dollars (\$50 USD) The official mandate who take this products on resell shall pay the sum of three hundred and forty thousand United State dollar(\$340,000 USD) to cover the expenses of moving / transporting the products to the port of Rotterdam.

#### 10. TRANSACTION PROCEDURE

- 1) AUTHORIZED MANDATE AND THEIR JOINT PARTNER SIGN THE MOU AND CI
- 2) REFINERY ISSUES ISSUE PPOP DOCUMENTS AS FOLLOWS:
  - ❖ COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT
  - ❖ REFINERY CERTIFICATE OF REGISTRATION AND GOVERNMENT TAX CERTIFICATE
  - ❖ PRODUCT PASSPORT AND ANALYSIS REPORT
  - ❖ COPY OF THE REFINERY COMMITMENT LETTER
  - ❖ LETTER FROM TRANSNEFT
- 3) AUTHORIZED MANDATE AND THEIR PARTNER ISSUE THE PAYMENT OF (\$340,000 USD) FOR THE MOVING OF THE PRODUCT TO THE PORT.
4. UPON CONFIRMATION OF THE PAYMENT, REFINERY MOVE THE PRODUCT TO ROTTERAM AND ISSUE THE PARTIES THE FOLLOWING DOCUMENTS; THE VESSEL AND ISSUE THE BELOW DOOCUMENTS:
  - A) FRESH SGS
  - B) TANK STORAGE RECEIPT
  - C) INJECTION REPORT
  - D) AUTHORIZATION TO SELL AND COLLECT (ATSC)
  - E) AUTHORIZATION TO VERIFY (ATV)
  - F) DIP TEST AUTHORIZATION (DTA )
5. AUTHORIZED MANDATE AND PARTNER INVITE THEIR BUYER TO CONDUCTS DIP TEST ON THE PRODUCT
6. BUYER MAKES PAYMENT BY MT103 OR WIRE TRANSFER FOR THE TOTAL PRODUCT AVAILABLE AND THE REFINERY WILL DEDUCT THE PRIMARY COST OF THE PRODUCT AND TRANSFER TO THE PARTIES THE PROFIT AS AGREED WITH THEIR BUYER.

**IN WITNESS WHEREOF, the Parties hereto have executed this Memorandum of Understanding the day and date first above written.**

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Telephone: +7(9267) 73-38-57, Fax: +7(347) 269-80-88



Seller or Seller Authorized Agent Signature

**MR. RUSLAN GONCHAROV**

EXPORT DIRECTOR

OJSC BASHNEFT-NOVOIL

(By Signing, Seller confirms acceptance of all Terms & Conditions in this MOU)

Seller or Mandate Authorized Agent Signature

**YURKOVICH ROMAN**

DIRECTOR

KAMCHATGAZ

(By Signing, Authorized mandate confirms acceptance of all T AUTHORIZED MANDATE erms & Conditions in this MOU)

SELLER OR MANDATE PARTNER AUTHORIZED AGENT SIGNATURE

(By Signing, Mandate partner confirms acceptance of all Terms & Conditions in this MOU)


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Legal Address: 450037, Russia, Republic of Bashkortostan, Ufa, ul. Mira, 14  
Email: [supply@bashneft-novoil.ru](mailto:supply@bashneft-novoil.ru) , [goncharov@bashneft-novoil.ru](mailto:goncharov@bashneft-novoil.ru)  
Telephone: +7(9267) 73-38-57, Fax: +7(347) 269-80-88



# CERTIFICATE OF ORIGIN

AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL)

