



PRODUCTS AND PROCEDURES

ORIGIN: RUSSIA

LOADING PORTS: NOVOROSSIVSK / KOZMINO /VLADIVOSTOK/ NAKHODKA / PRIMORSK /
ROTTERDAM, HOUSTON ETC ...

D2 DIESEL GASOIL GOST L0-02-62-305-82

ORIGIN: RUSSIAN FEDERATION GRADE: EXPORT STANDARD BLEND

QUANTITY: 50.000MT SPOT /TRIAL SHIPMENT ASWP WITH R&E PRICE FOB: US\$300.00

GROSS/US\$290.00 NET PER MT

CIF PRICE: US\$310 / NET US\$300

RUSSIA ORIGIN PETROL 93/94

ORIGIN: RUSSIAN FEDERATION

GRADE: EXPORT STANDARD BLEND

QUANTITY: 1,000.000 MT SPOT/ TRIAL SHIPMENT ASWP WITH R&E

FOB PRICE: US\$200.00 GROSS/ US\$190.00 NET PER MT

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 10 PPM/ 500

PPM, RON 87, RON 93, Unleaded Petrol RON.

QUANTITY: 100,000 MT - 500,000 MT per month

FOB PRICE: Gross US\$ 190 / Net US\$ 180

CIF PRICE: US\$ 200 / NET US\$ 190

MAZUT M100 GOST -1058575

QUANTITY: Minimum 100.000 MT/Maximum 1,000,000 MT

FOB PRICE: \$230 GROSS/ \$229 NET CIF PRICE: \$240 \NET \$230

COMMISSION: Per MT (\$10). Seller side \$5 (closed), Buyer side \$5 (open).

MAZUT M100 GOST -10585-99

QUANTITY: Minimum 100,000 MT/Maximum 1,000,000 MT

FOB PRICE: \$170 GROSS/ \$160 NET

CIF PRICE: \$200.00 GROSS/ \$210.00 NET

COMMISSION: Per MT (\$10). Seller side \$5 (closed), Buyer side \$5
(open).



Desarrollos Inmobiliarios del Noroeste S.A. de C.V.

AVIATION KEROSENE COLONIAL GRADE Jet Fuel (JP 54, JetA, Jet A1 and TS-1) aviation jetfuel

ORIGIN: RUSSIAN FEDERATION GRADE: EXPORT STANDARD BLEND

QUANTITY: 500,000 BBL SPOT/ TRIAL SHIPMENT AS\i\TP WITH R&E

FOB Price: US\$ 32.00 GROSS/ US\$ 30.00 NET PER BBL CIF PRICE: \$36.00 GROSS /34.00 NET

COMMISSION: Per BBL (\$2). Seller side \$1 (closed), Buyer side \$1 (open).

D6 VIRGIN FUEL OIL LOW SULFUR

QUANTITY: Minimum 100,000,000 GALLONS first lift/ Maximum up to 600,000,000 GALLONS per week for 52 weeks.

FOB Price: \$-70 GROSS/ \$-65 NET

CIF PRICE: \$ -75 GROSS/ \$-70 NET

COMMISSION: Per GALLON (10 US CENTS). Seller side 0.5 US CENTS (closed), Buyer side 0.5 US CENTS (open).

UREA FERTILIZER 46 PRILLED / NITROGEN PHOSPHORUS AND POTASSIUM FERTILIZER (NPK)

PRICE CIF: \$ 220.00 GROSS/ \$210.00 NET PRICE FOB: \$ 210.00 GROSS/ \$200.00 NET

GASOLINE DTN EN 590 RUSSIAN

ORIGIN QUANTITY: Minimum 100,000 MT/ Maximum 1,000,000 MT

FOB PRICE: \$200 GROSS/ \$190 NET

COMMISSION: Per MT (\$10). Seller side \$5 (closed), Buyer side \$5 (open).

