

## **VANKORN**

### **PRODUCT: RUSSIAN AVIATION KEROSENE COLONIAL GRADE "54" (GOST 10227-86)**

ORIGIN: RUSSIAN FEDERATION

QUANTITY: 2,000,000 BARRELS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: US\$ 48.00 GROSS/ US\$ 44.00 NET PER BARREL (\*)

### **PRODUCT: RUSSIAN DIESEL GASOIL L-0.2-62 (GOST 305-82)**

ORIGIN: RUSSIAN FEDERATION

QUANTITY: 50.000 METRIC TONS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: US\$320.00 GROSS / US\$310.00 NET PER MT(\*)

### **PRODUCT: RUSSIAN VIRGIN D6 FUEL OIL**

ORIGIN: RUSSIAN FEDERATION

QUANTITY: 100,000,000 GALLONS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: US\$0.85 GROSS / US\$0.80 NET PER GALLON(\*)

*LOADING PORTS: NOVOROSSIYSK / KOZMINO / PRIMORSK / ROTTERDAM PORT, NETHERLANDS.*

*INSPECTION: SGS FOR QUALITY & QUANTITY TEST REPORT.*

*PAYMENT TERMS: MT103 / TT PAYABLE 100% AT SIGHT AFTER PRESENTATION OF DOCUMENTS REQUIRED.*

(\*)Prices may vary according to market.

### **TRANSACTION PROCEDURES FOR FOB ROTTERDAM PORT**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with seller transaction procedures with banking details and passport copy.
2. Seller issues Commercial Invoice (CI), and Commitment Letter to Supply for the product in Seller tanks in port of Rotterdam and Buyer signs and returns back the Commercial Invoice (CI) with Buyer's banking details and passport copy.
3. Upon receipt of the signed Commercial Invoice from the Buyer, Seller issues the below listed partial proof of product documents to the buyer for verification of the product availability.
  - a) Authorization to Verify (ATV)
  - b) Statement of product Availability
  - c) Tank Storage Receipt TSR, with GPS Coordinates
4. Upon verification of the above partial POP documents and confirmation of the product availability in Seller's tank in port of Rotterdam Netherlands, Buyer extends the Tank in order to have a valid Tank Storage Receipt (TSR) in the Buyer's Company name.
5. Upon receipt and confirmation of the buyer's tank extension, Seller sends to Buyer the below listed documents,
  - a) Injection Report
  - b) Authorization to Sell and Collect (ATSC)
  - c) Dip test authorization (DTA), for buyer to conduct Dip Test.
6. Upon successful Dip Test in Seller's Tanks, Buyer makes Payment for the product, via MT103 / TT Wire Transfer, and Seller transfers the Title of Ownership to the Buyer's name and lifting commence as schedule.

## **ADRIN 2**

### **AVIATION KEROSENE JP54**

Price: USD \$70Gross/ 66\$ Net(\*)

First trial 1,000,000 BBLs

Contract: 2,000,000 BBLs

Destination: FOB ROTTERDAM

### **D6 DIESEL FUEL OIL**

USD \$0.85 Gross / \$0.80 Net(\*)

First trial 50,000,000 Gallons

Contract: 200,000,000 Gallons

Delivery term: FOB ROTTERDAM

### **D2, DIESEL GAS OIL**

USD 430 Gross/ 420 Net(\*)

First trial 50,000 MT

Contract: 100,000 MT X 12 months

Destination: FOB ROTTERDAM

*(\*)Prices may vary according to market.*

## **BANKING TERMS AND PROCEDURES**

1. Buyer accepts seller working procedure and issue ICPO .
2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice and Tank storage agreement (TSA), (The name of the refinery should be included in the TSA as suppliers, with all the data taken from the CI).
3. Seller provide buyer with the below listed PPOP.
  - A. Authorization To Sell & Collect
  - B. Irrevocable Commitment Letter to Supplier
  - C. Tank Storage Receipt
  - D. Authorization to Verify (ATV)
4. Upon successful verification of products, Buyer provides their Tank farm Authorization to inject (ATI) to commence with injection of products immediately Seller provides buyer with SGS report.
5. SELLER start's Fuel Injection of product into the BUYER'S Storage Tank at BUYER'S Storage Terminal. Upon successful Fuel Injection of the total quantity, SELLER provides BUYER the following "Post Blending Document(s) such as Tank Storage Receipt" (TSR) and Unconditional DTA for buyer to carry out the dip test.
6. Upon successful dip test, the Seller issued the "Title of Ownership" of the Products in Storage Tank to Buyer, under 48hrs BUYER Pay's for the total Cost of the Products VIA SWIFT Bank Wire-Transfer by MT103.
7. SELLER confirms BUYER'S full Payment, and both parties' releases full Payment to all intermediaries Commission Payment(s) for both the BUYER'S /SELLER'S Side that are a part of this Fuel transactions.