<b>1. EXPORTER (NAME ADDRESS. COMPANY)</b> NAME: OJSC BASHNEFT-NOVOIL ADDRESS: 450037, RUSSIA, REPUBLIC OF BASHKORTOSTAN, UFA, UL MIRA, 14		<b>RIGINAL</b> <span style="float: right;">RST-97680</span>	
<b>2. CONSIGNEE (NAME ADDRESS COUNTRY)</b> NAME: KAMCHATGAZ ADDRESS: 27 POBEDY AVE, PETROPAVLOVSK-KAMCHATSKY		<b>CERTIFICATE OF ORIGIN FORM A</b> ISSUED IN RUSSIA FEDERATION	
<b>3. MEANS OF TRANSPORTATION AND ROUT</b> ORIGINATED TUYMAADANEFTEGAZ T7850 TRANSIT RESERVOIR- ROTTERDAM		<b>5. OFFICIAL USE</b>	
<b>4. COUNTRY OF ORIGIN</b> RUSSIA FEDERATION		<b>6. SUPPLEMENTARY DETAILS</b>	
<b>7. ITEM</b>  №:1.	<b>8. DESCRIPTION OF GOODS.</b> AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL)	<b>9. NUMBER AND KIND OF PACKAGE</b> Vessel Tanker	<b>10. GROSS WEIGHT AND QUANTITY.</b> 1,000,000 Barrels
<b>11. CERTIFICATION</b> IT IS HEREBY CERTIFIED THAT THE DECLARATION BY THE EXPORTER IS CORRECT AND APPROVED BY: PETROPAVLOVSK CHAMBER OF COMMERCE AND INDUSTRY  ADDRESS: 34 ORDZNIKIDZE ST. ,YAKUTSK, SAKHA REP. (YAKUTIA) , RUSSIA FEDERATION, 667000		<b>12. DECLARATION BY THE EXPORTER</b> THE UNDERSIGN HEREBY DECLARES THAT THE ABOVE DETAILS AND STATEMENT ARE CORRECT; THAT THE GOODS ARE THE ORIGIN OF THE COUNTRY SHOWN IN THE BOX № 4; THAT THE GOODS ARE TO BE EXPORTED TO : FROM REFINERY RESERVOIR TO ROTTERDAM FOR IMMEDIATE RESELL BY THE ABOVE MENTIONED AUTHORIZED MANDATES & PARTNER	
  <b>Mr. NATALIA MIATKINA</b> Director Of Petropavlovsk CCI		  <b>MR. BORIS POKAMOV</b> Assistant Deputy General Manager	
Place, Date, Stamp, Signatory of Certifying Authorized		Place, Date, Stamp, Signatory of Certifying Authorized	



**DATE OF ISSUED:** SEPTEMBER, 2019  
**RF №:** EXP/BNO/CIF/SCO/0966  
**TO:** PROSPECTIVE END BUYERS  
**VALID:** DECEMBER, 2019

We the SELLER "OJSC BASHNEFT-NOVOIL" with full legal and corporate responsibility and authority that we are ready willing and able to provide and supply the following product (s) as stated bellow to the BUYER following our procedure and international business guideline.

### SOFT CORPORATE OFFER

#### **DIESEL GAS D2 OIL GOST 305-82**

Price: Gross \$340.00 USD/\$330.00USD NET  
Quantity: 50, 00 MT-100,000 MT  
Loading Port: Novorossiysk | Primorsk |Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

#### **AVIATION KEROSENE COLONIAL GRADE 54 & JET-A1**

Price: Gross \$54.00 USD/\$52.00USD NET  
Quantity: 500,000Barrels – 5,000,000 Barrels  
Loading Port: Novorossiysk | Primorsk |Vladivostok Port  
Commission: Buyer Side \$1.00 / Seller Side \$1.00  
Payment Term: MT103

#### **DIESEL D6 VIRGIN LOW POUR FUEL OIL**

Price: Gross \$0.84.00 USD/\$0.80.00USD NET  
Quantity: 50,000,000Gallons – 500,000,000 Gallons  
Loading Port: Novorossiysk | Primorsk |Vladivostok Port  
Commission: Buyer Side \$0.02 / Seller Side \$0.02  
Payment Term: MT103