RUSSIA ORIGIN GASOLINE 93 /87 OCTANE

QUANTITY: 50,000 MT - 500,000 MT per month

Price FOB PRICE: US\$ 200.00 GROSS / US\$ 190.00 NET

CIF PRICE: \$300.00 GROSS / \$290.00 NET

BITUMEN GRADES: 40/50, 60/70 AND 80/100 / PETROLEUM ASPHALT

QUANTITY: 10,000 MT - 50,000 MT per month FOB PRICE: \$240.00 GROSS/ \$230.00 NET

CIF PRICE: \$250.00 GROSS/ \$240.00 NET

HSD2 AGO (AUTOMOTIVE) GASOIL / EN590



Desarrollos Inmobiliarios del Noroeste S.A. de C.V.

ORIGIN: RUSSIAN FEDERATION

FOB PRICE: GROSS\$ 280 / NET \$270

CIF PRICE: GROSS \$290 / NET \$280

**RUSSIAN EXPORT BLEND CRUDE GOST 51 858-2002 [R.E.B.C.O] CRUDE GOST 9965-76
[R.E.B.C.O]**

ORIGIN: RUSSIAN FEDERATION

FOB PRICE: GROSSUS\$31 / NET US\$29

PRICE CIF: GROSS \$35/NET \$33

LIQUIFIED PETROLEUM GAS (LPG)

QUANTITY: Minimum 50,000 MT/ Maximum 500,000 MT FOB PRICE: GROSS \$340/NET \$330

CIF PRICE: GROSS \$350 /NET \$340

COMMISSION: Per MT (\$10). Seller side \$5 (closed), Buyer side \$5 (open).

LIQUIFIED NATURAL GAS (LNG)

QUANTITY: Minimum 50,000 MT/ Maximum 500,000 MT FOB PRICE: GROSS \$280/\$270

CIF PRICE: GROSS \$290 /NET 280

COMMISSION: Per MT (\$10). Seller side \$5 (closed), Buyer side \$5 (open).

CST-180 FUEL OIL/ FUEL OIL CST280 / FUEL OIL CST380

MINIMUM QUANTITY: 10,000 Metric Tons per Month

MAXIMUM QUANTITY:150,000 Metric Tons per Month

FOB PRICE: GROSS US\$ 215 / NET US\$ 205 on

CIF PRICE: GROSS US\$ 315 / NET US\$ 305

FOB/Vladivostok/Novorossiysk DIESEL GAS

LIGHT EXPORT CRUDE OIL

ORIGIN: RUSSIAN EXPORTBLEND CRUDE OIL FOB PRICE: Gross \$30.00 USD / \$ 29.00 USD

NET CIF PRICE: GROSS \$ 40.00 USD / \$ 39.00 USD NET

FOB/ Rotterdam/ Novorossiysk I Vladivostok

HEAVY EXPORT CRUDE OIL

ORIGIN: RUSSIAN EXPORTBLEND CRUDE OIL FOB PRICE: Gross \$30.00 USD / \$ 29.00 USD

NET CIF PRICE: GROSS \$ 40.00 USD / \$ 39.00 USD NET

On FOB/ Rotterdam/ Novorossiysk I Vladivostok

BASE OILSN 100/ BS 150 / SN150 / SN 300 / SN 500



Desarrollos Inmobiliarios del Noroeste S.A. de C.V.

MIN. QUANTITY: 7.000 MT

MAX. QUANTITY: 1.500.000 MT PER MONTH FOB PRICE: \$360 Gross/ \$350 Net PER MT MAX.

QUANTITY: 1.300.000 MT PER MONTH FOB PRICE: \$320 Gross/ \$310 Net PER MT MAX.

QUANTITY: 1.000.000 MT PER MONTH FOB PRICE: \$310 Gross/ \$300 Net PER MT MAX.

QUANTITY: 1.200.000 MT PER MONTH

METHAHOL OF ALL GRADE'S

CIF PRICE: GROSS USD \$290.00 / USD \$ 280.00 NET MT

FOB PRICE: GROSS USD \$ 270.00/ USD \$ 269.00 NET MT

RUSSIA ORIGIN CRUDE DEGUMMED RAPESEED OIL DIN51605

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD\$460.00 / USD\$450.00 NET

FOB PRICE: Gross USD\$450.00 / USD\$440.00 NET

Commission Structure: \$5 buyer side and \$5 seller side





CIF ASWP PROCEDURES

1. Seller sends to Buyer an official price list. Buyer confirms the offer and issue ICPO with their full banking details.

