



ЛАКШМИ КОНСАЛТИНГ ТРЕЙД



REF: LKT/6754/SCO251/RU

To: Who It May Concern

Attn: Principal Buyer / Mandate

Buyer's official ICPO should be issued & addressed as follows;

To: Supplier / Refinery

Attn: Export Director

Via: LAKSHMI CONSULTING TRADE LLC (Sales Representative)

SOFT CORPORATE OFFER

The undersigned company, **LAKSHMI CONSULTING TRADE LLC** is a direct mandate to Refinery in Russia and Kazakhstan hereby with full Corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum Products / commodities with the terms and conditions as stated here under:

CORPORATE OFFER:

Country of Origin: RUSSIAN & NON-RUSSIAN.

Trading Mode: - FOB (FREE ON BOARD), TTO (TITLE TAKE OVER) & CIF (COST OF INSURANCE AND FREIGHT)

Price: Negotiable (send your sensitive/target price during ordering).

Payment: Operative IRDLC MT700 / SBLC MT760 / LC, MT103 after CIQ Inspection at discharge Port.

Loading port: Russia/Rotterdam/HOUSTON Texas.

Destination: Any Safe World Port (ASWP).

Specification: Annexed within Contract (TBA).

PB: 2% Operative Performance Bond, by the Seller.

COMMODITY LIST PRICES AND WORKING PROCEDURES:

EASTERN SIBERIAN PIPELINE OCEAN OIL (ESPO)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 380 USD / NET \$ 370 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

AUTOMOTIVE DIESEL FUEL (EN590)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 445USD / NET \$ 425 USD Per MT

COMMISSION: \$ 10.00 Seller Side / \$ 10.00 Buyer Side Per MT





ЛАКШМИ КОНСАЛТИНГ ТРЕЙД



JET FUEL (AVIATION KEROSENE COLONIAL GRADE 54)

Minimum Quantity: Buyer request not less than 100,000 Per BBL

Maximum Quantity: 4,000,000 per BBL Monthly

Price: Gross \$ 80 US D / NET \$ 76 USD Per BBL

COMMISSION: \$ 2.00 Seller Side / \$ 2.00 Buyer Side Per BBL

JET FUEL (AVIATION KEROSENE COLONIAL GRADE A1)

Minimum Quantity: Buyer request not less than 100,000 Per BBL

Maximum Quantity: 4,000,000 Per BBL Monthly

Price: Gross \$ 78 USD / NET \$ 76 USD Per BBL

COMMISSION: \$ 1.00 Seller Side / \$ 1.00 Buyer Side Per BBL

VIRGIN FUEL OIL (D6)

Minimum Quantity: Buyer request not less than 20,000,000 Per Gallon

Maximum Quantity: 200,000,000 Per Gallon Monthly

Price: Gross \$ 0.93 USD / NET \$ 0.91 USD Per Gallon

COMMISSION: \$ 0.1 Seller Side / \$ 0.1 Buyer Side Per Gallons

DIESEL GAS OIL GOST 305-82 (D2)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 380 USD / NET \$ 370 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

LIGHT CYCLE OIL (LCO)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 330 USD/NET \$ 320 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

LIQUEFIED PETROLEUM GAS (LPG)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 370 USD / NET \$ 360 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

LIQUEFIED NATURAL GAS (LNG)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 360 USD / NET \$ 350 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT





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EXPORT BLEND CRUDE GOST 9965-76 (REBCO)

Minimum Quantity: Buyer request not less than 100,000 Per BBL

Maximum Quantity: 4,000,000 Per BBL Monthly

Price: Gross \$ 80 USD / NET \$ 76 USD

COMMISSION: \$ 2.00 Seller Side / \$ 2.00 Buyer Side Per BBL

PETROLEUM COKE

Minimum Quantity: Buyer request not less than 10,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton Per Monthly