#### **DESIEL GAS OIL ULTRA – LOW SULPHUR DIESEL 10 PPM /50 PPM/ EN590**

Price: Gross \$430.00 USD/\$420.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk |Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

#### **LIGHT CYCLE OIL (LCO)**

Price: Gross \$280.00 USD/\$270.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk |Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103



**MAZUT M100 GOST 10585-75 & 10585-99**

Price: Gross \$280.00 USD/\$270.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**LIQUEFIED NATURAL GAS (LNG)**

Price: Gross \$290.00 USD/\$280.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**RUSSIA EXPORT BLEND CRUDE OIL GOST 51858**

Price: Gross \$50.00 USD/\$48.00USD NET  
Quantity: 500,000Barrels – 5,000,000 Barrels  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$1.00 / Seller Side \$1.00  
Payment Term: MT103

**LIGHT CRUDE OIL**

Price: Gross \$48.00 USD/\$46.00USD NET  
Quantity: 500,000Barrels – 5,000,000 Barrels  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$1.00 / Seller Side \$1.00  
Payment Term: MT103

**LIQUEFIED PETROLUEM GAS (LPG)**

Price: Gross \$320.00 USD/\$310.00USD NET  
Quantity: 50, 00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**PET COKE**

Price: Gross \$110.00 USD/\$100.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**ASPHALT (BITUMEN)**

Price: Gross \$260.00 USD/\$250.00USD NET  
Quantity: 50,00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**BITUMEN 60/70, 80/100**

Price: Gross \$250.00 USD/\$240.00USD NET  
Quantity: 50,00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103



**CIF TRANSACTION AND BANKING PROCEDURE AWSP**

1. Buyer accepts seller's procedure and issues Irrevocable Corporate Purchase Order (ICPO) with the following banking details, company profile, Passport copy and acceptance letter stating to adhere to seller's procedure.
2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment, buyer signs and return the contract to the seller in word format within 3 working international days.
3. Seller makes the final signature and converts the contract to PDF and send to buyer as final approved contract along with below soft Performance guarantees POP documents:
  - Commitment Letter to Supply Product
  - Statement of Product Availability
  - Product Passport.
4. Buyer's bank in accordance with seller's verbiage issues SBLC /MT760 within 5 working days for first shipment value to seller's financial bank to enable seller to commence loading of product with the shipping company and release full set of pop documents after loading via bank to bank swift within 5 working days. if buyer fails to issue SBLC /MT760 within 5 working days, in alternative buyer pay's via TT \$170,000 as guarantee performance within 48 hours which will be deducted from the product face value when final payment is made.
5. Seller's bank issues operative 2% PB in favor of buyer's bank account within 2 working days, which is submitted and detailed in the mutually agreed signed contract.
6. Upon seller's bank successful exchange of instrument method with buyer's bank or alternative TT payment of \$350,000 paid if buyer fails to issue instrument within the stipulated time frame, seller loads product within 7 working international days and sends POP documents in buyer's company name to buyer via bank to bank and a copy via email to buyer and representative. (8 sets below)
  - Certificate of Origin
  - Product Passport
  - Commercial Invoice
  - Fresh SGS Report
  - Company Tax Payer Certificate
  - Tank Receipt
  - Q88 and Quality Specification
  - Bill of Lading
7. Buyer notifies seller by official written notice of its bank receiving seller's POP documents whilst seller sends to buyer the registered hard copy of the contract through courier service within 3 working days.
8. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carries out CIQ or its equivalent inspection to ascertain Quality and Quantity.

SALES AND EXPORT DEPARTMENT ©

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9. Product is discharged after successful inspection into buyer's storage facility, buyer's bank release's payment for total value of the product to seller's bank within 72 hours by TT MT 103.
10. Seller shall pay all parties involved their commission by TT within 2 working days.
11. Second and succeeding shipments continues.

BEST REGARDS

REPRESENTED BY: RUSLAN GONCHAROV

TITLE: SALES AND EXPORT DIRECTOR

