

# SOFT CORPORATE OFFER

## NPO "KOVAPROM", LLC



**Нпо Коваром LLC**  
**ООО «НПО Коваром»**

**CEO**

**Maria Kova Aleksandrovna**



**Npo Kovaprom LLC**  
ООО «НПО Ковапром»

# **NPO "KOVAPROM", LLC**

KPP 526001001, OGRN 1145260006660, OKPO 37630977

*RUSSIA, Nizhny Novgorod 603163, Rodionova Street, 193, PREMISES*

**Issued Date: 11th October, 2023**

**Expiring Date: 20th June 2023**

**REF: PETROLEUM-75739**

**Terms of Negotiation Origin: Russian,  
Kazakhstan, Qatar, Georgia**

**Destination: Any safe world port.**

**Incoterms: CIF/FOB**

**Payment Terms, MT760/MT103/MT700,**

**Inspection: SGS or similar at the loading port at the expense of the seller**

**To: Potential Buyer/ Mandates/Intermediaries**

## **SOFT CORPORATE OFFER(SCO)**

**JET A1 FUEL**

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

**Price: \$80.00 Gross / \$74.00 Net**

**Commission: \$3.5 / \$3.5**

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## **EN590 GOST 52368-2005**

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

**Price: \$320.00 Gross / \$310.00**

**Net Commission: \$5 / \$5**

## **PETROLEUM COKE**

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment: 500,00 MT  
Monthly**

**Price: \$140.00 Gross / \$130.00 Net PER MT**

**Commission: \$5 / \$5**

## **UREA**

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

**Price: \$210.00 Gross / \$200.00 Net**

**Commission: \$5 / \$5**

## **AGO-AUTOMOTIVE**

**GAS OIL Quantity: Minimum 100,000 MT Trial / Maximum Shipment:  
500,000 MT Monthly**

**Price: \$210.00 Gross / \$200.00**

**Net Commission: \$5 / \$5**

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## **LPG**

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment:**

**500,000 MT Monthly**

**Price: \$200.00 Gross / \$190.00 Net**

**Commission: \$5 / \$5**

## **LIGHT CYCLE OIL (LCO)**

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment:**

**500,000 MT Monthly**

**Price: \$258.00 Gross / \$250.00 Net**

**Commission: \$5 / \$5**

## **EAST SIBERIA-PACIFIC OCEAN(ESPO)**

**Quantity: Minimum 500,000 MT Trial / Maximum Shipment:**

**2.00.00,000 MT Monthly**

**Price: \$82.00 Gross / \$80.00 Net**

**Commission: \$2 / \$2**

## **VIRGIN D6 FUEL OIL**

**Quantity: Minimum 10.000,000 Gallon Trial / Maximum Shipment:**

**30,000,000 MT Monthly**

**Price: \$1.00 Gross / \$0.90 Net**

**Commission: \$0.3**

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## GASOLINE 91-92-95 OCTANES

**Quantity: Minimum 100,000 MT Trial / Maximum Shipment:**

**500,000 MT Monthly**

**Price: \$250.00 Gross / \$245.00 Net**

**Commission: \$5 / \$5**

## RUSSIAN GAS L0.2/26 GOST 305-82

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment:**

**500,000 MT Monthly**

**Price: \$210.00 Gross / \$205.00 Net**

**Commission: \$5 / \$5**

## MAZUT M100 10585/75

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment:**

**500,000 MT Monthly**

**Price: \$260.00 Gross / \$255.00 Net**

**Commission: \$5 / \$5**

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## **LIQUEFIED NATURAL GAS**

**Quantity: Minimum 50,000 MT Trial / Maximum Shipment:  
500,000 MT Monthly**  
**Price: \$205.00 Gross / \$195.00 Net**  
**Commission: \$5 / \$5**

## **VIRGIN D2 FUEL**

**Quantity: Minimum 10,000,000 MT Trial / Maximum Shipment:  
30,000,000 MT Monthly**  
**Price: \$220.00 Gross / \$215.00**  
**Net Commission: \$5 / \$5**

## **FOB STANDARD PROCEDURE (A)**

- **1. Buyer issues ICPO along with Tank Storage Agreement (TSA) accompanied by company certificate of registration and valid means of identification**
- **2. Seller issues the following documents:**
  - \* **commercial invoice (CI) for the available quantity in the storage tank**
  - \* **product passport (Product Analysis Report),**
  - \* **Notarized Statement of availability of the product**
  - \* **Authority to verify (ATV) via email or phone call. (e) Notice of Readiness (NOR)**

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- . Buyer returns the commercial invoice and NOR duly signed by the buyer and buyer's logistic company
  
- 4. Seller issues to the buyer the listed below documents:
  - \* Unconditional dip test authorization (DTA)
  - \* Fresh SGS inspection report
  - \* Notarized and endorsed NCNDA/IMFPA
  - \* Authorization to sell and collect (ATSC)
  - \* Tank storage receipt (TSR)
  - \* Commitment letter to supply
  - \* Injection Report
  - \* Certificate of Origin
  
- 5. (Optional) Buyer SGS team re-conducts dip test inspection on the product in seller storage tanks at buyer expense.
  
