



### SOFT CORPORATE OFFER

We "JSC UNS" a mandate company with registration number INN/KPP: 5940208487 / 40905952 on behalf of our End seller/ Refinery with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered.

**ORIGIN:** RUSSIA

**DELIVERING PORT:** CIF/FOB ROTTERDAM

**INCOTERMS:** COST INSURANCE & FREIGHT

**LOADING PORT:** NOVOROSIYSK, NOVOROSIYSK / PRIMORSK / VLADIVOSTOK /  
ROTTERDAM & HOUSTON PORTS

**TERMS PAYMENT:** T/T WIRE TRANSFER & MT103

**INSPECTION:** SGS

**INSURANCE:** PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

### RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 230.00MT NET / USD \$ 220.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB

### RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$200.00/ USD \$ 190.00 NET on CIF

## TANK TAKE OVER (TTO) PROCEDURE.

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
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 make the balance 95% 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.

# JSC "UNS"

ADDRESS: 614000, PERM TERRITORY, PERM CITY, OCTOBER 25  
STREET, BUILDING 2



## URALNEFTESERVIS

EMAIL: [sales.uralneftservis@inbox.ru](mailto:sales.uralneftservis@inbox.ru)

PHONE NO: +79267751985

INN 5940208487 OGRN 102590183434



GENERAL DIRECTOR: ALEXEY  
ALEXSANDROVIC MARKOV



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EMAIL: [sales.uralneftservis@inbox.ru](mailto:sales.uralneftservis@inbox.ru)