

Validity: December 2022

We MIKSA SERVICE, authorized official trading company legally and statutory registered in Russian Federation for export refined petroleum products, Vessel hiring, leasing and services of Storage Tank Facilities, hereby issue this SCO with full corporate responsibility; we confirm and certify that we have the intention and capacity to supply this commodity according to the terms and conditions.

**ORIGIN: RUSSIAN FEDERATION QUALITY: EXPORT STANDARD**

**PORT of loading: NETHERLAND, HOUSTON, NOVOROSIYSK**

**RUSSIAN EXPORT BLEND LIGHT CRUDE OIL (ESPO)**

Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months

Price Fob- \$70/\$65Gross/Net Price CIF \$95/\$90

**LPG – 50/50 PROPANE AND BUTANE MIX**

Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months

Price Fob- \$235/\$230Gross/Net Price CIF \$250/\$240

**LIQUEFIED NATURAL GAS (LNG)**

Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months

Price Fob- \$215/\$209Gross/Net Price CIF \$235/\$225

**DIESEL GASOIL ULTRA-LOW SULPHUR 50 PPM**

Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months

Price Fob- \$330/\$320Gross/Net Price CIF \$340/\$330

**RUSSIAN JET A1**

QUANTITY MINIMUM: 500,000 BARRELS MAXIMUM: 2,000,000 BARRELS PRICE FOB: GROSS \$65 NET \$59 PRICE CIF: GROSS \$84 NET \$76

**RUSSIAN VIRGIN D6 FUEL OIL**

QUANTITY MINIMUM: 50 MILLION GALLONS MAXIMUM 300 MILLION GALLONS PRICE FOB: Gross \$0.89 Net\$0.85 PRICE CIF: GROSS \$0.99 NET \$ 0.95

**EN590**

QUANTITY MINIMUM: 10,000 METRIC TONS MAXIMUM: 200,000 METRIC TONS PRICE FOB: GROSS \$365 NET \$360 PRICE CIF: GROSS \$389 NET\$380

**GASOIL 500ppm / 50ppm**

Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months

Price Fob - \$360/350Gross/Net Price CIF \$370/\$360

**RUSSIAN LIGHT CYCLE OIL (LCO)**

Quantity Minimum 50.000 MT Maximum 500.000 MT X 12MONTHS

Price Fob- \$320 /\$310Gross/Net Price CIF \$330/\$320

**RUSIAN EXPORTBLEND CRUDE OIL (REBCO)**

Quantity Minimum 500.000 BBL Maximum 10.000.000 BBL X MONTHS

Price Fob- \$60/\$58Gross/Net Price CIF \$70/\$66

**Mazut-100 GOST 10585/75**

QUANTITY MINIMUM: 10,000 METRIC TONS MAXIMUM: 200,000 METRIC TONS

PRICE FOB: GROSS \$280NET \$270 PRICE CIF: GROSS \$290 NET\$280

**RUSSIAN DIESEL EURO4**

QUANTITY MINIMUM: 50,000 METRIC TONS MAXIMUM: 500,000 METRIC TONS

PRICE FOB: GROSS \$280 NET \$275 PRICE CIF: \$302 NET \$295

**RUSSIAN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

QUANTITY MINIMUM: 500,000 BARRELS MAXIMUM: 2,000,000 BARRELS

PRICE FOB: GROSS \$46 NET \$42 PRICE CIF: \$56 NET \$52

**RUSSIAN D2-GAS-OIL (DIESEL)LO.2-62 GOST305-82**

QUANTITY MINIMUM: 10,000 METRIC TONS MAXIMUM: 200,000 METRIC TONS

PRICE FOB: GROSS \$280 NET \$276 PRICE CIF: \$290 NET \$286

**UREA GRANULAR AND PRILLED RUSSIAN ORIGIN**

QUANTITY MINIMUM: 50,000 METRIC TONS MAXIMUM: 500,000 METRIC TONS

PRICE FOB: GROSS \$180 NET \$170 PRICE CIF: \$190 NET \$180

**CIF DELIVERY APPROVED PROCEDURE**

1. Buyer issues ICPO must be with buyer company letterhead.
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 countersigns and gives Partial proof of products as follow:

\*Seller Irrevocable Commitment to Supply

\* Statement of availability of product

\* Certificate of origin

\*Commercial invoice for the first value shipment

1. Within 5 banking days, Buyer's bank sends Irrevocable Operative SBLC via MT760 or DLC via MT700 according to Seller's fiduciary bank verbiage to Seller nominated fiduciary offshore bank account for first month shipment. In any case buyer fails to issue payment instrument within 5 banking days, buyer pays a purchase guarantee deposit of \$260,000 to enable seller charter vessel and commence shipment ( the \$200,000 will be deducted from the total cost of the product before final payment at the discharge port)

