



## PRODUCTS AND PROCEDURES

### **D2 GAS OIL GOST 305-82**

PRICE FOB GROSS, \$ 270  
PRICE FOB NET \$ 260  
PRICE CIF GROSS \$ 280  
PRICE CIF NET \$ 270

### **AVIATION KEROSENE COLONIALGRADE JP54, GOST 10227-86**

PRICE FOB GROSS, \$ 34  
PRICE FOB NET \$ 32  
PRICE CIF GROSS \$ 36  
PRICE CIF NET \$ 34

### **BITUMEN GOST 2245-90**

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

### **GASOLINE DTN EN 590 GOST R 52368-2005**

PRICE FOB GROSS, \$ 205  
PRICE FOB NET \$ 195  
PRICE CIF GROSS \$ 215  
PRICE CIF NET \$ 205

### **LIQUIDIFIED NATURAL GAS, GOST 5542-87**

PRICE FOB GROSS, \$ 225  
PRICE FOB NET \$ 215  
PRICE CIF GROSS \$ 235  
PRICE CIF NET \$ 225

### **LIQUIDIFIED PETROLEUM, GOST 5542-87**

PRICE FOB GROSS, \$ 230  
PRICE FOB NET \$ 220  
PRICE CIF GROSS \$ 240  
PRICE CIF NET \$ 230



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**MAZUTM100, GOST 10585-75**

PRICE FOB GROSS, \$ 210  
PRICE FOB NET \$ 200  
PRICE CIF GROSS \$ 220  
PRICE CIF NET \$ 210

**MAZUTM100, GOST 10585-99**

PRICE FOB GROSS, \$ 215  
PRICE FOB NET \$ 205  
PRICE CIF GROSS \$ 225  
PRICE CIF NET \$ 215

**DIESEL D2 10 PPM, GOST 305-82**

PRICE FOB GROSS, \$ 230  
PRICE FOB NET \$ 220  
PRICE CIF GROSS \$ 240  
PRICE CIF NET \$ 230

**AVIATION FUEL – JET A-1, GOST 10227-86**

PRICE FOB GROSS, \$ 36  
PRICE FOB NET \$ 34  
PRICE CIF GROSS \$ 38  
PRICE CIF NET \$ 36

**DIESEL FUEL OIL D6, RUSSIAN, GOST STANDARD**

PRICE FOB GROSS, \$ 0.92  
PRICE FOB NET \$ 0.90  
PRICE CIF GROSS \$ 0.94  
PRICE CIF NET \$ 0.92

**RUSSIA EXPORT BLEND CRUDE, GOST 9965-76**

PRICE FOB GROSS, \$ 32  
PRICE FOB NET \$ 30  
PRICE CIF GROSS \$ 34  
PRICE CIF NET \$ 32

**GASOLINE 87, 89, 91, 92, 95 OCTANES, RUSSIAN GOST**

PRICE FOB GROSS, \$ 310  
PRICE FOB NET \$ 300  
PRICE CIF GROSS \$ 320  
PRICE CIF NET \$ 310



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**MARINE FUEL OIL CST 180, RUSSIAN GOST STANDARD**

PRICE FOB GROSS, \$ 260

PRICE FOB NET \$ 250

PRICE CIF GROSS \$ 270

PRICE CIF NET \$ 260





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## PROCEDURES

### A – FOB CI DIP AND PAY FOR HOUSTON, ROTTERDAM, RUSSIAN PORTS

1. Seller issue SCO for buyer Review and Acceptance.
2. Buyer issue ICPO, and sends company certificate of registration and import license data page of buyer's passport and his Representatives or and I.D.
3. Seller issue Draft Sales and Purchase Agreement Contract, Commercial Invoiced, buyer signs and return back to seller.
4. Seller issue to Buyer the NOR (Notice of Readiness) to commence the Injection of the product.
5. Buyer provide to Seller its Leased TANK STORAGE AGREEMENT and ATV.
6. Seller pays for 2 days for lease of buyer tank. After seller payment confirmation by buyer tank farm, buyer pay 3 days in order to get TSR and submit it to seller.
7. Seller moves the fuel from refinery reservoir and injects fuel to buyer tank in ROTTERDAM and furnish Buyer with the following:
  - A) Fresh SGS Report
  - B) Injection Report
  - C) Certificate of Origin
  - E) Certificate Of Ownership
  - F) DTA
  - G) ATSC
8. Buyer successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product Injected into the Tanks Through the means of MT103-TT.
9. Upon Seller Receipt of the Payment for the Product from the buyer, Seller issue to Buyer the Title Ownership of the product and all Exporting Document of the product.
10. Buyer Lift the product with its Vessel Tanker.
11. Seller pays commissions to all intermediaries involve in the transaction according to the signed NCNDA/IMFPA.



