



## ОАО АЗС ПЛЮС

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Our Reference:

### AZS PRICE LIST & PROCEDURE CIF COST, INSURANCE AND FREIGHT (SPOT)

#### THE PRODUCT, PRICE, QUANTITY AND T&C FOR CIF COST, INSURANCE AND FREIGHT (SPOT)

##### FOR ANY SAFE EUROPEAN / ASIAN PORTS

1. The Russian Origin's Product	Jet Fuel JP54	Jet Fuel JPA1	Virgin Fuel Oil D6	ULSD 10 PPM EN590	Gasoil 50 PPM L0.2-62
2. Unit of Measurement	Barrel	Barrel	Gallon	Metric Ton	Metric Ton
3. Minimum Quantity Maximum Quantity	500,000 2,000,000	500,000 2,000,000	50,000,000 200,000,000	50,000 200,000	50,000 200,000
4. Unit Price CIF European / Asian ports In USD \$	Gross \$32.00 Net \$29.00	Gross \$32.00 Net \$29.00	Gross \$0.51 Net \$0.47	Gross \$250 Net \$230	Gross \$260 Net \$240

##### FOR HOUSTON PORT, TEXAS

1. The Russian Origin's Product	Jet Fuel JP54	Jet Fuel JPA1	Virgin Fuel Oil D6	ULSD 10 PPM EN590	Gasoil 50 PPM L0.2-62
2. Unit of Measurement	Barrel	Barrel	Gallon	Metric Ton	Metric Ton
3. Minimum Quantity Maximum Quantity	500,000 2,000,000	500,000 2,000,000	50,000,000 200,000,000	50,000 200,000	50,000 200,000
4. Unit Price CIF Houston Texas port USA In USD \$	Gross \$33.00 Net \$30.00	Gross \$33.00 Net \$30.00	Gross \$0.53 Net \$0.49	Gross \$260 Net \$240	Gross \$270 Net \$250

#### OTHER TERMS AND CONDITIONS FOR CIF COST, INSURANCE AND FREIGHT (SPOT)

1 Terms of Sales	Incoterm 2010 CIF Cost, Insurance and Freight
2 Validity of Offer	For lifting at Russian port before <b>December 31, 2020</b>
3 Commissions Payable	By seller to the seller's & buyer's mandates at 50% (Closed) & 50% (Open)
4 Payment Mode	Within 72 (Seventy-Two) hours upon successful DTA & Q&Q Certification port of discharge by <b>SWIFT MT103 / TT Fund Transfer</b> .
5 Supplies Roll & Extent	SPA R&E for 12 (Twelve) consecutive months.
6 Time of Departure	Immediately upon confirmation of the <b>Escrow Account</b> by seller's attorney
7 Quality & Regulations	Conforms to the below-stated specification.
8 Port of Loading	Any safe Russian Federation port.
9 Q&Q Port of Loading	Russian Standard GOST-R Quality & Quantity Q&Q Analysis Report
10 Port of Discharge	a. Any safe European port including the Netherlands and United Kingdom b. Any safe Asian port excluding South Asia & Central Asia regions c. Safe Houston port, Texas the United States of America
11 Q&Q Port of Discharge	CCIC or SGS/Saybolt/Intertek at buyer's nominated port of discharge

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### THE A2A PROCEDURE FOR TERMS OF SALES CIF COST, INSURANCE & FREIGHT (SPOT)

1. Upon verification & acceptance of the seller's **Corporate Offer (SCO or FCO)**, the buyer or the buyer's attorney issues the **Irrevocable Corporate Purchase Order (ICPO)** copying this working procedure, & to include the following:
  - a. The buyer company's full banking details
  - b. The buyer's attorney full contact details
  - c. **Letter of Attestation (LOA)** from buyer's attorney attesting their client's **Ready, Willing & Able (RWA)** with the financial resources to fund the full purchase value [USD \$.....] .
2. Upon verification & acceptance of the buyer's Irrevocable Corporate Purchase Order & Letter of Attestation, the seller issues the **Non-Circumvention Non-Disclosure (NCNDA) & Irrevocable Master Fee Protection (IMFPA) R&E Agreements** to all parties involved for execution & return to seller.
3. Once all the above documents are received, verified & accepted by the seller & her attorney, the seller will issue a **Formal Notification** to the buyer and/or her attorney.
4. The seller's attorney will immediately establish a closed-communication with the buyer's attorneys on seller's **Proof of Product (POP)** against buyer's immediate activation of an **Escrow Account (POF)** for the full purchase value [USD \$.....].
5. An **Escrow Agreement (EA)** would be executed between seller's attorney & buyer's attorney. The Proof of Product (POP) will be provided through seller's attorney.
  - a. Fresh DTA & Q&Q Certification port of loading Russia
  - b. Copy of license to export, issued by the department of the Ministry of Energy Russia
  - c. Copy of approval to export, issued by the department of the Ministry of Justice Russia
  - d. Purchase Transaction Allocation Code Certificate, issued by the department of Export Control
  - e. Statement of Availability & Commitment to Supply
  - f. Certificate of Origin
  - g. Copy of Charter Party Agreement contracted to transport the product to buyer's discharge port
  - h. Bill of Lading & any other related shipping documents.
6. A **Commercial Invoice (CI)** for this transaction to be executed between seller & buyer
7. The vessel arrives at the buyer's nominated port of discharge; the buyer shall immediately provide the storage facility **Tank Storage Receipt (TSR) & Tank Storage Agreement (TSA)**, or pipeline schedule or the vessel coordinates to receive the consignment to the seller.
8. Transloading into the buyer's storage tank to commence according to the tank farm's **Authorization To Inject (ATI)** schedules.
9. Upon completion of the discharging into the buyer's storage tank, the seller shall issue the **Dip Test Authorization (DTA)** to the buyer to engage their own SGS or other approved inspectors to conduct the **Dip Test Analysis & Quality & Quantity Certification (DTA & Q&Q)**.
10. The entire DTA & Q&Q Certification's cost at port of discharge by SGS or other approved inspectors to be borne by the buyer & a copy of the certification to be forwarded to the seller for reference
11. Immediately upon successful DTA & Q&Q Certification, the payment is released from **Escrow Account** for the value shown in the Commercial Invoice to the seller's bank.
12. All parties in this transaction proceed to negotiate for an extension of the trade partnership. Within a maximum of 48 (Forty-Eight) hours after buyer's payment being confirmed, the seller remits the clean & clear commissions per the executed IMFPA to all the intermediaries