2. Seller approves and issues the full corporate offer {FCO} with full terms and procedure to the Buyer. Buyer signs and returns full corporate offer {FCO} with letter of acceptance to the terms and procedures of the FCO to Seller.

3. Seller approves and issues the Sales Purchase Agreement Contract {SPA} to Buyer; the Sales Purchase Agreement Contract {SPA} is open for amendments. Upon finalizing of the amendment of the SALES PURCHASE AGREEMENT CONTRACT, Buyer sign seal and return the contract {SPA}.

4. Seller will send to the Buyer the NCNDA I IMFPA, accepted final contract in PDF Format along with the Company confirmation and acceptance letter for supply of the product to Buyer.

5. Seller will issue to the Buyer the Partial Proof of product to include the following;
 - A) the Product Certificate of Origin
 - B) the Copy of Certificate of Incorporation and Tax Registration.
 - C) the Copy of Product Certificate of Quantity and Quality Analysis.
 - D) the Copy of Statement of Product Availability
 - E) the Product Allocation Booking Invoice.

6. Upon finalization of the shipping terms and delivery schedule and shipping documents, Both SELLER COMPANY and BUYER COMPANY will lodge the approved signed and sealed Legalized contract, signed and sealed charter party agreement and all documents with their respective banks.



Desarrollos Inmobiliarios del Noroeste S.A. de C.V.

7. Seller issues the Full POP documents, the hard copy contract and 2% Performance Bond via bank to Buyer's bank to include the following:-

- a. Copy of the Pipeline Corporation contract to transport the product to the Loading Port.
- b. Copy of company's certificate.
- c. Copy of Tank Receipt
- d. Copy of Statement of Availability of product.
- e. Copy of the Refinery commitment to produce the product
- f. Copy of Vessel Questionnaire 88
- g. Refinery Certificate of Product Ownership.
- h. Copy of Fresh Cut SGS
- i. Copy of Bill of Lading
- j. Copy of the port storage agreement.
- k. Copy of the charter party agreement
(S) To transport the product to discharge Port

8. Buyer confirm swift and issues irrevocable non-transferable documentary letter of credit for the first month shipment quantity, and if Seller fail to supply the product to the Buyer, this 2% Performance Bond will be paid to the Buyer as compensation.

9. The product SGS inspection charges will be borne by Seller at the loading port and inspection charges will be borne by the Buyer at the unloading port.

10. Delivery commence as scheduled. Buyer release payment to Seller via Swift Fund Transfer within 5 to 7 banking days after the discharge of cargo. Seller releases all commission to Intermediaries as per signed NCNDA/MFPA.



FOB RU/RT PROCEDURES

1. Buyer sends ICPO to Seller on buyer's company letter head, signed with full company details and banking detail.
 2. Seller issues Draft Contract open for amendments and Commercial Invoice for buyer to countersign including (NCNDA + IMFPA).
 3. Seller sends to buyer, copy of Commitment to supply and product availability in storage reservoir and Company registration certificate.
 4. Buyer provides information of their storage tank farm facility/vessel in Russia/Rotterdam port to seller in accordance with Seller instruction.
 5. Seller contact buyer's storage facility for logistics and once certified by seller, buyer then hires the storage tank and provide seller with "TANK STORAGE AGREEMENT and TANK STORAGE RECEIPT to enable seller inject product into buyers tank.
 6. Upon successful leasing of the tank, Seller issue Dip-Test Authorization to buyer and Seller injects fuel into buyer's tank.
 7. Buyer conducts Dip Test and lifting commence.
 8. Seller issues to the Buyer the Title of ownership certificate upon confirmation of act of transfer in Buyers Name, to be followed by all export documentation, and Buyer release payment as agreed by both parties at the discharge port.
 9. Seller pays Commission to all involved mandates and intermediaries by T/T Wire
- Transfer as mutually agreed in the NCND/IMFPA.