**B – FOB CI DIP AND PAY FOR HOUSTON, ROTTERDAM, RUSSIAN PORTS**

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
2. Seller issues commercial invoice CI, for the available quantity to Buyer, Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh SGS Report, Tank receipt, Injection Report, Certificate of Origin, Refinery Reservoir Receipt.
5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. 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 Payment.



## **A – CIF ANY SAFE WORLD PORT**

1. Buyer issue ICPO.
2. Seller Issue Draft Contract (SPA) Sales and Purchase Agreement for both parties Final Endorsement.
3. Seller Issue to Buyer:
  - a) CONFIRMATION / COMMITMENT LETTER TO SUPPLY
  - b) TANK RECEIPT
  - c) CERTIFICATE OF ORIGIN OF THE PRODUCT
  - d) STATEMENT OF AVAILABILITY OF THE PRODUCT IN RESERVOIR
  - e) PRODUCT PASSPORT
4. Buyer and seller both together secure the logistic of the petroleum product to the buyer Destination port and the cost of logistic will be split (50%/50%) each party will bear his own cost T/T Wire transfer. Note buyer will jointly secure the logistic of the petroleum Product to his Destination Port / discharge port.
5. Upon Finalization of the Logistics for the Delivery of the Petroleum Product to the Buyer Port of Destination / Discharge Port, Seller Commence Loading of the Petroleum Product into the Vessel Tanker (Ship) provided by buyer or Seller and Provide to Buyer the Following Proof of Product Documents and Shipment Documents:
  - BILL OF LADING, VESSEL DETAIL'S (Q88)
  - DIP TEST REPORT FOR QUALITY AND QUANTITY OF THE PRODUCT BY SGS, SAYBOLT, INTERTEK OR SIMILAR
  - CERTIFICATE OF CONFORMITY OF THE PRODUCT
  - CERTIFICATE OF ORIGIN ISSUED BY THE CHAMBER OF COMMERCE
6. Upon Buyer Receipt of the Above Proof of Product Document and Shipment Document, Buyer Issue DLC MT700 or SBLC MT760 to Guarantee payment for the product and Seller Issue 2% P.B.
7. Shipment Commence and Buyer Release Payment via MT 103 – T/T for the Total Cost of the Product after CIQ at Buyer Discharge port and Seller through the Ship Captain hands over all Exportation Document and Certificate of Ownership to Buyer.
8. Seller Pays Commission to Intermediaries involve in the Transaction.





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### **B – CIF ANY SAFE WORLD PORT**

1. The Buyer issues ICPO with Company Profile and buyer scanned Intl. passport copy.
2. The seller issues draft contract (SPA) open for amendment Along with seller CERTIFICATE OF INCORPORATION.
3. Both parties endorse the Draft “SPA”. Seller registers and legalizes the contract with the appropriate Authorities.
4. Upon the agreement of the contract, seller and buyers bank opens communications and buyer issues MT760 SLBC or BG to seller’s bank of the total market value of the product and seller issues to buyers BANK 2% Performance BOND of the total value of buyers MT760.
5. After confirmation of buyers MT760, seller issues the following POP documents to buyer.
  - A) FRESH SGS OF THE PRODUCT
  - B) BILL OF LADING
  - C) VESSEL Q88
  - D) CERTIFICATE OF ORIGIN ISSUED BY THE RUSSIAN CHAMBER OF COMMERCE.
  - E) PASSPORT OF PRODUCT (conducted in the refinery reservoir)
  - F) EXPORT LICENCE
  - G) ALLOCATION CERTIFICATE (Transaction deal passport)
6. Shipment commences and once vessel gets to buyers discharge port, buyers performs quality and quantity tests.
7. Upon successful confirmations of buyers Q&Q on the products, buyer releases the SLBC in sellers Bank and pay seller through MT103/TT.
8. Seller pays all the intermediaries (seller & buyer side) in the transaction their commissions within 72 hours after receiving full payment of the products from buyer through MT103/TT.

ING. VICTOR MANUEL ESCOBAR SANCHEZ



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