- 6. Upon successful dip test inspection, the buyer pays for the total product value and the seller immediately transfers the title of product ownership to the buyer with all export documents
  
- 7. Seller immediately commences injection of the product into buyer's tanks
  
- 8. Seller pays intermediaries.

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## FOB STANDARD PROCEDURE (B)

- 1. Buyer accepts seller's working procedure and issues ICPO
- 2. Seller issues commercial invoice (CI), which will be signed by Buyer and returns back commercial invoice
- 3. Seller provides the buyer with the below listed PPOP along with NCNDA & IMFPA
  - \* Statement of Product Availability
  - \* Certificate of Origin
  - \* Conditional DTA for dip test
  - \* Product Passport Analysis
  - \* Company Registration Certificate
- 4. The buyer provided his storage tank agreement after confirmation from our management to proceed buyer provided a tank storage receipt for 5 days to enable the buyer to gain access to the facilitated seller tank to conduct a dip test and execute the Quality and quantity Inspection in the Tank Farm for FRESH Analytical Report/Result by SGS
- 5. After a successful DIP test, the seller released the Dip test SGS result
- 6. Injection of product proceeds into Buyer's vessel or injects into Buyer's tanks Buyer or buyer retains tank takeover within a maximum of 48 hours Buyer pays via MT 103/TT for the spot transaction and seller issues all export documents to the buyer.
- 7. Upon conclusion of the first lift transaction, the seller pays all intermediaries involved in the Transaction and proceeds with the signing of the contract with the Buyer

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## CIF STANDARD PROCEDURE

- **1. The buyer issues an irrevocable corporate purchase order (ICPO) to the seller and includes the buyer's company letterhead and buyer banking information.**
- **2. Seller issues SPA for Buyer to sign seals and returns the SPA to the seller, Seller gives partial proof of product, PPOP authentication/approval legalized by the authority Russian Ministry of Energy.**
  - \* Buyer Refinery's Commitment to supply
  - \* Certificate of Origin
  - \* Statement of Availability of Product
  - \* Product Quality passport (Analysis test Report) by Russian standard gost
  - \* Proforma invoice for the first value month
- **3. Buyer's Bank 8 banking days sends irrevocable operative SBLC via MT760 or DLC MT700 according to seller's fiduciary bank verbiage to the seller nominated fiduciary offshore bank account for the first-month shipment, Should the buyer fail to issue payment instrument within 8 banking days, Buyer will request for invoice to make a cash deposit of 3% of the total product value via TT wire transfer MT103 for security guarantee to enable seller charter vessel and commence shipment and this payment will be deducted from the total cost of the product after inspection at the discharge port, seller bank issues full POP documents to the buyer's bank alongside with 2% performance bond (BP)**

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- \* Copy of the license to Export issued by the Department of the Ministry of Energy Russian
  - \* Copy of Approval to export issued by the Ministry of Justice Russian
  - \* Copy of statement of availability of Product.
  - \* Copy of the Refinery's commitment to producing the product.
  - \* Copy of Transnet contract to transport the product to the loading port.
  - \* Copy of the port storage agreement.
  - \* Copy of the charter party agreement to transport the product to the discharge port.
  - \* Copy of vessel Questionnaire 88
  - \* Copy of Bill of lading.
  - \* SGS report at the loading port
  - \* Dip test Authorization (DTA) & ATB
  - \* NOR/ETA
  - \* Certificate of Ownership transfer.
  - \* Allocation transaction passport code certificate (ATPCC) By the Ministry of Energy
- 
- 4. Shipment commences as per the signed contract delivery schedule and the shipment should arrive at the Buyer's discharge port within 5-22 days, the SGS inspection will be borne by the seller at the loading seaport and the Buyer at the unloading seaport
  - 5. Buyer releases payment to Seller via TT/MT103 upon receipt of the shipping document and confirmation of the Q&Q by SGS/CIQ at the destination port
  - 6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA

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