4. Seller's Bank issues 2% Performance Bond (Note: For the case of 50/50 shipment cost, no PB will be issued to buyer bank, only full set of POP will be sent to buyer's secured email) to Buyer's Bank along with the below POP documents:

- \* Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation
- \* Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
- \* Copy of Transnet contract to transport the product to the loading port.
- \* Copy of the charter party agreement to transport the product to discharge port.
- \* Copy of Vessel Questionnaire 88.
- \* Copy of Bill of Lading.
- \* SGS Report at loading port.
- \* Certificate of Ownership Transfer

5. Upon arrival at the discharge port buyer pays 100% of the master invoice (minus \$185,000 for the case of shipment deposit), seller issues authorization to sell and collect. Buyer lifts the product and seller pays all intermediaries.

#### **TTO PROCEDURE**

1. Buyer issues official ICPO with banking details and company registration certificate
2. Seller issues MOU contract for both party to sign within 24 hours, buyer signs and send back with guarantee letter to fulfill the contractual agreement.
3. Seller issue POP documents which were issued in the initial buyer company's name as listed below.
  - a. Sanitized Certificate of Origin in the name of previous buyer
  - b. Product quality passport (Analysis test Report) By Russian standard gost R
  - c. Sanitized Bill of Lading in the name of previous buyer name
  - d. Freight cargo Manifest
  - e. NOR
  - f. Vessel Q88
  - g. Vessel ETA
4. Within 48 hours, buyer confirms the product documents, buyer will make cash deposit of US \$ 535,000 deposit by TT wire transfer of the product which stands as Security Guarantee for the transaction, change of title ownership, cargo re-route and re-assigning of cargo to current buyer. (This will be deducted from the total cost of the product before final payment)
5. Upon seller's partner confirmation of buyer's deposit, seller transfer's the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's name and also re-route the vessel to buyer's destination port/terminal and issue ATB to enable Buyer board the vessel and DTA Dip Test Authorization effective from the vessel ETA.
6. Vessel arrive the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes payment for product by MT103 and deduct the payment made to seller.
7. Seller out pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.
8. Buyer and seller signs yearly contract and buyer issue RDLC.

#### **TRADING PROCEDURE FOB (TANK TO VESSEL)**

EMAIL: a.val@internet.ru

1. Buyer accepts the seller working procedure and issue ICPO addressed to the seller refinery.
2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice along with vessel details.
3. Seller issues payment invoice for allocation of the product, buyer pays allocation of the product and Sellers provide buyers with the below listed PPOP.
  - a) Product Passport (product analysis report)
  - b) Certificate of origin of the product.
  - c) Irrevocable Commitment Letter to Supplier.
  - d) Tank to Vessel Injection Agreement (TTVIA) to be signed by buyer and buyer logistics.
4. Seller provides buyer with SGS report, Injection Report, unconditional DTA.
5. (NCNDA / IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR) seller proceed for Tank-to-Tank injection and provide buyer with the injection report of the product into buyer tanks.
6. Buyer make payment for total cost of product injected into buyer tanks via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
7. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

#### **TRADING PROCEDURE: FOB**

1. Buyer issues ICPO with Company Letterhead + Copy of Passport + TSA of his trusted tank farm for seller's verification.
2. Seller issues Commercial Invoice (CI) Buyer countersigns and returns back to Seller.
3. Upon successful verification of buyer's tank farm, Seller issues partial proof of product (PPOP) the following documents: (A) Seller's Irrevocable Commitment to Supply  
(B) Statement of availability of product  
(C) Certificate of origin
4. Seller pays the buyer's tank for 2 days for the Injection Process and Buyer pays his Tank Farm Company for 3 days' tank storage costs, (totaling a five 5 days TSR).
5. Buyer tank farm provide 5 days storage receipt (TSR) to Seller and buyer, Seller issues Unconditional DTA to buyer along with following documents: -
  - A) Authorization to verify physical the product (ATV)
  - B) Fresh SGS
  - C) Authorization to sell and Collect (ATSC)
  - D) Product passport Analysis report.
6. Buyer conducts DIP Test
7. Buyer makes payment by MT103 or Wire Transfer for the Total master invoice, simultaneously seller transfers the title of the product to Buyer's name as the title holder of the product.
8. Buyer lifts the product and Seller pays all intermediaries involved in the transaction.

MAKSIMOV YURIEVICH  
General Director

