

# LLC "Saroil"

**Legal Address:** 129090 , Moscow city , Shchepkina street, house 5, building 1, floor 15 sq. 104

**Email:** Saroilc@inbox.ru

**Phone:** +79267758320

**Date of Issue:** 21<sup>st</sup> Jan, 2023

**Expires:** 30<sup>th</sup> June 2023

**Ref:** SO/5790201/21

**TO BUYER/BUYER'S MANDATES**

**CIF/FOB ROTTERDAM, HOUSTON /RUSSIAN PORT.**

**WE SAR-OIL.LLC:** is legally an official representative to some Russian and Kazakhstan reputable refineries willing capable and ready to supply to any reputable Buyer the below listed petroleum products in Russian, Kazakhstan and Rotterdam/Houston ports.

RUSSIAN MAZUT M100 10585/75  
Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 300,000 MT  
Monthly. CIF Price: 250 Gross / 240 NET  
JOB PRICE: 220 GROSS/ 210 NET  
Commission: 5 / 5

BASE OIL.

SN 100 - 320 Gross / 310 Net

BS 150 - 330 Gross / 320 Net

SN150 - 300 Gross / 290 Net

SN 300 - 320 Gross / 310 Net

SN 500 - 330 Gross / 320

Net

COMMISSION STRUCTURE: 5 USD seller side and 5 USD buyer side

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## JET FUEL A1

Minimum Quantity: 1,000,000 Barrels Trial Shipment / Maximum Quantity: 5,000,000 Barrels

Monthly CIF Price; Gross 34 / 30 NET

FOB PRICE: 32 GROSS / 28 NET

Commission; 2 / 2

## RUSSIAN GAS L0.D2/26 GOST 305 - 82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

CIF Price: 250 Gross / 240 Net

FOB PRICE: 240 GROSS / 230 NET.

Commission: 5 / 5

## GASOLINE 93 OCTANE RUSSIAN ORIGINS AND 89

Quantity: 50,000 MT x 12 Months Over 100,000 MT x 12 Months,

CIF PRICE: USD 260 gross / 250 net

FOB Price: Gross 240 USD / Net 230 USD.

COMMISSION STRUCTURE: 5 USD per MT Buyer Side / 5 USD per MT Seller Side.

## AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: Minimum: 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly

CIF Price: 36 GROSS / 32 NET

FOB PRICE: 35 GROSS / 31 NET

Commission: 2 / 2

## CS1 - 180 FUEL OIL

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 800,000 Metric Tons per

Month CIF Price: Gross 210.00 USD /

200.00 USD NET FOB Price: Gross

190.00 USD / 180.00 USD

NET

COMMISSION STRUCTURE: 10 USD per MT Buyer Side / 10 USD per MT Seller Side

## AUTOMOTIVE GAS OIL.

Quantity: From 20,000 Metric Tons per Month

Quantity: Above 200,000 Metric Tons per

Month FOB Price: GROSS 200 USD / NET

190 USD on CIF. Price: GROSS 210 USD / NET

200 USD

COMMISSION STRUCTURE: 5 USD seller side and 5 USD buyer side.

## VIRGIN D6 FUEL OIL

Quantity: Minimum: 100,000,000 Gallon Trial Shipment / Maximum: 300,000,000 Gallon

Monthly FOB Price: 0.50 / 0.44

CIF Price: 0.60 / 0.54

Commission: 0.03 /

0.03

## ESPO CRUDE OIL

Minimum Quantity: 1,000,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month

FOB Price; Gross 24 / 20 NET

CIF Price; Gross 26 / 22

NET Commission; 2 / 2

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EN590 GOST 52368 - 2005

Quantity: Minimum 50,000 M<sup>3</sup> Trial Shipment / Maximum 500,000 M<sup>3</sup> Monthly

FOB Price: 180 Gross / 170 Net

CI Price: 200 Gross / 190

Net Commission: 5 / 5

RUSSIAN LIQUIDIFIED PETROLEUM GAS [LPG] GOST: 20448 - 90

Quantity: 10,000 M<sup>3</sup> x 12 Months, Over 50,000 M<sup>3</sup> x 12

Months, CI Price: USD 210 Gross

/ 200 Net

FOB Price: Gross 190 USD/ Net 180 USD.

COMMISSION STRUCTURE: 5 USD per M<sup>3</sup> Buyer Side / 5 USD per M<sup>3</sup> Seller Side.

