



PUBLIC JOINT STOCK COMPANY "JOINT STOCK OIL COMPANY"

Address: 450077, Russia, Ufa, ul. Karl Marx, 30, building 1

Email: pjscorporation@mail.ru

Telephone: +79260031132, +79268060914

Skype: PJSCOIL



*Ref: IHM/SCO/ 57865678/019
Validity Till: 30th June 2019.
To: End-Buyers/Buyer's Mandate.*

Date of Issue: 1st April, 2019

Date of Expiration: 30th June, 2019

Ref Oil-Products: Oil-Product-PJSC 2019

CIF SOFT COPORATE OFFER

We **PJSC JOINT STOCK OIL COMPANY**, under penalty of perjury confirms that our Seller Refinery are ready, willing and able to sell and supply the following Products on the following terms and with total guarantee to meet the specifications and pass through the stringent of SGS or Equivalent, hence complies with the Sellers procedure and prices.

RUSSIAN LIQUIDIFIED PETROLEUM GAS [LPG] GOST: 20448 - 90

Quantity: 50,000 MT x 12 Months, by 200,000 MT x 12 Months.

Price: USD \$300 Gross / \$290 USD Net

COMMISSION STRUCTURE: \$ 5 USD / \$ 5 USD

DIESEL ULTRA-LOW SULPHUR (ULSD 500 PPM)

Min. Quantity: 50.000 MT

Max. Quantity: 1.000.000 MT per Month

Address: 450077, Russia, Ufa, ul. Karl Marx, 30, building 1

INN: 0274051582

КПП 027501001

ОГРН 1020202555240



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Price: \$290 USD Gross/ \$280 USD Net per MT

COMMISSION STRUCTURE: \$5 USD / \$5 USD

LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 50,000 MT x 12 Months, Maximum / Over 200,000 MT x 12 Months.

Price: USD \$340 Gross / \$330 USD Net.

COMMISSION STRUCTURE: \$ 5 USD Per MT Buyer Side / \$ 5 USD Per MT Seller Side.

LIGHT CIRCLE OIL (LCO)

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

Price: \$300 USD Gross / \$290 USD Net

COMMISSION STRUCTURE: \$5 / \$5

RUSSIAN MAZUT M100 10585/75

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 300,000 MT Monthly.

CIF Price: \$200 USD Gross / \$190 USD Net

Commission STRUCTURE: \$5 / \$5

RUSSIAN GAS L0.D2/26 GOST 305-82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

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

Commission STRUCTURE: \$5 / \$5

EURO 1V

Quantity: 50,000 MT Trial shipment, /Maximum Over 100,000 MT x 12 Months.

Price: USD 250 gross / 240 net

COMMISSION STRUCTURE: \$ 5 USD / \$ 5 USD

CST-180 FUEL OIL

Minimum Quantity: 10,000 MT per Month

Maximum Quantity: 800,000 MT per Month

Price: Gross \$295.00 USD / \$275.00 USD NET

COMMISSION STRUCTURE: \$10 USD / \$10 USD

AUTOMOTIVE GAS OIL.

Quantity: From 20,000 Metric Tons per Month / Maximum 100,000 MT

Price: GROSS 330 USD / NET 320 USD on CIF.

COMMISSION STRUCTURE: \$5 USD / \$5 USD.

VIRGIN D6 FUEL OIL

Quantity: Minimum: 100,000,000 Gallon Trial Shipment / Maximum: 800,000,000 Gallon monthly.

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CIF Price: \$0.70 USD / \$0.66 USD

COMMISSION STRUCTURE: \$0.02 / \$0.02

EN590

Quantity: 50,000 MT Trial Shipment, /Maximum Over 100,000 MT

Price: \$260 USD gross / \$250 USD net

COMMISSION STRUCTURE: \$ 5 USD / \$ 5 USD

CST-380 FUEL OIL

Minimum Quantity: 30,000 MT per Month

Maximum Quantity: 500,000 MT per Month

Price: Gross \$305.00 USD / \$285.00 USD NET

COMMISSION STRUCTURE: \$10 USD / \$10 USD

ESPO CRUDE OIL

Minimum Quantity: 1,000,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month

Price: Gross \$40 USD / \$38 USD NET

COMMISSION STRUCTURE; \$1 / \$1

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STANDARD BUSINESS CIF PROCEDURE

1. Buyer issues ICPO with buyer's banking information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products
 - (A) Refinery Commitment to Supply
 - (B) Certificate of Origin
 - (C) Statement of availability of product
 - (D) Product quality passport (Analysis test Report) By Russian standard GOST
3. Buyer's bank sends SBLC MT760 to seller's nominated bank account for first month shipment Within three to five working banking days, (whereas buyer fails to issue SWIFT in the next three to five banking days, buyer must pay a shipment guarantee sum of the cost of shipment which will be deducted from the total cost of the product).
4. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)
 - 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.
 - g) 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
 - l) NOR / ETA
 - m) Certificate of Ownership Transfer
 - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

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5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 12- 15 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading sea port. 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.
6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.
7. Contract for one or more years commence successfully.

Prices are negotiable and we seriously follow the above procedure.

Approval by:

SHISHKIN ANDREY NIKOLAEVICH
CEO.



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ESPO CRUDE OIL

Minimum Quantity: 1,000,000 Barrels per Month **Maximum Quantity:** 5,000,000 Barrels per Month

Price; Gross \$35 / \$33 NET

Commission; \$1 / \$1

RUSSIAN GAS L0.D2/26 GOST 305-82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

FOB Price: \$260 Gross / \$250 Net

Commission: \$5 / \$5

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JET FUEL A1

Minimum Quantity: 1,000,000 Barrels per Month **Maximum Quantity:** 5,000,000 Barrels per Month

Price; Gross \$36 / \$34 NET

Commission; \$1 / \$1

AVAIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: Minimum: 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly

Price: \$40 Gross / \$38 Net

Commission: \$2 / \$2

VIRGIN D6 FUEL OIL

Quantity: Minimum: 100,000,000 Gallon Trial Shipment / Maximum: 500,000,000 Gallon Monthly.

FOB: \$0.68 Gross / \$0.64 Net

Commission: \$0.02 / \$0.02

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PROCEDURE FOB

- 1) Buyer issues ICPO containing the Seller's working procedure with banking details and scanned copy of buyer's passport along with TSA.
- 2) Seller issues commercial invoice of the product in tanks at the port; Buyer and Buyer's logistic/Storage Company, signs and returns the commercial invoice to Seller as proof of Buyer storage availability.
- 3) Seller issues to buyer PPOP listed below:
 - a) GPS Coordinate-Tank Storage Receipt (TSR)
 - b) Injection Report
 - c) Unconditional Dip test authorization letter (DTA)
 - d) Authorization to sell.
 - e) Fresh SGS Report in Seller Tank.
 - f) Authorization to Verify the Product in Seller's Tank (ATV)
- 4) Seller issues NCNDA/IMFPA for the following document to all Intermediaries involved in the Transaction and to buyer for signing.
- 5) Buyer inspect by SGS on buyer's expenses and sends TSR.
- 6) Upon successful Dip Test in tanks, product will immediately be injected Buyer makes Payment for the product via MT103 and Seller transfers Title Ownership to Buyer.
- 7) Seller pays all commissions to the intermediaries within 24 hours of payment.

Prices are negotiable and we seriously follow the above procedure.

Approval by:

SHISHKIN ANDREY NIKOLAEVICH

CEO.



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ПОЛТЕЛКА

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