



Palma de Mallorca – Baleares - España  
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**DATE: 7 MARCH 2019**

**VALIDITY UNTIL: 7 APRIL 2019**

### **FULL CORPORATE OFFER CIF and FOB-DIP & PAY**

We **Ofertas-commodities**, as **Seller Mandate** with **MANDATE CERTIFICATE REF. Number: NAB98034523**, confirms our readiness and willingness to issue a Soft Corporate Offer and then straight to Sales Purchase agreement upon acceptance of our terms and conditions stipulated herein for the below products: **JPA1, JP54, D2, AGO, D6, EN590, 500PPM, D-50ppm, MAZUT, REBCO, GASOLINES, .....**

**1) DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2) Origin Rusian**

- Quantity MINIMUM 20.000MT – MAXIMUM 900.000MT x 12 months
- Price - **\$ 310-300USD Gross/ Net per MT CIF ASWP**
- Price: **\$ 260-250USD Gross/ Net per MT FOB: Rotterdam/ Novorossiysk/Vladivostok**
- Price: **\$ 290-280USD Gross/ Net per MT FOB: Houston/**
- **PRICE:25\$/15 Minus NWE Platts NWE discount /only FOB NWE (Northwest European)**

**2) MAZUT FUEL OIL 100 GOST 10585/75-99( Mazut M100) Origin Rusian**

- Quantity MINIMUM 30.000MT - MAXIMUM 400.000MT x 12 months
- Price – **\$200/190 USD Gross/Net**, per MT CIF ASWP
- PRICE: **\$170-160USD Gross/Net**, per MT FOB: Rotterdam/ Houston/Primorsk

**3) JET FUEL (JP A1) Origin Rusian**

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - **\$50/48USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$40-38 USD** per BBL **FOB: Rotterdam/ Novorossiysk/Vladivostok**
- PRICE: **\$44-42 USD** per BBL **FOB: Houston/**
- **PRICE:8\$/6 Minus NWE Platts NWE discount /only FOB NWE (Northwest European)**

**4) JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54) Origin Rusian**

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - **\$50/48USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$40-38 USD** per BBL **FOB: Rotterdam/ Novorossiysk/Vladivostok**
- PRICE: **\$44-42 USD** per BBL **FOB: Houston/**
- **PRICE:8\$/6 Minus NWE Platts NWE discount /only FOB NWE (Northwest European)**

**5) D6 VIRGIN FUEL OIL Origin Rusian**

- Quantity 25.000.000 G. week and Maximum 400.000.000 Galons per week x 52 weeks with R/E.
- Price - **\$0,72 / 0,70USD Gross/Net** ,per GAL. **CIF ASWP**
- Price -**\$0,60 / 0,58\$** per Gallon **On FOB Basis : Rotterdam / Novorossiysk/Vladivostok**
- Price -**\$0,66 / 0,64\$** per Gallon **On FOB Basis : Houston /**

**6) DIESEL EN 590 10 ppm: Origin Rusian**



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- Quantity MINIMUM 20.000 MT – MAXIMUM 200.000 MT X 12 MONTHS
- Price - **\$290 / 280USD Gross/Net** ,per MT **CIF ASWP**
- Price - **USD 270 / 260 \$** per MT **On FOB Basis** : Novorossiysk/Vladivostok/Rotterdam/ Primorsk
- Price - **\$30/20 Minus Platts discount /MT FOB NWE**

**7) GASOIL 500ppm / 50ppm**

- Quantity MINIMUM 20.000 – MAXIMUM 300.000 MT x 12 months
- Price - **\$300/290USD Gross/Net** ,per MT **CIF ASWP**

**8) AGO Automotive Gas Oil Flashpoint 66..... Origin Russian**

- Quantity MINIMUM 20.000 – MAXIMUM 300.000 MT x 12 months
- Price - **\$280/270USD Gross/Net** ,per MT **CIF ASWP**

**9) (LCO) RUSSIAN LIGHT CYCLE OIL..... Origin Russian**

- Quantity Minimum 50.000 MT Maximum 500.000 MT X MONTH with R/E.
- Price - **\$315 / 305USD Gross/Net** ,per MT **CIF ASWP**
- Price - **USD \$280 / 270 \$** per MT **On FOB Basis** : Rotterdam/Primorsk- Ust - Luga

**10) GASOLINES: GB (IV) 90-93-97 / GB (V) 89-92-95 Origin Russian**

- Quantity Minimum 50.000 MT Maximum 300.000 MT X MONTH with R/E.
- Price - **\$360 / 350USD Gross/Net** ,per MT **CIF ASWP**