TANK TAKE OVER (TTO)/SPOT PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO).
2. Seller issues contract for review and endorsement by all parties.
3. Seller issues Proof of Product and Shipping document as listed below:
 - A. Certificate of Origin.
 - B. Company License to Export.
 - C. Company Registration Certificate.
 - D. Product Passport
 - E. Charter Party Agreement.
 - F. Vessel Tanker Details Q88.
 - G. Bill of Lading.
 - H. Indigenous Survey Company /SGS Report Test.
4. Upon receipt of the above documents by the Buyer Company, Buyer makes payment for the Title Transfer Holder via T/T wire Transfer
5. Upon receipt of the above payment of the vessel Title transfer and the re-route fee to the shipping company, the Ownership Certificate will be issued along with the shipping documents on the Buyers name with the SGS Report at the loading port while the course of the vessel will be re-routed to the current buyer's discharge port.
6. Buyer contacts Captain on-board to confirm the Estimated Time of Arrival and the current position of the vessel.
7. Buyer open MT 103/23 or MT 760 block fund for the total value of the Lift able quantity of product or buyer makes a deposit of 30% of the total value of the product in the vessel after receiving shipping documents via bank to bank.
8. Upon arrival of the vessel at Discharge after SGS, CIQ or equivalent inspection at the discharge port for Buyer to release the payment to the Seller Company via T/T Wire transfer.



DIP & PAY TERMS AND PROCEDURE

1. Seller issues executed Commercial Invoice for lift able product, and sends to Buyer upon confirmation of buyer ICPO.
2. Buyer countersigns and returns Commercial Invoice with full banking details.
3. Seller sends PPOP documents to buyers as follow:
 - a. Conditional DTA.
 - b. Authorization to verify.
 - c. Commitment to supply.
 - d. Statement of product availability.
 - e. Certificate of origin.
 - f. Product analysis.
- 4a. Buyer change title of ownership from sellers name to buyer's name, Seller provides DTA to Buyer along with Port Clearance to enable injection schedule.
- 4b. Seller gives to buyer full POP including the fresh SGS, Certificate of ownership and unconditional DTA.
5. Buyer conducts dip test, lifts, and pays at sight via MT-103 or TI, to enable injecting to buyer vessel.
6. Seller payout intermediaries involve as per NCNDA/IMPFA



SBLC MT760

1. BUYER ISSUE ICPO ADDRESSED TO THE SELLER MANDATE.
2. SELLER ISSUES DRAFT SPA FOR ALL PARTIES TO REVIEW AND ENDORSED ALONG WITH THE NCNDA/IMFPA & INVOICE FOR CONFIRM-ABLE POF SBLC SWIFT MT760 (\$ 000 000 000 00 USD), BUYER SIGN BACK WITH A LETTER OF ACCEPTANCE AND CONFIRMATION OF CLEAN SWIFT POF ACCORDING TO SELLERS VERBIAGE; UPON CONFIRMATION SWIFT POF SELLER REGISTER CONTRACT AND SEND THE FOLLOWING PPOP TO BUYER. SELLER'S BANK POST PERFORMANCE BOND (PB) 2% TO BUYER IS BANK AND OR TO BUYER.
 - A). COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT.
 - B). COPY OF COMMITMENT LETTER TO SUPPLY THE PRODUCT.
 - C). COPY OF CERTIFICATE OF ORIGIN.
 - D). COPY OF PRODUCT PASSPORT (DIP TEST RESULT).
 - E). COMMERCIAL INVOICE FOR THE LIFT-ABLE QUANTITY ACCORDING TO THE ISSUED POF (MT760).
 - F). COPY OF THE APPROVED DRAFT CONTRACT.
3. SELLER TRANSFER TITLE APPROVED BY THE MINISTRY OF ENERGY TO IDENTIFY THE BUYER'S COMPANY NAME AS THE BENEFICIARY OWNER OF THE PRODUCT ALLOCATION, ALL PARTIES SIGN THE CPA WITH THE SHIPPING COMPANY.
4. SELLER PROVIDES THE FOLLOWING POP DOCUMENTS, TRIAL SHIPMENT BEGINS OR AS PER CONTRACT.
 - A). COPY OF LICENSE TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF ENERGY.
 - B). COPY OF APPROVAL TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF JUSTICE.
 - C). COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT.
 - D). COPY OF THE REFINERY COMMITMENT TO PRODUCE THE PRODUCT.
 - E). COPY OF THE OJSC AK TRANSNET CONTRACT TO TRANSPORT THE PRODUCT TO THE PORT.
 - F). COPY OF THE PORT STORAGE AGREEMENT.
 - G). COPY OF THE CHARTER PARTY AGREEMENT(S) TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
 - H). DIP TEST AUTHORIZATION.
 - I). TANK RECEIPT.
 - J). SGS REPORT.
5. SHIPMENT COMMENCES AS PER CONTRACT SCHEDULE.
6. WITHIN 5 WORKING DAYS OF VESSEL ARRIVAL, BUYER RELEASES FULL PAYMENT VIA MT103 FOR TRIAL ORDER SHIPMENT AFTER SGS OR SAY BOLT AT THE DESTINATION PORT.
7. SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES, ALL AGENTS AND MANDATES AS PER SIGNED NCNDA/IMFPA WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER'S BANK.