### **ADRIN 3**

#### **AVIATION KEROSENE COLONIAL GRADE 54**

Trial Quantity: 2,000,000 Barrels per Month

Contract quantity: 5,000,000 Barrels x 12 Months

Price: Gross \$ 52.00 USD/\$ 48.00 USD Net (\*)

FOB Rotterdam

#### **DIESEL FUEL (D6)**

Trial Quantity: 100,000,000 Gallons

Contract quantity: 200,000,000 Gallons

Price: Gross \$0,74 USD/\$ 0,70 USD Net (\*)

FOB Rotterdam

*(\*)Prices may vary according to market.*

#### **BANKING TERMS AND PROCEDURES**

1. Buyer issues ICPO, and company registration certificate
2. Seller issues Draft Contract, Commercial Invoice (CI), buyer signs and Returns back to seller with his TSA.
3. Seller leases and pays the buyer's tank for 3 days first and Buyer does pay his Tank Farm Company for 2 days after his Tank Farm Company has received the payment from Seller Company.
4. Seller issues following POP documents to Buyer:
  - a) GPS Coordinate-Tank storage receipt (TSR)
  - b) Injection report
  - c) Dip test authorization letter (DTA) - Unconditional
  - d) Authorization to Sell and To Collect (ATSC)
  - e) Fresh SGS Report
  - f) Authorization to Physically to Verify (ATV)
5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.
6. Seller pays both sides Mandates in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

## **INTER**

### **JP54**

Quantity: 500,000-3,000,000 Barrels

Fixed: Gross \$58 USD per Barrels Net \$54 USD per barrels (\*)

Origin: Russia

FOB, Rotterdam

### **D6 Virgin Fuel Oil**

Quantity: 500,000,-800,000,000 Gallon

Price: Gross \$0.91 cent USD per Gallon Net \$0.87 cent USD per Gallon, (\*)

Origin: Russia

FOB, Rotterdam

*(\*) Prices may vary according to market.*

## **TERMS AND PROCEDURES FOR CI DIP AND PAY FOB ROTTERDAM**

1. Buyer issues ICPO according to seller transaction procedure; attached with their banking details and passport copy of the company signee.
2. Seller issue commercial invoice with tank number(s) of the product in seller tanks at loading port of Rotterdam, buyer sign and return back the commercial invoice attached with a copy of TSA
3. All parties sign the NCNDA/IMFPA paymaster agreement and seller issues ATS/C.
4. Seller issues Fresh SGS Q&Q Certificate, paid by the Buyer to the seller's designated secured slot account with accreditation body as the title owner and seller issues the below POP Documents to the buyer.

### LIST OF POP DOCUMENTS:

A: PRODUCT PASSPORT (ANALYSIS REPORT)

B: REFINERY COMMITMENT TO SUPPLY

C TANK STORAGE RECEIPT (TSR)

D: EXPORT LICENSE

E: SGS Q&Q REPORT

F. INJECTION REPORT

5. Upon the certified SGS Quality and Quantity and Full POP confirmation by the buyer and their bank, buyer pays for the available product via MT103/ TT Wire transfer as per CI, DIP, and PAY and lift the product.
6. Upon confirmation receipt of payment, Seller injects the product into the buyer's provided storage tank or vessel tanker.
7. Upon complete injection to buyer's storage tank or vessel tanker, Seller pays seller side commission and buyer pays buyer side commission involved in the Transaction as per the executed paymaster fee protection agreement and the seller transfers Title of Ownership to the Buyer's name.