**11) (REBCO) RUSSIAN EXPORT BLEND CRUDE OIL Origin Russian**

- Quantity Minimum 500.000 BBL Maximum 10.000.000 BBL X MONTH with R/E.
- Price - **\$66 / 64USD Gross/Net** ,per BBL **CIF ASWP**
- Price - **USD 56 / 54 \$** per bbl **On FOB Basis** : Novorossiysk/Vladivostok/Rotterdam/ Primorsk
- **PRICE: \$9/7Minus NWE Platts NWE discount /only FOB NWE (Northwest European)**

**COMMISSIONS:**

***Commission is the difference between price GROS and price NET.***

**Seller pays commission of Seller and Buyer side .**

**The Total commissions *WITH THE FOLLOWING DISTRIBUTION:***

- **The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.**
- **The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries. (only one pay master)**

Specification Standard

Loading Port: Primorsk-Ust-Luga/Vladivostok

In FOB: Injection time 2-3 days

In CIF: Shipment time 20-25 days

Inspection SGS or Equivalent

*The refinery can realize and serve any variation in the specifications as products, if the Buyer asks for it in the ICPO.*



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## **PROCEDURES DIP & PAY FOB:**

### **Dip Test on Seller tank before injection into buyer hire tank**

1. BUYER ISSUES ICPO + Passport Copy + COMPANY PROFILE, to Seller, Via: Mr. José Casas (Ofertas-commodities).
- 2) Seller issue Commercial Invoice (CI) for Buyer to countersign and return to Seller signed CI along TSA for Seller approval and Seller approve buyer TSA for buyer to proceed and TSA must have Seller name inserted into the TSA by tank farm.
- 3) Seller issue POP documents to Buyer:
  - a) Commitment to supply, b) Certificate of Origin, c) Authorization To Sell, d) License Certificate,
  - e) Statement of availability of product, f) Notice of Readiness to Commence Injection of the Product
- 4) Buyer provide to Seller
  - A. Empty tank to receive fuel (TSR), B. Authorization to Verify, C. Ready to Receive and all documents address to Seller by tank farm and send by buyer to Seller.
- 5) Seller provide buyer
  - a) Dip Test Authorization, b) Pre Injection Report, c) Tank with fuel to inject in buyer tank, d) Authorization to Verify, e) Fresh SGS to Buyer and all documents address to buyer and send by Seller to buyer
- 6) Buyer Send SGS to conduct Dip test and SGS issue SGS report to buyer
- 7) Seller inject fuel into buyer tank and Buyer Pays by MT103 against SGS report
- 8) Seller issue Title ownership documents to buyer
- 9) Seller pays commission to Seller Side and Buyer Side
  - The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
  - The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)

### FOR MONTHLY

- 1) Seller and Buyer sign contract for Monthly delivery
- 2) Buyer open SBLC/MT760 for monthly shipment and Seller open 2%PB to buyer
- 3) Seller inject fuel into buyer tank and Buyer Pays by MT103 against SGS report and Seller issue Title ownership documents to buyer and Commission against IMFPA agreement.



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## PROCEDURES FOR CIF ASWP CONTRACT.

1. BUYER ISSUES ICPO + Passport Copy + COMPANY PROFILE, to Seller, Via: Mr. José Casas (Ofertas-commodities).
2. Seller Issues Contract Open for Amendments.
3. Buyer Counters Sign and Seals the Contract And Sends Via E-Mail To Seller.
4. Seller issue proforma invoice and Partial POP documents to buyer via Seller Official email address to Buyer official Email address on listed below
  - A. Copy of License certificate
  - B. Copy of Statement of Availability of the product.
  - C. Copy of Proforma Invoice, Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, Authorization To Sell, ) .
5. Buyer Within three (5) banking Days, Buyers bank Send Swift Operative Irrevocable Confirmed Standby letter of Credit (SBLC) Via Swift MT760 to Seller Fiduciary company bank outside Russia.
6. Seller 2%PB to buyers for Guarantee Monthly shipment and Commences and issue full POP and shipping documents Including (against shipment Documents (Q88, SGS report certificate , Bill of Lading ), and also test report) to buyer/Bank.
7. Ship arrives at port destination port and conduct inspection on the goods and Buyer release payment to seller bank after inspection at port 100% payable for each shipment within 3 banking days upon the cargo passed SGS and receipt of all the relevant payment documents .
8. Seller pays commission to Seller Side and Buyer Side
  - The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
  - The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)

-----WE DO NOT ACCEPT ANY ICPO WITH OTHER PROCEDURE-----

***These procedures, prices and conditions, are not negotiable.***

***The Seller only accepts documents submitted with its format, If the Buyer's request, we can send ICPO template used by the Seller.***

Best regards: Mr. Jose Casas

President of Ofertas-Commodities  
& Seller Mandate .