FOB RUSSIAN PORT

1. Buyer issue legal ICPO + Company profile+ Buyer passport
2. Title Holder confirms Buyer Documents and issue confirmation Letter to confirm.
3. Buyer visit Title Holder administrative office for TTM (Face to Face) meeting to sign SPA & CI and get POP.
4. Buyer conduct DIP TEST at Title Holder Tanks (Buyer borne for the SGS) and submit his carrier information (CPA).
5. Upon SGS report + POP confirmed by the Buyer, Buyer issue 30% payment MT 103/TT to Title Holder account.
6. Seller inject to buyers tank or vessel, buyer confirm loading or injection and remit balance 70%.
7. Buyer lift product to their own destination.
8. Title Holder pays all intermediaries.

DINORSA
CONSTRUIMOS DESDE 1981



Desarrollos Inmobiliarios del Noroeste S.A. de C.V.

IMPORTANT

Grammatical mistake or typographical error if there is any present in this SCO shall not be considered as a contradiction.

Non-Circumvention and Non-Disclosure: Any Mandate, Facilitator, Agent,

Representative, Intermediary or Broker representing the Buyer or Seller and/or their affiliates and assigns by receiving this SCO, ICPO, CI, PPOP and other documents relating to this transaction shall not in any manner, solicit and/or accept any business from sources that have been made available by and through the parties hereto, nor in any manner shall access, solicit and/or conduct any transaction with such said sources, without specific permission of the party who made such said sources available. And the parties irrevocably agree that they shall not disclose or otherwise reveal directly or indirectly to a third party any confidential information provided by one party to the other without prior specific written consent of the party(s) providing such information.

Emphasis to this Soft Corporate Offer: We reserve the rights to verify if the allocation offered hereto is available before any of our esteemed Buyers issue ICPO to the Seller. NOTE:- Upon successful delivery of the Trial Shipment/Lift, the parties are engaged in a minimum twelve (12) month Contract with R&E of up to (4) years, and within (5) Five International Banking Days, the Buyer's Bank will issue a revolving Standby Letter of Credit ("SBLC") / Bank Guarantee ("BG")/ "Irrevocable Transferable Documentary Letter of Credit" (ITDLC), with a minimum validity of (365+1 Days) for the "SBLC"/"BG" and (45-60) Days for the "ITDLC".

If the above negotiation terms and working procedures are acceptable by your company kindly issue an ICPO

Note: Seller assists to arrangement Tank Farm', if required Tank Storage by Buyer.

Note: if buyer is willing to conclude and does not have their own Vessel, buyer can negotiate with the seller and tankfarm & the buyer shall sign CPA with the farm/shipping company. We only deal with ready and genuine buyers. Buyers are advised not to issue there ICPO if our terms are not accepted

Note: all swift transmissions final draft verbiage must be ratified by both parties before sending ...