



## «BASHNEFT» LLC

Address: 125047, Russia, Moscow, 1st Tverskaya-Yamskaya, 5 Russia

Email: sales-bashneft@yandex.ru, sales-bashneft@bashneft.ru

INN: 0274051582, OGRN: 1020202555240 OKPO: 00135645

Ref: BASH-NEFT-3202-2019

Date of issue: 19<sup>th</sup> of June 2019

Validity: 30<sup>th</sup> of September 2019

### SOFT CORPORATE OFFER

BASHNEFT REFINERY LLC with legal responsibility under penalty of perjury hereby confirm the availability and capability to supply the under listed Products for Immediate Spot and Contract sales. The supply is guaranteed to meet the Specifications and pass through the requirements of SGS. "Only direct negotiations from buyers, representative shall be considered".

### TRANSACTION TERMS OF DELIVERY

Delivery Term: FOB/FOB

Origin: Russian Federation

Loading ports: Novorossiysk / Primorsk / Vladivostok/ Nakhodka Port, Port of Rotterdam, UST-Luga Port.

### COMMISSION STRUCTURE FOR MANDATE/REPRESENTATIVES

\$5USD PER MT for Seller Side/\$5 USD PER MT for Buyer's Side.

\$1 USD per Barrel Seller side/ \$1 USD per Barrel Buyer's side.

\$0.02 USD per GAL Seller's side / \$0.02 USD per GAL Buyer's side.

Payment terms: MT103-T/T Wire Transfer for IMMEDIATE QUANTITY.

Delivery: FOB Basis

INSPECTION: SGS or Similar

### PRODUCTS AND PRICE LIST

#### RUSSIAN EXPORT BLEND CRUDE OIL

QUANTITY SPOT BASIS	CONTRACT BASIS	PRICE FOB & CIF
1,000,000 BBL --- 3,000,000 BBL	3,000,000 BBL --- 8,000,000 BBL	FOB (\$42.00 GROSS / \$40.00 NET ) CIF (\$46.00 GROSS / \$44.00 NET )
DISCOUNT PLATTS- \$9 PER BBL GROSS / -\$7 PER BBL NET		

#### RUSSIAN AVIATION TURBINE FUEL JET A1/TS-I KEROSENE

QUANTITY SPOT BASIS	CONTRACT BASIS	PRICE FOB & CIF
1,000,000 BBL --- 3,000,000 BBL	3,000,000 BBL --- 8,000,000 BBL	\$52.00 GROSS / \$50.00 NET \$56.00 GROSS / \$54.00 NET
DISCOUNT PLATTS- \$9 PER BBL GROSS / DISCOUNT PLATTS-\$7 PER BBL NET		





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VIRGIN FUEL OIL D6		
QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	FOB & CIF
50,000,000 – 100,000,000 GAL	50,000,000 – 100,000,000 GAL	\$0.89.00 GROSS / \$0.87.00 NET \$1.00 GROSS / \$00.90 NET

RUSSIAN D2 – GAS OIL(DIESEL) L0.2-62 GOST 305-82		
QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	FOB & CIF
30,000 MT --- 100,000 MT	50,000 MT --- 100,000 MT	\$340.00 GROSS / \$330 NET \$350.00 GROSS / \$340 NET

Diesel Oil ULTRA -LOW SUPHUR - EN590 10PPM		
QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	FOB & CIF
30,000 MT --- 100,000 MT	50,000 MT --- 100,000 MT	\$310.00 GROSS / \$300.00 NET \$320.00 GROSS / \$310.00 NET
PLATTS- \$40 PER MT GROSS / PLATTS-\$30 PER MT NET		

LIQUEFIED PETROLEUM GAS		
QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	FOB & CIF
30,000 MT --- 100,000 MT	50,000 MT --- 100,000 MT	\$350.00 GROSS / \$340.00 NET \$360.00 GROSS / \$350.00 NET
PLATTS- \$40 PER MT GROSS / PLATTS-\$30 PER MT NET		

RUSSIAN M100 – MAZUT 100 GOST 10585-99 & 10585-75		
QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	FOB & CIF
30,000 MT --- 100,000 MT	50,000 MT --- 200,000 MT	\$200.00 GROSS / \$190.00 NET \$210.00 GROSS / \$200.00 NET
DISCOUNT PLATTS- PLATTS- \$30 PER MT GROSS / PLATTS-\$20 PER MT NET		

TRANSACTION PROCEDURES FOR CI DIP & PAY DELIVERY (OPTIONAL)

1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.
2. Seller issues commercial invoice (CI), Buyer signs and returns back signed commercial invoice CI
3. Seller provide to buyer Tank Storage Agreement (TSA) from a tested and trusted tank farm that are reliable and which seller have worked with so many times and buyer fill and signed the TSA to lease the tank for minimum of 3 working days, then Seller and





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buyer pays for 3 working days to receive TSR from tank farm

4. Seller issues following POP documents to Buyer:

- a) GPS Coordinate-Tank storage receipt (TSR)
- b) Injection report
- c) Dip test authorization letter (DTA) - Unconditional
- d) Authorization to Sell and To Collect (ATSC)
- e) Fresh SGS Report
- f) Authorization to Physically to Verify (ATV)

5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103-TT, simultaneously seller transfers the title of the product (Title of Ownership Certificate) to Buyer's name as the title holder of the product.

6. Seller pays both sides Mandates in the transaction and subsequently monthly shipment continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller

### TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer sends LOI or ICPO to Seller. Seller sends SCO to Buyer. Buyer signs SCO and reverts to Seller
2. Seller will revert with Draft Contract address to Buyer Company.
3. Buyer review and signs on each page of full Draft Contract and return to Seller.
4. Seller registers and legalizes the full Draft Contract with the Russian ministry on seller's cost and sends hard copies of registered and legalized Draft Contract along with Notarize partial POP to Buyer or buyer's bank by courier on buyer charges, POP as stated below.
  - a. Certificate of Origin of the product
  - b. Company Registration
  - c. Statement of Product Availability
  - d. Export License
  - e. Commitment to produce the product
  - f. Attestation of allocation certificate
  - g. Bill of lading /Q88
  - h. Analytical report, fresh SGS
5. Upon the confirmation received of the partial POP to buyer's bank, Buyer Bank swift stand by Letter of Credit or DLC. (DLC OR SBLC Conditional.
6. After confirmation of the buyer payment instrument, Seller will issue to Buyer's bank the full Shipment documents / full Proof of Product (POP) Plus 2% Performance Bond via swift bank to bank Upon acceptance of buyer's payment instrument (DLC OR SBLC) covering the first trial shipment by seller,
7. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the Discharge Seaport.
8. Shipment commences as per contract.





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9. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the arrival Cargo shipment by the buyer via MT103 100% after SGS Inspection at Discharge port.

10. Seller will release payments to the intermediaries involved according IMFPA within 48 hours of receiving Payment for the product from the Buyer's bank, second shipment proceed accordingly.

FOR AND ON BE-HALF OF,

Albert Latypov

General Director

BASHNEFT REFINERY



Sample document used by fraudsters