## **INVEST**

### **1. DIESEL D6**

ORIGIN: RUSSIAN

PER GLN: \$0.95/0.90 USD (\*)

F.O.B ROTTERDAM

QUANTITY: 100,000,000 GLNS

### **2. JET FUEL JP54**

ORIGIN: RUSSIAN

PER BBL: \$70,00/66.00 USD (+)

F.O.B ROTTERDAM

QUANTITY: 1,000,000 BBLs

### **3. JET FUEL A1**

ORIGIN: RUSSIAN

PER BBL: \$70,00/66.00 USD(\*)

F.O.B ROTTERDAM

QUANTITY: 1,000,000 BBLs

### **4. DIESEL GAS OIL D2**

ORIGIN: RUSSIAN

PER MT: \$400,00/ 390USD(\*)

F.O.B ROTTERDAM

QUANTITY: 100,000 MT

*(\*)THE PRICES CAN VARY ACCORDING TO MARKET.*

### **NON-NEGOTIABLE DIP & PAY PROCEDURES: (FOB ROTTERDAM STORAGE TANKS)**

1. Buyer issues 'ICPO with full Banking Co-ordinates, to Supplier as per the commercial terms & conditions with an official letter of acceptance from Buyer's company.

2. Seller/Supplier issues its Commercial Invoice (CI) to Buyer, valid for the available quantity in the Suppliers logistics storage facilities, which is ready to transfer into the Buyers approved tanks.

3. Buyer signs and returns CI, along with buyer's passport copy, Corporate Profile and Company Registration to Supplier.

4.1. Supplier then issues to the Buyer, the following PPOP documentation"

Valid Tank Storage Receipt (48 hrs-TSR), to confirm injected Fuel into Supplier's leased tanks.

Product Passport Dip Test Analysis Report issued by Indigenous Lab. Inspection

Agency.

- Certificate of Origin.
- Authority to sell certificate on-behalf of supplier (ATSC).

- Authority to Verify (ATV).
- GOST-R Russ Standard-Analysis Test Report.

4.2. Buyer contact Tank Operator Agency for verification of fuel availability and requesting as follows;

- Tank-List Co-ordinate
- Per-Injection Affidavit.

5. Upon the receipt and confirmation of the aforementioned product documents, Buyer secures & submit its leased facilities for-(minimum of 3-7 days) to enable Supplier issues an "Unconditional" Dip Test Authorization (DTA) within the valid 48 hrs, for Buyer's Inspection team to board logistics terminal to perform Dip Test inconformity of the technical standard of the fuel quality & quantity, for immediate transferring from Suppliers Tanks to Buyers tank.

6. Buyer immediately order its either SGS, INTERTEK or SAYBOLT Inspection Agencies for the fuel surveying to be performed in the Suppliers Tank/s. Buyer pays for its Q&Q Inspection.

7. Upon satisfactory inspection, Buyer sends their (TSR + ATV + ATI + copy of SGS, INTERTEK or SAYBOLT Inspection Report) to the Supplier. Then Supplier immediately issues its Final (CI') to Buyer as per the quantity Report, along with the Title of ownership Certificate to be followed by all Export documentation.

8. Buyer makes 100% payment to Suppliers nominated Bank Account by MT103/TT wire transfer for the total product.

9. Trans-loading commences into buyer tank and Seller Issues Title of ownership Certificate in Buyer's name.

10. Seller pays commission to all intermediaries involved in the transaction within 48 hours after confirmation of the buyer payment.

## **CAR 1**

### **Product: JP54**

Origin: RUSSIA

Prices: \$ 64gross / \$ 60net(\*)

FOB ROTTERDAM

### **Product: D6**

Origin: Russia

Prices: \$ 0.96 gross / \$ 0.92 net(\*)

FOB ROTTERDAM

*(\*)THE PRICES CAN VARY ACCORDING TO MARKET.*

1. BUYER ISSUE ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH "TSA" AND BUYER COMPANY CERTIFICATE OF INCORPORATION.

2. SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, TO BE SIGNED BY BUYER AND BUYER'S LOGISTIC AND TO BE RETURNED BACK (COMMERCIAL INVOICE) TO SELLER AFTER COMPLETED.

3. SELLER ISSUE TO BUYER PPOP LISTED BELOW:

- TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATE OF WHERE THE TANKS ARE LOCATED.
- INJECTION REPORT
- DIP TEST AUTHORIZATION LETTER (DTA)
- AUTHORIZATION TO SELL.
- SGS REPORT.
- AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV)

4. BUYER INSPECTS BY SGS ON BUYER'S EXPENSES AND SENDS TSR.

5. UPON SUCCESSFUL DIP TEST IN TANKS, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS. BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103/TT.

6. BUYER LIFTS PRODUCT AND ALL INTERMEDIARIES ARE PAID AND SELLER AND BUYER CONSIDER AND SIGNS FURTHER CONTRACTS AFTER SUCCESSFUL TRANSACTION.