Price: Gross \$ 150 USD / NET \$ 140 USD Per MT

COMMISSION: \$ 5 Seller Side / \$ 5 Buyer Side Per MT

MAZUT

Minimum Quantity: Buyer request not less than 10,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton Per Monthly

Price: Gross \$375 / NET \$365 USD per MT

COMMISSION: \$ 5 Seller Side / \$ 5 Buyer Side Per MT

UREA N-46%

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price: Gross \$ 290 USD / NET \$ 280 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

BITUMEN

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

Delivery:

30/40 \$260 Gross/ \$250 Net per MT

40/50 \$290 Gross/ \$280 Net per MT

50/70 \$270 Gross/ \$260 Net per MT

60/70 \$300 Gross/ \$290 Net per MT

80/100 \$270 Gross/ \$260 Net per MT

85/100 \$250 Gross/ \$240 Net per MT

100/120 \$270 Gross/ \$260 Net per MT

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton



BITUMEN

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

30/40 \$230 Gross/ \$220 Net per MT

40/50 \$250 Gross/ \$240 Net per MT

50/70 \$260 Gross/ \$250 Net per MT

60/70 \$280 Gross/ \$270 Net per MT

80/100 \$220 Gross/ \$210 Net per MT

85/100 \$240 Gross/ \$230 Net per MT

100/120 \$220 Gross/ \$210 Net per MT

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

FOB PROCEDURE TANK TO VESSEL NON-NEGOTIABLE

1. Buyer issues ICPO along the following documents, Buyers Company Certificate of Registration or Company Profile with Buyer CPA in accordance to Seller's delivery transaction terms.
2. Seller issues Commercial Invoice and Tank to Vessel Injection Agreement to be countersign by the Buyer and its Logistics Shipping Company, Buyer Provide its nominated Vessel Q88 alongside with Safety Management Certificate of the Ship.
3. Seller provides the following documents for Buyer to verify the product in Seller's Tank.
 - (a) Fresh SGS Report.
 - (b) Tank Storage Receipt.
 - (c) Authorization to Verify.
 - (d) Dip-test Authorization Letter.
 - (e) Authorization to Sell & Collect. (f) Statement of Product Availability. (g) NCNDA/IMFPA.
4. Buyer conduct Dip-test Inspection of the Product in Seller Tank at Buyer own expense and upon satisfactory Dip Test Inspection carried out by the buyer, Buyer Makes Payments via MT103-T/T within 48-72 hours to Seller Beneficiary Account for the Total Cost of Product and lifting commences with Title Ownership Certificate and any other Exportation Documents is handed Over to Buyer.
5. Seller within 48 hours pays Commission to all Intermediaries Involve in the Transaction as per signed NCNDA/IMFPA.





CIF PROCEDURE

1. Buyer issues Purchase Order upon receipt in acceptance of seller's procedure.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller sends partial PPOP to Buyer via email:
 - a) Statement of Availability of Product
 - b) Commitment to Supply
 - c) Product Passport
 - d) Product Allocation Export License
 - e) Company Registration Certificate
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company(50/50 MT103)for transporting of the product to buyers final discharge port.
5. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyers Bank release the Total value of the shipping to seller's Bank within 48 hours (two banking days)By MT103.
6. Buyer/Seller pays all intermediaries involved in transaction as per IMFPA within 48hours

TANK TO TANK FOB PROCEDURE (FUJAIRAH,ROTTERDAM,HOUSTON,SINGAPORE)

1. Buyer issues ICPO addressed to Seller /Refinery Mandate along with approved TSA for Seller approval.
2. Upon approval of buyer's documents, Seller issues Commercial Invoice, Buyer signs and returns back to seller within 48 hours
3. Seller verifies and approve buyer's tanks farm by requesting for invoice of 2-day payment remittance, Seller leases the Buyer's tank for 2 days only and provide buyer with payment slip and buyer pay for 3 days. Seller issue Injection Schedule from a pipeline injection masters and Authority to inject (ATI).
4. Buyers tank farm provide seller with total days TSR + NOR to receive received the product.





