

SOFT CORPORATE OFFER, CIF ASWP

RUSSIAN PETROLEUM COKE

MINIMUM QUANTITY: 100,000 MT / 200,000 MT

SPOT SHIPPMENT QUANTITY: 5000 MT

PRICE

CIF GROSS USD \$ 60 / \$ 55 NET

(COMMISSION USD \$2.5cent BUYER SIDE /\$2.5cent SELLER SIDE)

ORIGIN	RUSSIAN
Quantity	Spec Export Standard Quality
Incoterms	2010
Loading port	Vanino Port.
Payment Terms	SBLC MT 760 / DLC MT 700 MT103
Inspection	SGS, CIQ or similar
Tolerance	+/- 5%
Delivery Laycan	TBA
Insurance	Paid by Seller, covering 110% of Shipment Value

TRANSACTION PROCEDURES CIF PET COKE

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller Refinery along with company profile and buyer passport.

2. Seller (the refinery) issues the draft SPA for buyer's review and signing

3. Seller legalizes and registers the contracts with insurance company and notarize it with the appropriate Authorities of the ministry of energy along with the below PPOP document. appropriate Authorities of the ministry of energy along with the below PPOP document.

A. Product Quality Passport-Quality Certificate.

B. Certificate of Product Origin.

C. Product availability

D. Commitment letter to supply the product from Ministry of Energy.

4. Buyer's bank will make cash deposit of 10% by TT Wire Transfer as security Guarantee from the total amount of the product prior the receipt of payment invoice, 10% will be deducted from the total cost of the product invoice value after inspection at discharging port.

5. After confirmation by seller's bank, seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with submission of nominated Vessel details to buyer.

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6. Seller's bank responds with contractual operative 2% PB and full POP to buyer's bank within seventy - Two (72) hours since buyer's instrument confirmed by seller's bank

a) Copy of the Port Storage Agreement.

b) Copy of the CPA, to Transport the Product to Discharge Port.

c) Vessel Q88.

d) Original BL (full set). e) Copy of SGS Report. e) E.T.A. (Estimated Time of Arrival) Of Vessel by captain issue to shipping agent & buyer via mail.

e) Vessel (N.O.R) Notice of Readiness by captain issue to shipping agent & buyer via mail

7. Upon successful product confirmation against SGS/CIQ Report of Quality and Quantity at destination port, buyer makes payment by MT103.

8. Seller and buyer, within seventy-two (72) hours, seller pays commissions to seller side and buyer pays buyer side intermediaries involved in the transaction.

SPECIFICATION PETCOKE

Total moisture (as original) : max 10%

Ash (dry basis) : max 1%

Volatile (dry basis) : min 8-13%

Total sulphur (dry basis-total) : max 5%

Lower calorific value (as original) : min 7500 Kcal/kg (net)

Size : 0-50 mm (max 5%)

HGI : Min 55

Warm Regards,
 Dmitriy Nikola Vladimirovich
 Sales department
 LUKOIL-Permnefteorgsintez