DIESEL ULTRA - LOW SULPHUR (ULSD 500 PPM)

Min. Quantity: 50,000 M<sup>3</sup>

Max. Quantity: 1,000,000 M<sup>3</sup> per Month

Price CI: 2400 Gross/ 230 Net per M<sup>3</sup>

Price FOB: 220 Gross/

210 Net per M<sup>3</sup>

COMMISSION STRUCTURE: 5 USD Per M<sup>3</sup> Buyer Side / 5 USD Per M<sup>3</sup> Seller Side.

LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 50,000 M<sup>3</sup> x 12 Months, Over 100,000 M<sup>3</sup> x 12 Months,

CI Price USD 240 Gross / 220 Net

FOB Price: Gross 200 USD/ Net 190 USD.

COMMISSION STRUCTURE: 5 USD Per M<sup>3</sup> Buyer Side / 5 USD Per M<sup>3</sup> Seller Side.

LIGHT CIRCLE OIL (LCO)

Quantity: Minimum: 50,000 M<sup>3</sup> Trial Shipment / Maximum: 500,000 M<sup>3</sup>

Monthly. CI Price: 220 Gross / 210 Net

FOB Price 190 Gross/180 Net

Commission: 5 / 5

## **Procedure: CI/Dip/Pay**

1. Upon acceptance of Seller's Offer, Buyer issues Purchase Order (ICPO) and Passport Copy.
2. Upon acceptance of Buyer ICPO, Seller issues Commercial Invoice for Buyer's review and signing.
3. Buyer signs the Commercial Invoice and returns to Seller along with their Tank Storage Agreement (TSA).
4. Seller lodges the signed Commercial Invoice and the approved Tank Storage Agreement (TSA) with the (Ministry of Energy Russia Federation).
5. Upon successful endorsement by the Ministry of Energy, Seller issues the POP Documents as shown below:
  - a. Dip Test Authorization (DTA) unconditional
  - b. Fresh SGS Report
  - c. Q&Q Report
  - d. Ullage Report
  - e. Tank Storage Receipt
  - f. Tank Injection Report
  - g. ATV
  - h. ATSC

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5, Buyer inspects products in Seller tanks with the above documents with no hidden charges.

6. Seller issues Authorization to Transfer from Seller Tank to Buyer Tank or vessel upon Buyer's satisfactory.

7. Buyer makes payment for the product via MT103 or MT199 upon the commencement of the

injection of the products to Buyer vessel or tanks and Seller transfers title ownership to Buyer and sign yearly contract delivery.

## ROTTERDAM TRANSACTION PROCEDURE :

1. Buyer issues an official ICPO & buyer company registration certificate.
2. Seller issues commercial invoice for first lift quantities for party's and tank storage lease agreement (ISA) signatures and endorsement, Buyer Signs and returns to Seller
3. Upon receive of Buyer signed tank storage lease agreement (ISA) and Commercial Invoice
4. Seller issue POP documents to buyer's secured e-mail:
  - (a) Commitment to Supply
  - (b) Product Passport Dip test Report
  - (c) Authorization to Sell & Collect (ATSC)
  - (d) Certificate of incorporation
  - (e) ISR/ GPS coordinate
  - (f) Unconditional DTA, to be signed and fill with Buyers information to go for Dip test:
  - (g) Payment invoice for 2day extension
5. After verification of POP within 48 hours maximum, buyer Pay for 2Day extension to enable Buyer conduct dip test in seller tankfarm. And liable to take tank over TLO.
6. upon verification of buyer's Payment Seller issue:
  - a) Valid ISR for 5 Days
  - b) Unconditional DTA
  - c) ALV d) SGS Report
7. Buyer conducts SGS inspection and pays for product via MT 103 Tl within 48 hours.
8. Title to the product is transfer to the buyer alongside all exportation documentation in relation to the petroleum product.
9. Seller pays commission within 48 hours by swift MT103 to all intermediaries assigned NCNDA/IMPITA.