## **ADRIN 1**

### **PRODUCTO: JP54**

ORIGEN: RUSIA

CANTIDAD MINIMA: 1.000.000 BBL

CANTIDAD MAXIMA: 3.000.000BBL

PRECIOS: GROSS 66 \$ / NET 62 \$

FOB ROTTERDAM

### **PROCEDIMIENTO FOB ROTTERDAM**

1. Buyer sends ICPO to seller along with Company Profile.
2. Seller issues CI (commercial invoice) to buyer, buyer signs and returns to seller within 48 hours.
3. Buyer meets with Seller/Tank Farm representatives at Rotterdam terminal and after successful meetings seller issues unconditional DTA.
4. Buyer contacts and schedule with their SGS team to conduct dip test of the product in the seller tank on buyer expense. However immediately after successful meeting before dip-test been carried out, buyer take over seller's tank which the Tank extension payment invoice for 3-5 days will be handed over to the buyer/buyer representative at the meeting with Seller's tank farm representative and buyer pays before dips test takes place unfailingly.
5. Upon successful dip test buyer makes payment by MT103 wire transfer for the total product & buyer provide TSR, seller injects into the buyers nominated shore tank storage.
6. Seller issues buyer title of ownership certificate and all related export documentation, seller and buyer sign the monthly contract
7. Seller will pay the commission to all intermediaries involved in this Transaction as Persigned NCNDA/IMFPA.



## **ATA 1**

ORIGIN: RUSSIA INCOTERMS: FOB /CIF LOADING PORT: HOUSTON/ ROTTERDAM/  
NOVOROSSIYSK/ VLADIVOSTOK /PRIMORSK. PAYMENT TERMS: IRREVOCABLE LC, T/T  
TELEGRAPHIC TRANSFER, BG OR SBLC, MT103. INSPECTION: SGS, CIQ OR SIMILAR

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

RUSSIAN ORIGIN

Quantity: Minimum: 500, 000 BBLs.

Maximum: 5,000,000 BBLs

FOB Price: \$ 44 GROSS / \$40 NET (+)

FOB ROTTERDAM

### **JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)**

RUSSIAN ORIGIN

Quantity: Minimum: 500, 000 BBLs.

Maximum: 5,000,000 BBLs

FOB Price: \$ 44 GROSS / \$40 NET (\*)

FOB ROTTERDAM

### **RUSSIA VIRGIN FUEL OIL D6**

RUSSIAN ORIGIN

Quantity: Minimum: 100,000,000 GALLONS PER WEEK.

Maximum: 400, 000,000 GALLONS

FOB Price: \$0.85 GROSS / \$0.80 NET (\*)

FOB ROTTERDAM

### **EN590**

RUSSIAN ORIGIN

Quantity Minimum: 50.000TM

Quantity Maximum: 200.000TM

PRICE: Gross \$410/ Net \$400

FOB ROTTERDAM

**(\*)THE PRICES CAN VARY ACCORDING TO MARKET.**

## **STANDARD FOB PROCEDURES FOR SUCCESSFUL DELIVERY**

1. Buyer send ICPO along with Company Profile to Seller on receipt of Seller's Soft Offer
2. Seller issue commercial invoice (CI). Buyer signs and returns commercial invoice with Tank Storage Agreement (TSA) to seller acknowledging buyer's legally binding commitment to Purchase under the terms and conditions herein.
3. Seller issues Dip Test Authorization letter to be signed by both parties (BUYER & BUYER TANK FARM) to confirm to seller buyer tank farm readiness to receive product from seller, along with PPOP documents which includes;
  - \*.Product Passport
  - \*.Assurance letter to supply the available said product by the seller company., Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer Expenses.
4. Upon successful Dip Test, Buyer provides vessel details or Tank details, Seller shall Immediately submit the full Proof of Product (POP) to the Buyer, Injection of the product Proceeds
5. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after Confirmation of the buyer's payment
6. Seller issues draft Contract to buyer to review for R&E monthly deliveries
7. Buyer review and approves the contract and issues SBLC/IRDLC irrevocable, Nontransferable, auto revolving for 12 months' shipment value, documentary letter of credit for length of contract and for each lift-able as schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
8. The subsequent delivery shall commence according to the terms and conditions of the Contract, and mandates/intermediaries receive their commissions according to monthly Deliverie