5. Seller injection masters /company commences with the injection of the product and seller releases the following PPOP documents to buyer
 - A. Product Certificate of origin
 - B. Authorization to sell and collect (ATSC)
 - C. Product Passport
 - D. Injection Report
 - E. Availability of product
 - F. Commitment to supply
6. Upon the completion of the injection seller issues DTA to Buyer, Buyer inspects product with SGS Agent.
7. After Buyer's Successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product via MT103-TT.
8. Upon Seller Receiving the Payment for the Product from the Buyer, Seller issues to Buyer the Title Ownership of the product and all Exportation Documents of the product.

VESSEL TO TANK PROCEDURE.

1. Upon acceptance of seller's procedure by mail, buyer issues Purchase Order (ICPO) and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice to be signed by seller and buyer.
3. Buyer signs the commercial invoice and returns to seller, the signed CI, seller issues the POP Documents as shown below:
 - * -Q&Q Report
 - * -Ullage Report
 - * -Clean-on-board Ocean Bill of Lading/Q88
 - * -Export License
 - * -Cargo Manifest





4. Upon Buyer confirmation of the above POP on the arriving loaded vessel, buyer provide below Tank details within 3 days to enable seller commence Injection once the Vessel is moored.

* -TANK RECEIPT valid for 7 days (Minimum)

* -Notice of Readiness issued by Storage Tank Company

* - AUTHORITY LETTER TO VERIFY / INJECT

5. Upon vessel arrival at Buyer's nominated port, Vessel Captain Shall Berth the Vessel at the Buyer Tank Terminal for Injection process to take place, and trans loading/injection commences and upon completion of Injection into buyers Tank, the SGS inspectors' team will be invited for carrying out the DIP TEST Q&Q

6. Upon successful Q&Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.

7. Seller transfers the Ownership of the product to buyer and hands over all documents including Certificate of Origin.

8. Seller Pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB contract upon completion of the first trial order, payment SBLC + MT103 for long term contract.

TANK TAKE OVER PROCEDURES (TTO)

1. Buyer issues an official ICPO inserting seller's terms and procedures along buyer's company certificate of registration.

2. Seller issues the Title Take-Over Contract (TTO/MOU) addendum for review and endorsement by all parties.

3. Seller issues the POP documents (in buyer company name) as listed below;

a. Declaration of product ownership *

b. Product Passport (Quantity & Quality Dip Test Analysis Report

c. Certificate of Origin

d. Bill of Lading

e. Ullage Report *

f. Vessel Notice of Readiness





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g. Cargo Manifest*

h. Vessel Q88

i CPA (Charter Party Agreement)

j. ATSC (Authorized to Sell and Collect)

4. Upon receipt confirmation of the above documents, within 2 (two) working days the buyer makes contact and conclude with seller vessel master to verify POP document of the product on high sea/vessel position, and make 3% payment as security guarantee payment of the total cost of product which serve as a Title Take-Over Fee and will be deducted from the total product cost.

5. Upon seller confirmation of the TTO payment, seller order to re-route to the buyer's desired port, transfer 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 via Swift from seller bank the full prove of product.

6. Seller issues Approval to export certificate, Export license certificate, Authorization to board vessel (ATB) and Dip test authorization (DTA) and all shipping documents will be reissued in the buyer's name and vessel will be sent to the buyer's discharge port.

7. Within 3 working days of Vessel arrival, Buyer releases full payment via MT103 after CIQ/SGS at the destination port.

8. Seller pays all intermediaries accordingly within 72 hours.

9. The next shipment commences, Both Parties proceed with the signing for a 12 Months CIF AWSP contract upon completion of the first trial order.

10. (a) Buyer issues DLC/SBLC to Seller for the subsequent 12 Month delivery and 2% Performance Bond to Buyer for the subsequent 12 Month delivery, after the first trial order.



Issued by

Mr. Demekhin Alexey Valeryevich

Director of **LAKSHMI CONSULTING TRADE LLC**





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