## FOB DIP AND PAY TRANSACTION PROCEDURE:

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
2. Seller issues Commercial Invoice (CI) for Buyer to sign and returns back to seller with their official valid TSA.
3. Seller leases and pays the Buyer's tank for 3 days and Buyer do pay his Tank Farm Company for 2 days making it 5 days, upon his Tank Farm Company confirmation of both payments, the Tank Farm issues a valid TSR in Buyers name for the commencement of the product injection into the Buyers Tank.
4. Seller issues to Buyer the:
  - (a) TSR/
  - (b) REGISTRATION CERTIFICATE
  - (c) STATEMENT OF PRODUCT AVAILABILITY
  - (d) GPS Coordinate-Tank Storage
  - (e) Authority To Sell
  - (f) ATTESTATION TO VERIFY.
  - (g) Injection Report
  - (h) NCNDA / IMFPA

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5. Seller issues **DTA** and **SGS** report in 3 days to Buyer, 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. For the transfer of the Title of Ownership to the Buyer

6. Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and Seller.

## **TTO PROCEDURE.**

1. Buyer issues official ICPO product right inside the vessel on the sea:

2. Seller issues MOU.

3. Buyer countersign MOU and forward back.

4. upon the receipt of countersign MOU from the buyer, seller emails to buyer the listed below documents issued in the name of the initial buyer as stated below:

a) **Product Passport (Quantity & Quality Dip Test Analysis Report)**

b) **Certificate of Origin**

c) **Bill of Lading**

d) **Vessel Q88 Document**

e) **E.T.A. (Estimated Time of Arrival) Of Vessel**

f) **Vessel (N.O.R) Notice of Readiness**

g) **Ullage Report**

h) **Cargo Manifest**

i) **Invoice for title transfer**

5. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and makes payment Within 48 hours for the title takeover which amount to the sum of \$372,000.00 (Three Hundred and Seventy Two Thousand United state dollars) to seller's Fiduciary account..

6. Upon seller receipt of the title takeover payment, seller orders for the vessel to be re-routed to buyers desired Port, seller transfers 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 and send via swift from seller bank the full prove of product to buyers Bank.

7. Vessel arrives the discharge port and buyer carry's out the CIQ/SGS inspection and upon a successful inspection, Buyer pays by MT103 T/T for the full product to the seller. Note the title takeover payment will be deducted from the total product value.

8. Seller pays all parties involved their commission within 48 hours:

## **CIF TRANSACTION PROCEDURE . ROTTERDAM/HOUSTON PORT.**

(1) Buyer issues ICPO to seller.

(2) Seller issues SPA to buyer for review and counter signature and turn back to Seller. Upon the Review of the signed SPA Seller pays for the legalization Fees to the Ministry of Energy. (3) Upon Seller receiving Legalized Contract issues below Partial Proof of Product (PPOP) Documents sent to buyer and stamped by the Ministry of Energy:

...Legalized SPA:

...Commitment to supply to supply:

...CPA, Charter party agreement to be signed by the Buyer/fill with Buyers info, Upon signing and returning to Seller,

Seller and buyer proceed to endorse the Charter Party Agreement (CPA) document with the Shipping Company and both bear the charges for the shipment 50/50:

Upon conformation Seller proceed with the shipment and issue to Buyer below POP documents

... **Guarantee Letter**

...**Q88/duly signed and stamped SHIPPING AGREEMENT (CPA)**

...**Vessel (N.O.R) Notice of Readiness**

... **SGS report if needed:**

...**bill of lading**

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...E.T.A. (Estimated Time of Arrival) Of Vessel

... Availability of product

... Analysis Report issued by GOST R d. Certificate of Origin

... Export License.

... Legalized SPA.

... Product passport

(5) Within seven (7) days of receipt of PPOP, buyer's bank issues /DLC MT700 PRE-ADVISE to seller's nominated

bank (NOTE: If Buyer fails to issue Instrument within the stipulated number of days they will be required to pay

Security deposit of 372,000 Euros, so that Seller can proceed further with the first trial shipment.) (6) Seller provides shipment schedule to buyer accompanied with vessel details (CPA, Q88) ETA And full POP.

(7) Upon Vessel arrival at destination port, vessel captain issues MATB/DTA for buyer/buyer's Inspection team to conduct Quality and Quantity (Q&Q) tests or its equivalent

(8) Buyer pays for product amount via MT103 after successful inspection report

(9) Buyer discharges the product and Seller pays commissions within 48 hours to all intermediaries..

**NOTE: Prices are negotiable and we seriously follow the above procedure.**

**THANK YOU FOR YOUR CORPORATIONS**



General Director: Alexey Kochetkov